March 2008

Common Ground

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Edwardsville | Glen Carbon Chamber of Commerce

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Ribbon-Cutting Photo Contributors

Mission Statement

Through commitment and involvement of its Members, the Edwardsville | Glen Carbon Chamber of Commerce provides leadership for the benefit of the business community by:

- Promoting economic opportunities
- Advocating the interests of business
- Providing members with education and resources
- Encouraging mutual support

On the cover

Edwardsville Arts Center

"Tigre (Tiger) Mask", unknown Mexican folk artist, carved wood, boar teeth, hair, paint and mirrors

Masks have been around since 20,000 BC with two main purposes: to conceal the identity of the wearer and to be used as a form of protection.

The Edwardsville Arts Center (EAC) will be showcasing 100 masks in its next exhibit titled "Masks: New & Old," from March 7 to April 13, 2008.

The masks in the show, from both past and present, come from local and regional collections. Many are on loan from the University Museum at Southern Illinois University Edwardsville, and there are several masks that have been created specifically for this exhibit.

The Edwardsville Arts Center is located at 310 Hillsboro Avenue in Edwardsville and is open from 11am to 5pm Wednesday through Friday and 11am to 4pm on Saturday. Admission is free. For more information on the EAC, visit www.edwardsvilleartscenter.org or call 655-0337.

What's New?

Promote your business in Common Ground by informing us of your involvement in community service, new hires, new locations, new products or new services.

Email a 175 word press release announcing your occasion to Jeanne at jwojcieszak@edglenchamber.com, and read about your business in the newsletter. Photos are encouraged!

All submissions are due by 5pm the second Friday of the month. Space is not guaranteed.

Newsletter Notes

Articles for the Chamber of Commerce newsletter must be submitted by the second Monday of the preceding month for placement in the next month's issue. Chamber members may submit a maximum of four articles containing 175 words or less during the calendar year.

Monthly distribution: 1,000 issues.

Send comments or questions about Common Ground to jwojcieszak@edglenchamber.com

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2008 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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left to right: Larry Ziglar, John Dorsey, Lisa Zabawa, Dave Gansner

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FNB First National Bank

www.fnbstaunton.com

Member FDIC

events

3/6 Thursday 5 – 7 pm
Business After Hours
First Clover Leaf Bank
6814 Goshen Road
Edwardsville, Illinois 62025

3/12 Wednesday 4 pm
Ribbon Cutting
Noble Roman's Pizza of Edwardsville
6663-A Edwardsville Crossing Drive
Edwardsville, Illinois 62025

3/14 Thursday 8 - 12:30 pm
Professional Education Series - Essential Customer Service Skills
Lewis and Clark's
N.O. Nelson Campus
Edwardsville, Illinois 62025

3/19 Wednesday 4 pm
Ribbon Cutting
Kate's Lullaby
4 Club Centre Ct., Suite H
Edwardsville, Illinois 62025

3/20 Thursday 5 – 7 pm
Business After Hours
Eden Village Retirement Community
400 S. Station Road
Glen Carbon, Illinois 62034

3/28 Friday 8:30 am
New Members' Reception
Chamber Office
200 University Park Dr., Suite 260
Edwardsville, Illinois 62025

3/28 Friday noon
networking@noon
Hosted by Partner's Bank at
GC Cuisine & Crystal Garden
1230 University Drive
Edwardsville, Illinois 62025

save the date

4/3 Thursday 5 – 7 pm
Business After Hours
Bella Milano
1063 S. State Route 157
Edwardsville, Illinois 62025

4/11 Friday 8 - 12:30 pm
Professional Education Series - Exceeding Customers' Expectations
Lewis and Clark's
N.O. Nelson Campus
Edwardsville, Illinois 62025

4/17 Thursday 5 – 7 pm
Business After Hours
Watershed Nature Preserve
1591 Tower Avenue
Edwardsville, Illinois 62025

5/9 Friday
Professional Education Series - Internal Customer Service Skills
Lewis and Clark's
N.O. Nelson Campus
Edwardsville, Illinois 62025

6/13-14 Friday and Saturday
Route 66 Festival

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Ronald L. Pallmann, of Counsel

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It's time for a new Map of Edwardsville/Glen Carbon

We are excited to invite you to access an exclusive online preview of our printed map.

The map has been developed and the layout designed. We are now awaiting your sponsorship consideration before it is printed. The map is available online at http://www.xmediapublishing.com/buy/EdwardsvilleGlenCarbonIL_2008Map/. Please select the button titled "Select Your Ad Position." No login is required to browse the map.

This full-color map and online counterpart is one of our most vital tools for marketing our area to new residents, businesses and area developers.

Distribution:
- 10,000 copies printed
- Strategically placed throughout our community
- Online counterpart more than triples your exposure

This program is brought to you by CommunityLink, whose xMedia technology allows the publication to be built before you are approached for sponsorship. In the past 10 years CommunityLink has worked in 46 states and produced over 1,500 publications such as ours.

The map you preview online will be printed and distributed to residents, visitors and relocation candidates for the next year. Once the printed map has been produced and delivered, the online version will remain available in an easily searchable format that will highlight participating businesses and their Web sites.

Advertisers can:
- Choose placement in relation to content
- Reserve and purchase ads online

The Chamber map is one of the most, if not the most, requested publication we distribute. Sponsorship positions tend to go quickly, and the spaces are limited to the first participants. Go online or call the Chamber Office at 656-7600 to reserve your space as soon as possible.

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Gold Level
Anderson Hospital
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Gateway Regional Medical Center
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Edwardsville School District #7
Edwardsville Publishing Company
First Clover Leaf Bank
Holiday Inn Collinsville
MetLife
Meridian Village
National City Bank
Ready Mix Service
Red Robin Gourmet Burgers
Richards Brick Company
R.P. Lumber
Sandberg, Phoenix & von Gontard
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Village of Glen Carbon
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Wenzel & Associates
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Wise Choice Coffees

Call for Volunteers: Route 66 Committee

The 2008 Route 66 Festival will be held on Friday, June 13 and Saturday, June 14 at City Park in Edwardsville.

The planning committe is forming and is looking for volunteers. Come and share your ideas on how to make the festival better!

To find out how you can get involved, contact Carol Foreman, Executive Director, at 656-7600.

Chamber Scholarship Applications Now Available

The Chamber is pleased to announce that the 3rd Annual Scholarship Program is under way. Two $1,000 scholarships are offered yearly: one each to a high school senior and a college/university student. Applications have been delivered to EHS, MELHS, Lahr-Well Academy, Westminster Christian Academy, SIUE, and LCCC. Additional applications are available at the Chamber Office and on our webiste at www.edglenchamber.com. Applications must be received in the Chamber office by April 15th.

Contact Linda at 656-7600 or ldaniels@edglenchamber.com for further information.

networking@noon

On Friday, March 28th Partners Bank will host the networking@noon lunch in partnership with GC Cuisine, located at 1230 University Drive in Edwardsville.

GC Cuisine offers low calorie meals prepared with fresh ingredients. The menu changes daily, to take full advantage of the best available in-seasonal fruits and vegetables.

So come hungry, bring business cards, and be prepared to have fun networking! For more information, visit our website at www.edglenchamber.com or call the Chamber office at 656-7600.

Interested in hosting a networking@noon? Contact Carol for available dates - 656-7600.

connect

Membership Benefits - A Refresher!

Don't forget to take advantage of all of the benefits available to you as a member of the Chamber.

Learn New Skills For Small Business Success The Chamber provides services to small business owners. Professional Education Series are designed to help you start your business or help your business grow. At the Chamber, you get the tools you need to help your business prosper.

Make New Business Contacts Networking at Chamber events helps you meet potential customers, clients and vendors. The Business After Hours and networking@noon programs provide great opportunities to get to know new people — and expand your prospect base.

Market Your Products And Services Take advantage of the Chamber's low-cost marketing opportunities such as the "Greeter Service" program. You will reach hundreds of new residents anxious to learn more about your products and services. Plenty of advertising and sponsorship opportunities exist through the Chamber's events, programs, website, and publications.

Business Referral Services The Chamber receives a large volume of calls each day from individuals and companies requesting goods and services. We respond by referring only Chamber members.

Increase Your Presence On The Internet The Chamber of Commerce is usually the first place contacted when information about the community, its businesses, recreation and other facilities is desired. Chamber members with their own Web site can take advantage of this attribute by receiving a free link from our Web site to yours. Your business will be listed in the Chamber's online Business Directory, thereby expanding your market area even if you do not have internet access.

Ground Breaking/Ribbon Cutting Ceremonies Let the Chamber help you celebrate your new office, product, or renovation! We will help you promote the opening by providing you with mailing labels of our membership and publishing it on our website, in our newsletter, and in our weekly emails.

Yearly Events You can highlight your business services to prospective clients at several well-known Chamber events throughout the community such as: The Annual Dinner/Auction, Route 66 Festival, Golf Tournament or Halloween Parade. In addition, there are over 100 networking meetings and events put on by the Chamber or hosted by Chamber members.

Newsletter The Chamber newsletter, with a distribution of over 1000, provides monthly up-to-date information, which keeps you informed with items on resources, concerns, and issues affecting our business community. Marketing opportunities offered to Chamber members only.

Mailing List and Labels Let the Chamber help you market to over 1900 local businesses. The office provides free mailing lists and labels of both the Chamber membership and other Edwardsville/Glen Carbon/Maryville businesses. For further savings, the Chamber will allow members to use the Chamber's bulk mail permit on mass mailings.

Residential Greeter Program Our Residential Greeter Program is offered to members only. This is an excellent program for businesses that would benefit from contact with new residents. Over 750 new residents are greeted annually in Edwardsville/Glen Carbon. These residents may be your next customers! Each subscriber will receive a monthly report containing detailed information on each new resident greeted for your follow-up or to create a valuable mailing list for future use.

For more information on these and other benefits, contact the Chamber at 656-7600.

edwardsville.com

News Classifieds Events

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

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

For a free upgrade, contact:

George Sykes at Wildfire Internet - 618-452-2400. sykes@wildfire.net

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hortica

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Meet Your New Board Member:

Todd Sivia!

We continue our Meet Your Board Member series with Todd Sivia, a new board member on the 2008 Board of Directors.

Todd is the owner of Sivia Business & Legal Services, P.C., a general practice law firm and an Adjunct Professor at Lewis and Clark Community College.

When asked what brought him to this profession, Todd replied, "When I was young, I had the benefit of seeing how an attorney was able to constructively solve problems without turning to litigation. This showed me that the normal assumption that all attorneys are unethical or that all cases must be litigated was not always correct."

"When I decided to start my practice in 2006 on my own, I wanted to build a law practice that people can trust and give my clients the personal attention that they need. Like most fields, there are always the 'rotten apples that spoil the bunch' that the media focuses on. My goal and what I aspire to become is a trusted advisor to the people and businesses of Madison County Region and renew people's trust in the legal system."

Originally from Alton, Todd graduated from Alton High School and Lewis and Clark Community College. He received his degree in Business Administration from SIUE and his Juris Doctorate from Saint Louis University. He and his wife Rebecca have one son, Austin.

Todd currently serves as the Foundation Chair for the Land of Goshen Rotary, sits on the Paralegal Program Advisory Committee of Lewis and Clark Community College, and is a member of the Madison County Bar Association. When he's not cheering for the Cardinals, Todd enjoys camping, hiking, and golfing.

Todd became a Chamber member in 2006. "I joined the Chamber to build a relationship with members of the community and educate the community that there can be trusted members of the legal profession," Todd said of his membership.

As a board member, Todd hopes to build a support system for new companies that have decided to invest money in the Edwardsville/Glen Carbon community. "Where better for these businesses to turn to for support than the Chamber of Commerce? By encouraging mutual support, we can assist these new businesses in building their businesses and becoming successful members of our community."

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www.thepersonaltrainingcenter.com

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connect

business after hours schedule

The purpose of a networking mixer is to meet new people, make new contacts, promote your business, and to talk with other business people facing the same challenges you do. All are welcomed and invited to attend. Hors d' oeurves and beverages will be provided. A business card raffle and 50/50 drawing will occur at approximately 6:00 pm. Entry fee is $5. This is an excellent way to network outside of your normal routine.

3/6 Thursday 5 - 7 pm
First Clover Leaf Bank
6814 Goshen Road
Edwardsville, Illinois 62025

3/20 Thursday 5 - 7 pm
Eden Village Retirement Community
400 S. Station Road
Glen Carbon, Illinois 62034

"How attending a Business After Hours helped my business..."

"I met a gentleman that was already established in a market that we were about to open a branch in. He was able to introduce me and my colleagues to a lot of great contacts so when our doors did finally open, we already knew a lot of people in that community and we didn't feel so "new". Plus, it helped me find more ways to be involved in the community which was great since that's my job."

Ashleigh Deatherage
Scott Credit Union,
Vice Chairperson, Ambassadors

"Business After Hours are a great way to connect and build your business. When we first joined the Chamber, Dr. DeLassus and I attended a Business After Hours at 62 Sports Group. An Ambassador took us under her wing introducing us to so many people. Not only did we meet many business owners, that same Ambassador got us very involved with the Chamber asking me to be an Ambassador, chairing a Route 66 Committee and serving on the Annual Dinner Committee."

"Participating in these programs through the Chamber has given us great exposure and contacts that have definitely helped build our business, all because of one Business After Hours!"

Melissa DeLassus
Southern Illinois Chiropractic Center

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Ambassadors

Meet Your Ambassadors:

Donna Marie Sheard

By Natalie Head, Anderson Hospital

Passionate. That is the word that best describes Ambassador Donna Sheard. Anyone who meets her will immediately notice her passion for life and for helping others. Donna says that being an Ambassador has brought her such passion and commitment to her own career. "When you find that passion for something, the possibilities are endless. My ability to help others has been the greatest satisfaction that gives right back to my own life by achieving my dreams and goals."

Donna is an AVON Independent Sales Representative, Recruiter and Trainer. "I have been with AVON for 5 years and have built a business of over 180 Representatives," said Donna. Donna knew joining the Chamber was good business. "Business owners enjoy an immediate return on their investment when joining the Ed/Glen Chamber of Commerce," said Donna. "There are so many ways that the Chamber can bring your company visibility." And if you are wondering how? Donna is certainly glad to help you! "Give me a call if you want to talk about membership benefits," she said. "Any of the Ambassadors would love to accompany you to a Business After Hours. You will be amazed at how much fun you will have networking!"

Donna is also invested in other community and professional organizations including NAMI (National Alliance for Mental Illness), Illinois Autism/PDD Training and Technical Assistance Project, Asthma Walk "Leadership Committee" and a member of the Land of Goshen Rotary.

Born and raised in Boston, Massachusetts, Donna moved to Los Angeles for 15 years until moving to Edwardsville in 2003. She lives in Edwardsville with her fiancé and business partner, Eric, and her 7 year old son, Christopher.

Ambassadors News

By Sara Sanderson, Chairman, Ambassadors

Are you reaping the benefits??

Have you been to a Business After Hours yet? These bimonthly Chamber events, if utilized, can be a great tool for all members and their businesses. Currently, the Chamber has so many members that are willing to host these events that two are held each month and will be for the entire year.

These events are great opportunities to meet new people and to make everyone aware of you and your business. If you are new to the Chamber, I urge you to join the Ambassadors and fellow Chamber members at one of these events. They are held on Thursday evenings from 5 pm – 7 pm. The location changes because each month different members host the events. As of today, there are 25 Business After Hours scheduled for 2008. So don't delay, put it in your schedule to attend one today!! See page 8 for the March schedule of Business After Hours and for some testimonials from Ambassadors regarding the successes they have reaped from attending a Business After Hours.

I look forward to seeing you at one of the next events!!

Ambassadors

Nancy Baahlmann
Beverly Farm Foundation
Danelle Brown
Marcel Brown Technologies
Ashleigh Deatherage
Scott Credit Union
Melissa DeLassus
Southern Illinois Chiropractic Center
Ed Faller
Faller Photography Group
Natalie A. Head
Anderson Hospital
Gary Hoggatt
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Liberty Mutual
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Eden Village
Donna Sheard
Avon
Dr. Matt Uchtman
Infinite Wellness Chiropractic, Ltd.
Crystal Anderson Wenzel
Individual Member

Essential Customer Service Skills

Friday, March 14th
2008 Professional Education Series:

Really Successful Selling & Customer Service

2008 Professional Education Series

Build a solid foundation of service that impacts customers' perceptions of your organization. In this highly interactive workshop, you will learn:

- **Six common errors when dealing with customers.**
- **Effective strategies for avoiding each of those errors on the job.**
- **"Welcoming phrases" that set the stage for positive customer interaction.**
- **How to gently gather information.**
- **Key principles for dealing with irate customers.**

Friday, March 14th 8:00 – 8:30 Breakfast & Networking 8:30 – 12:30 Workshop
Leclaire Room, Lewis and Clark's N.O. Nelson Campus, Edwardsville

Event Sponsored by:
ROYAL Solutions

Enroll NOW for one or all three workshops!

Friday, April 11
Exceeding Customers Expectations

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

Friday, May 9
Internal Customer Service Skills

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

The Professional Education Series is offered in partnership with Lewis and Clark Community College.

$99.00 for Chamber members
$139.00 for non-members

Call (618) 656-8800 ext 5851 to register.
www.edglenchamber.org

Coming this Fall: Successful Selling Series
Three new workshops from Dale Carnegie Training based on their popular Sales Advantage course.

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Edwardsville | Glen Carbon Chamber of Commerce

LEWIS&CLARK COMMUNITY COLLEGE

TELEPHONE DOCTOR® CUSTOMER SERVICE TRAINING

DALE CARNEGIE® TRAINING

Limited Seats Available for Professional Education Series - Essential Customer Service Skills

The 2008 Professional Education Series: Really Successful Selling and Customer Service kicks off this month with Essential Customer Service Skills on Friday, March 14th at 8:00 am in the LeClaire Room at Lewis and Clark's N.O. Nelson Campus in Edwardsville.

This four-hour interactive workshop is presented by the Telephone Doctor, a premier provider of customer service training headquartered in St. Louis. Using "EnterTraining", the instructor will motivate and teach effective techniques to help build a solid foundation of service that impacts customers' perceptions of your organization. This in turn, leads to new business opportunities with customers and greater job satisfaction for the staff.

In this highly interactive workshop, you will learn:

- Six common errors when dealing with customers.
- Effective strategies for avoiding each of those errors on the job.
- The Telephone Doctor's Three-Part Greeting and reason it is effective.
- "Welcoming phrases" to set the stage for positive interaction with customers.
- How to gently gather information.
- Key principles for dealing with irate customers.
- Understanding and applying the ASAP technique.
- Effective use of the Telephone Doctor's Swear Stopper.
- Techniques to avoid making excuses to customers.
- How to better manage stress and emotions in the office.
- How to avoid "Five Forbidden Phrases" that offend customers.
- Effective alternatives for each of those phrases.

Each participant will receive a workbook and desktop reminder cards for continuous reinforcement of skills learned. The cost is $99 each for members and $139 each for non-members. A full breakfast buffet is included in the registration fee. Networking and breakfast will start at 8:00 am, with the program beginning promptly at 8:30 am and will end at 12:30 pm. To register call 656-8800 ext 5851.

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spotlight

Exactime Watch & Clock

A passion for building grandfather clocks from kits and a talent for making timepieces tick again lead Steven Paul to open Exactime Watch & Clock in 2006.

Exactime Watch & Clock offers a unique combination of new watches and clocks from top companies like ESQ, Hamilton, Seiko, Howard Miller, Luna Bella and many others. Exactime also offers on-site watch repair, including wholesale watch repair for many jewelers in the midwest. "I know of no other store like us in the St. Louis region," said Steven.

Steven graduated from a watchmaker's college in Champaign, Illinois in 1981 and worked for Hamilton Jewelers in downtown St. Louis for 21 years attaining the positions of Head Watchmaker and Service Manager. He then started his home-based business, The Village Watchmaker. After three years, he opened Exactime in 2006.

"I have been interested in watches and clocks ever since I was a teenager. In fact, I used to make grandfather clocks from kits and sell them to ladies in my church. Also, as a youth, I would attend auctions with my dad picking up old clocks and other stuff that I would attempt to fix," said Steven of his passion for clocks.

"I belong to the American Watchmakers/Clockmakers Institute, the National Association of Watch and Clock Collectors and am the Visitor Host for the Edwardsville B.N.I. chapter. I plan to join more organizations in the future when I'm able to leave my store more."

Steven joined the Chamber in 2006 before the store was opened. "I find that the Chamber is an excellent networking device. Hosting a Business After Hours definitely gave my business some credibility and opened doors that were previously closed," said Steven of his Chamber membership.

Exactime is located on Highway 159 in Glen Carbon next to Ponderosa Steakhouse. For more information visit their website at www.exactime.biz or call 288-9999.

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Land of Goshen Rotary Club

"Service Above Self" is the motto of the Rotary Clubs everywhere, but the Land of Goshen Rotary Club truly illustrates this with their long list of annual service projects.

Each year this all-volunteer organization arranges many service projects including the Back to School Assistance Program, Holiday basket deliveries, scholarship awards to graduating senior high school students, Adopt-A-Highway on West Street in Edwardsville, and dictionary delivery to every 3rd grade student in their service area.

Their service reaches south to Reynosa, Mexico where they provide equipment and muscle to help improve the surroundings for Reynosa children. The club also hosts a foreign exchange student annually as well.

"With 72 members, our organization continues to stretch and deliver to those in our community that need us the most," said Joan Lebkuecher, 2007/2008 Club President. "This year our club was awarded a Rotary District 6460 Simplified Grant for a one-time service project. The club is partnering with Anderson Hospital to send baskets with newborn essential supplies home with local low-income families who bring a new life in our world."

The club is the recent recipient of a significant Rotary International Humanitarian grant for their planned works in Reynosa. They are also pursuing a Rotary International Travel grant to augment their Mexico service project plans. The Land of Goshen's Annual Golf Tournament is scheduled for Wednesday, May 15th at Belk Park. They are currently seeking hole sponsors and golfers.

The club has been a member of the Chamber since 2003. "Our Chamber membership helps to raise awareness of the Goshen Rotary and the good work we do is also elevated by our many club members who are also Chamber members. In turn, this attracts quality members to visit and find out more about our club," said Joan.

"We have reaped significant financial and non-financial benefits as a Chamber member over the past five years," Joan continued. "My advice: 1 – get involved; 2 – be patient; 3 – utilize the proven and expansive resources that the Chamber makes available to all its members; and 4 – most importantly, get to know your fellow Chamber members representing the various businesses. Get to know the people and his/her character first. Patronizing the person's business comes naturally once you know, trust, and believe in the person."

For more information about the Land of Goshen Rotary Club, contact Joan, 2007/2008 President, at 655-1813.

schmooze

Ribbon Cuttings

Techi-Tots, February 6

Whole Health Chiropractic, February 13

Vantive Partners, February 19

Chamber Night at SIUE Cougar Basketball

Chamber Night with SIUE Cougar Basketball, February 2

Chamber Night with SIUE Cougar Basketball, February 2

Business After Hours

First Community State Bank, February 7

First Community State Bank, February 7

First Community State Bank, February 7

Your Business

Votrain joines Associated Physicians Group

Associated Physicians Group would like to welcome Sara Votrain, Licensed Physical Therapist, to their O'Fallon facility. Sara graduated from SLU with a Bachelor's in Exercise Science and a Masters in Physical Therapy. She's already received many compliments on her upbeat personality and Physical Therapy skills.

Associated Physicians Group would like to congratulate Sharon Bateman who has passed her Physical Therapy Assistant Certification test. Sharon has been working for Associated Physicians since April of 2006 as a Rehab Technician, but wanted to further her education. She went back to school and recently received her Physical Therapy Assistant's License and is already putting her new skills to great use.

Mike Ward Joins National City Mortgage

Belleville, Illinois—February 6, 2008—National City Mortgage has announced that Mike Ward has joined the Belleville team as a loan officer. In this role, Ward will be responsible for originating loans in St. Louis and Metro East surrounding areas.

Most recently, Ward served as a loan officer for Benchmark Home Loans where he was responsible for originating loans. He brings to National City Mortgage five years of mortgage experience relating to loan consulting and origination.

Ward is active in his local community, serving as a member of the Greater Gateway Association of Realtors and the Ed Glen Chamber of Commerce. He currently resides in Edwardsville, Illinois.

Intelligencer Launches Local Auto Search Web Site

Edwardsville Publishing Company, publishers of "Edwardsville Intelligencer," "On the Edge of the Weekend," and "Madison County Homes Magazine," has launched what is described as a "major local preowned automobile search Web site" as well as a sister print publication called "HotLocalCars.com" and "Hot Local Cars Magazine".

The new products were announced by Bruce E. Coury, Vice President of Edwardsville Publishing Company and Publisher of The Edwardsville Intelligencer.

"Eighty-five to 90 percent of all preowned vehicles are purchased by people living locally. With more than a dozen national auto search Web sites online, we felt there was a niche if we offered car buyers a local online search option," Coury said in making the announcement. "'HotLocalCars.com' will offer local residents in 13 counties in Southwestern Illinois, including Madison, St. Clair, Macoupin, Montgomery and Jersey counties, the opportunity to search a huge database of local preowned cars and trucks offered by local dealers. Residents will also be able to post their vehicles for sale. Listings posted on the new Web site will appear in the 'Edwardsville Intelligencer,' 'On the Edge of the Weekend' magazine and in 'Hot Local Cars' magazine all for one very competitive price," Coury went on to say.

The new Web site, which can be accessed online by going to www.hotlocalcars.com, was launched March 1. The magazine debuts March 15 with distribution throughout the 13 county market.

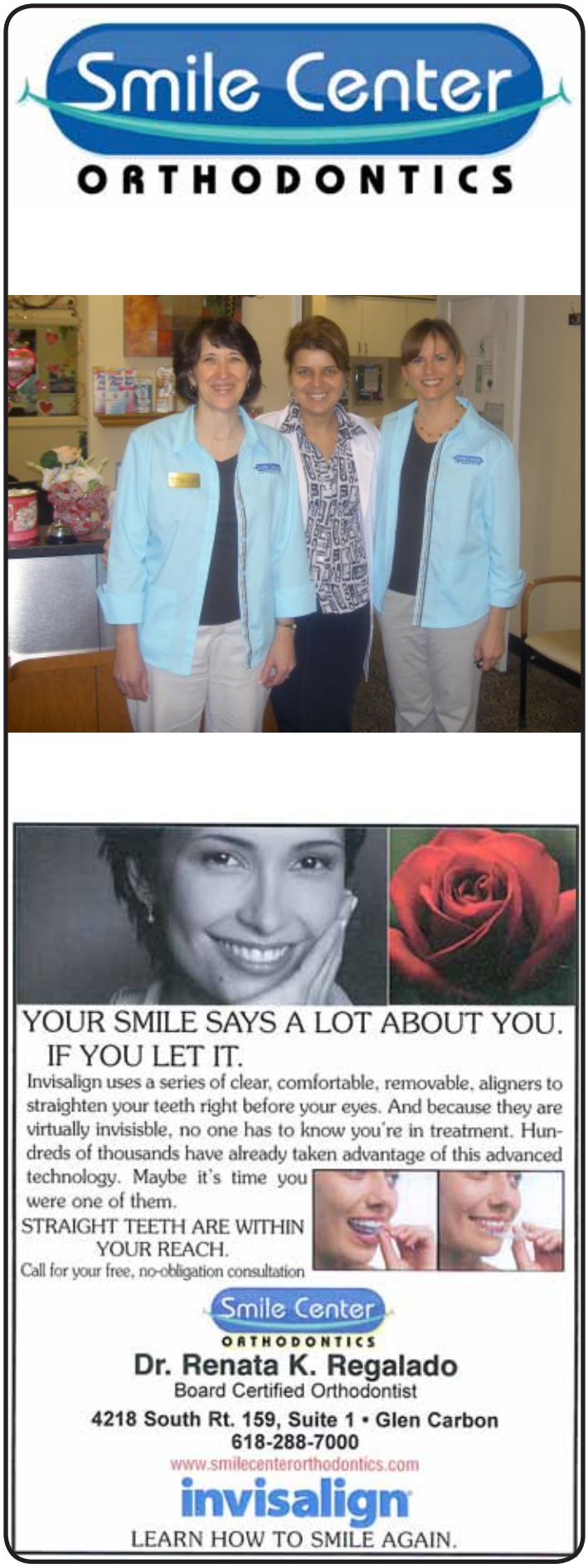
Smile Center Orthodontics celebrates one-year anniversary!

Smile Center Orthodontics is celebrating their first anniversary. Owned by Dr. Renata Regalado, Smile Center Orthodontics specializes in orthodontic treatment for children and adults. Dr. Regalado offers traditional metal braces, clear porcelain (ceramic braces) as well as INVISALIGN treatment to her patients.

Dr. Regaldo wishes to congratulate the staff of the Smile Center Orthodontics for making this first year a success! "Priscilla Hawk, the office manager, is very dedicated and goes above and beyond her duties to help patients afford braces, schedule their appointments to fit into their busy schedules and answer any questions or concerns they might have," said Dr. Regalado.

"Cindy Campbell, the treatment coordinator, works closely with me to ensure that each patient is comfortable and at ease during each visit. He many years of orthodontic experience brings a tremendous asset to the practice. Cindy's good nature combined with her excellent chair side manners, professionalism and commitment to her work are evident at the first visit," continued Dr. Regaldo.

Smile Center Orthodontics is located at 4218 South Rt. 159 in Glen Carbon. For more information, call 288-7000



Your Business

Creativille, Inc. Receives International Exposure

Edwardsville-based graphic design firm, Creativille, Inc., announced that it will be among 40 of the nation's top graphic design firms included in the trade book DesignersUSA2 published by Graphis, which also publishes the International Journal of Visual Communication. The book features the work of America's top designers in all aspects of design, including advertising, the publishing of books and catalogues, letterheads, packaging, posters, internet/interactive, point of purchase, environmental graphics, branding and much more.

In the book, Creativille, Inc. will showcase its commercial brand identity work for Helzberg Diamonds, a Kansas City based retail mall jeweler and HBF Textiles, a commercial textiles company located in Hickory, NC; its organizational re-branding effort for the Edwardsville/Glen Chamber of Commerce; institutional branding for Southern Illinois University Edwardsville and The Gardens at SIUE and the Abraham Lincoln Presidential Library and Museum in Springfield, Ill. Among its other works showcased are its employee communications and recruiting systems for Christian Hospital and the company's work in the area of new product development and merchandise to include such creative products as a messenger bag made of recycled billboard materials.

According to Steve Hartman, president of Creativille, Inc., and creative director of the design products to be featured, "Creativille is a small design firm, located in a small Midwestern town that is doing big, big things. Our inclusion in DesignersUSA2 will introduce Creativille's work to the world with its international distribution."

Hortica Announces New Web Site

Hortica Insurance & Employee Benefits has recently released its new and improved agency web site for Edwardsville/Glen Carbon and the surrounding areas. Up to date information regarding the agency, products and services offered, as well as the capability to request a quote is now readily available at www.hortica-agency.com. In addition, other helpful resources will be added monthly including insurance topics relevant to today's consumer.

"Hortica has been working diligently to increase local awareness about our agency and our commitment to provide insurance solutions to area residents and business owners," says Ryan Matthews, commercial account executive. "I'm very excited to announce our new web site and offer customers yet another way to access Hortica and our product offerings."

Partners Bank Celebrates 8th Anniversary

In 1999, the most common question posed to Bart Solon, Partners Bank's founder and CEO was "Does the Glen-Ed are really need another bank?" Since Partners Bank opened in 2000 several other financial institutions have entered the local market. According to Solon the surge of banks is understandable as this market is "abundant with opportunity".

Although it offers competitive CD and Money Market rates, the bank has become known as the area's "Business Bank". This can be attributed to its ability to serve the needs of businesses, professionals, and consumers who desire a higher level of service to manage their financial needs.

To help build on its reputation of being a "Business Bank", Partners has developed a unique offering of products and services such as: business courier service; same day check printing; Internet Banking and Cash Management Services; Merchant Processing; and its newest offering - Remote Deposit. Remote Deposit allows local and remote business customers to make deposits without having to leave their offices. According to Solon, Remote Deposit will "change the way all of us think of banking."

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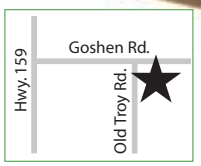

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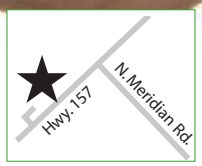

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FDIC LENDER

Your Business

Apex Physical Therapy Opens in Smithon, IL

Apex Physical Therapy opened for business on January 24, 2008, at its new clinic located at 4017 State Route 159, Suite 102, in Smithton, IL. Under the ownership of Brad Pfitzner and Steve Oravec, this is the 7th IL location for Apex, adding to Belleville, Breese, Edwardsville, Effingham, Highland and Maryville. Apex also has 2 Missouri clinics in Monett and Springfield.

Smithton's clinic will offer physical, occupational, and hand therapy, sports and industrial rehabilitation, work hardening and work conditioning. Patients from Columbia, Dupo, Fayetteville, Freeburg, Hecker, Lenzburg, Marissa, Millstadt, New Athens, Red Bud, Sparta, Waterloo and other surrounding areas can be conveniently serviced at Apex's new location.

Hoggatt Named Ambassador of the Year

National Bank is pleased to announce that Gary Hoggatt Jr., AVP – Branch Manager and Mortgage Loan Officer, has been recognized as the 2007 Ambassador of the Year by The River Bend Growth Association.

Gary was honored at the association's 2008 Annual Dinner with a video presentation and a plaque. "I was very surprised," said Hoggatt. "The presentation was one of the highlights of my life. To have my wife, my children and my employer say such wonderful things about me in front of such a great group of people - I was overwhelmed."

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Culver's Partners with American Red Cross, Habitat for Humanity

Culver's employees Mark Knowles, Amy Tellez, Ashley Kohlmiller, Darlene Raymond show the Red Cross Squares available for purchase.

Culver's of Edwardsville is proud to support the American Red Cross, an organization that shares its passion for local communities, this month as March is Red Cross Month.

Culver's is currently selling Red Cross Squares for $1. Each guest that purchases a Red Cross Square writes their name on the square and it is posted in the restaurant to show their support. Culver's is also selling raffle tickets for small and large prizes donated by radio stations and by local merchants. During the month of March, Culver's will also be selling custard at SIUE and other locations to benefit the Red Cross.

On March 5th, Culver's of Edwardsville, along with participating Culver's in over 370 locations across 16 states, will host a Day of Giving to provide funding and increase comunity awareness. Culvers will donate 10 percent of their sales and donations received at the counter to the Red Cross. The Red Cross will be showcasing their Emergency Response Vehicle in the Culver's parking lot.

The American Red Cross plays an important role in our community and Culver's is proud to suppor their mission.

On March 19th, Culver's will be hosting a fundraiser to benefit Habitat for Humanity. Ten percent of all sales for the entire day will benefit the organization.

Your Community

SIUE Education Faculty Members Use $134K Grant, Promote Lincoln

A grant worth $134,075 to the Southern Illinois University Edwardsville School of Education's Department of Curriculum and Instruction will be used to educate teachers from across the nation about Abraham Lincoln and his influence in shaping modern America.

The project, Abraham Lincoln and the Forging of Modern America, is being organized by the principal grant writer, Caroline Pryor, assistant professor of curriculum and instruction, and the project's co-director, Susan Breck, associate professor of curriculum and instruction. Both are SIUE faculty members in the School of Education.

Funded by the National Endowment for the Humanities, Landmarks of American History and Culture: Workshops for Schoolteachers will take part in two, one-week sessions: June 22-27 and July 20-25. Organizers hope to attract 50 teachers at each event.

For more information, visit the project Web site, www.siue.edu/education/neh/.

Applications Available for College Grants

High school seniors are invited to visit their local First Bank to apply for the 2008 Education Exchange College Grant Program. This program will award a total of $50,000 in college grants for this year. Entry forms must be postmarked by March 15, 2008. The applications are available at First Bank branches located at 2200 Troy Road, Edwardsville, IL and 3600 Nameoki Road, Granite City, IL plus other First Bank locations.

To be eligible, you must be a graduating high school senior, a US Citizen, planning to attend a four year college, and submit all required application attachments. A total of 34 college grants will be awarded in the Education Exchange program. These include four $5,000 grants and thirty $1,000 grants.

For questions or more information, please contact Connie Onesky at 692-4300 or Linda Manis at 876-3800.

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Lewis and Clark Community College's Nurse Managed Center Mobile Clinic Receives Grant

Senator Barack Obama has announced that Lewis and Clark Community College's Nurse Managed Center for Healthcare and Education will receive a grant totaling $287,000 through the U.S. Department of Health and Human Services. The grant will be used to purchase a mobile clinic.

The mobile clinic will allow the Nurse Managed Center to provide dental, general health and mental health screenings to more than 90,000 residents in the counties served by Lewis and Clark. The funding will allow Lewis and Clark to perform ongoing services through the mobile clinic for approximately 3,500 children in 11 targeted schools, in addition to community services such as pre-natal examinations, obstetric and gynecological examinations and general public education programs. The mobile clinic includes a reception and patient education area and two patient rooms, which will include equipment for both medical and dental exams.

"Our nation's health care system should place greater emphasis on prevention, and this mobile unit is a small step in that direction," Senator Obama said. "The unit will not only provide preventative medicine to medically underserved rural areas, but also provide a great training and learning environment for Lewis and Clark's students and faculty for years to come."

The Nurse Managed Center, which has been operating under a three-year grant received in 2006 from the U.S. Department of Health and Human Services (Health Resources and Services Administration), has been providing direct care to residents of all or parts of Madison, Calhoun, Greene, Jersey and Macoupin counties. The Center provides outreach medical, dental and mental health services to underserved communities under the guidance of nurse practitioners.

Lewis and Clark is the first and only community college to have received a grant from the Health Resources and Services Administration to operate a nurse managed center, and is also the only community college in the state to operate a center.

Your Community

Junior Service Club to Host Annual Kidmania Event

The community will find great deals on children's and maternity items at the Junior Service Club of Edwardsville/Glen Carbon's annual Kidmania community garage sale event on Saturday, March 15, 2008. The event will be open to the public from 8:00 am to noon and will be held at the Edwardsville High School located in Edwardsville, Illinois. Admission is $3.00 per person and children six and under are free.

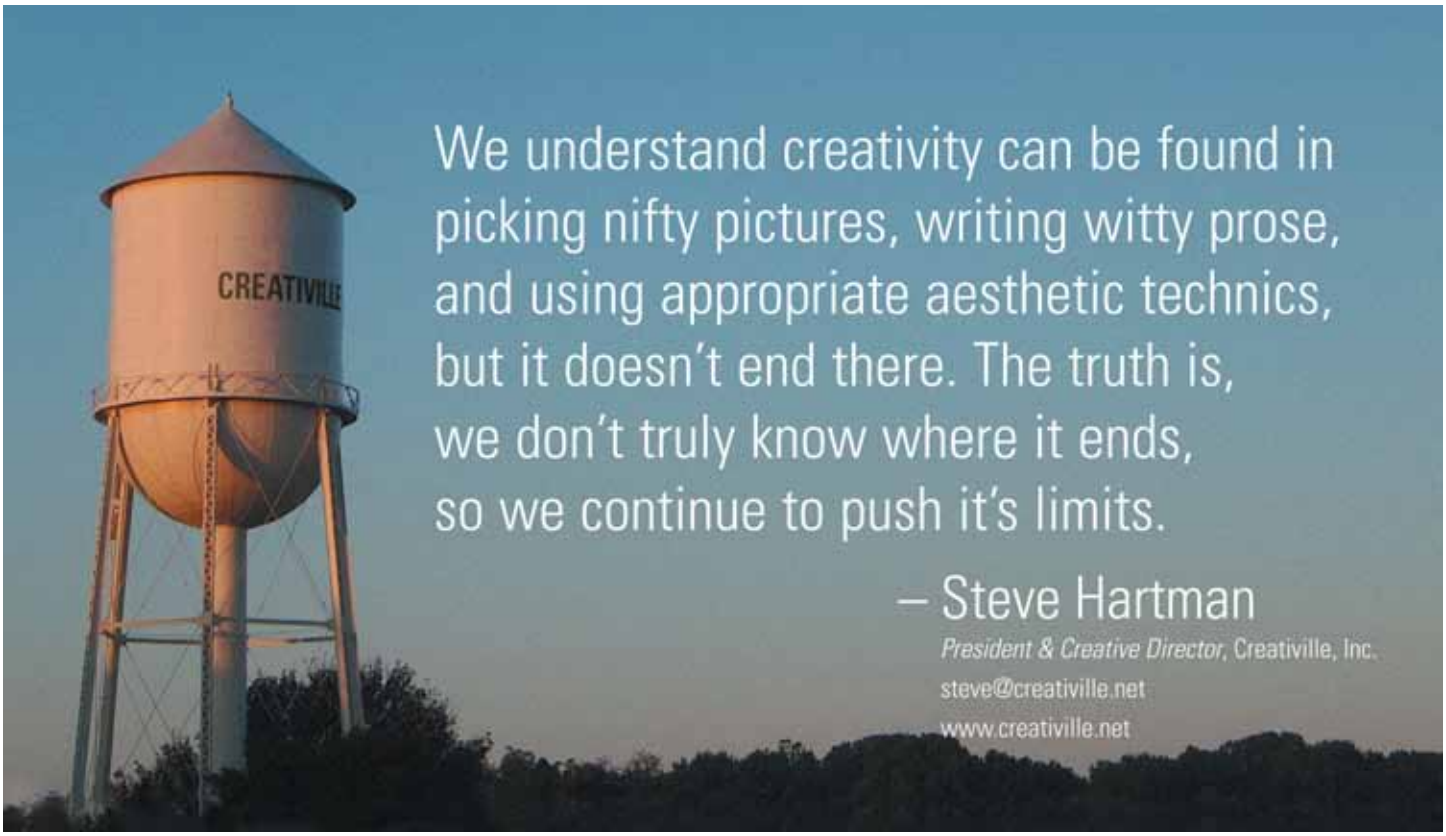
"Attendees will find everything from clothing and toys to books, children's furniture and maternity wear," states Shelly Wolfe, event co-chair. "We generally have over 60 vendors. It's a great opportunity to purchase gently used items and there is always a lot of variety to choose from." This year's event also features raffles for various items such as a one year family membership to the YMCA, Cardinal's and City Museum tickets, a Scott Credit Union $100 savings bond and more. The Club is still accepting requests for vendors. Vendor space is $40 and includes two six-foot tables and two chairs. Additional tables may be purchased if more space is required. Vendor parking is available and will be assigned on a first-come, first-served basis. Vendor set-up begins at 5:30 am on the morning of March 15th. Contact Sheila Coressel at scoress@hotmail.com.

Sensational Saturday Programs Planned for Children's Museum

The Children's Museum has a slate of sensational, and educational, Saturday fun planned once a month through May. The programs are designed to meet the interests of a wide range of ages of children. Registration is already underway, and participants are encouraged to call soon.

"Plants and Animals: Spring Babies," is scheduled for Saturday, March 15, from 2:00 p.m. to 3:30 p.m. for children ages 5-8. Spring is the time of the year to find babies of all shapes and sizes. Participants will explore buds, blooms, eggs and new baby animals, as well as touch and learn with live baby chicks and discover the rebirth and growth of plants and new animal life. Cost is $4 per person, and class registration is required.

"Budding Artists: Spring Art," will be held Saturday, April 19, from 2:30 p.m. to 3:30 p.m. Beth Corrigan leads a uniquely fresh class celebrating the colors and textures of spring. Children ages 3-5 will create art that highlights the beauty of spring. Cost is $5 per person, and reservations are needed. For more information or to make reservations as outlined above, visit the Web site, www.childrens-museum.net, or call 618-692-2094.



Community Service, Volunteer & Donation Opportunities

Edwardsville Arts Center
Service Learner to serve as gallery, class or administrative assistant or create a new way to learn about the arts and managing an arts center. Opportunities for individual students or groups.
edwartscenter@att.net
618-655-0337

Children's Home + Aid
Tutor needed to assist clients who need help in scholastic subjects. Training provided.
egates@sw.chasi.org
618-452-8900 x119

Watershed Nature Center
Volunteer Coordinator needed to help other volunteers plan projects, review progress and coordinate groups on special work days. The Volunteer Coordinator will serve as a contact and be responsible for scheduling volunteers, overseeing volunteer efforts and providing updates for volunteer manual.
watershed@cityofedwardsville.com
618-692-7578

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www.edwardsvillefoundation.org

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The National Career Readiness Certificate Partnering To Assist Business and Students

By David Stoecklin, Executive Director, Madison County Employment and Training

The Madison-Bond Workforce Investment Board and the Madison County Career and Technical Education Office have entered a partnership to further assist business. The National Career Readiness Certificate is being piloted in a select few of our area high schools this year and will help to ensure that graduating students are well-prepared to enter the workforce. The National Career Readiness Certificate is based on the WorkKeys job skills assessment system measuring real-world skills. It offers employers an opportunity to easily compare an individual's skill levels with the company's particular job requirements. Because WorkKeys assesses essential foundational skills such as reading, math and locating information, these skills are applicable to and necessary for virtually every job. A certificate assures employers that a job-seeker is "workplace ready" and has met the essential skill requirements of business and industry.

The WorkKeys system is used by many industries to provide certification that the "basic skills" of an applicant are sufficient for a job. ACT, the parent company of WorkKeys, has analyzed hundreds of occupations to see what math, reading, comprehension and information analysis skills are required of those workers who are successful in their jobs. This information is then transferred to the various levels of achievement on the WorkKeys test.

One of the fortunate circumstances of using this method is that the State of Illinois already uses WorkKeys to meet some of the national testing requirements from the U. S. Department of Education. With the addition of just one (1) more test, of the testing package, we will have the information necessary to award the certificates that equate to the levels of knowledge needed to effectively perform job tasks.

The Workforce Investment Board and the Career and Technical Education Office will be working with local Chambers of Commerce and area High Schools to promote the certificate. Employers will be asked to endorse the certificate as well as to use it as a "preferred credential" on employment announcements.

For additional information or to endorse the project, please contact David Stoecklin, Executive Director of the Madison County Employment and Training Department, at (618) 296-4310, or Cynthia Garcia, System Director of the Madison County Career & Technical Education System, at (618) 656-0415.

Announcements

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

The levee decertification issue is gaining momentum. Madison County Board Chairman Alan Dunstan spoke at our first Eggs & Issues on February 12, 2008 and detailed the process Madison County is utilizing to prepare our region for this precarious event in the American Bottoms. Madison County is teaming up with St. Clair and Monroe counties to organize a successful plan for the areas affected by the levees.

The Alliance of Edwardsville and Glen Carbon is proud to announce the new Executive Board Officers for 2008. Janet Haroian, Operations Manager of SIUE University Park and 3rd Ward Alderman for the City of Edwardsville will remain as Chairman of The Alliance. Vice Chair will remain Jane Louer, President of Louer Facility Planning Inc. Secretary for 2008 will be filled by Charles Juneau, President of Juneau Associates, Inc., P.C. Serving as Treasurer for this year is Bill Barlow, Senior Vice President of TheBank of Edwardsville. This slate of officers was approved by the full board at the meeting on February 26, 2008. Without the support of the board, the mission of The Alliance would not be as readily achieved. We look forward to a prosperous year strengthening the economic prosperity of the Edwardsville/Glen Carbon region.

HEALTHY WOMAN

A GATEWAY REGIONAL MEDICAL CENTER RESOURCE

HW Free Monthly Presentation

Come and get necessary tips for caregiving and stress-management. Learn how to make decisions quickly when you decide it's finally time to move your parent into a nursing home.

Tuesday, March 11 at Noon
Gateway Regional Medical Center, Pascal Hall

Featuring:
Margaret Mary Wilson, M.D., Hospitalist
and Angela Randla, Director of
Home Health & Hospice Services

Senior Daycare will be available.
Lunch will be provided

To register, call (618) 798-3166.
Registration not required.