

June 2010



Edwardsville | Glen Carbon Chamber of Commerce

It's everyone's business.

# Common Ground



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## 2010 Executive Directors

**Jay Blanquart**, President  
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**Marc Voegelé**, First Vice President  
Express Employment Professionals

**Skip Sponeiman**, Second Vice President  
Wal-Mart

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Olsen Veterinary Clinic

**Pat Slaughter**  
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**Len Scaturro**  
Crushed Grapes, Ltd.

**Kelly Cobb**  
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**Emily Gates**  
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Sivia Business & Legal Services, PC

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MML Investors

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**Gary Hoggatt, Jr.**  
National Bank

**Danelle Brown**  
Marcel Brown Technology Services

## Ex-Officio

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Village of Glen Carbon

**Gary Niebur**, Mayor  
City of Edwardsville

**Ed Hightower**, Superintendent  
Edwardsville School District #7

**Erika Kennett**, Director  
The Alliance

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**Desirée Bennyhoff**  
Editor, Layout & Design, Contributing Writer

## 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

### 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](http://www.homenursery.com)

### 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

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## Common Ground

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[www.edglenchamber.com](http://www.edglenchamber.com)

# special investors

## 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  
Best 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  
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.  
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  
Baughner Financial & Assoc. Inc.  
Bella Milano Restaurant  
Big Daddy's Edwardsville  
Brickman Orthodontics  
Byron Gerber Petri & Kalb, LLC  
Bull and Bear Grill & Bar  
Bully's Smokehouse  
Caulk'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  
El Maguey  
Elmwood Nursing and Rehab  
Excelegy Consulting Group  
Extra Help, Inc.  
Fazoli'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  
Gerold Moving  
Glik's Department Store  
Grace Manor  
Hampton Inn & Suites  
Hawkins Law Office  
Hawthorne Animal Hospital  
Henderson Associates Architects, Inc.  
Holiday Inn Express  
Hurford Architects, Inc.  
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 Carstar Collision Center  
LaPetite Academy  
Lee's Services  
Littler Mendelson, PC  
Louer Facility Planning  
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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  
Reed, Armstrong, Gorman, Mudge & Morrissey  
RE/MAX Integrity Realty Centre  
Regions Bank  
Sandberg, Phoenix & von Gontard  
Schnucks  
Scott Credit Union  
Shell Community Federal Credit Union  
Shoe Carnival  
Sivia Business & Legal Services  
Southern Illinois Underwriters  
Specialty Printing  
Stonebridge Development  
Stahly Cartage Co.  
Sunset Hills Country Club  
Sunset Hills Family Dental  
Super 8 Pontoon Beach  
TheEDGEBANK  
The Gilliland Financial Group  
The Scheffel Companies  
The Telegraph  
Thouvenot, Wade & Moerchen Inc.  
Travelling Tails Inn  
University Nursing & Rehabilitation  
USO of Missouri  
US Bank  
Valley View Cemetery, Mausoleum & Funeral Home  
WBGZ Radio  
Wenzel & Associates

# events

## 6/8 Wednesday 4pm

Ribbon Cutting  
GlenEd Pharmacy  
#1 Ginger Creek Meadows  
Glen Carbon, IL 62034

## 6/9 Wednesday 4pm

Ribbon 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 Fri/Sat

Route 66 Festival at  
Edwardsville City Park

## 6/10 Wednesday 4pm

Ribbon 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

# save the date

## 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

## 8/23 Monday 4:30-6pm

Meet & Greet Your Elected  
Officials at Glen Carbon  
Centennial Library  
198 South Main Street  
Glen Carbon, IL 62034

## 10/4 Monday

Annual Golf Challenge  
Sunset Hills Country Club  
2525 Highway 157 South  
Edwardsville, IL 62025



# 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!

**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

## 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.

**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](mailto:ldaniels@edglenchamber.com) or 618.656.7600 for details.

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*I am so thankful for Anderson Hospital's Imaging Center and its dedication to providing patients the most advanced technology.*

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*-- Sandy Riley, Cancer Survivor*

# the newly connected

## Building Bonds & Bridges Education Center, Inc.

Amie Hanneken  
*Children's Tutoring,  
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#2 Sunset Hills Exec. Park, Ste 4  
Edwardsville, IL 62025  
618.570.3786  
[www.buildingbondsbridges.org](http://www.buildingbondsbridges.org)

## Jim Grandone

*Individual Member*  
403 Jefferson Road  
Edwardsville, IL 62025  
618.692.1892  
[www.grandone.com](http://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](http://www.hastingschivetta.com)

## Home & Leisure Lifestyles

Tom Vice  
*Specialty Retail, Chimney Services*  
919 Washington Street  
Highland, IL 62249  
618.651.0358  
[www.midwestchimney.com](http://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](http://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](http://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*

Carol Foreman, Executive Director

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# ambassadors

## Ambassador Spotlight: 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, Ellie 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 Voegelé'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."

## 2010 Ambassadors

<b>Dana Klassen, Chair</b> St. John's Home & Community Care	<b>Linda Kuhlmann</b> Kuhlmann Business Services
<b>Sara Sanderson</b> Liberty Mutual	<b>Zach Woods</b> Commerce Bank
<b>Ed Faller</b> Faller Photography Group	<b>Nicole Kline</b> Extra Help, Inc.
<b>Natalie A. Head</b> Anderson Hospital	<b>Susan Bailey</b> National Bank
<b>Justin Huneke</b> TheBANK of Edwardsville	<b>Chelsea Hoelscher</b> West & Company, LLC
<b>Melissa DeLassus</b> Southern Illinois Chiropractic Cntr.	<b>Rachel Case</b> First Clover Leaf Bank
<b>Bonnie Kotsybar</b> Chamber Staff	<b>Jenny Robison</b> Shell Community Credit Union
<b>Ryan Matthews</b> The Insurance Partnership	<b>Mark Muckensturm</b> MRCT Benefits Plus
<b>Diana Voegelé</b> Express Employment Professionals	<b>Candice Arana</b> Hospice of Southern Illinois
<b>Ryan High</b> RE/MAX Preferred Partners	<b>Dave Viox</b> AAdvantage Insurance Group

### Qualified Retirement Plans Workshop for Employers Fiduciary and Compliance Update

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Avoiding Liability for plan sponsors
- Lincoln Financial  
Prudence & Diversity Fiduciary  
Standard
- Stadion Money Management  
Win by NOT Losing—A new approach
- Larry R. Lexow, CFS  
Chartered Retirement Plans  
Specialist  
Plan Design & Emerging Trends

#### Choice of two sessions Morning or Afternoon

##### Morning Session

8:00 am - 8:30 am Registration and  
Continental Breakfast  
8:30 am - 9:30 am Fiduciary and Compliance  
Update  
9:30 am - 10:00 am Lincoln's Fiduciary  
Story  
10:00 am - 11:00 am Stadion Money  
Management—Win by NOT Losing  
11:00 am - 11:30 am Plan design, Wrap-up

##### OR

##### Afternoon Session

12:00 noon - 1:00 pm Registration and  
lunch  
1:00 pm - 2:00 pm Fiduciary and Compli-  
ance Update  
2:00 pm - 2:30 pm Lincoln's Fiduciary Story  
2:30 pm - 3:30 pm Stadion Money Man-  
agement—Win by NOT Losing  
3:30 pm - 4:00 pm Plan design, Wrap-up  
and Questions

**When : June, 23 2010**

**Where:** The Falls Conference Center,  
300 Admiral Weinel Blvd.  
Columbia IL 62236  
PH 618-281-3255

#### For more information and RSVP contact

Adrienne Muntian at [Adrienne.muntian@lfg.com](mailto:Adrienne.muntian@lfg.com)  
PH 260-455-0583  
OR Larry R Lexow,  
618-692-9999 x 10

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# SIUE DAY

**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](mailto: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](mailto: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: \_\_\_\_\_

SOUTHERN ILLINOIS UNIVERSITY  
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[www.siue.edu/communitysiueday](http://www.siue.edu/communitysiueday)



# learn

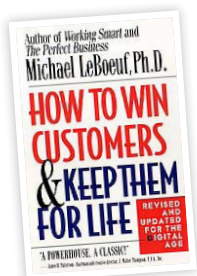
## Facilitated Round-Table Discussions

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](mailto:ldaniels@edglenchamber.com) to reserve your spot – seating is limited.



**WHEN:** Monday, June 21 from 4:30–6pm

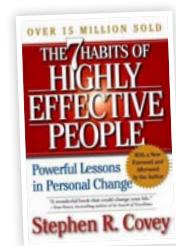
**WHERE:** Edwardsville Public Library

**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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# Building Blocks for Business Recovery

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**

# connect

## 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](http://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.

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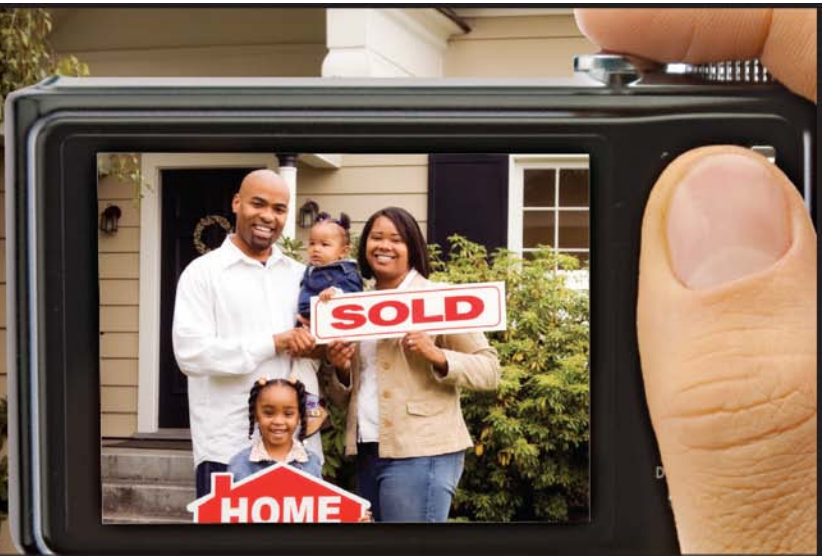
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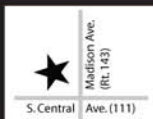
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**FCB Edwardsville Bank, May 27**



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Edward Jones, May 12



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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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# your business

## 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](http://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.





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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.

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# your business

## 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](http://www.dayandnightsolar.com) or call Andrea Wetzel-Darbo at 618.655.0180 if you are interested in learning more about solar energy and taking advantage of available funds.

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# Shred Fest

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## 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](http://www.drthayer.com), or check him out on [www.facebook.com/integratedmedicalgroup](http://www.facebook.com/integratedmedicalgroup).

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# your business

## 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.

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# 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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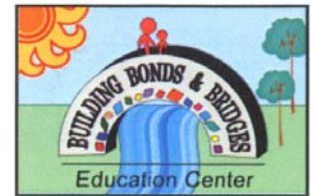
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# your business

## 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](http://cityofedwardsville.com). To find out about other community events GCS takes part in, visit [mygcsu.com](http://mygcsu.com).



## Edwardsville & 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](http://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.greenmarketglencarbon.org](http://www.greenmarketglencarbon.org).

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# your business

## 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."

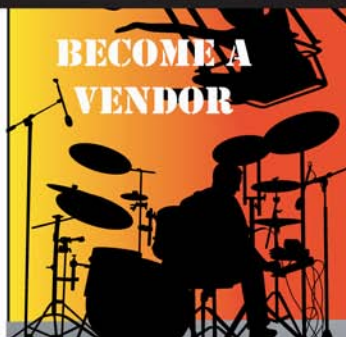
In general, the credit is available to small employers that pay at least half the cost of single coverage for their employees in 2010. The credit is specifically targeted to help small businesses and tax-exempt organizations that primarily employ low- and moderate-income workers.

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.

## GLEN CARBON HOMECOMING JUNE 18 & 19 2010

Every year awesome companies in Glen Carbon support the Annual homecoming with nominal donations or donations in kind. The Bank of Edwardsville supports the fireworks. Last year MinuteMan Press donated cups for the Margarita Bar. If you would like participate contact us at [GCHomecoming@glen-carbon.il.us](mailto:GCHomecoming@glen-carbon.il.us)



"STRONG COMMUNITY SPIRIT THAT'S ESPECIALLY EVIDENT DURING THE TOWN'S ANNUAL HOMECOMING FESTIVAL." ... *CNN Money*

## 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.





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# your business

## 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.

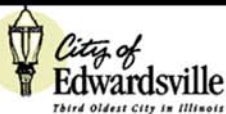


Terry, who has been in banking for nearly 40 years in Edwardsville, is humbled by the appointment. "This is probably the highest honor I've received in our industry," said Terry. "I was elated when I learned in mid-December that Ben Bernanke, Federal Reserve Chairman, had reviewed my nomination from 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.



First Clover Leaf Bank™  
We're Better Together.



### *Get Your Kicks at the Route 66 Festival*

*Friday & Saturday  
June 11th & 12th  
Edwardsville City Park*

The popular festival celebrating Edwardsville's place on the historic Mother Road is back in 2010!  
Good times at the park!

**Showcase your business or non-profit organization by getting involved with the festival as a sponsor or volunteer. This two-day event draws thousands to the park for food, drink, live entertainment and classic cars. For more information call the City of Edwardsville Parks & Recreation Department at 692-7538.**



## Crushed Grapes Wine Shop

Unique Wines  
Handcrafted Beers  
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Private Tastings  
Catering Events  
Gift Baskets

*"It's all about the wine"*




Come join us at Crushed Grapes on **Friday, June 18<sup>th</sup> 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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