

March 2013



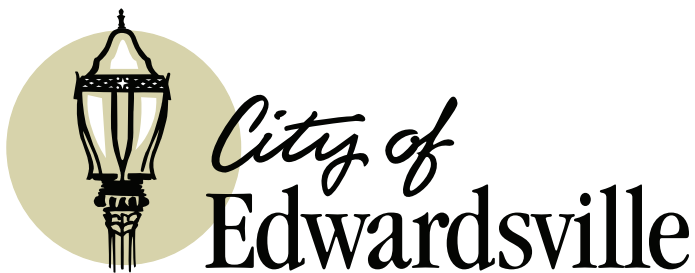
Edwardsville | Glen Carbon Chamber of Commerce

It's everyone's business.

Common Ground

April 23, 2013 7:30am

Breakfast *with the* Mayors



7:30am Full Breakfast Buffet

8-9am Introductions, Welcome & Program

In the Leclaire Room at Lewis and Clark Clark Community College's N.O. Nelson Campus

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2013 Executive Committee

Paul Millard, President
TheBANK of Edwardsville
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Sam Guarino, Third Vice President
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Marc Voegelé
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Robert Jackstadt, Mayor
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Gary Niebur, Mayor
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Ryan Matthews, Co-Chair
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Lisa Allen, AAdvantage Insurance Group
Adam Arras, The Garden Kingdom
Tina Barnard, Homewatch Care Givers
Dr. Eric Dixon, SportChiro+
Brian Douglas, ONEWAY Construction
Natalie Head, Anderson Hospital
Lauren Hoefert, Scott Credit Union

Chamber Staff

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Executive Director
dbennyhoff@edglenchamber.com

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Administrative Assistant
khentz@edglenchamber.com

Caryn Mefford
Membership Coordinator
cmefford@edglenchamber.com

Gloria Pugh
Accounts Payable & Receivable
gpugh@edglenchamber.com

Contributors

Julia Biggs
Edwardsville Intelligencer

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.

Adam Hughes, Reliance Bank
Amanda Linton, Northwestern Mutual
Carol Johnson, Visions by Carol Photography
Amanda Majewski, Extra Help, Inc.
Elizabeth McCord, Meridian Village
Mark Muckensturm, MRCT Benefits Plus
Rebecca Obermark, West & Company
Rob Pickerell, Centru Bank
Becki Rosenberg, Integrated Medical Group
Sara Sanderson, Liberty Mutual
Diana Voegelé, Express Employment Pros

on the cover

Mayors' Breakfast: April 23

The Chamber's annual Mayors' Breakfast is scheduled for Tuesday, April 23 in the LeClaire Room at Lewis and Clark Community College. Join the Edwardsville/Glen Carbon Chamber of Commerce for breakfast as we host the mayors of our two communities.

This is an excellent opportunity to network with fellow business people and learn about current affairs in Edwardsville & Glen Carbon

A full breakfast buffet begins at 7:30am, with introductions, welcome and program beginning at 8am. The fee to attend is \$20 per person (\$30 non-members), and the registration form may be found on page 9. Deadline for registration is Monday, April 15.

Sponsorship opportunities are available for Mayors' Breakfast – call 618.656.7600 to learn more.

The Mayors' Breakfast is an annual event brought to you by the Edwardsville/Glen Carbon Chamber of Commerce's government affairs committee.

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Bronze Level

1st MidAmerica Credit Union
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AT&T
Cassens & Sons
Cassens Transport
Castelli's Moonlight Restaurant 255
City of Edwardsville
Doubletree Hotel Collinsville
Eden Village Retirement Community
Edwardsville School District #7
Edwardsville Publishing Company
First Clover Leaf Bank
Holiday Inn Alton
Juneau Associates, Inc., PC.
Madison Mutual Insurance Co.
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West & Company, LLC
Village of Glen Carbon

Premier Level

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APG Pain Management & Physical
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Ashley Furniture Home Store
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Bard & Didriksen Pediatrics
Bauer-Hite Orthodontic
Baugher Financial & Assoc. Inc.
Bella Milano Restaurant
Bigelo's Bistro
Books-A-Million
Brain Balance Achievement Centers
Brickman Orthodontics
Bruckert, Gruenke & Long, PC
Bull & Bear Grill & Bar
Caulk's Collision
Centrue Bank
Chef's Shoppe
Cleveland-Heath
Coldstone Creamery
Collision Plus of Glen Carbon
Commerce Bank
CompuType Inc.
Country Club Lawn & Tree
Country Hearth Inn & Suites
Crawford, Murphy, & Tilly, Inc.
Culver's of Edwardsville
Data Unlimited, Inc.
Days Inn

Dazzle Me Tan, Tone & MORE!
Denny's
Donnewald Distributing
Edison's Entertainment Complex
Edwardsville Pet Hospital
ESS Data Recovery, Inc.
Express Employment Professionals
Extra Help, Inc.
Farmers Insurance District 61
FCB Edwardsville Bank
First Mid-Illinois Bank & Trust
First National Bank – Maryville
Gateway Center
Gateway Grizzlies
Gerold Moving
Gliik's Department Store
Goddard School
Hampton Inn & Suites
Harvey H. Breckner, DMD
Hawkins Law Office
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Papa Murphy's Take 'N' Bake Pizza
Red Robin
Reed, Armstrong, Gorman, Mudge &
Morrissey
Regions Bank
Richards Brick Company
Royal Office Products, Inc.
Sanford-Brown College
Schnucks
Scott Credit Union
Sears Hardware & Appliance
Sentry Insurance
Sivia Business & Legal Services, P.C.
Sleep Inn & Suites
Southern Illinois Underwriters
Specialty Printing Midwest
Spencer T. Olin Golf Course
Sport Clips Haircuts
Sunset Hills Country Club
Sunset Hills Family Dental
Super 8 Pontoon Beach
TheEDGEBANK
The Scheffel Companies
Thompson Flaherty CPAs
Tropical Escape Tiki Bar & Grill
Tiger Plumbing
Two Men & A Truck
U.S. Bank
Verizon Wireless
Vision For Life
Wenzel & Associates

events

3/23 Saturday 10am

Ground Breaking
Junior Service Club Boundless
Playground at Township Park
Edwardsville, IL 62025

3/25 Tuesday 8-10:30am

Professional Education:
ID Theft Prevention & Recovery
Hampton Inn
5723 Heritage Crossing Drive
Glen Carbon, IL 62034

3/28 Thursday 5-7pm

Business After Hours
Edwardsville Intelligencer and
Tropical Escape Tiki Bar & Grill
4 Club Centre Court
Edwardsville, IL 62025

save the date

4/2 Tuesday 8-9am

YPG Learn from a Leader
Breakfast with Sam Guarino
First Clover Leaf Bank
2143 IL Route 157 (lower level)
Edwardsville, IL 62025
RSVP Online

4/3 Wednesday 8-9am

Member Orientation
Ed/Glen Chamber Office

4/5 Friday 10am

Ribbon Cutting
AT&T Store
6697 Center Grove Road
Edwardsville, IL 62025

4/10 Wednesday 4pm

Ribbon Cutting
Better Health &
Performance Chiropractic
1409 Troy Road
Edwardsville, IL 62025

4/11 Thursday 5-7pm

Business After Hours
Girl Scouts of Southern Illinois
4 Ginger Creek Parkway
Glen Carbon, IL 62034

4/12 Tuesday 4pm

Ribbon Cutting
MassageLuXe
204 South Buchanan Street
Edwardsville, IL 62025

4/23 Tuesday 7:30-9am

Mayors' Breakfast
Leclaire Room @ N.O. Nelson
600 Troy Road
Edwardsville, IL 62025

4/25 Thursday 5-7pm

Business After Hours
Clarkson Eyecare
6663 Edwardsville Crossing
Drive, Suite B
Edwardsville, IL 62025

4/27 Saturday Time TBD

Ribbon Cutting
Watershed Nature Center
Outdoor Classroom
1591 Tower Avenue
Edwardsville, IL 62025

community link resource guide sales this summer

The Ed/Glen Chamber's new *Community Profile & Resource Guide* project will kick off this summer – remember to earmark advertising dollars for this project! Look for notices to learn when our CommunityLink sales representative will be in Edwardsville & Glen Carbon scheduling visits.

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WARREN BILLHARTZ CANCER CENTER

Anderson Hospital

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Jared Woolever
Fitness Facility
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Edwardsville, IL 62025
618.307.9000
www.edwardsvillebootcamps.com

Better Health & Performance Chiropractic

Jacob Funk
Chiropractic Office
1409 Troy Road
Edwardsville, IL 62025
618.659.2080
betterhealthperformancechiropractic.com

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Matthew Hawk
Financial Planning & Investments
852 Cambridge Boulevard
Suite 100
O'Fallon, IL 62269
618.206.3465
www.cambridgecapitalmgt.com

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www.in-depth-marketing.com

Riverbend CrossFit

Jeremy Yates
Fitness Facility
503 East Vandalia Street
Edwardsville, IL 62025
618.307.9699
www.riverbendcrossfit.com

new ypg members

Adam Davis

TheBANK of Edwardsville

NaDean Schroeder

SIUE

Nicole Plegge

Girl Scouts of Southern Illinois

SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE
FOUNDATION



Loretta Goebel,
Keynote Speaker

WOMEN'S PHILANTHROPY & LEADERSHIP WORKSHOP™

Tuesday, April 9, 2013
SIUE Morris University Center
Conference Center
9:00 a.m. to 1:00 p.m.

For more information visit:
siue.edu/foundation/meridiansociety

Hosted by the SIUE Meridian Society,
an auxiliary organization of the SIUE Foundation.



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We would like to recognize the many Ed/Glen Chamber members who are celebrating membership anniversaries in the month of March. This new monthly feature will spotlight members for their ongoing support of the Ed/Glen Chamber. Thanks to each of the following business for their continued membership!

30-39 YEARS

Lee Russo Designs

20-29 YEARS

Tri County Storage
R. P. Lumber Company, Inc.
Shop 'n Save
Eden United Church of Christ

10-19 YEARS

Clifton Larson Allen
George Alarm Company, Inc.
Dr. David Hyten
Northwestern Mutual - Gilliland Financial
Garden Kingdom
Louer Facility Planning , Inc.

5-9 YEARS

Gateway Grizzlies
Fizz Creative Company
Watershed Nature Center
Piedmont Development Corporation
Two Men & A Truck
Bard & Didriksen Pediatrics, PC

Kellerman Cosmetic & Family Dentistry
Allison's Comfort Shoes & Boots
Jacoby Arts Center
Mississippi Valley Community Blood Center
Office Depot
Schaberg Dermatology

1-4 YEARS

Ameriprise Financial Services, Inc.
Charter Business
Metro-East Lutheran High School
Alzheimer's Association, STL Chapter
Ashley Furniture Home Store
Bartels & Holmes Insurance Agency

Edwardsville American Legion Post 199
Edwardsville Neighbors in Need
Fireside Financial, LLC
1st MidAmerica Credit Union
Aaron's Sales & Leasing
CenterPoint Energy

Grand River Jackpot, LLC
Hot Yoga
Penn Station East Coast Subs
Sips n Splatters Art Parties
Riverbend Family Ministries
Brain Balance Achievement Centers

2013 Professional Development Series

Get Back to Basics



This series of professional development programs will help you focus on key tools for running a successful business. Each of these relevant topical presentations is paired with expert legal advice from the attorneys at Sandberg Phoenix & von Gontard, PC.

January 29: Affordable Healthcare Act Implementation*

**This session held at TheBANK of Edwardsville, Lower Level*

March 26: Identity Theft: Prevention & Recovery

May 28: Blogging: Best Practices, Copyrights & Intellectual Property

July 30: How Mail Fraud is Perpetrated Against Small Businesses

September 24: Time Management & Labor Laws

November 19: Motivate & Retain Employees: Minimizing Legal Backlash

8-10:30am Education Program with Q&A Session
at Hampton Inn: 5723 Heritage Crossing Drive in Glen Carbon, IL

I will attend: ☐ Session 2 ☐ Session 3 ☐ Session 4 ☐ Session 5 ☐ Session 6
at \$20/person (\$30 non-members) per session

Business Name _____

Contact Person _____

Business Address _____

Business Phone _____

Name of Attendee(s) _____

Email Address(es) _____

I am enclosing a check for \$ _____

Edwardsville/Glen Carbon Chamber of Commerce 200 University Park Drive, Suite 260 Edwardsville, IL 62025 p: 618.656.7600 f: 618.656.7611

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Business of the Month:

Visions by Carol Photography, established in 2004 and an Edwardsville/Glen Carbon Chamber of Commerce member since 2008, is owned and operated by Carol Johnson who recently received the Master of Photography certification by the Professional Photographers of America (PPA) organization.



Carol's passion for photography has roots in childhood. "I was always the girl with the camera from grade school through high school," she said. "I loved having memories and moments of my family, friends and myself captured on film and video. It was always so much fun going through the printed images when I picked them up from the local photo lab and laughing with friends about the good times we had."

After graduating from Edwardsville High School and getting married at the age of 18, Carol's wedding photographer pointed her in the right direction, encouraging her to join PPA, then hiring and training her in many areas of photography and production.

Carol opened her studio working out of her home as a single mother of two, simultaneously holding a full time job. After many years of hard work and dedication she was able to leave her full time position and open her first store front on Edwardsville's Main Street. After moving to a new location in 2012, Visions by Carol is now housed in a beautiful 2,000 square foot facility on East Vandalia Street where she incorporated her own concepts of refurbished materials to build out the new space.

As a professional photographer, Carol specializes in capturing a moment and preserving it for a lifetime, offering unique products and keeping up-to-date with current trends and technologies through continuing education.

Visions by Carol Photography captures the full circle of life. Carol's impressive portfolio includes pregnancies, childbirth, childhood, families, high school seniors, engagements and weddings, to name a few.

In addition to producing images for clients, Carol is expanding into other creative areas. "I am beginning to sell unique frames and products to stay on the cutting edge. And I really enjoy teaching people one-on-one about photography, helping them use their cameras more effectively," she said.

Carol is the past president of Southern Illinois Art League (SIAL), a nonprofit photography organization that holds two classes each year to help educate photographers at every experience level. Carol is very active in PPA as both student and instructor. She also gives freely of her time in the community and is always open to donating and helping with different fundraisers. Carol has provided photography services at the Ed/Glen Chamber's two largest fundraisers, the annual community awards dinner/auction and the golf tournament, for the past three years and serves as an Ed/Glen Chamber ambassador.

"I often refer to Carol as our paparazzi. Her hard work and expertise adds such a fun element to our events, and guests love having a take-away photo to remind them of the great time they had golfing with the chamber or attending our annual dinner. Carol operated a photo booth at our annual dinner earlier this month. Attendees are still raving about the experience, so to say it was a hit is a big understatement. We very much appreciate all the time Carol dedicates to our organization," said Desiree Bennyhoff, Ed/Glen Chamber executive director.

"Being part of the chamber has helped me develop relationships with other local businesses. My business has grown as new contacts have booked my services for head shots and special events. I have also made some wonderful new friends through the Ed/Glen Chamber," said Carol.

Carol's accolades include 10 awards from SIAL, four from PPA, and 3 honors from American Professional Photographers of Illinois (APPI). Her work has appeared in *BJC Today*, *On The Edge of the Weekend*, the *Edwardsville Intelligencer*, and *Today's Advantage*.



To learn more about Visions by Carol Photography, go to visionsbycarol.com, call 618.692.1556, or visit Carol's studio at 456 East Vandalia Street in Edwardsville, near R.P. Lumber.

April 23, 2013 7:30am

Breakfast *with the* Mayors



City of
Edwardsville



Join the Edwardsville/Glen Carbon Chamber of Commerce's government affairs committee for breakfast as they host the mayors of Edwardsville & Glen Carbon.

7:30am Full Breakfast Buffet
8-9am Introductions, Welcome & Program

In the Leclaire Room at Lewis and Clark Clark Community College's N.O. Nelson Campus

Breakfast *with the* Mayors

Please reserve _____ tickets at \$20 each (\$30 non-members)

Business Name _____

Business Address _____

Names of Attendees _____

Please Bill Me _____ I am enclosing a check for \$ _____

Please RSVP by April 15, 2013 Fax: 618.656.7611
Edwardsville/Glen Carbon Chamber of Commerce
200 University Park Drive, Suite 260 Edwardsville, IL 62025

Annual Dinner Sponsors

Governors Parkway

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Gateway Regional Medical Center
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Mathis, Marifian & Richter, LTD
MidAmerica Plastic Surgery
Sandberg Phoenix & von Gontard, P.C.
TheBANK of Edwardsville

Meridian Road

First Clover Leaf Bank
Scott Credit Union
Sivia Business & Legal Services, P.C.

University Drive

1st MidAmerica Credit Union
Brown Smith Wallace / Benefit Plans Plus
Centrue Bank
Madison Mutual Insurance Company
Meridian Village
Richards Brick Company
SIUE Credit Union

Gateway Commerce Drive

Bruckert, Gruenke & Long, P.C.
Charter Business
Chef's Shoppe
Commerce Bank
Edison's Entertainment Complex
Express Employment Professionals

First Christian Church
GCS Credit Union
Homewatch CareGivers
Irwin Chapel of Glen Carbon
Ooh La La Spa, Anti-Aging & Wellness
Southern Illinois Real Estate Title Center

Main Street

Allied Waste / Republic Services
American Family Insurance
Bull & Bear Grill & Bar

Eden Village Retirement Community
Lahr-Well Academy
Lindenwood University - Belleville

Madison County Record
MassageLuXe
Village of Glen Carbon

Annual Dinner Honorees



Immediate Past President Skip Sponeman Welcomes the Audience to the 2013 Annual Community Awards Dinner & Auction



Keith Page Accepting the 2012 Business of the Year Award from 2013 President Paul Millard & 2012 President Skip Sponeman on Behalf of Anderson Hospital



2012 Cassens Award Winner SJ Morrison Presented Gordon Broom with the 2013 Albert Cassens Award for Outstanding Community Achievement



2010 Tallerico Leadership Award Honoree Joan Lebkuecher Presented Ann Tosovsky with the 2013 Tallerico Leadership Award



First Vice President Emily Gates Presented Gary Niebur with the 2013 Lifetime Achievement Award



Congratulations to all of our honorees, and thank you for your outstanding contributions to our community.

schmooze

business after hours



February 28, Meridian Village



February 28, Meridian Village



February 28, Meridian Village



February 28, Meridian Village

5 Ways to See Your Business in *Common Ground*

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

edoglen
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ribbon cuttings



Studio GAIA, February 7



Ooh La La Spa, Anti-Aging & Wellness, February 20



St. John's Community Care Adult Day Program, February 22

legislative summit



Government Affairs Committee Legislative Summit, February 25

Chamber of Commerce

membership mtg



Ambassador of the Year Diana Voegele of Express Employment Professionals
We regret the typographic error that appeared in the February 2013 edition.

Common Ground March 2013 | 13

Over-Taxed Thinking About April 15?

We can assist your small business with a variety of tax planning services while helping you save money!

For a free consultation, please contact
Shawndel Rose, EA, at
618.659.7009,
info@bswsmallbusiness.com,
or visit
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Andy Bell
Andy Bell, CPA
Owner, AB Search

your business

Louer Facility Planning Welcomes Mattes to Team

Louer Facility Planning, Inc., a commercial furniture dealer known for offering smart workplace solutions, is pleased to announce that Ashley Mattes has joined the company as Interior Designer. Ms. Mattes will be responsible for space planning, furniture specification, finish selection and project management. Prior to joining Louer, Ms. Mattes worked at Tallgrass Business Resources for six years in Cedar Rapids, Iowa. Ms. Mattes is a LEED AP and holds a Bachelors of Fine Arts in Interior Design from the University of Central Missouri.



Louer Facility Planning is a commercial furniture and interior design firm that provides furnishings, space planning and finish selections for education, government, healthcare, corporate, and financial environments. Louer Facility Planning has an office and showroom located in Collinsville at 1604 Eastport Plaza Drive, Suite 100. Call 618.344.9610 to arrange for product demonstrations or go to louerplan.com for more information.

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**APR = Annual Percentage Rate



Gateway Regional Names New CEO

Ed Cunningham has been appointed to the position of Chief Executive Officer at Gateway Regional Medical Center effective March 11, 2013.

Cunningham has more than 30 years of experience, serving in leadership positions at several hospitals and a number of healthcare companies. For the past five and a half years he has served as CEO of Crossroads Community Hospital in Mt. Vernon, IL.

"I look forward to working with the dedicated professionals at Gateway Regional Medical Center who make it such an important asset to the Granite City community," said Cunningham. "It's because of their work that patients have come to expect high quality care with every visit to this hospital."

At Crossroads, Cunningham oversaw the development and construction of a new three-story patient tower and recruited 20 new physicians during his tenure. He also implemented a 30-minute time pledge within the emergency department that increased patient satisfaction and visits.

"Ed offers a deep level of healthcare management expertise to guide the hospital thoughtfully into the future," said Rosemarie Brown, chairman of the board of trustees of Gateway Regional Medical Center. "We look forward to working with him in his new role as CEO."



**GATEWAY REGIONAL
MEDICAL CENTER**



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Christine Craine CIC, CISR
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Nathan D. Franklin, CPA

Phone: (314) 707-7872

Fax: (888) 675-4426

nathan@franklinvaughncpa.com



Mark E. Vaughn, CPA

Phone: (618) 614-3194

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CJD E-Cycling Offering Electronic Waste Recycling at SIUE March 30 & April 5-6

CJD E-Cycling is teaming up with SIUE to host a community eWaste drive on the SIUE Campus on March 30 and April 5-6. The drive is in conjunction with the City of Edwardsville large item pick-up days. Illinois law prohibits landfill disposal of electronic devices, including televisions and computers, and some companies charge as much as \$20 to dispose of them for residents.

For those who miss this valuable opportunity, CJD E-Cycling has drop off locations at Empowering Technologies (200 2nd Avenue in Edwardsville) and Crafty Paradise (4758 Humbert Road, Suite B in Alton). The CJD E-Store is open to the public to purchase refurbished electronics such as flat-screen TV's, lap top computers, full computer systems including towers and monitors, and printers.

Located at 4758 Humbert Road, Suite B, Alton, E-Store is a Certified Microsoft Refurbisher. Customers will benefit from the quality refurbished PCs pre-installed with genuine licenses for Microsoft software, giving purchasers access to the benefits of downloads, updates, and enhanced features such as anti-virus software.

CJD E-Cycling will take those items free of charge, providing community members with a secure, Earth friendly option for discarding used electronics.

The following items are a sample of what is accepted:

- Anything with a cord, anything metal
- Computers, monitors, printers, cables
- Fax machines, scanners, digital converter boxes, cable receivers, satellite receivers
- Video game consoles, digital video disc player/recorders, portable music players
- Networking equipment, server, telecommunications, phones, cell phones, clocks
- VCR, stereos and audio/video equipment, including cable/satellite
- TV's – (\$5 donation accepted to help off-set the recycling cost)
- Holiday lights, metal decorations and metal furniture
- Electric, cabling, communication machinery
- Home electronics, blenders, toasters
- White goods: washers, dryers, dishwashers, furnaces
- Medical equipment and all types of diagnostic equipment
- Industrial machinery and equipment, including power and gas equipment
- Lawn equipment, tools, old mowers, tillers, etc.
- Air conditioners, refrigerators, humidifiers
- Old motors, non-PCB type transformers
- Car and re-chargeable household batteries and lead items
- Non-ferrous metals

The following items WILL NOT be accepted:

- Radioactive material
- Oil, antifreeze, paint, pesticides, oil filters, air bags, lead mercury switches and fluorescent lights
- Non-electronics such as tires, dirt, wood, asbestos, office waste, insulation, fiberglass, roofing, solid waste and furniture
- Flammable material
- Explosives such as firearms, ammunition, shells, artillery
- PCB's such as capacitors, transformers and ballast

For more information contact CJD E-Cycling at 618-433-9200, www.cjdecycling.com or cjd.ecycling@gmail.com.

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Dr. Sehzadeh, Interventional Radiologist (left) and Dr. Menendez, Breast Surgeon (right)

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Oates Associates' David Oates honored by Lewis & Clark Council Boy Scouts as a Distinguished Citizen

David Oates, chairman of the board at Oates Associates, a civil and structural engineering/architectural design firm, was recently honored by the Lewis & Clark Council, Boy Scouts of America with a Distinguished Citizens Award.



The Distinguished Citizens Award honors outstanding citizens within the community who make a difference by demonstrating the ideals of the Scout Oath and Law. Oates was recognized for his contributions to the region. He currently serves on the Southern Illinois University-Edwardsville Foundation board, and previously served as president and chairman of the board. He has served in leadership roles in a number of business and community organizations. Most recently he was national vice chairman of the American Council of Engineering Companies and the Council's national transportation committee chair.

David Oates was born and raised in Louisville, KY. He worked as a highway project engineer at Vollmer Associates in the Louisville office, where he had interned as a technician/drafter throughout his college career. At the age of 27 he moved to Edwardsville to open a new branch office for Vollmer, directing the firm's Midwest operations. The firm grew over the next 10 years, settling in Collinsville, at which time Oates purchased the branch office from Vollmer and founded a new corporation – Oates Associates, Inc. Oates served as president of Oates Associates from 1990 to 2010 and currently serves as the chairman of the board.

Oates Associates is a multi-disciplined design firm with offices in Collinsville, IL, and St. Louis, MO. Oates provides a wide range of engineering and architectural services to communities, corporations, institutions and public agencies throughout the Midwest. Services include engineering and architectural design, transportation planning, traffic engineering, highway and street design, storm water management, site design, and structural engineering. For more information, go to oatesassociates.com or call 618.345.2200 / 314.588.8381.



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Opportunity. Do you create it or find it?

Is opportunity something that already exists, in which case you should go find it, or is opportunity something that you make, in which case you should go get it? I believed for quite some time that opportunity already existed and you are either smart or lucky to find it. During my years in Silicon Valley, as I was growing my coaching practice, my view and understanding of opportunity changed.

5 Things I've Learned About Opportunity:

1. Opportunity is everywhere. It may be slow at first going, but the more you keep your head up and start paying attention to the places, people and things around you the more you will see all of the available opportunity for you to step in and help or serve.

2. If you can solve a problem, you can make money. Problems aren't always bad things. Boredom is a kind of a problem. Being a newbie in town can be a problem. The bored person plops down money for a movie ticket, problem solved. The newbie in town plops down money for a gym membership, problem solved. Create nice and helpful solutions and we will want your number.

3. The person who needs to believe in a new idea the most is the one with the idea. Most ideas do not sell themselves, especially if it is an unknown product or service. You have to believe in the idea and its value to others. Your authentic buy-in and belief will be contagious.

4. Opportunity happens through people. A great idea is just an idea until the most valuable resource of them all, people, get plugged into it. You must share, expose, and teach people about your idea, as well as elicit support from them.

5. Opportunity is a gift. The best opportunities are found and they are created when the one desiring to have it and hold it, does so with a sincere and deep desire to share, care and serve others over himself.

I used to think opportunity was about me getting something. Opportunity is about giving something of value, with care. When you switch your focus from receiving to giving, opportunity will both find you and make you.



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Honey & the 45s to Wow at the Wildey March 21

The lights will be up on The Wildey Theatre March 21 when Honey & the 45s, a Chicago-based blues/soul/jazz/funk band hits the stage. While the Wildey features many acts, this one in particular is sure to delight Edwardsville-Glen Carbon residents. Guitarist, lead singer and lyricist Kristina Cottone hails from Glen Carbon.

Kristina draws inspiration from her hometown roots and early enriching experiences. An EHS honor roll student, she was active in high school tennis and drama, as well as an enthusiastic volunteer at Watershed Nature Center. She is excited to be playing for a hometown crowd. "I rarely get the opportunity to return home," she says. "I grew up looking at the Wildey, wishing something could be done to bring it back to its glory, and that has happened. Now our band gets to perform there in front of friends. What could be better?"

Kristina and other band members – Kim Kozel, vocalist who plays saxophone and violin, Jon Gould, lead guitar, Sean Tatum, bass, and Chris Kusek, drums and percussion – are energizing Chicago audiences. Music reviewer Greg

Shaw of Nanobot Rock Reviews notes, "Old souls in a fresh mentality, Honey & the 45s croon out funk, jazz/blues that bleeds with retro style but feels very, very new." Michael Teach of Chicago Acoustic Underground says, "Wow, I got chills. Beautiful band. Beautiful songs. Beautiful music."

For tickets to the March 21 show, go to www.wildeytheatre.com, and search Honey & the 45s, or call the box office at 618.307.2053. Going to the show not only supports the Wildey and a talented former resident; in gratitude for her hometown mentors, Kristina says Honey & the 45s will make a donation to Edwardsville High School tennis and drama programs.



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Alzheimer's Association Plans 4th Annual Dinner

Enjoy a delectable dinner, wine samples from the Hidden Lake Winery selection, decadent desserts from vendors across the Metro-East, silent and oral auction, raffles, entertainment provided by David Cattani, fun, dancing and more at the fourth annual Moonlight Memories dinner and auction.

The fundraiser will be held Saturday, April 27, from 6–11pm at Hidden Lake Winery in Aviston. Tickets are \$40 per person or \$300 per table of 8. Tickets may be reserved online at www.alz.org/stl.

All proceeds from Moonlight Memories will support the mission of the Alzheimer's Association St. Louis Chapter. Contact Emily Bruegge with questions at 618.977.4995 or emilybruegge@gmail.com.

Girl Scouts Plan 2nd Annual Thin Mint Sprint

Girl Scouts of Southern Illinois (GSSI) is hosting the second annual 'Thin Mint Sprint' half marathon, 5K run/walk and kids' 1 mile fun run at Southern Illinois University Edwardsville on June 1.



Racers, sponsors and volunteers are invited to participate in this event, which raises community awareness of physical fitness and supports the world's preeminent leadership organization for girls.

Call 800.345.6858 for complete information. To participate or donate, go to gsfsi.org and click 'Thin Mint Sprint' in the 'Donate & Support' section. Event proceeds help GSSI provide quality programming, volunteer training, camp maintenance and financial assistance. Girl Scouts of Southern Illinois serves 14,000 girl members and 5,000 adult volunteers in 40 ½ southern Illinois counties.

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TheBANK Donates \$30K to Airplane Park Project

TheBANK of Edwardsville recently donated \$30,000 to the Edwardsville Rotary Club to help fund a new playground at Township Park in Edwardsville, fondly known



as Airplane Park. or more than 20 years the park has been home to one of the most popular playgrounds in the area, but general wear and tear on the wooden structure resulted in it being dismantled last summer. Rotary, in coordination with the Township, District 7 and other civic organizations, plans to repeat the 1991 community-wide effort to build the new playground, with construction tentatively set for this fall. Follow the latest news at airplaneparkplayground.org or Edwardsville Rotary's Facebook page.

"TheBANK of Edwardsville was a major contributor to the original playground in 1991, and this generous gift will help us lift off the runway as we continue to raise funds," said the Rotary Airplane Park Playground committee member Brian Mulhall.

2013 Hiring Our Heroes Veterans Event: April 19

Local business owners and job seekers are invited to attend the 2013 Hiring Our Heroes Veterans Event April 19 at the Regency Conference Center in O'Fallon, IL (located at 400 Regency Park). The job fair, which will be held from 10am-1pm, is for veteran job seekers, active duty military members, guard and reserve members, and military spouses. Hiring Our Heroes is a one-of-a-kind FREE hiring fair for both employers and job seekers. Employers must register free of charge at HOH.Greatjob.net, and job seekers must register at the same website to guarantee admission as walk-ins are welcomed but space is not guaranteed.

The hiring event is being conducted by the U.S. Chamber of Commerce, St. Louis Regional Chamber, the Department of Labor Veterans' Employment and Training Service, the Illinois Committee of the Employer Support of the Guard and Reserve, the U.S. Department of Veterans Affairs, the American Legion, Leadership Council Southwestern Illinois, United States Transportation Command, Scott AFB Airman & Family Readiness Center, NBC News, and other local partners. Call 202.463.5807 with questions or email hiringourheroes@uschamber.com.



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