Andria’s Countryside Restaurant
Since opening its doors Friday the 13th in November of 1989, Andria’s Countryside Restaurant has become well known as the place to go for Certified Angus Prime Beef, expert food preparation, an extensive wine list, and exceptional customer service. Many vegetables used in the kitchen are locally grown. Some so local, in fact, that Andria’s owner Craig Tarpoff and Executive Chef Antoine Moussalli need only step outside the restaurant to harvest their own crops of cucumbers, tomatoes, peppers, squash, strawberries, sugar snap peas and herbs.

Moussalli graduated from Edwardsville High School in 1999 and immediately left to attend New England Culinary Institute (NECI) in Vermont. Antoine earned Associate of Occupational Studies in Culinary Arts and Bachelor of Arts in Food & Beverage Management degrees from NECI, the same school Alton Brown – acclaimed Food Network chef – attended.

Antoine has served as Executive Chef at Andria’s Countryside Restaurant for six years. He brings with him experience garnered over intensive study and hard work at acclaimed dining establishments including Café de France in St. Louis, Nobu Miami Beach, and Auberge du Soleil in Napa Valley.

“We use the best product available and present a genuine value to our customers with our wines, meat, and everything we serve. You can come to Andria’s Countryside Restaurant to celebrate a special occasion, but you can also enjoy a casual evening with our lounge menu and cocktails,” said Craig, who can often be found creating desserts tableside.

Andria’s Countryside Restaurant’s gardens were recently honored with a 2010 Green Thumb Award from the City of Edwardsville’s Beautification & Tree Commission Green Thumb Committee.

To learn more about Andria’s, visit www.andriascountryside.com. Andria’s Countryside Restaurant is located at 7415 State Route 143 and opens at 5pm Monday–Saturday. To make a reservation, call 618.656.0281.
special investors

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Cassens & Sons
Cassens Transport
Charter Business
City of Edwardsville
Commerce Bank
Country Club Lawn & Tree
Eden Village Retirement Community
Edwardsville School District #7
Edwardsville Publishing Company
First Clover Leaf Bank
Hurford Architects, Inc.
Juneau Associates, Inc., PC
Madison Mutual Insurance Co.
MetLife
Prestige Management Services, LLC
Red Robin Gourmet Burgers
Richards Brick Company
Royal Office Products, Inc.
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R.P. Lumber
Shop ‘N Save
Southern Illinois University Edwardsville
Village of Glen Carbon
West & Company, L.L.C.

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Associated Physicians Group
Assurance Brokers
Bard & Didriksen Pediatrics
Bauer–Hite Orthodontic
Belle Milano Restaurant
Big Daddy’s Edwardsville
Bickman Orthodontics
Byron Gerber Petri & Kolb, LLC
Coffey & McCracken Law Firm P.C.
Collinsville, IL 62234
Country Club Lawn & Tree
Country Hearth Inn & Suites
Crawford, Murphy, & Tilly, Inc.
Crossland, IL 62234
Culver’s of Edwardsville
Days Inn
Denny’s
Dr. Hal R. Patton, D.D.S.
DREDA Electric Company
Eagle Publications, Inc.
Eberhart Sign & Lighting Co.
Edwardsville Nursing & Rehabilitation
Edwardsville Pet Hospital
El Maguey
Eminwood Nursing and Rehab
Excelgen Consulting Group
Extra Help, Inc.
Faxall’s
FCB Edwardsville Bank
Fitness Designs
First Bank
First Mid-Illinois Bank & Trust
First National Bank - Maryville
Fitness 4 Life Physical Therapy
Fountain View Manor
Gateway Center
Gateway Grizzlies
Gerald Moving
GlenEd Pharmacy
Glia’s Department Store
Grose Manor
Hampton Inn & Suites
Hawkins Law Office
Hawthorne Animal Hospital
Holiday Inn Express
Illinois Dept. of Employment Security
Imaging Center of Southern Illinois
IMO’S Pizza
Jan’s Hallmark Shop
J.F. Electric Inc.
Joe’s Pizza & Pasta
Kentucky Fried Chicken
Kitchenland
Kurt’s Canaler Collision Center
Littler Mendelson, PC
Lower Facility Planning
Magnuson Cornelia Hotel
Market Basket
Maryville Women’s Center & Med Spa
Massage Envy
Masterpiece Smiles – Dr. Noll
Mastroianni Orthodontics
Maurices
Midwest Occupational Medicine
Minuteman Press
Mt. Everest Air
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OCE Imaging
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One America Securities
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Phillips Furniture
Piedmont Development Corp.
ProSource Wholesale Floorcoverings
Prudential One Realty Centre
Red Robin
RED’z Rib Shack
Reed, Armstrong, Mudge & Montesay
REGAIN Integrity Realty Centre
Regions Bank
Sandberg, Phoenix & von Bontard
Schmuck’s
Scott Credit Union
Shell Community Federal Credit Union
Shoe Carnival
Sivio Business & Legal Services
Southern Illinois Underwriters
Specialty Printing
Stonebridge Development
Stanhope Garbage Co.
Sunset Hills Country Club
Sunset Hills Family Dental
Super & Pintoon Beach
TheEDGEBANK
The Gilliland Financial Group
The Scheffel Companies
The Telegraph
Thouvenet, Wade & Moore Inc.
Travel Centers
University Nursing & Rehabilitation
US Bank
Valley View Cemetery, Mausoleum & Funeral Home
WBGS Radio
Wenzel & Associates

events

7/8 Thursday 5–7pm
Business After Hours
Gateway Regional Medical Center
SW Orthopedics
4802 South IL Route 159
Glen Carbon, IL 62034

7/10 Tuesday 7:30–9:30am
Building Blocks for Business
Recovery: Funding & Training
Double Tree Inn & Conference Center
Collinsville, IL 62234

7/21 Wednesday 4pm
Ribbon Cutting
Comfort Dental
6655 Edwardsville Crossing Dr.
Suite D
Edwardsville, IL 62025

7/22 Thursday 4:30pm
Ribbon Cutting
Abundance Advisors
60 South IL Route 157
Suite B1
Edwardsville, IL 62025

7/22 Thursday 5–7pm
Business After Hours
Lexow Financial Group
60 South IL Route 157
Edwardsville, IL 62025

save the date

8/3 Tuesday 8:30–10am
Ribbon Cutting
Heroic Adventures
1031 Century Drive
Edwardsville, IL 62025

8/4 Wednesday 7:30–9am
VPS Learn from a Leader
Breakfast with Mark
Mestemacher at Edwardsville
High School’s Jon Davis Center
Edwardsville, IL 62025

8/5 Thursday 5–7pm
Business After Hours
Anderson Hospital Physician’s Office
Building II Patio
6820 IL Route 162
Maryville, IL 62062

8/10 Monday 4:30pm
Meet & Greet Your Elected Officials at Glen Carbon
Centennial Library
198 South Main Street
Glen Carbon, IL 62034

8/23 Monday 4:30pm
Meet & Greet Your Elected Officials at Glen Carbon
Centennial Library
198 South Main Street
Glen Carbon, IL 62034

8/24 Tuesday 7:30–9:30am
Building Blocks for Business
Recovery: Energy Efficiencies & Cost Savings
Double Tree Inn & Conference Center
Collinsville, IL 62234

8/27 Friday 6pm
SIUE Block Party
Downtown Edwardsville
Edwardsville, IL 62025

10/4 Monday
Annual Golf Challenge
Sunset Hills Country Club
2525 Highway 157 South
Edwardsville, IL 62025

Office Building II Patio
Building Blocks for Business
Recovery: Energy Efficiencies & Cost Savings
Double Tree Inn & Conference Center
Collinsville, IL 62234

City of Edwardsville
Gateway Center
Gateway Grizzlies
Gerald Moving
GlenEd Pharmacy
Glia’s Department Store
Grose Manor
Hampton Inn & Suites
Hawkins Law Office
Hawthorne Animal Hospital
Holiday Inn Express
Illinois Dept. of Employment Security
Imaging Center of Southern Illinois
IMO’S Pizza
Jan’s Hallmark Shop
J.F. Electric Inc.
Joe’s Pizza & Pasta
Kentucky Fried Chicken
Kitchenland
Kurt’s Canaler Collision Center
Littler Mendelson, PC
Lower Facility Planning
Magnuson Cornelia Hotel
Market Basket
Maryville Women’s Center & Med Spa
Massage Envy
Masterpiece Smiles – Dr. Noll
Mastroianni Orthodontics
Maurices
Midwest Occupational Medicine
Minuteman Press
Mt. Everest Air
Neruda
OCE Imaging
Office Depot
One America Securities
Open MRI of Southern IL, LLC
Phillips Furniture
Piedmont Development Corp.
ProSource Wholesale Floorcoverings
Prudential One Realty Centre
Red Robin
RED’z Rib Shack
Reed, Armstrong, Mudge & Montesay
REGAIN Integrity Realty Centre
Regions Bank
Sandberg, Phoenix & von Bontard
Schmuck’s
Scott Credit Union
Shell Community Federal Credit Union
Shoe Carnival
Sivio Business & Legal Services
Southern Illinois Underwriters
Specialty Printing
Stonebridge Development
Stanhope Garbage Co.
Sunset Hills Country Club
Sunset Hills Family Dental
Super & Pintoon Beach
TheEDGEBANK
The Gilliland Financial Group
The Scheffel Companies
The Telegraph
Thouvenet, Wade & Moore Inc.
Travel Centers
University Nursing & Rehabilitation
US Bank
Valley View Cemetery, Mausoleum & Funeral Home
WBGS Radio
Wenzel & Associates

8/8 Thursday 4:30pm
Ribbon Cutting
Abundance Advisors
60 South IL Route 157
Suite B1
Edwardsville, IL 62025

8/22 Thursday 5–7pm
Business After Hours
Lexow Financial Group
60 South IL Route 157
Edwardsville, IL 62025

8/10 Monday
Annual Golf Challenge
Sunset Hills Country Club
2525 Highway 157 South
Edwardsville, IL 62025

Fazoli’s
Extra Help, Inc.

Common Ground July 2010 | 3
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!

**7/8 Thursday 5–7pm**
Gateway Regional Medical Center
SW Orthopedics
4802 South IL Route 159 in Glen Carbon

**7/22 Thursday 5–7pm**
Lexow Financial Group
60 South IL Route 157 in Edwardsville

**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.

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

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Learn more about the power of e. Call 800-447-SIUE or log on to siue.edu.
To support the Chamber's upcoming shop local initiative, and to provide visitors a comprehensive guide showcasing shopping, dining, accommodations, and community attractions, the Chamber has partnered with CommunityLink to publish an Edwardsville/Glen Carbon Visitors Guide.

The booklet will provide Chamber members an excellent opportunity to promote their business, with 10,000 guides distributed at more than 20 locations over the next year. It is important to note that this booklet is designed to complement, not compete with, our Community Guide book, which is designed to assist in relocation and help people familiarize themselves with the community as a whole.

Ad space in the Visitors Guide is available in a variety of sizes and prices to fit any budget. I encourage you to participate in this publication to place your business in the eyes of thousands of potential customers. Visit www.edglenolphocal.com for more information.

Throughout the month of June, we had the pleasure of welcoming thousands of incoming freshman parents to Edwardsville and Glen Carbon through SIUE's Springboard to Success program. The Chamber's role in the presentations was to introduce the parents to our vibrant community, encourage them to use Chamber members for their retail, dining and service needs, and serve as their local resource and connection to the community.

As we wrap up Springboard presentation, we move into planning SIUE's Block Party – vendors are needed for Block Party, and I encourage you to contact Michelle Welter at 618.650.2686 to get involved.

Sincerely,

Carol Foreman, Executive Director
Mark Muckensturm was born in Belleville, but lived in Decatur until 1981 when he moved to Edwardsville to begin college at SIUE. After graduating from SIUE with a bachelor’s degree in mass communications and a minor in business, he went to work for Channel 11 in St. Louis as a news producer. In 1992, Mark decided he’d like to have his own business and answered an ad from New York Life – this was a big career change!

He began at New York Life selling life insurance to business owners, but as time passed he was receiving more requests for quotes on group insurance and employee benefit coverage. Over time he started handling all employee benefits and left New York Life in 1998.

As an insurance broker at MRCT Benefits Plus in Clayton, MO, Mark helps businesses provide benefits to their employees. His firm insures approximately 1,200 businesses in the St. Louis area. In this challenging time with healthcare reform, MRCT Benefits Plus is sending out a great deal of information to clients. Mark is a member of the National Association of Health Underwriters.

The business leader Mark most admires is Donald Trump for his ability to excel at so many things while overcoming many obstacles.

After enjoying attending many Business After Hours events and being an active Chamber member, Mark decided that the next step toward getting more involved was to become an Ambassador. Mark enjoys meeting new people and making new connections, and his goals as an Ambassador are to make people feel welcome and encourage businesses to join the Chamber.

Mark’s advice to fellow Chamber members is to do more than just join the Chamber. Go to Business After Hours and meet other members – it will help your business and you will make new friends in the process.

Mark and his wife, Jan, have been married for eight years. Mark has a stepson, Micah, and a dog named Jack. Mark and his family enjoy spending time outdoors – they go boating on the Mississippi River every weekend and he also likes hunting and going to the gym.
glen carbon homecoming
Building Blocks Series Providing Value to Businesses

“This nation’s economic recovery will be built upon the foundation of small businesses, entrepreneurs and enterprising communities. To ensure their success, it is critical that we provide them with timely information and the right tools. This is why this series of presentations is so important,” stated Brian Simmons, Branch Manager with U.S. Bank and program sponsor.

While the June program focused on incentives, with representatives from the Internal Revenue Service and Illinois Department of Commerce & Economic Opportunity, the July session will transition into funding and training opportunities. The July 20 program will cover small business and asset financing programs and a wide range of funding for job training with presentations by Madison County Treasury, Madison County Employment & Training, and SomerCore 504 Inc.RMI.

At the August 24 session, speakers from Ameren’s “Act On Energy” initiative, the St. Louis Chapter of the U.S. Green Building Council and Day & Night Solar, will discuss energy efficiency programs and potential savings on utility costs.

The Building Blocks for Business Recovery series was designed to inform small business owners, economic developers and public officials of the federal, state and local incentives, funding sources, job training assistance, and energy efficiency programs that produce cost savings and improve profitability opportunities.

REDUCE COSTS, SAVE TIME, AND GET ORGANIZED.

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Save time and collaborate more. Let us show you how you can help your people work well with others by giving them the tools they need to stay connected in and out of the office.

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Building Blocks for Business Recovery

SESSION 2: Tuesday, July 20
Funding & Training

Madison County Treasury
Micro Loans, Tax Incentives

Madison County Employment & Training
Business & Career Services Center:
A Comprehensive Workforce Resource

SomerCore 504 Inc./RMI
SBA 504, Micro Loans & Small Business Financing

SESSION 3: Tuesday, August 24
Energy Efficiencies & Savings

Ameren Act On Energy
Energy Saving Resources

U.S. Green Building Council St. Louis Chapter
Green Building Practices & Principles
in the St. Louis Region

Day & Night Solar
Solar System Incentive Programs

7:30–9:30am at the Double Tree Inn & Conference Center in Collinsville, IL • Full Breakfast Included

I will attend ☐ Session 2 ☐ Session 3 at $18 each

Business Name ____________________________________________

Business Address __________________________________________

________________________________________________________________________________________

Names of Attendees __________________________________________

________________________________________________________________________________________

________________________________________________________________________________________

I am enclosing a check for $ ________________________________

Please charge my (circle one) MasterCard / VISA

Credit Card _______________________________ Expiration Date _________________________________

Signature ____________________________________________

Fax: 618.656.7611
Business of the Month:

Irwin Chapel

“I have been in funeral service for over forty years and enjoy the friendships I have made with the families we’ve served. Because of God’s grace, we have the opportunity to serve families from two locations in Granite City and one in Glen Carbon. The cornerstone of my business is personal service,” said Randall Irwin, President of Irwin Chapel Funeral Homes.

Irwin Chapel’s history begins in the late 1800s when Mr. Edward H. Schildman, undertaker and embalmer, opened Schildman Funeral Home in Venice, Illinois. Mr. Schildman closed his Venice funeral home in 1924, and opened the chapel at 2801 Madison Avenue in Granite City, which cost $19,000 to build. When Mr. Schildman died in 1950, at his home above the funeral parlor, the business was closed.

Mr. John Sedlack operated Sedlack Funeral Home in Madison, Illinois, and purchased Mr. Schildman’s building in 1950. John operated both locations until 1967. Louise Sedlack remained owner of the property until 1977, when it was purchased by Randall and Linda Irwin. During the years between 1967 through 1977, the building was used as a real estate office and later as the Special Education offices of School District #9.

Irwin Chapel for Funerals, later incorporated as Irwin Chapel, P.C., opened in 1978. A second location was opened in Granite City on Maryville Road in 1989. Their third funeral home, Irwin Chapel of Glen Carbon, opened in June of 1997, to serve its hometown and the surrounding communities of Edwardsville, Maryville, Collinsville, and Troy. So many of Irwin Chapel’s Granite City families were moving to these areas, they wanted to be able to continue to serve them in their new neighborhoods. In 2007, Irwin Chapel celebrated their tenth anniversary in Glen Carbon.

“If it were not for the acceptance and confidence of these folks, my business would never have grown,” Randall said. “I don’t think many days have gone by that I have not said to someone, ‘I appreciate your trust!’”

Irwin Chapel offers a full range of funeral services including prearrangements, cremation and cremation urns, cemetery monuments, and funeral memorialization such as videos of the deceased and their family members, which can be shown during the visitation.

The directors at Irwin Chapel encourage incorporating personal family photos, awards, and other memorabilia into the celebration of life at the funeral home. In addition, their H.O.P.E. group for widows and widowers celebrated its first anniversary in June.

Irwin Chapel of Glen Carbon is located at 591 Glen Crossing Road. To learn more, visit www.irwinchapel.com or call 618.288.9500.
When my heart was damaged, Christian helped make it whole again.

At Christian Hospital, we’re passionate about the health and wellness of our community. In fact, we don’t just want to treat conditions like heart attack, stroke and diabetes we want to help prevent them. That’s why we’ve launched a new website full of information, free screening and event schedules – plus even a few surprises:

ChristianCares.org

Because whether it’s helping one neighbor heal after a heart attack or helping thousands learn how to avoid one, we’re dedicated to improving everyone’s quality of life.
The Young Professionals Group is excited to announce their next Learn from a Leader Breakfast featuring Mark Mestemacher. The event will be held Wednesday, August 4 in the Jon Davis Center at Edwardsville High School. Mr. Mestemacher will speak at 7:30am and a networking session with fellow YPs will follow from 8:30-9am. Breakfast will be sponsored by the Edwardsville Wrestling Club.

Mark Mestemacher has 31 years experience in the grain and barge industries. In 1995, he co-founded Ceres Consulting L.L.C., a firm specializing in barge transportation. Along with Jon Wagner and Mike Freitag, Mestemacher started the Edwardsville Wrestling Club in 1993. Mestemacher’s responsibilities with EWC has centered on the administrative side of the program. His duties include the accounting, marketing, fundraising and general promotion of the club. He also is responsible for the coaching of the 8 year old and under wrestlers in the program. Mestemacher has served on the board of the Illinois Kids Wrestling Federation as alternate South Sectional Director since 1999. He also is on the board of the following organizations: Fellowship of Christian Athletes/Wrestling National Board, Fellowship of Christian Athletes Metro East Board and the EGHM Board. He also is very involved in the National Wrestling Coaches Association and Metro Community Church.

The Learn from the Leader Breakfast is open to all current YPG members. Current members may sponsor a potential YPG member to attend the event. If you are interested in joining YPG so that you are able to attend the event, please visit www.edglenchamber.com/chamberYPG.asp

Please RSVP to Mark Richardson at: mrichardson@finsvcs.com

ABOVE: June 1 YPG Learn from a Leader Breakfast with Edwardsville Mayor Gary Niebur.
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Allan Campbell
325 Deepwater Circle

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Jeff & Lisa Downs
321 High Point

“Chris provided the efficient and precise work that we required to get Red’z Rib Shack up and running. He worked diligently and carefully to give us an end result that met our needs in a short time frame and exceeded our expectations. Chris has a wonderful client rapport that helped us accomplish a long list of tasks. Thank you!”

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Kurt's CARSTAR, June 10

Kurt's CARSTAR, June 10

Kurt's CARSTAR, June 10

Patriot Sunrooms, June 24

Patriot Sunrooms, June 24

Patriot Sunrooms, June 24
ribbon cuttings

Glen Ed Pharmacy, June 8

Building Bonds & Bridges Education Center, June 9

Martinussen Electric, June 16

Day & Night Solar, June 18

networking@noon

5 Ways to See Your Business in Common Ground

1. Purchase Advertising
2. Write an “Ask the Expert” Column
3. Submit an Announcement
4. Win Our Business of the Month Award
5. Come to Chamber Events!
Local Veterinarian Unveils New Therapy Laser Center

Olsen Veterinary Clinic in Glen Carbon recently announced the immediate offering of laser therapy to pet owners in the St. Louis metro area. The addition is part of Olsen Vet’s continued investment in advanced technologies and progressive procedures in veterinary medicine.

Lasers have been used in human medicine for over 30 years, but are just beginning to appear in the veterinary field as doctors and animal lovers learn more about the benefits they can provide. Research indicates that the family pet is increasingly treated as a member of the family, and maintaining a quality of life for that pet is very important to the owner.

Dr. Lelan Olsen, owner of Olsen Veterinary Clinic for over nine years, has seen the ongoing evolution of the human-animal bond. “More and more, our clients are demanding the highest levels of care for their pets,” states Dr. Olsen. “Laser therapy provides us with an opportunity to meet the needs of our patients, and offer the highest levels of care possible.”

Laser therapy has several benefits over traditional pain and mobility treatments, including very rapid disappearance of pain, even that of neuralgic origin. During therapy, the patented delivery system synchronizes superior frequencies delivering superior results in less time.

The versatility of the laser allows a doctor to treat sore muscle and joints, degenerative joint conditions, neurological pain, chronic non-healing wounds as well as anti-inflammatory conditions.

Dr. Olsen summarizes, “we pride ourselves on staying on the leading edge of technology and medicine, and educating our clients on the various levels of care available. Laser therapy is the future of veterinary medicine, and we feel our clients deserve to have that option when choosing the best care for their pet.”

For additional information about laser surgery, contact the staff at Olsen Veterinary Clinic at 618.656.5868.
Subscribe to IRS e-News for Small Businesses

e-News for Small Businesses is a FREE electronic mail service designed to provide tax information for small business owners and self-employed individuals. It is distributed every other Wednesday.

Sign up to receive information about:
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Anderson Hospital
Chamber Business After Hours

You’re Invited to the Patio!

When: Thursday, August 5
Where: Anderson Hospital
Physicians’ Office
Building II Patio
6820 State Route 162
Maryville, IL 62062
Time: 5:00 - 7:00 p.m.

Event Includes:
- Free Admission
- 50/50 Raffle
- Collinsville Chamber
- Edwardsville/Glen Carbon Chamber
- Highland Chamber
- Troy/Maryville St. Jacob

Join us on the patio for networking, food & fun!
Glen Ed Pharmacy Locates in Ginger Creek

Glen Ed Pharmacy is a new, independent pharmacy located in Ginger Creek. It is locally owned by Gary Ceretto, RPh and Rod Haselhorst, RPh, and is both a traditional and specialty pharmacy that was designed to meet the needs of many different patients. The pharmacy is a member of Health Mart and Professional Compounding Centers of America (PCCA), the recognized leader in pharmaceutical compounding training.

Gary Ceretto is a graduate of St. Louis College of Pharmacy, class of 1976, and has been practicing pharmacy for 34 years. He is the owner of Maryville Pharmacy in Maryville, Illinois where many patients go because of the "family-like" service they receive. Gary is the president of both local pharmacy associations: Metro East Pharmacists Association (MEPA) and Gateway East Pharmacy Association, and is on the board at Anderson Hospital. He is also a current member and the past president of Illinois Pharmacists Association (IPhA).

Rod Haselhorst is also a graduate of St. Louis College of Pharmacy, class of 1997, and has been practicing pharmacy for 14 years. His background consists of over 10 years of long-term care pharmacy and 4 years of hospital/retail pharmacy. Rod attended PCCA to receive certification in sterile compounding. He is also a member of MEPA and IPhA.

These two pharmacists came together to create Glen Ed Pharmacy, a very well-rounded pharmacy where patients would receive the “family-like” service while also having the ability to fill almost any prescription.

Glen Ed Pharmacy is the only retail pharmacy in the Metro-East with a sterile lab and utilizes it to make compounds such as injectables or eye drops that require a sterile environment during preparation. The non-sterile lab is used to make medications in the form of creams, ointments, shampoos, suppositories, lollipops, troches/lozenges, oral disintegrating tablets, etc. Both labs make prescriptions for humans and animals.

The most important aspect of Glen Ed Pharmacy is their exceptional service. The pharmacy offers free local delivery to any patient and will also ship medications upon request. Glen Ed Pharmacy also has a drive thru for patients to conveniently pick up and drop off prescriptions.

Glen Ed Pharmacy is located at 1 Ginger Creek Meadows in Glen Carbon. To learn more, visit www.glenedrx.com or call 618.655.9898.
Katubig Honored with “Woman on the Rise” Award from Illinois State Treasurer’s Chief of Staff

Illinois State Treasurer’s Chief of Staff Robin Kelly honored two Southern Illinois women as financial role models on June 15, 2010, at the 10th annual Smart Women Smart Money conference in Carterville. The Treasurer’s conference is designed to improve women’s financial literacy.

Kelly presented the Woman on the Rise award to Teresa Katubig, founder of Extra Help Inc., a temporary employment and payroll services company. Kelly presented the Woman of Excellence award to Ethel Holladay, who retired from DuQuoin High School after mentoring and teaching over 1,500 students in accounting and business management.

AT RIGHT: Pictured left to right – Katubig, Kelly and Holladay.

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Common Ground
July 2010  |  21
Chamber of Commerce

First Mid-Illinois Bank & Trust to Acquire 10 Branches of First Bank

First Mid-Illinois Bank & Trust recently announced today an agreement to acquire ten central Illinois branches of First Bank which is based in Creve Coeur, MO. Through this transaction, First Mid will acquire approximately $340 million of deposits and $150 million of performing loans. The branches to be acquired include three in Peoria, one in Bloomington, two in Galesburg, two in Quincy, one in Knoxville and one in Bartonville. The transaction is subject to regulatory approval and is expected to close in the third quarter of 2010.

First Mid Chairman and CEO William S. Rowland said, “These are communities with solid economic fundamentals. They are on major transportation routes and have business cultures that are aligned with our approach to doing business. We are adding an outstanding group of banking professionals who are committed to their customers and their communities and who will be an integral part of the First Mid team.”

Rowland said First Mid is one of the strongest community banks in the country. The bank has received a five-star rating from Bauer Financial, who has analyzed and reported on the nation’s banking industry since 1983.

“We recently celebrated 145 years of continuous service. This acquisition is a great way to leverage the investments of our shareholders and provide a solid foundation for our future growth and profitability. Our community banking model has stood the test of time and we welcome our new employees and customers to First Mid. We look forward to a seamless transition,” Rowland said.

Jim Fassino, Northern Illinois President of First Bank, will join the First Mid team as Senior Vice President and Regional Manager. “Jim and his team of professionals are well-qualified and have extensive experience in these communities,” Rowland said.

First Mid is headquartered in Mattoon, IL, has assets of $1.1 billion and provides community banking, trust, brokerage, farm management and investment advisory services. Its parent company, First Mid-Illinois Bancshares, Inc., provides insurance services through its wholly owned subsidiary, The Checkley Agency, Inc. First Mid operates in 19 Illinois communities with 28 branch locations and 37 ATMs.

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LOOK FOR THE BLUE DOORS!
Ask the Expert
by Gail Shaw, MPA, Care Coordinator for Home Services at St. John's Home & Community Care

Is Your Business Friendly to Senior and Disabled Customers?

As a business owner, have you asked yourself how friendly your business is to senior and disabled customers? You may want to. Many of our residents are able to get around on their own but others are impaired by illness or disabilities. A trip to a local business for these individuals may be more difficult due to a decrease in mobility, vision, and hearing.

To make your business more appealing, just imagine yourself trying to visit your business while experiencing a decrease in mobility, vision, or hearing. Are there potential hazards getting from the car to the front door? These could include pot holes, curbs, or steps. Have rails been provided to assist you with steps? How hard is it to open the building’s front door? Once inside, are you able to get around the building or down the aisles using a walker or wheelchair? Beware of items that are placed too high or too low to reach. Remember, some individuals may have problems reaching due to arthritis or trying to hold on to a walker or cane.

Visual impairment doesn’t only affect getting around. Adequate lighting is important not only to see where one is going but in finding the desired product. Many packages have similar packaging which may make it difficult to find the right one. The end caps or special display units in the middle of the aisles can make it hard to get around for those with visual impairments. Individuals may have problems reading small print on items or signs.

We all know how important good communication is to getting our message across to others. Customers experiencing hearing loss will benefit from business people and employees refraining from speaking too fast or too softly. The ability to speak clearly will cut down on the confusion. Individuals with arthritis may have a hard time finding their way around an automated phone system if they are required to press a lot of buttons. On the other hand, those with hearing loss may find it hard to navigate the various menu options of the automated phone system.

What about your Web site? Ask your Web Master about having an option to click increase the type size. Those options are out there.

A business with a friendly atmosphere is important to keeping customers. Business owners can create a win-win situation for themselves, and seniors and disabled people by taking the time to make their business supportive and adaptable. How successful your business is in regards to those with challenges will depend on how user friendly your business is willing to become.

St. John’s Community Care has been compassionately caring for aging and disabled people since 1985. For information about our Adult Day Program, Home Services, Caregiver Support Programs and free Medical Equipment Loan Program, call 618.344.0276 or visit www.eldercareandmore.net.
Bridget Receives Challenge Grant Funds

The Southwestern Illinois Entrepreneurship Center at Southern Illinois University Edwardsville recently awarded Bridget, a provider of bridge card game accessories and gifts, with a Challenge Grant for $4,700 from Illinois Department of Commerce and Economic Opportunity. Chamber members and owners of Cork Tree Creative, Laura Reed and Jan Carpenter, launched the line of card game supplies in March 2010 and with the help of the Challenge Grant will continue to market the Bridget products throughout the United States to bridge clubs and players.

The purpose of the Challenge Grant award program is to assist individual entrepreneurs or small businesses with obtaining professional services for comprehensive business planning assistance, the evaluation of a proposed start up or expansion, or other accelerated support purposes.

For more information about the Southwestern Illinois Entrepreneurship Center’s Challenge Grant, visit www.siue.edu/business. For more information about Bridget products and gifts, visit www.bridgetlovesbridge.com.

Vendors Needed for Gateway Bridal Show

Attention vendors! The Gateway Bridal Show has been held annually at Gateway Center for 13 years in the month of January. The winter show draws a crowd of approximately 900–1000 people and 400–450 brides. They are very excited host their first summer bridal show Sunday, July 18 from 1–5pm.

The fee for a regular booth is just $375. Every booth includes up to two chairs, up to two 8-foot skirted tables, pipe and drape, booth sign and white table covering. All vendors will receive a Bride Lead List after the show, company promotion on Gateway Center’s Web site and show programs, and the opportunity to promote your company as an expert through Gateway Center’s new online “Ask The Expert” feature.

Don’t miss your chance to have exposure and face-to-face time with hundreds of potential clients in just a few hours! Download your vendor application at www.gatewaycenter.com/vendors.html.

Gateway Bridal Show
JULY 18, 2010
1:00 PM until 5:00 PM
www.gatewaycenter.com
A A one gateway drive
collinsville, IL 62234
MARK YOUR CALENDAR NOW
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celebrate love.
ALL BRIDES RECEIVE FREE ADMISSION!
Regular Admission is $5.00.
Be sure to Pre-Register at www.gatewaybridalshow.com to get a free admission pass for one guest, faster entry into the show, and a chance to win attendance prizes!
5 brides-to-be will win a prize.
Take advantage of LOW rates and great service from a trusted source of financing, GCS Federal Credit Union.
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We know that buying or refinancing a home can be overwhelming.
LET US HELP!
This credit union is federally insured by the National Credit Union Administration.
Having Tough Conversations with Your Employees

As a business owner or manager in your organization, you’re responsible for leading your employees in their careers and making sure they’re doing their jobs efficiently. And when you have great employees, this aspect of your job can seem effortless. But eventually, you’re bound to come across an employee who doesn’t measure up to your company’s culture or standard of work. When this happens, it can make your job very difficult.

Having tough conversations with employees who are underperforming at work or having difficulties getting along with co-workers is not something any leader enjoys doing. It can be very awkward and uncomfortable for both the employee and the boss. But, as a business leader, it’s crucial to meet these types of problems head on. Failure to discuss issues with your employees could make problems worse. To help you make difficult conversations with your employees easier and productive, try these best practices.

Don’t wait to address the issue. Once you notice there is a problem with a particular employee, don’t sit back and hope things work out. Deal with the issue immediately. Waiting to address an issue only intensifies the problem and sends mixed messages to your entire team on what will and will not be tolerated in the office. Meeting the situation head on will let other employees know what is acceptable and create a more productive workforce.

Get both sides of the story. When you initiate the conversation, make sure you give the employee an opportunity to explain the situation, especially if you’re addressing an offense reported by another employee. You want to make sure you get both sides of the story before you accuse an employee of an issue or blame it all on one person. By giving the employee an opportunity to explain their actions, you give yourself a better shot at understanding the situation, which can make the conversation smoother and more productive.

Avoid negative language. When you address an issue with an employee, avoid talking down to them or speaking in an aggressive tone. When you sound aggravated or speak forcefully, people tend to become defensive, so make sure you’re not attacking the person when you’re trying to solve a problem. The old saying holds true, “you can catch more flies with honey than with vinegar.” So, make sure to speak with a pleasant tone. You will get more results.

Change your pronoun usage. When you have a tough conversation with an employee, using words that single people out like “you” when addressing certain issues can make the employee feel attacked and keep them from really listening. For example, if your employee has an issue with multitasking, don’t use this format: “you seem to have a problem with multitasking, how are you going to fix that?” Try addressing it like this, “I’ve noticed a problem with multitasking, and I have a few pointers that may help.” It’s less threatening if you focus on your observation and ability to help your employee – after all, that’s your job. Simply changing one word can do wonders for the positive feedback you receive from the employee you are addressing the issues with. Suddenly, you and your subordinate are a team and working together to resolve the issue.

Having conversations regarding an employee’s negative performance, attitude, or other workplace issues can be tough. Most leaders prefer to have the positive conversations instead. But, you can create a meaningful way of addressing problems and build a lasting impression on your employees by following these best practices when having difficult conversations with your team.
The Medicare “Spoofing” Scam: How Seniors Can Protect Themselves

by Lisa Madigan, Illinois Attorney General

Medicare “spoofing” is an emerging scam that uses caller ID to trick unsuspecting seniors into revealing sensitive financial information. If thieves are given this information, you may quickly find yourself the victim of an emptied bank account.

I recently heard that some scam artists claiming to be Medicare representatives have the ability to make calls that appear on my caller ID to come from a real government agency. Is this true? If so, how can I determine if a call is legitimate and protect myself from fraud?

Some scam artists have developed the ability to falsify the phone number displayed on caller ID so the call appears to come from a legitimate source. This practice is called “spoofing.” Some con artists “spoof” the contact information of state or federal government agencies to deceive seniors.

The scam you describe is fairly common. In this type of scam, Medicare recipients receive a call from a con artist claiming to be a Medicare representative. The con artist falsifies the number that shows up on caller ID so that it appears to come from a government agency. The caller explains (falsely) that the new Health Care Reform Law requires new Medicare cards to be issued to each recipient, then asks the recipient to provide his or her bank account information in order to activate the new Medicare benefits.

Because the caller ID indicates that this call is from a legitimate government agency, Medicare recipients may be more likely to believe the caller and provide the requested information. Unfortunately, if they do so, they will have fallen victim to the spoofing scam.

So how do you know whether to provide information when the request seems to come from a legitimate source? The most important rule to remember is to never give out personal information over the phone unless you initiated the call and know with whom you are speaking.

For more information, please visit www.IllinoisAttorneyGeneral.gov.
Gateway Regional Medical Center Offers Most Technologically Advanced Endoscopy Lab in Area

Gateway Regional Medical Center in Granite City hosted a VIP Grand Opening Event Thursday, June 3rd to unveil their newly renovated $2 million Endoscopy Lab. City elected officials, the medical industry, and Southwestern Illinois business leaders were in attendance.

“We are thrilled to be able to provide our community members with the area’s most advanced technology and improved patient comfort. Our investment in this new unit demonstrates significant progress toward our goal: to continually strive to offer quality health care and improved services for our patients,” says Damon Brown, Chief Executive Officer of Gateway Regional Medical Center.

Gateway Regional’s new Endoscopy Lab is now the most technologically advanced endoscopy facility in the area. Their new system provides high definition images and video. Just as with HDTV, images are clearer and sharper, allowing for a more accurate diagnosis. Abnormalities that were once too faint to see are now visible. This leads to earlier diagnosis, earlier treatment and better outcomes.

Gateway’s new Endoscopy Lab was designed to increase patient comfort and privacy, provide better technology for more accurate results, and decrease the amount of time a patient spends sedated. Preparation, the procedure, and the recovery all happen within the same unit, making the entire process smoother, more efficient, and more private. The new design facilitates a better overall patient experience.

One of the leading physicians, Dr. Neil Frederickson, MD said, “Gateway Regional’s new Endoscopy Lab allows me to provide excellent care to my patients by utilizing high definition imaging and a more streamlined process. They have a very experienced team and I really enjoy working with them. This renovation was a big step in the right direction for the hospital.”
SIUE Cougar Welcome Planning Committee Announces 13th Annual Merchants’ Fair

The SIUE 2010 Cougar Welcome Planning Committee is pleased to announce the 13th annual Merchants’ Fair to be held Wednesday, August 25 from 10am–3pm in Morris University Center’s Goshen Lounge.

The Merchants’ Fair, in part, is designed to increase student, faculty, and staff awareness of area businesses, services, and activities and to facilitate interaction between students, faculty, staff, and the local business community. More than 800 participants are expected during the course of the event. A Fair tradition, the annual Ice Cream Social hosted by Mayor Gary Niebur and SIUE Chancellor Vaughn Vandegrift, will be held at noon. Complimentary 6 oz. ice cream cups will again be provided to add to the success of the event!

Since this is an excellent way to promote your business and interact with the SIUE community, you are cordially invited to participate. Advance registration is required. For information regarding fees and registration, please contact Cheryl Y. Heard via e-mail at cheard@siue.edu or by phone at 618.650.2686.
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The recovery process is a crucial part of any orthopedic procedure. And at The Bone & Joint Center, you’ll find completely remodeled private recovery rooms to help speed the healing process while making you and your loved ones more comfortable. Each room features a new bed, cozy furniture, a flat screen TV, and updated equipment to help our dedicated nursing staff take better care of you. Combined with our advanced technology and experienced surgical team from Illinois SW Orthopedics, Ltd., these new rooms help The Bone & Joint Center remain the area’s top choice for orthopedic services. Visit gatewayregional.net or call (618) 798-3000.