Home Nursery Inc.

Home Nursery, a wholesale nursery grower, is an award-winning leader in producing field and container-grown nursery stock and roses. Founded in 1921, Home Nursery has been family owned and operated since day one. The importance of family matters to the folks at Home Nursery, as evidenced by the fact that they are run by the third generation of founding family members. Together, they carry on the outstanding work ethic and solid business practices established by their founder, Ernest Tosovsky.

Over the course of the last 85 years, Home Nursery has risen from setbacks, each time stronger and more united. Each phase of growth has reinforced their commitment to their employees as well as the quality of the plants they grow. Recognizing that their employees are their most valuable resource, Home Nursery was one of the first growers in the nation to establish their own housing complex to meet workers’ needs.

Their 500-acre farm is situated in Albers, Illinois, near the confluence of the Missouri and Mississippi Rivers, adjacent to major highways. This prime location, just 250 miles away from Kansas City, Chicago, Indianapolis, and Louisville, gives Home Nursery the ability to deliver products anywhere in their 12-state territory within a week or less. They also maintain two full-service distribution centers – one in Albers and the other in O’Fallon, Missouri – to meet local customers’ needs.

After more than 85 years in business, Home Nursery knows what matters most to customers, and it begins with knowledgeable horticultural professionals and experienced sales consultants who not only provide immediate attention and follow-up, but also offer guidance to help customers grow their businesses.

To learn more, visit www.homenursery.com
Gold Level
Anderson Hospital
Wal-Mart

Silver Level
AmerenIP
AT&T
Gateway Regional Medical Center
Hortica
Meridian Village
Royal Solutions, LLC
TheBANK of Edwardsville

Bronze Level
Associated Bank
Beal Buy
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
Hurtford Architects, Inc.
Juneau Associates, Inc., PC.
Madison Mutual Insurance Co.
MelLife
Prestige Management Services, LLC
Red Robin Gourmet Burgers
Richards Brick Company
Royal Office Products, Inc.
R.P. Lumber
Shop ‘N’ Save
Southern Illinois University Edwardsville
Village of Glen Carbon
West & Company, L.L.C.

Premier Level
‘62 Sports Group
Able Sign Company
Abstracts & Titles Inc.
American Family Insurance
Annie’s Frozen Custard
Associated Physicians Group
Assurance Brokers
Bard & Didriksen Pediatrics
Bauer–Hite Orthodontic
Baughler Financial & Assoc. Inc.
Bella Milano Restaurant
Big Daddy’s Edwardsville
Big Motherland Orthodontics
Byron Gerber Petri & Kolb, LLC
Bull and Bear Grill & Bar
Bully’s Smokehouse
Caz’s Collision
Chicago Title Insurance
Coffey & McCracken Law Firm P.C.
Coldwell Banker Brown Realtors
Collision Plus Auto Body
Comfort Inn
Country Club Lawn & Tree
Country Hearth Inn & Suites
Crawford, Murphy, & Tilly, Inc.
Culver’s of Edwardsville
Days Inn
Denny’s
Dr. Hal R. Patton, D.D.S.
DRDA Electric Company
Eagle Publications, Inc.
Eberhart Sign & Lighting Co.
Edwardsville Nursing & Rehabilitation
Edwardsville Pet Hospital
Ei Maguey
Elmwood Nursing and Rehab
Excellence Consulting Group
Extra Help, Inc.
Fazzoli’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
Glik’s Department Store
Grace Manor
Hampton Inn & Suites
Hawkins Law Office
Hawthorne Animal Hospital
Henderson Associates Architects, Inc.
Holiday Inn Express
Hurtford Architects, Inc.
Illinois Dept. of Employment Security
Imaging Center of Southern Illinois
IMO’s Pizza
Jon’s Hallmark Shop
J.F. Electric Inc.
Joe’s Pizza & Pasta
Kentucky Fried Chicken
Kitchenland
Kurt’s Carstar Collision Center
LaPefte Academy
Lee’s Services
Liltey Mendelson, PC.
Lourier Facility Planning
Magnuson Camelot Hotel
Market Basket
Maryville Pharmacy
Maryville Women’s Center & Med Spa
Massage Envy
Masterpiece Smiles – Dr. Noll
Mastroianni Orthodontics
Maurices
Mayfield Medical Services
Midwest Occupational Medicine
Minuteman Press
Mt. Everest Air
Neruda
OCE Imagistics
Office Depot
Office Max
One America Securities
Open MRI of Southern IL, LLC
Phelps Construction
Phillips Furniture
Piedmont Development Corp.
ProSource Wholesale Floorcoverings
Prudential One Realty Centre
Red Robin
Red Astor, Gorman, Mudge & Montsery
REMAX Integrity Realty Centre
Regions Bank
Sandberg, Phoenix & von Gontard
Schnucks
Scott Credit Union
Shell Community Federal Credit Union
Shoe Carnival
Stiva Business & Legal Services
Southern Illinois Underwriters
Specialty Printing
Stonebridge Development
Stolly Cartage Co.
Sunset Hills Country Club
Sunset Hills Family Dental
Super & Pontoon Beach
TheEDGE BANK
The Gilliland Financial Group
The Scheffel Companies
The Telegraph
Thousand, Wade & Moerchen Inc.
Traveling Tails Inn
University Nursing & Rehabilitation
USO of Missouri
US Bank
Valley View Cemetery, Mausoleum &
Funeral Home
WBSZ Radio
Wenzel & Associates

6/8 Wednesday 4pm
Ribben Cutting
GlenEd Pharmacy
#1 Ginger Creek Meadows
Glen Carbon, IL 62034

6/9 Wednesday 4pm
Ribben Cutting
Building Bonds & Bridges
#2 Sunset Hills Executive Park
Suite 4 (upstairs)
Edwardsville, IL 62025

6/10 Thursday 5-7pm
Business After Hours
Kurt’s Carstar Collision Center
1 Mueller Drive
Maryville, IL 62062

6/11 & 12 Friday/Sat
Route 66 Festival at
Edwardsville City Park

6/10 Wednesday 4pm
Ribben Cutting
Martinussen Electric
The Beacon Inn, Holiday Shores

6/18 Friday 12-1pm
networking@noon
hosted by Day & Night Solar
Location TBD

6/18 & 19 Fri/Sat
Glen Carbon Homecoming

6/21 Monday 4:30-6pm
Chamber Business Book Club
(see page 8 for details)
Edwardsville Public Library
Edwardsville, IL 62025

6/22 Tuesday 7:30-9:30am
Building Blocks for Business
Recovery: IRS & DCEO
(Incentives)
Double Tree Inn & Conference Center
Collinsville, IL 62234

6/24 Thursday 5-7pm
Business After Hours
Patriot Sunrooms
3925 Blackburn Road
Edwardsville, IL 62025

6/27 Tuesday 7:30-9am
Chamber Business Book Club
(see page 8 for details)
Edwardsville Public Library
Edwardsville, IL 62025

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

7/19 Monday 4:30-6pm
Chamber Business Book Club
(see page 8 for details)
Edwardsville Public Library
Edwardsville, IL 62025

7/20 Tuesday 7:30-9:30am
Building Blocks for Business
Recovery: Funding & Training
Double Tree Inn & Conference Center
Collinsville, IL 62234

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

6/10 Thursday 5–7pm
Kurt’s Carstar Collision Center
1 Mueller Drive in Maryville

6/24 Thursday 5–7pm
Patriot Sunrooms
3925 Blackburn Road in Edwardsville

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.

6/18 Friday noon
hosted by Day and Night Solar
Location TBD
in Edwardsville

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

The Radiology Imaging Services you choose can mean a difference in your diagnosis.

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-- Sandy Riley, Cancer Survivor
the newly connected

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618.570.3786
www.buildingbondsbridges.org

Jim Grandone
Individual Member
403 Jefferson Road
Edwardsville, IL 62025
618.692.1892
www.grandone.com

Hastings & Chivetta Architects, Inc.
Mike Hoover
Architectural Services
200 University Park Drive, Ste 290
Edwardsville, IL 62025
618.655.9833
www.hastingschivetta.com

Home & Leisure Lifestyles
Tom Vice
Specialty Retail, Chimney Services
919 Washington Street
Highland, IL 62249
618.651.0358
www.midwestchimney.com

Martinussen Electric Company LLC
Chris Martinussen
All Electrical Work, Heating & Cooling Service/Repair/Installation
323 Deepwater Circle
Edwardsville, IL 62025
618.659.0860

St. Louis Business Journal
John Keithley
Newspaper
815 Olive Street, Ste 100
St. Louis, MO 63101
314.421.8342
www.bizjournals.com

The Ultrasound Zone
Regina Maxeiner
3D/4D Ultrasound Provider
20 Junction Drive West
Glen Carbon, IL 62034
618.288.3315
www.theultrasoundzone.com

From The Desk of Carol Foreman

The Chamber and Leadership Council Southwestern Illinois are excited to bring you a summer education series – Building Blocks for Business Recovery. The series of three presentations are designed to inform the local business community of incentives, funding, training, energy efficiencies, and cost savings opportunities.

The June session will focus on incentives, with representatives from the Internal Revenue Service and Illinois Department of Economic Opportunity speaking about incentives to hire, health care tax credit, and small business job creation tax credit.

July’s program will cover funding and training, and in August we will discuss energy efficiencies and cost savings. Turn to page 9 for more information, and watch weekly e-mails for updates.

Join us for a delicious breakfast and great information about some of the opportunities available for small businesses prepare for new legislation and an economic upswing.

If you’re out and about June 18 & 19, visit the Chamber’s Tropical Café at the Glen Carbon Homecoming celebration!

Sincerely,
Carol Foreman, Executive Director

The newly connected

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Chamber of Commerce
Common Ground June 2010 | 5
Dave Viox

Dave grew up on a family farm in Ste. Genevieve, MO, an old historic town located about 60 miles South of St. Louis. He and his wonderful wife, Kathy, moved to Edwardsville in 1989. They have three children, Chris, Matt and Julie, and two grandchildren, Elle and Joe.

Dave graduated from the Missouri Institute of Science & Technology, formerly the University of Missouri at Rolla, with a degree in Engineering Management. Dave owns of AAdvantage Insurance Group, an independent insurance agency representing numerous major providers in the home, auto, commercial, health, and life fields. He started the business in 2009 and was joined by his son, Matt, and Andrea Hutt-Wallace, who both worked for a captive insurer for several years.

Favorite hobbies include golf and spending time outdoors. Dave’s favorite sports teams are the St. Louis Blues and Missouri Tigers, and Marc Voegele’s soccer team. Growing up in a town situated on the Mississippi River influenced Dave’s enjoyment of visiting river cities. Dave is also active in St. Boniface Church, Edwardsville Knights of Columbus, Edwardsville Rotary, and Maryville–Troy BNI chapter.

Dave joined the Chamber in 2009 when AAdvantage Insurance opened. After attending numerous Ribbon Cuttings and Business After Hours events, he came to enjoy meeting the Ambassadors as well as other Chamber members and to appreciate the role that the Chamber plays in the community. Getting to know other businesses has been a great experience for Dave, and he particularly enjoys sharing in the enthusiasm of new business owners at their ribbon cutting ceremonies.

As an Ambassador, one of Dave’s primary goals is to help new businesses succeed by using their services when possible and passing along information about their business other people. Dave encourages Chamber members to be active both in the Chamber and in the community, following Rotary’s founding principle of “Service Above Self.”

One of the business leaders Dave most admires is Tom Holloway, President of TheBANK of Edwardsville. “Tom has an extremely outgoing personality and a warm, friendly smile for everyone he meets.”
What: SIUE Day Rally Week
When: September 13-17, 2010
Where: Community Partner Locations
Why:
- One-day opportunity to reach SIUE Faculty, Staff and Students via protected University e-mail.
- 100% tax deductible gift to program of your choice.
- Business recognition at the start of the academic year.

How to Sign Up
- RSVP to 618.650.2378 or jbabing@siue.edu

SIUE Responsibilities
- Press release to all SIUE media contacts
- Promotional e-mail to all SIUE faculty and staff (2,300 people) and students (13,600) highlighting the event/incentive at the partner location.
- Partner logo and event/incentive promotion on SIUE Day web page.
- Will be added as an SIUE Day Rally Sponsor at the SIUE Day Breakfast on October 15, 2010.

Partner Responsibilities
- Provide color logo for use in promotions: please send electronically to jbabing@siue.edu.
- On or before Friday, October 15, 2010 – Minimum fee of $500 must be paid to the SIUE Foundation.
- Create promotional offer to SIUE faculty, staff, students and community.

Partner: ___________________________ Date of event: ___________________________.
Signed: ___________________________
Phone: ___________________________ Email: ___________________________
Facilitated Round-Table Discussions

Experience the benefit of discussing relevant management topics with others in the business community during facilitated discussions led by Rebecca Clark, principal of Excelegy Consulting Group. This is a unique opportunity to engage in meaningful conversation with other business leaders.

These structured yet relaxed group sessions are held on the third Monday of each month. In this setting, we discuss a selected topic with a book as a backdrop. In June, the topic is customer service.

No time to read the book? No problem! You can benefit by reading the book ahead of time, yet you will benefit simply by being present. Our round table discussions are designed to be valuable information-sharing sessions for everyone, and there is no ongoing commitment to attend.

If you choose to read the book, you should bring it with you – limited quantities are available through Edwardsville Public Library and Glen Carbon Centennial Library for check-out with your library card. E-mail Linda at ldaniels@edglenchamber.com to reserve your spot – seating is limited.

WHEN: Monday, June 21 from 4:30–6pm
WHERE: Edwardsville Public Library
BOOK: How to Win Customers and Keep Them For Life
by Michael LeBoeuf

WHEN: Monday, July 19 from 4:30–6pm
WHERE: Edwardsville Public Library
BOOK: The 7 Habits of Highly Effective People
by Stephen R. Covey

WHEN: Monday, August 16 from 4:30–6pm
WHERE: Glen Carbon Centennial Library
BOOK: Why Employees Don’t Do What They’re Supposed To Do and What You Can Do About It
by Ferdinand F. Fournies

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CLIMATE CONTROLLED UNITS – FENCED & LIGHTED
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brought to you by
Edwardsville/Glen Carbon Chamber of Commerce & Leadership Council Southwestern Illinois

SESSION 1: Tuesday, June 22
Incentives
Internal Revenue Service
H.I.R.E. Incentives &
Health Care Tax Credit
Illinois Department of
Economic Opportunity
Small Business Job Creation Tax Credit

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 1 □ Session 2 □ Session 3 at $18 each
OR □ all three sessions for $45

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 ________________________________

Please RSVP by June 15, 2010 Fax: 618.656.7611
Business of the Month:

Kettle River Furniture, owned by Justin Obermark, was established in 1981 and has been a Chamber of Commerce member since.

Kettle River provides excellent quality furniture at recognized value. They take pride in offering a wide variety of styles and price points to satisfy the desires and needs of families in the Market area. Kettle River Furniture is different based on their strong commitment to superb service throughout the buying and delivery process, and they are one of the few stores that offer immediate delivery on what people see on the showroom floor – they will even follow a customer home to deliver on the spot.

Justin began working at the store when he was still in high school. His grandmother was the owner at that time and Justin was always impressed when he saw how happy people were when they received the furniture they had been wanting. He learned a lot about hard work while working in the warehouse and on the delivery trucks, but Justin always knew that helping people make their homes beautiful was a very exciting thing to do. After graduating from Eastern Illinois University, Justin returned to working at Kettle River Furniture full time. He has worked hard every day and has been fortunate enough to take on more responsibility over the last few years.

The business has been in the family for nearly 30 years, and Justin has always had a desire to own his own business. This gave Justin the perfect opportunity to carry on the family business, achieve his goals and serve the community.

Kettle River Furniture carries a large selection of styles at different prices – everything from recliners to full sized living room leather sectionals. They have a large selection of entertainment centers, home office and accessories for every taste. They have grown a great deal over the past several years, expanding the store and moving their warehouse to a new building across the street. The folks at Kettle River feel fortunate to have been embraced by the people of Edwardsville and surrounding areas – now they even have customers from St. Louis.

Justin attributes their success to his employees’ dedication to hard work, and for treating every customer like they are part of their family.

Over the course of this summer they will install a new bar-coding system that will tremendously increase efficiencies at Kettle River. As they grow, Justin knows the Chamber and the other businesses that belong are an essential part of their success. “Being a member of the Chamber gives our company credibility and the opportunity to meet potential clients and build business relationships.”

Kettle River Furniture supports a variety of organizations, including the SIUE Athletic Department, St. Paul Kirchenfest, St. Boniface Church, Orange Crush Softball Team, and Meridian Village.

To learn more about Kettle River Furniture, call them at 618.656.5111, visit them in person at 1091 State Route 157 in Edwardsville, or visit them online at www.kettleriverfurn.com

In Memory of Village Trustee Joe Micheletto

The Chamber would like to remember Joe R. Micheletto, who served on the Glen Carbon Village Board of Trustees from 2006–2010, and passed away Friday, May 14, 2010. Our deepest sympathy to Mr. Micheletto’s loved ones.
When you need a healing hand or a shoulder to lean on, Christian is there for you.

At Christian Hospital, we’re passionate about the health and wellness of our community. In fact, we don’t just want to treat conditions that can impair or even shorten life, 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 recover her health or helping thousands grow healthier, we’re dedicated to improving everyone’s quality of life.
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

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Electrical Work: New 30 amp electric service
to waterfront and dock. Does it right – easy to
work with.
• Professional
• Uses high quality materials
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• Up-front pricing
Very satisfied with work – exceeded
expectations.
Highly recommend for all electrical work.

Allan Campbell
325 Deepwater Circle

“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!”

Chris was informative, helpful, courteous,
honest and did the job in a very professional
manner. We will only use Chris for all of our
heating and cooling work in the future. Nothing
but the best!

Traig & Angie Henson
2016 Smith Drive

We could not recommend anyone more. Chris
Martinussen is always ready to help with any
heating and cooling needs we may have. You
can always count on Chris to do the job right,
on time and at a fair price. We are confident he
will be around for a long time.

Jeff & Lisa Downs
321 High Point

Our AC broke down and we had Martinussen
Electric LLC Heating & Cooling replace our
conditioning unit. They did a fantastic job!
Reasonable pricing, excellent service.

We recommend Chris to everyone for their
furnace/AC system work!

Dan Weisner
1583 Su Twan

“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!”

Chris was informative, helpful, courteous,
honest and did the job in a very professional
manner. We will only use Chris for all of our
heating and cooling work in the future. Nothing
but the best!

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Heating/Cooling Service, Repair & Installation
Schmooze

Business after hours

Crushed Grapes, American Family Insurance & Catered AFFAIR, May 13

FCB Edwardsville Bank, May 27

FCB Edwardsville Bank, May 27
ribbon cuttings

Edward Jones, May 12

Absolute Pet Sitting, May 19

networking@noon

Christian Hospital, May 21

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 Mr. Handyman Named One of Top 10 Fastest Growing New Franchise Offices

The local Mr. Handyman office, servicing all of Madison and St. Clair counties, was just named one of Mr. Handyman International LLC’s Top 10 Fastest Growing New Mr. Handyman franchises in the nation for 2009. This honor was bestowed recently at the franchisor’s annual convention in Nashville, Tennessee. The award is given annually to the top ten newly opened franchise offices which generate the highest average monthly gross sales in their first full or partial year of operation. The local office, located in Glen Carbon, Illinois, opened its doors June 15, 2009.

Mr. Handyman is a full-service residential and commercial repair, maintenance and remodeling firm. They hire only broadly skilled technicians (carpentry, electrical, tile work, roofing, landscaping, etc) that have a minimum 15+ years experience. The technicians are all company employees and must meet high standards of skill, ethics, personality and professionalism.

“We knew we were meeting a need in the two-county area given our rapid growth and great customer testimonials,” said BJ Meyers, owner of the local franchise. “But, it’s exciting to know that we’re doing so well among our peers, too. I’m very proud of our team. We really believe in the company promise of ‘On Time. Done Right’.”

Mr. Handyman (www.mrhandyman.com) is a network of independently owned and operated franchises with 300 locations nationwide that provides commercial and residential property maintenance and repair services. Founded in March 2000, Mr. Handyman is a member of Service Brands International, a group of service companies that provide a variety of timesaving services ideally suited for today’s active consumer. Mr. Handyman was recently recognized as one of America’s fastest growing, service-oriented franchise systems and the No. 1 handyman service in Entrepreneur magazine. Mr. Handyman enlisted famed handyman TV persona Richard Karn, the former Al Borland from ABC’s sitcom ‘Home Improvement’, to serve as the national spokesperson and face of the Mr. Handyman brand.

REDUCE COSTS, SAVE TIME, AND GET ORGANIZED.

IN THIS ECONOMY, IF YOU’RE NOT LOOKING TO CUT COSTS, YOU’RE TRYING TO HELP YOUR PEOPLE GET MORE DONE.

WE CAN HELP YOU DO BOTH.

Cut costs as you work to strengthen security.
We can help you reduce operational costs and optimize productivity by putting easy-to-manage technology in the hands of your workforce.

Save time and collaborate more.
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New Tax Benefits Available: HIRE Act

Two new tax benefits are now available to employers hiring workers who were previously unemployed or only working part time. These provisions are part of the Hiring Incentives to Restore Employment (HIRE) Act enacted into law today.

Employers who hire unemployed workers this year (after Feb. 3, 2010 and before Jan. 1, 2011) may qualify for a 6.2-percent payroll tax incentive, in effect exempting them from their share of Social Security taxes on wages paid to these workers after March 18, 2010. This reduced tax withholding will have no effect on the employee’s future Social Security benefits, and employers would still need to withhold the employee’s 6.2-percent share of Social Security taxes, as well as income taxes. The employer and employee’s shares of Medicare taxes would also still apply to these wages.

In addition, for each worker retained for at least a year, businesses may claim an additional general business tax credit, up to $1,000 per worker, when they file their 2011 income tax returns.

“These tax breaks offer a much-needed boost to employers willing to expand their payrolls, and businesses and nonprofits should keep these benefits in mind as they plan for the year ahead,” said IRS Commissioner Doug Shulman.

The two tax benefits are especially helpful to employers who are adding positions to their payrolls. New hires filling existing positions also qualify but only if the workers they are replacing left voluntarily or for cause. Family members and other relatives do not qualify.

In addition, the new law requires that the employer get a statement from each eligible new hire certifying that he or she was unemployed during the 60 days before beginning work or, alternatively, worked fewer than a total of 40 hours for someone else during the 60-day period. The IRS is currently developing a form employees can use to make the required statement.

Businesses, agricultural employers, tax-exempt organizations and public colleges and universities all qualify to claim the payroll tax benefit for eligible newly-hired employees. Household employers cannot claim this new tax benefit.

Employers claim the payroll tax benefit on the federal employment tax return they file, usually quarterly, with the IRS. Eligible employers will be able to claim the new tax incentive on their revised employment tax form for the second quarter of 2010. Revised forms and further details on these two new tax provisions will be posted on IRS.gov during the next few weeks.
Solar Energy: Is It Worth It?

Recently a local news station ran a story highlighting how a homeowner installed solar panels on his home, applied for the Federal incentive, and was denied the grant money because he had not purchased “Energy Star” rated panels. Although this man was eventually awarded the incentive, anyone hearing this story may now think that applying for and receiving the state and federal incentives is a difficult process. Consumers might also believe that the only incentives available are from the Federal government. This is not the case!

Depending on where you live and who your utility provider is, you may be eligible for up to 75% off your entire solar system project. With all of the incentives available today, installing a solar system on your property is financially attractive. Taking into account the size of system installed and the amount of electricity you consume, the long term financial savings can be huge.

A study conducted by the International Renewable Energy Council found that 93% of Americans support the idea of solar energy and what it can do for the environment; only 12% of Americans actually understand how solar works; and only 25% of the population has some idea of where to go for reliable information about solar energy, the incentives available, how to receive the incentives, who can install a system, how to compare panels, etc.

A common question asked, “Are solar panels really worth it in this area, we are definitely not in the ‘sun belt’ region?” While we do not have as much sunlight as Arizona, it is absolutely worth it here. The world’s largest growing market of solar energy is Germany, having roughly 2.73 average hours of sun per day, while right here in the St. Louis area we have approximately 4.38 hours of sun average per day.

If you can make an investment in your business or home that will reduce your power consumption, be paid off in six to nine years, have the government pay for 50-75% of the expense with a product that has a life expectancy of 40 years – is it worth it?

Visit www.dayandnightsolar.com or call Andrea Wetzel-Darbon at 618.655.0180 if you are interested in learning more about solar energy and taking advantage of available funds.
Two Men And A Truck
Ranked Top Franchise

The Collinsville Illinois, TWO MEN AND A TRUCK® franchise was recently recognized as a top performer for 2009. It ranked No. 2 out of 200 locations across the country. Franchises are judged annually based on a point system that measures excellence in customer service, operations, education and community involvement.

"Our awards system is a unique and rigorous program based on yearlong performance," said Matt Cutler, chief operating officer, TWO MEN AND A TRUCK®/INTERNATIONAL, Inc. "We’re proud to recognize the top franchises that make service and quality a priority in all areas of the business." The Collinsville Illinois franchise has been open since 2004. The location currently operates 6 trucks and has 13 employees. This is the 3 year in a row this location has been in the top 14.

"Our first priority is training our employees to exceed customer expectations", said Collinsville General Manager of five plus years, Ken Wienhoff. "It is the key to our success." For more information, contact the Collinsville office at 618.301.4100.

Dr. Thayer Voted One of America’s Top Chiropractors

Dr. David Thayer was recently named one of America’s Top Chiropractors from Consumers Research Council of America. "I am excited and honored to be selected for this list. It is a testament to the quality of services and care we provide. It also reflects on my dedication to continuing my education and constantly improving my skills. My patients are my number one priority and I am thankful for this award.”

After graduating from Logan College of Chiropractic, Dr. Thayer spent a year in Italy working in chiropractic and utilizing cutting edge rehabilitative laser physical therapy. In 2001, Dr. Thayer opened his practice, Thayer Acupuncture & Chiropractic, in Edwardsville, and took over the Highland Pain Relief Center in 2004. The companies are now known as Integrated Medical Group.

Along with chiropractic care, Dr. Thayer’s office provides acupuncture, massage therapy, auriculotherapy, nutrition counseling, cupping therapy, foot detox and other laser specialties. To schedule an appointment or learn more, you can call 618.692.6700, visit www.drthayer.com, or check him out on www.facebook.com/integratedmedicalgroup.
Boy Scouts Honor Anderson Hospital

The Lewis & Clark Council of the Boy Scouts of America recently honored Anderson Hospital with its “Distinguished Corporate Citizen” Award. Not-for-profit health care organizations like Anderson Hospital have a rich tradition of providing benefit to their communities. Anderson Hospital was established not because of economic opportunity, but rather because there was a need for health services in Madison County.

The grassroots legacy in the establishment of Anderson Hospital has remained a key element in its mission and vision. The hospital continues to be led by a Board of Trustees made up of community leaders focused on bringing the best healthcare services to the patients and community. The Auxiliary, which includes several Charter members, continues to support the hospital with their time, talents and monetary donations.

For over thirty years, the mission and focus of Anderson Hospital has been to improve the quality of life in Madison County, as well as to provide the best healthcare possible. In 2009, Anderson Hospital provided the communities it serves with over $21 million of services including charity care, government sponsored subsidies, volunteer services, student education, community health services, and financial contributions.

The Distinguished Citizen awards program is sponsored annually by the Lewis & Clark Council. The council is one of the 50 largest Boy Scout councils in the United States. It serves more than 18,000 youths and families in southwestern Illinois.

ABOVE: Keith A. Page, Anderson Hospital President and CEO, accepts award from Dr. K. Max Eakin, Lewis & Clark Council Member and Past Recipient of the Distinguished Citizen Award.
TheBANK Names Seipp VP of Commercial Banking

TheBANK of Edwardsville recently announced that Dominic Seipp has been promoted to Vice President of the Commercial Banking Group.

An employee of TheBANK of Edwardsville since 2007, Seipp is responsible for the management of a portfolio of commercial customers who he assists in securing business loans to finance new equipment, real estate and other infrastructure needs.

According to Bill Barlow, Senior Vice President, Commercial Banking Group for TheBANK of Edwardsville, “Dominic has built an impressive portfolio of clients, always shows a positive attitude toward customers and has substantially exceeded his loan production goals each year. Congratulations Dominic.”

Seipp is a graduate of Miami University in Ohio, where he received a bachelor of science in Finance and Business. He and his wife, Casey, live in O’Fallon, IL.
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GCS Adds Cash Prizes to Route 66 Talent Show

GCS Federal Credit Union is joining in the celebration at the 13th Annual Route 66 Festival.

The event is scheduled Friday and Saturday, June 11 and 12, at Edwardsville City Park. Weekend activities will include food, drinks, live entertainment, a children’s area, a classic car cruise, and much more! This event is held every year to highlight Edwardsville’s place on the historic Route 66.

GCS will sponsor a talent show at the event Saturday, June 12, from 12:30–2pm. Check out the festival for some family fun! Cash prizes include $200 for first place, $125 for second place, and $75 for third place.

For more information, please visit cityofedwardsville.com. To find out about other community events GCS takes part in, visit mygcscu.com.

Edwardville & Glen Carbon Farmers Markets

The Land of Goshen Community Market is your source for locally grown, fresh, naturally ripened farm products; tasty baked goods with locally grown ingredients; and wonderful art and gift ideas. Live entertainment and free demonstrations add to the festive atmosphere each Saturday from 8am–noon, through October 16 in downtown Edwardsville. For more information, visit www.goshenmarket.org.

Located at Miner Square in Glen Carbon, Green Market Glen Carbon is open every Wednesday evening from 5–7pm, through October 13. Local farmers and foragers will offer the very best of their livelihood including fresh produce, herbs, cheeses, meats, and more. Cooking demonstrations will be performed by area chefs each week, and Green Market has joined forces with the award-winning Glen Carbon Centennial Library to offer a Kid-Friendly Market every third Wednesday of the month. For more information, visit www.greenmarketglenarbon.org.

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Commercial Lenders seated are Brett Bruhn and John Dorsey
Standing are Brian Uyl, Shannon Scheffel, Tim Whitten and Dave Gansner
IRS Reaches Out to Millions of Employers on Benefits of New Health Care Tax Credit

The Internal Revenue Service (IRS) recently began mailing postcards to more than four million small businesses and tax-exempt organizations to make them aware of the benefits of the recently-enacted small business health care tax credit.

Included in the Patient Protection and Affordable Care Act approved by Congress last month and signed into law by President Obama, the credit is one of the first health care reform provisions to go into effect. The credit, which takes effect this year, is designed to encourage small employers to offer health insurance coverage for the first time or maintain coverage they already have.

“We want to make sure small employers across the nation realize that, effective this tax year, they may be eligible for a valuable new tax credit. Our postcard mailing, which is targeted at small employers, is intended to get the attention of small employers and encourage them to find out more,” IRS Commissioner Doug Shulman said. “We urge every small employer to take advantage of this credit if they qualify.”

In general, the credit is available to small employers that pay at least half the cost of single coverage for their employees in 2010. The credit is specifically targeted to help small businesses and tax-exempt organizations that primarily employ low- and moderate-income workers.

For tax years 2010 to 2013, the maximum credit is 35 percent of premiums paid by eligible small business employers and 25 percent of premiums paid by eligible employers that are tax-exempt organizations. The maximum credit goes to smaller employers, those with 10 or fewer full-time equivalent (FTE) employees, paying annual average wages of $25,000 or less. Because the eligibility rules are based in part on the number of FTEs, not the number of employees, businesses that use part-time help may qualify even if they employ more than 25 individuals. The credit is completely phased out for employers that have 25 FTEs or more or that pay average wages of $50,000 per year or more.

Eligible small businesses can claim the credit as part of the general business credit starting with their 2010 income tax return.
Commerce Bank Holds “Shred Fest” Event

Time for small businesses in the Edwardsville area to get rid of old bank records, credit card offers, tax information and sensitive documents at Commerce Bank’s “Shred Fest” event.

Commerce will offer free shredding services to small businesses and customers on, Saturday, June 26, from 10am–2pm at the Edwardsville Banking Center, 2496 Troy Road, in front of the Home Depot®.

Small business owners and the public are encouraged to bring old documents to be shredded.

Southern Illinois University Edwardsville is one of the most beautiful campuses in the country, with more than 2,600 acres of rolling hills, woodlands and lakes. That’s only the beginning of what sets SIUE apart. Our students can choose from a wide variety of degree and certificate programs in academic areas ranging from the performing arts to engineering to health sciences. At SIUE, we offer an education with the power to match your dreams. It’s just one more way the e equals excellence.

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Dennis Terry of First Clover Leaf Bank Appointed to Federal Reserve Board Thrift Institutions Council

Dennis M. Terry, President and CEO of First Clover Leaf Bank, was announced as one of five new members recently appointed to the Thrift Institutions Advisory Council of the Federal Reserve Board for 2010 and 2011.

Terry, who has been in banking for nearly 40 years in Edwardsville, is humbled by the appointment. “This is probably the highest honor I’ve received in our industry,” said Terry. “I was elated when I learned in mid-December that Ben Bernanke, Federal Reserve Chairman, had reviewed my nomination from the St. Louis Federal Reserve Bank and approved it,” he said.

The Thrift Institutions Advisory Council (TIAC) was established in 1980 by the Board of Governors to provide information and views on the special needs and problems of thrift institutions. TIAC meets with the Chairman of the Federal Reserve and members of the Board of Governors in Washington, D.C. three times a year. It is a 12-member council comprised of one person from each of the 12 Federal Reserve Districts across the country. Terry recently returned from the first meeting in 2010. He said it was clear that Chairman Bernanke and the Board of Governors are keenly interested in the “man on the street” and their impression of current economic conditions. The council spent one and one-half days formulating answers to a list of questions proposed by FED; and then half a day presenting and discussing answers to the questions with the Chairman and Board of Governors.
Come join us at Crushed Grapes on **Friday, June 18th at 5pm** for a night of wine with food by Catered AFFAIR to benefit Children’s Miracle Network. Cost is $10 per person and there will be attendance prizes.

Proceeds for the night will go to Walmart 256 in Glen Carbon for their CMN fundraiser.

Children’s Miracle Network benefits local hospitals such as St. Louis Children’s Hospital and Cardinal Glennon Children’s Medical Center.
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