

May 2008



Edwardsville | Glen Carbon Chamber of Commerce

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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

The Tech Spot

Brought to you by Marcel Brown Technology Services, The Tech Spot is the Metro East Area's ONLY Apple Authorized Sales and Service Center.

But unlike any other Apple store, The Tech Spot also services all PC computers as well.

Showcasing the highly coveted line of Apple products such as iPods, Macintosh computers, and the new Apple TV, the store's offerings are rounded out by a wide variety of accessories, software, and other fun and cutting-edge technologies. Additionally, The Tech Spot will provide one-on-one training as well as classes on specific technology topics.

Offering Apple fans a local alternative to the crowded Apple Stores in St. Louis, The Tech Spot also provides Windows and Macintosh users a state-of-the-art service center, backed by the 6 years in business of Marcel Brown Technology Services.

The Tech Spot is located at 4280 South State Rt. 159 in Glen Carbon.

Contact at 618-288-7321, www.techspotstore.com, or info@techspotstore.com. Don't miss their ribbon cutting on June 5th!

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 jwojczak@edglenchamber.com

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From The Desk of Carol Foreman

Sponsorships are still available for the 12th Annual Route 66 Festival.

The Festival began in 1996 to celebrate the "Mother Road." It has since become a showcase for local businesses, services, and non-profit organizations to reach out to the community to raise awareness of our rich history and our outstanding quality of life.



All Festival 66 Sponsors receive:

- Mention in all Festival 66 promotions in the Suburban Journals and Intelligencer
- Signage within park
- Listing in Festival 66 promotional pieces and on t-shirts
- Company name listed on Festival website and in Chamber newsletter

Park Sponsor - \$2,500 (limited to one organization)

- Exclusive signage in high traffic area of the park
- Exclusive banner ad on all pages of festival website
- Tent and table in park to promote organization
- Opportunity to provide welcome for stage entertainment both evenings
- Logo on Festival 66 t-shirts

Beer Tent - \$500 (limited to two non-competing organizations)

- Strategically placed alongside the main stage, one of the most visited areas in the park
- Signage in Beer Tent
- Opportunity to provide employees to volunteer 'in uniform' and assist guests

Fine Art Fair - \$250 (limited to four non-competing organizations)

- Identify your product with more than 20 of the finest local artists
- Signage near Art Fair in park
- Opportunity to provide employees 'in uniform' to judge entries

"On the Road" Historic Tour - \$250 (limited to four non-competing orgs)

- Tour of historic sites in Edwardsville
- Signage near shuttle pick up in park
- Opportunity to provide employees 'in uniform' to assist guests

For more information, visit www.route66festival.org or call 656-7600.

Carol Foreman

Carol Foreman, Executive Director

events

5/1 Thursday 5 - 7 pm

Business After Hours
WellCare Health Plan,
Extra Help and Sunset Hills
Country Club
2525 Highway 157 South
Edwardsville, IL 62025

5/9 Friday 8 - 12:30 pm

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

5/12 Monday 4:15 pm

Ribbon Cutting
Grogan's Academy of
Martial Arts
219 Hillsboro Ave.
Edwardsville, Illinois 62025

5/14 Wednesday 5 - 7 pm

Gateway Grizzlies ChamberNet
GCS Ballpark
2301 Grizzlie Bear Blvd.
Sauget, Illinois 62206

5/15 Thursday 5 - 7 pm

Business After Hours
Illinois SW Orthopedics
4802 State Route 159
Glen Carbon, Illinois 62034

5/16 Friday noon

networking@noon
Hosted by Hortica
at Bella Milano
1063 S. State Route 157
Edwardsville, Illinois 62025

5/22 Thursday 4 pm

Ribbon Cutting
Autotire Car Care
401 North Main
Edwardsville, Illinois 62025

5/26 Monday

Memorial Day
Chamber Office Closed

5/29 Thursday 5 - 7 pm

Business After Hours
American Family Insurance
and Crushed Grapes
1500 Troy Road
Edwardsville, Illinois 62025

5/30 Friday 8:30 am

New Members' Reception
Chamber Office
200 University Park Dr., Suite 260
Edwardsville, Illinois 62025

save the date

6/5 Thursday 4 pm

Ribbon Cutting
The Tech Spot
4280 S. State Route 159
Glen Carbon, Illinois 62034

6/12 Thursday 5 - 7 pm

Business After Hours
Mulhall Financial Design
100 N. Main Street
Edwardsville, Illinois 62025

6/13-14 Friday and Saturday

Route 66 Festival

6/20 Friday noon

networking@noon
Hosted by Wellness Center
at Bella Milano
1063 S. State Route 157
Edwardsville, Illinois 62025

6/26 Thursday 5 - 7 pm

Business After Hours
Exactime Watch and Clock
and Allison's Comfort Shoes
and Boots
4225 S. State Route 159
Glen Carbon, Illinois 62034

6/27 Friday noon

New Members' Reception
Chamber Office
200 University Park Dr., Suite 260
Edwardsville, Illinois 62025

connect

"How my Chamber membership helped my business..."

"The Chamber forwarded me information about SIUE requesting bids for promotional items for the Campus Bookstore.

I submitted my bid along with samples of the items requested and I was awarded a portion of the contract! The contract was for just one year, but SIUE has already renewed through June 2009.

This will generate about \$15,000 for my business! Thanks!"

Deb Orofino
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Meet Your New Board Member:

Kelly Cobb!



Kelly Cobb is a new board member on the 2008 Board of Directors.

Kelly is the owner/operator of Culver's of Edwardsville. Prior to opening Culver's, Kelly spent 20 years as a Geographic Information Systems Consultant.

When asked about his desire to open his own business, Kelly said, "Both my grandfather and father were entrepreneurs/business owners so I had an inherent interest to own my own business. In addition, as I worked harder and harder to excel in my previous career, I realized that if I was going to be aggressive and work so hard, why not do it within the context of my own business?"

Kelly is also an active board member with the Madison Bond Workforce Investment Board, which helps to assess, prepare and strengthen the workforce for the community's economic environment. He currently chairs the Youth Advisory Council whose mission it is to build bridges connecting schools, service providers, employers, youth, their parents, and the community in order to maximize the potential of all Madison and Bond County Youth.

Along with his team at Culver's, Kelly has enjoyed organizing fundraisers for many community groups including Edwardsville High School sports teams, the American Red Cross, Habitat for Humanity and numerous other special causes and non-profit organizations. "Giving is a gift that warms your heart and the hearts of others and this is an important human value. It has been amazing to see how our team at Culver's and the entire Edwardsville community has embraced our fundraising efforts," said Kelly.

Kelly joined the Chamber in 2005. As board member, Kelly contributes his time and energy towards supporting the Chamber's mission. "The Chamber is one great way to get a new business kicked off in a community, particularly this community where the Ed/Glen Chamber is very active in supporting new businesses."

Kelly's Advice:

Be active and contribute in whatever capacity you feel comfortable. Take advantage of the services and the activities offered through the Chamber and it will help you, the community, and your business grow!

ROUTE 66 FESTIVAL

Thank You to Our Festival Sponsors

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First Clover Leaf Bank - Family Zone
GCS Federal Credit Union - Festival Idol
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Hortica Insurance & Employee Benefits - Car Show
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Royal Solutions - Website Sponsor
Scott Credit Union - Taste of the Road Food Court
Smile Center Orthodontics - Participant
TheBANK of Edwardsville - Fine Art Fair and Historic Tour
Wal-Mart - Taste of the Road Food Court
Weber & Rodney Funeral Home - Enthusiast
WellCare Health Plan - Wellness Road

10K Road Race

The 10K Run/Walk returns to the Festival this year and is hosted by the Metro Milers Running/Walking Club. The course starts in downtown Edwardsville and travels through Edwardsville's historic neighborhoods and beautiful MCT biketrails. It is mostly a flat loop course with some small hills. Throughout the course, there will be three pit stops provided (water stations). Runners and walkers alike will finish at Edwardsville City park, where they can replenish their energy with some fun at the Festival.

The race will begin at City Park at 8:00am on Saturday, June 14th. Participants may register online at www.active.com or download the registration form at www.route66festival.org/10kRun. Early registration fee is \$20; on race day it is \$30. Contact Rich Luers at 618-444-2967 or route66festival@metromilers.com for more information.

Festival Schedule

Friday, June 13th

4:00pm - 8:00pm Fine Art Fair, Kid's Activities, Historical Displays, Health Screenings
4:00pm - 11:30pm Food Court, Beer Garden, Live Entertainment
5:00pm - 6:30pm Live Music by Mojo's Music All Stars
6:30pm - 8:30pm Festival 66 Idol Talent Competition
9:00pm - 11:30pm Bob Kuban Brass Band

Saturday, June 14th

8:00am 10K Run/Walk, Bike Ramble
10:00am - 11:00am Senior Showcase
10:00am - 4:00pm Historic Tours
10:00am - 8:00pm Fine Art Fair, Kid's Activities, Historical Displays, Health Screenings
10:00am - 11:30pm Food Court, Beer Garden, Live Entertainment
11:00am - 2:00pm Route 66 Talent Show
noon - 5:00pm Poker Run
12:30pm - 6:30pm Washers Tournament
2:30pm - 4:00pm Dee Dee and the Dino's
4:30pm - 6:00pm Lenny Frisch Steel Drum Band
6:30pm Classic Car Cruise
6:30pm - 8:30pm Fanfare
7:30pm - 11:30pm Classic Car Show
9:00pm - 11:30pm Facts O'Life

Visit www.route66festival.org for an up-to-date schedule of events!

Historic Tours

In an effort to showcase Edwardsville's historical background, the popular historic tours return to the Route 66 Festival.

Tours will honor Edwardsville, the third oldest city in Illinois, by traveling to the Edwardsville Downtown Historic District, St. Louis Street and Historic Leclaire. Tour guides will be on hand to talk about historical happenings and celebrated buildings along the route.

In addition, the tours will pass by the Madison County Historical Museum, Children's Museum, and the Col. Benjamin Stephenson House, but they will not stop.

The tours will run on Saturday, June 14th from 10:00am to 4:00pm. Participants may catch the tour at the Edwardsville Public Library. The tours are free. Visit www.route66festival.org for more information.

JUNE 13TH AND 14TH

Festival Entertainment

The Route 66 Festival is always a good time and provides a lot of great music and entertainment. Here's this year's line-up of entertainment!

On Friday night, the **Bob Kuban Brass Band** will close the evening with a bang. The name might sound familiar to some of the old-timers as they hit it big in 1966 with their top ten hit, "The Cheater." Bob and the gang play anything from contemporary dance, big band, swing music and medleys and are sure to please.

Dee Dee and the Dino's, 2:30pm on Saturday, is a group of three teachers from Edwardsville, a husband of a teacher from Edwardsville and a fifth good old boy known as Jimmy Thunder Lizard. They have been performing together for seven years and love to play 60's music. They have had the good fortune of playing at St. Louis' Mardi Gras and other places around the area.

Lenny Frisch Steel Drum Band, 4:30pm on Saturday, plays the warm soothing beat of the steel drums with a blend of Calypso, Reggae, Bossa, Soca, and Caribbean Music. Pass the suntan lotion, put on your dancing shoes, and get ready to dance!

Fanfare will take the stage at 6:30pm. Fanfare features the beautiful lead vocalist Kittie Moller whose vocals will take you all over the sound spectrum with music that includes Motown, R&B, Disco, Pop, Country, Standards & Jazz and Big Band. Throughout their career, Fanfare has been rated one of the top musical groups, and Kittie is one of the top female vocalists in the St. Louis area.

At 9:00pm, **Facts O'Life** will close down the Festival. This popular rock and roll band will fire up the crowd with a playlist of songs from "Jump, Jive and Wail" to "Sweet Home Chicago" to "Hang on Sloopy." The Facts entertain with their renditions of standards, rock, pop, classics, country, and jazz.

Festival Talent Shows

Two of the most popular events at the Festival are the Festival Idol Competition and the Route 66 Talent Show.

Friday night's Festival Idol is a competitive talent show in which contestants 13 and older have the opportunity to showcase their voices. There are two categories - Young Adult (13-17) and Adult (18 and over). Cash prizes will be awarded to 1st and 2nd place winners in each category. The Festival Idol will be on stage Friday, June 13th from 6:30 to 8:30pm and is sponsored by GCS Credit Union.

Annual Classic Car Events

The Route 66 Festival's popular Classic Car events including the Poker Run, Car Cruise, and Car Show will return once again to the Route 66 Festival.

The Poker Run is a fun and exciting event that takes place from 12 noon to 5:00pm on Saturday, June 14th. Participants will travel to different locations including Crushed Grapes, Scotty's in Hamel, Chain of Rocks Bridge, and Krieger's.

At each location, the participant will draw from a deck of cards to reveal their poker hand. Each poker hand is recorded on a tracking form. Participants may purchase an unlimited amount of poker hands. At the 5th and final location, the Festival, the cards will be played. The best poker hand wins. Each of the locations will host their own party for participants. Poker Run prizes will be awarded at the Festival after Fanfare plays and before Facts O'Life begins on the Entertainment Stage. First poker hand is \$5; additional hands are \$1.

The famous Car Cruise will start at Lincoln Middle School and travel on Route 66 to City Park. The Cruise will launch off at 6:30pm sharp! Registration is \$5.

The Car Show will once again follow the Car Cruise. Cruisers will travel around City Park and end at Cassens parking lot located on North Kansas Street across from the Edwardsville Post Office. The lot is free to those with Cruise hang tags or late arrivals with custom cars.

Pre-registration is offered, but not necessary. However, an **Early Registration Package** is available for \$20 and includes 6 poker hands, car cruise entry, dash plaque and Route 66 fuzzy dice. On Saturday, Poker Run and Cruise registration will take place at Crushed Grapes beginning at 12 noon. Cruise registration will also take place at Lincoln Middle School beginning at 4:30pm.

Saturday afternoon will provide family entertainment with the Route 66 Talent Show. This is a non-competitive talent show, so no prizes will be awarded. Cheerleaders, dance teams, martial arts groups, aspiring comedians, bands and magicians are all welcome. There is no age or talent restriction for performers. The Route 66 Talent Show will be held Saturday, June 14th from 11:00am to 2:00pm and is sponsored by Faller Photography Group.

For audition information, visit www.route66festival.org.

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'oeuvres 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.

5/1 Thursday 5 - 7 pm

Well Care Health Plan, Extra Help
and Sunset Hills Country Club
2525 Highway 157 South
Edwardsville, Illinois 62025

5/15 Thursday 5 - 7 pm

Illinois SW Orthopedics
4802 State Route 159
Glen Carbon, Illinois 62034

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.

5/16 Friday noon

Hosted by Hortica
at Bella Milano
1063 S. State Route 157
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6/20 Friday noon

Hosted by Wellness Center
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Ambassadors

Meet Your Ambassadors: Chad Opel

By Natalie Head, Anderson Hospital

Edwardsville native, Chad Opel, got involved in the Chamber because he takes great pride in his city. "I care a great deal about this area," said Chad. "I wanted an opportunity to meet and get to know other business owners that share that same feeling."



Chad, a graduate of both EHS and SIUE, has been a financial planner for the past three years. He recently joined Merrill Lynch in their new Edwardsville location. One of his first steps into the Chamber was to become an Ambassador. "I want to help business owners, especially new businesses, understand the value and help the Chamber of Commerce has to offer."

Chad pointed out some of the benefits in his role as a Chamber Ambassador. "Some of my favorite aspects of being an Ambassador are attending ribbon cuttings and Business After Hours and getting involved on committees," he said. "These are not just events, but opportunities to network!"

Chad is happily married to his wife of four years, also an SIUE alum, Kathie. When he isn't busy at work or volunteering through the Chamber, he is usually at play. He is a huge sports fan and maintains his sports edge by coaching local college baseball players through the Metro Collegiate Baseball League. Playing for him also means golfing, hunting and watching all the St. Louis sports teams play!



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Ryan L. Matthews
Account Executive

Ambassadors News

By Sara Sanderson, Chairman, Ambassadors

Do you have the DISCIPLINE to get the job done? "Discipline is the bridge between goals and achievement." I read this quote from a Jim Rohn email the other day. It seems like a simple statement, but it means so much.

If you really think about it, a person can do anything they wish, as long as they have the discipline to do it. What is your goal? Is it to lose weight or get in shape? Is it to increase sales by 25% this year? Is it to recycle all of your trash or become "green"?

The first step to achievement is setting a goal. You need to know what you are working toward, or else you will be working in circles. Next, determine what will it take to achieve your goal. Goals are not achievable without some sort of effort, so be ready to sacrifice your time. If you create a discipline to give the same effort every single day, there is nothing stopping you from achieving your goal.

If you are not or have not achieved your goals, is it due to lack of discipline and effort? Stop being lazy; stop making excuses. Get up, get disciplined and give it all you've got. You will only achieve what you set your mind to.

Ambassadors

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Internal Customer Service Skills



Friday, May 9th

**2008 PROFESSIONAL
EDUCATION SERIES:**

**REALLY SUCCESSFUL
SELLING &
CUSTOMER SERVICE**

2008 PROFESSIONAL EDUCATION SERIES

Identify essential elements that create an environment of excellent customer service and techniques for handling internal and external customers skillfully to increase your competitive edge. You will learn:

- Similarities between outside calls and those originating within the company.
- Relationship of the company's internal techniques and its total service effort.
- Four techniques to ensure calls are handled courteously, effectively, and professionally.
- Difference between an "Internal" and "External" Customer.
- Six elements of excellent internal service.
- An explanation of how internal service affects external service.
- Customer Service techniques designed to enhance internal service.

Friday, May 9th 8:00 - 8:30 Breakfast & Networking 8:30 - 12:30 Workshop
LeClaire Room, Lewis and Clark's N.O. Nelson Campus, Edwardsville

ENROLL NOW, SEATING FOR THIS POPULAR WORKSHOP IS LIMITED!

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.

Breakfast Sponsored by:



Event Sponsored by:



Exceed Your Customers' Expectations

The 2008 Professional Education Series: Really Successful Selling and Customer Service concludes the customer service sessions this month with Internal Customer Service Skills on Friday, May 9th at 8:00 am in the LeClaire Room at Lewis and Clark's N.O. Nelson Campus in Edwardsville.

The Telephone Doctor, a premier provider of customer service training headquartered in St. Louis, concludes the customer service sessions with this four-hour interactive workshop.

The purpose of this workshop is to identify essential elements to help create an environment of excellent customer service. Learn skills and techniques to stress the importance of improved internal and external customer service; unlock the mystery of how a positive mental attitude affects the service provided by your organization and why offering consistent service will increase your competitive edge.

In this highly interactive workshop, you will discuss similarities between outside calls and those originating within the company; relationship of the company's internal techniques and its total service effort; four techniques to ensure calls are handled courteously, effectively, and professionally; the difference between an 'internal' and 'external' customer; six elements of

excellent internal service; an explanation of how internal service affects external service; demonstration of customer service techniques designed to enhance internal service; and how personal and professional situations affect your positive mental attitude.

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.

The 2008 Professional Education Series will return in the fall with three workshops presented by Dale Carnegie Training based on their popular Sales Advantage course. Understanding Your Customers' Needs will be on Friday, September 19 and will help you discover how to identify your clients' dominate buying motives. Presenting a Winning Solution, Friday, October 17, will help you develop skills to formulate solutions that appeal to buyers' logic and emotions. Finally, Overcoming Objections and Gaining Commitment, Friday, November 14, will teach you how to respond to customers' objections with confidence.

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HEARTLAND
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spotlight

Edwardsville Journal

As part of the Suburban Journals, Lee Enterprises produces 30 community newspapers in the Metro area. Locally the Madison County office is responsible for the advertising, writing and production of the Edwardsville Journal, the Collinsville Herald, the Granite City Press-Record, and the St. Clair County Journal.

A website is produced for each paper as well as special sections for area events like the Route 66 Festival Guide, and localized coverage of national trends like the recent Home & Garden Improvement Tab.

According to Amy Lee, Advertising Manager, "Our target market is any local business that wants to increase how often their cash register rings. We can help drive market share for local business because we reach the highest number of homes in the area."

In the last year, the Edwardsville Journal has increased the distribution in Edwardsville by adding a Sunday edition and with the addition of the local website, www.edwardsvillejournal.stltoday.com.

Once again, the Edwardsville Journal will be producing the Route 66 Festival guide. This full-color, glossy magazine will include the official schedule of events and the map for the festival. The section will also include photos from years past and stories highlighting various activities for this year's celebration.

"We will also feature the Route 66 Festival on the Edwardsville Journal website with a direct link to the Route 66 Festival website and we will have a countdown to the festival on the front page of the paper each week along with stories in the paper highlighting the festival as we get closer to the event," Lee said.

For more information about the Edwardsville Journal, contact Amy Lee at 618-344-0264 or visit www.edwardsvillejournal.stltoday.com.

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A seasoned financial specialist, McKenzie Messmer helps businesses increase profitability and improve cash flow. McKenzie and her team will take the time to understand the unique needs and objectives of your business and then recommend market-appropriate solutions to help you stay on track toward your business goals.

Education and Experience

McKenzie, a native of Madison County, earned a bachelor's degree in marketing from Southern Illinois University. She puts her 12 years of banking experience to work for companies with revenues of up to \$5 million, focusing on both conventional and SBA commercial financing. McKenzie is also active in a variety of community and professional organizations.

To schedule a meeting to discuss your financial needs, please contact McKenzie at:

Illinois Office

6650 Edwardsville Crossing Drive
Edwardsville, IL 62025
618-301-0318 • 1-866-870-9811 (Fax)
McKenzie.Messmer@NationalCity.com

About National City

National City Corporation, headquartered in Cleveland, Ohio, is one of the nation's largest financial holding companies. We operate through an extensive banking network primarily in Ohio, Florida, Illinois, Indiana, Kentucky, Michigan, Missouri, Pennsylvania and Wisconsin, and also serve customers in selected markets nationally. Our core businesses include commercial and retail banking, mortgage financing and servicing, consumer finance and asset management. Visit NationalCity.com for more information.

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spotlight

Mayfest 2008 - May 3rd and 4th

St. Andrews Episcopal Church will hold its 8th annual Mayfest on May 3rd and 4th. Saturday's events, from 10 am to 4 pm, include floral displays throughout the church, sale of annual and perennial plants, a book fair/used book sale, garden shed flea market, chic boutique, craft and vendor booths, children's activities, musical performances, a working blacksmith and a food booth. All events are free.

Tours of the historic church, established in 1841, will feature original furnishings made in the Nelson factories of LeClaire including the pews, altar, brass and marble candlesticks on the altar, a brass processional cross, and the original baptismal font. The present site has been occupied since the early 1870s, although the existing structure's cornerstone was laid in 1916 and the building completed in 1917.

Julie Hamilton, University of Illinois Extension Master Gardener, will provide a 12 noon demonstration on rose care and one at 1:30 pm on herbs. At 1 p.m., Sheila Portugal, a local interior decorator, will demonstrate flower arranging.



Other Saturday special events include storytelling for children with Rudy Wilson at 10:30 am and 3:00 pm; the Gateway Harmonica Club at 11:00 am; and the Gateway Dulcimer Society at 2:00 pm.

Mayfest continues Sunday with a 10 am Festival Eucharist,

featuring St. Louis Symphony violinist Haruka Watanabe, book fair from 12 noon to 4 pm, the Edwardsville High School String Orchestra in concert at 2:00 p.m. and a traditional English tea with the Edwardsville High School String Quartet performing at 3:00 p.m.

St. Andrew's Episcopal Church is located at 406 Hillsboro Avenue in Edwardsville. Questions? Call 618 / 656-19929



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www.rinnovimedicalspa.com Offer expires 05/31/08

schmooze

Ribbon Cuttings



Kate's Lullaby, March 19



Sandberg, Phoenix, & von Gontard, March 26



Noble Roman's Pizza of Edwardsville, April 29



Louer Facility Planning, April 10



Chocolates N'Amour, April 16



Habitat for Humanity, April 23

Business After Hours



Bella Milano, April 3



Bella Milano, April 3



Watershed Nature Preserve, April 17



Watershed Nature Preserve, April 17

Your Business

Sunset Hills Country Club Releases Unprecedented Market Plan

Sunset Hills Country Club is beginning a bold new plan that will make membership in the club more affordable for both new and existing members. The goal is to reduce monthly dues for all members, reward those who bring in new members and to **increase membership levels**.

The program is called the "2008 Dues Market Correction Initiative," and it is a one-year pilot program. Under the program, new members and their referring members will receive a monthly discount off of their dues for being referred and the discounts will be effective for two years, whether the program succeeds or not. Initiation fees are not affected. After the initial one-year offering, total success will be reviewed and, based on the success of the plan, new dues levels established for all categories in the Club community.

"We realized that while we are not currently there, unless the Club made a dramatic move, we could price ourselves out of our market within a few short years," states Mr. Dziadek, General Manager of Sunset Hills Country Club. "Hence, we took an innovative move to re-align ourselves with our target market. The Club prides itself on being an important part of our community, and we have a responsibility to insure we continue as a very good value while providing meaningful service to our families."

If you are interested in learning more about the 2008 Market Dues Correction Plan, please feel free to visit www.sunsethillscountryclub.com or contact Stephanie Lewis at (618) 656-9380 ext. 11.

Kurt's CARSTAR to host 2nd Annual Make-A-Wish Foundation Fundraising Event

On May 8, Kurt's CARSTAR Collision Center will host the 2nd annual Fundraising Business after Hours to benefit the Make-A-Wish Foundation. Last year's event raised over \$6,000.

The event consists of a fundraising car race, outdoor grilling, deploying of airbags, and much more. The event begins at 5:00pm.

Your business has the opportunity to purchase a race car with your business name on it and be part of the races. Each car is \$100. There are six cars in one race. The cars are numbered one through six. The race starts by shaking a box containing six dice. The cars move around the course when their number is rolled in the box. The first car to move through the 10 spots on the course wins and moves to victory lane. The winners will receive a trophy and all businesses will be entered into a drawing to become the lucky winner who gets to deploy an airbag.

For more information, contact Kurt's CARSTAR at 618-345-4519.

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Hiring Customer Service Oriented Employees

How to Get Rave Reviews from Clients

By Marc Voegle, Express Employment Professionals, www.expresspros.com

The success or failure of many businesses depends on obtaining service-oriented employees. Since customer-driven employees are so valuable, detecting whether a job applicant is geared toward service can be priceless.

Some of the characteristics hiring managers should look for in customer service employees are excellent listening skills, humility, empathy, patience, problem-solving skills, courtesy and adaptability.

In addition to looking for positive qualities in potential employees, interviewers should also keep an eye out for red flags. If an applicant displays negativity, apathy, arrogance or impatience they will likely not interact well with customers. A candidate who frequently interrupts or doesn't seem to listen well during the interview is probably a bad fit for a customer care role.

Employing individuals who excel at customer service is vital in our competitive business environment because customers return when they know they can count on world class customer care. Frequently customers are willing to pay a little more, drive a little further or wait a little longer to do business with a company that treats them like gold. To create a company that turns customers into fans, hire employees who value and respect the time and needs of their customers.

Sunset Hills Country Club Open for Business Lunches

Sunset Hills Country Club has opened their Sunset Room for business lunches to Ed/Glen Chamber members.

The Sunset Room is open for lunch 11:30 am to 2:30 pm Tuesday through Friday. Reservations must be made by calling 656-9380

GATEWAY GRIZZLIES

ChamberNet



May 14, 2008

GCS Ballpark
2301 Grizzlie Bear Blvd.

Sauget, IL. 62206

5 PM - 7 PM

Free Admission!

Enjoy a Game Day Buffet while visiting with old and new friends at the proud home of the Gateway Grizzlies. Witness a Pre-Season Grizzlies Practice Session.

Casual attire and adults only please.



Participating Chambers:

Carlinville Community Chamber of Commerce

Caseyville Chamber of Commerce

Chamber of Commerce of Southwestern
Madison County

Collinsville Chamber of Commerce

Edwardsville-Glen Carbon Chamber of Commerce

Fairview Heights Chamber of Commerce

Greater Belleville Chamber of Commerce

Jersey County Business Association

O'Fallon Chamber of Commerce

River Bend Growth Association

Shiloh Chamber of Commerce

South County Chamber of Commerce

Swansea Chamber of Commerce

Troy/Maryville Chamber of Commerce

Waterloo Chamber of Commerce

Questions? Contact Jason Murphy at:
618-337-3000 or jmurphy@gatewaygrizzlies.com

Ask the Expert

by Brandon Chapman, Royal Solutions, www.royalsolutions.net

Q: How do I get rid of SPAM?

E-mail – one of the quickest ways to communicate. One problem we experience...unsolicited junk e-mail or "spam." "Why am I getting junk mail and how do I get rid of it?"

If your telephone number or street address is listed in a public directory you get unsolicited calls and junk mailers. It's the same with e-mail—if your address is out there, expect a flood of unwanted e-mail.

Here are a few ways a spammer can find you:

- 1) spam bot - computer programs searching the Internet for e-mail addresses posted on websites, chat rooms, and newsgroups.
- 2) virus, worm, or Trojan Horse - certain viruses can read address books and spread to everyone listed within it.

3) Filling out forms on the web - we tend to overlook choices like "Yes, I want to receive e-mail from your sponsors." Typically, these are checked by default.

Spammers now have your information...what to do? There are computer programs that will examine your incoming e-mail, find messages that look like spam, and prevent those from reaching you.

Anti-spam programs are not fool-proof. While the word "viagra" may be easy to find, spelling variations like "V1@gra" may give even the best programs a hard time.

Overall, the best way to limit spam is to prevent it in the first place. Be as diligent with your e-mail as you are with your phone number or street address. Don't give out your e-mail unless you absolutely have to.

POWERswitch

Connecting Illinois business customers with electric power suppliers

Switching suppliers could help you save!

As your electric *delivery* company, Ameren Illinois Utilities is holding a free event to bring electric business customers together with registered retail electric *suppliers* and to help businesses understand their energy procurement and savings options in Illinois' deregulated environment.

PowerSwitch Expos will shed some light on cutting your costs by helping you:

- Understand your electric rate situation.
- Meet with multiple registered retail electric suppliers in one location and compare the electric rates they offer.
- Determine which supplier will most cost effectively meet your company's electricity needs.
- Evaluate your options to save—and, if desired, switch to a new electric supplier on-site.

See reverse for locations, dates and more information regarding presentation times and what to bring with you.

For more information, or to register, visit
PowerSwitchExpo.com
after April 13 or call Callie at (309) 677-5488.



Mark Your Calendar and Make the Switch

Galesburg	April 22, 2008
Peoria	April 23, 2008
LaSalle	April 24, 2008
Macomb	April 29, 2008
Jacksonville	April 30, 2008
Quincy	May 1, 2008
Alton	May 5, 2008
Decatur	May 6, 2008
Bloomington	May 7, 2008
Lincoln	May 8, 2008
Champaign	May 12, 2008
Danville	May 13, 2008
Mattoon	May 14, 2008
Effingham	May 15, 2008
Litchfield	May 19, 2008
Belleville	May 20, 2008
Marion	May 21, 2008
Mt. Vernon	May 22, 2008

Retail electric suppliers will be available from 9 a.m. to 3 p.m. to meet with customers. Plan to bring a copy of your company's electric bill to help you shop on-site.

Attend Presentations to Learn More

Presentations explaining your electric procurement options and what energy deregulation means for your business will be held at each PowerSwitch Expo location at the following times:

10 A.M.
11 A.M.
12 P.M.
1 P.M.
2 P.M.

This is a free educational event for electric business customers of Ameren Illinois Utilities.

Your Business

Apex Employees Attend Conference

Apex Physical Therapy employees, Eric Wessel, PT, and Amanda Breihan, PTA, attended the 2008 St. Louis Soccer Conference, titled "Injury Prevention in the Soccer Athlete," on March 15, 2008. The conference was held at the Double Tree Hotel & Conference Center in Chesterfield, MO, and was hosted by Washington University Physicians.

Focal points of the conference included ACL prevention (mainly in female athletes) and groin pain prevention (mainly in the male athletes). Continuing education credits were issued to attendees.

Wessel and Breihan would like to implement injury prevention programs by working with local high school coaches and athletes. Both treat patients at the Apex Physical Therapy location on 2136 Vadalabene Drive, Ste. D, in Maryville, IL. For more information on Apex Physical Therapy's services and locations, please call 618-651-0444 or visit www.apexpt.us.

Gilliland Group Hosts Swing Fore Hope Golf Tournament on June 30

Proceeds Benefit Cancer Research



Members of the Swing Fore Hope Golf Tournament Committee include (left to right): Gayla Reynolds, Donnie Eddy, Jason Baldus, Managing Director Brett Gilliland with his son, Max, Sean Rose, Julie Gilliland with son, Drew, Randy Uebinger, Janice Bellm, Robin Jaeggi, Stevi Johnson, and Gail Petras

The Gilliland Financial Group of Northwestern Mutual Financial Network announces the second annual Swing Fore Hope Golf Tournament. The tournament will be held Monday, June 30th, 2008 at Sunset Hills Country Club in Edwardsville, Illinois. Profits from this year's event will benefit the Siteman Cancer Center in St. Louis. The entry fee of \$250 per golfer includes golf with cart, lunch, beverages, party pack and prime rib dinner buffet. Shotgun start is at Noon, registration begins at 10:30am.

Corporate and hole sponsorships are available. Donations are being accepted for the silent and oral auctions. Please contact Robin Jaeggi at 618-659-9900 ext. 138 to register a team or for sponsorship information.

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- Illinois and St. Louis Area Info
- Links and Relocation Tips
- *The Home Buyers AdvantEDGE!*



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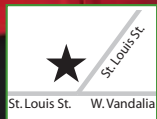
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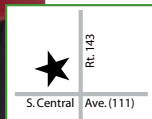
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Your Business

Office Space Now Available in Mark Twain Plaza

Office Space is now available in Plaza III of Mark Twain Plaza. Mark Twain Plaza consists of three (3) Class A office buildings that total 129,000 rentable square feet. This attractive commercial development in downtown Edwardsville is located at 101 - 105 West Vandalia Streets directly across the street from the Madison County Courthouse.



Close to several retail facilities, banks, and restaurants and with great access to major highways serving the area, Mark Twain Plaza has a lot to offer its tenants. With 600 – 10,000 square feet available, the development offers free parking, full service competitive lease rates, and generous tenant improvement allowances.

Contact Kim Adkins at Balke Brown Associates – Illinois Management Office at 618.624.6349 for more information.

Kids Day America Comes to the Edwardsville/Glen Carbon Community!

On Saturday, May 17th, 2008, Infinite Wellness Chiropractic, First Clover Leaf Bank, Philipp's Agency-Farmers Insurance, Central Illinois Community Blood Center, '62 Sports Group and Habitat for Humanity are teaming together to bring Kids Day America to the Edwardsville/Glen Carbon community.

This totally free event is where kids meet local town officials, community leaders and heroes the from Fire & Police Departments to discuss and learn about health, safety, & environmental awareness.

The event will be held at Infinite Wellness in Edwardsville and will include FREE fingerprinting kits for children, health screenings and information, a fire house teaching fire safety, and many more exciting informational topics designed for the children. There will also be FREE snacks, bounce houses and numerous give-a-ways throughout the day!

The event will start at Noon and last till 3pm on May 17th. All proceeds and donations made for this event are to help the Edwardsville Chapter of Habitat for Humanity. Adults are definitely welcome and those coming to the event are also encouraged to donate to the Community Blood Center that day. If you have any questions about the event, please call Aubrey at 655.0333.

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Express Personnel Services Announces New Name

Since 1983, Express Personnel has been providing unparalleled staffing services across a variety of industries. However, even the most tried-and-true operations need a change of pace every now and again. As the company marks its 25th anniversary, Express Personnel Services has changed its name to Express Employment Professionals to refocus its branding efforts in order to better reflect its current service lines and direction for the future.



The new name allows all Express staffing services, along with its human resources and payroll services, to fit under the Express Employment Professionals umbrella. This eliminates the need for additional service line names and logos.

"We're excited about our new name and branding strategy," said Marc and Diana Voegelé. This is a positive change that demonstrates our commitment to providing our clients and associates with full-service employment solutions."

Along with the name change, Express also has a new logo and web address – www.expresspros.com.

The Glen Carbon Express Employment Professionals franchise began operation in 2006 and services all of the Madison County area with full-time and temporary employees in a variety of fields including: office services, industrial, data processing, technical and accounting.

The Glen Carbon office, located at 20 Junction Drive West is currently taking applications. Businesses seeking employees may stop by the office, call 618-288-8011, or email; marc.voegele@expresspros.com or diana.voegele@expresspros.com.

**"These banking professionals are ready
to help you build your
financial future
brick by brick"**



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

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- BETHALTO - 618-377-9146
- HOLIDAY SHORES - 618-656-5015
- TROY - 618-667-9800



- WORDEN - 618-459-7211
- BENLD - 217-835-4384
- HAMEL - 618-633-2265
- MARYVILLE - 618-346-3600
- MT. OLIVE - 217-999-2265



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Your Business

Zach Woods Named Banking Center Manager for Commerce Edwardsville

Commerce Bank is pleased to announce that Zach K. Woods has been named Manager of the bank's Edwardsville Banking Center. Darryl Collins, Senior Vice President and Group Manager, Metro East made the announcement.

"Zach's banking experience and knowledge of the Edwardsville community makes him an excellent choice to manage this banking center," Collins commented. "Zach is dedicated to leading his team in developing strong customer and business relationships."

Woods joined Commerce Bank in March 2008, and is a 2003 graduate of Southern Illinois University at Edwardsville. He is active in the community and is currently a member of the Rotary Club and Leclair Christian Church. Woods and his wife, Ashlei, reside in Edwardsville.

The BANK to Host Seminar on Your Assets

Building Wealth for Your Future and Getting to that Future Healthy

TheBANK of Edwardsville, Infinite Wellness Chiropractic, Ltd. and Sivia Business and Legal Services have teamed up to offer a seminar to the public on ways to improve and maintain health, manage finances in a tough economy and plan for your future.

The event will be held on May 10, 2008 at 10:00 am at TheBANK of Edwardsville's Main Office, located at 330 West Vandalia in Edwardsville. The 2 hour seminar is free to the public. Due to space limitations, reservations are required and can be made by calling 618-659-4499.



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Taylor to Serve on Board in Washington D.C.

Michael L. Taylor, Executive Vice-President and Chief Financial Officer of First Mid-Illinois Bancshares, Inc., has been selected to serve on the American Banker's Association Accounting Committee Board in Washington, D.C.



Taylor is one of twelve members of the Board from across the United States. The mission of the Accounting Committee is to provide expertise on accounting, auditing, and corporate governance issues and to develop ABA positions on these issues for the ABA Government Relations Council. The Committee addresses issues initiated by rulemaking bodies including the Financial Accounting Standards Board, the Securities Exchange Commission, the banking regulators, the American Institute of Certified Public Accountants, and Congress. Representatives from one or more of the rulemaking groups usually attend Committee meetings. Members serve for a term of three years.

In May 2000, Taylor joined the First Mid-Illinois team as executive vice president and chief financial officer. Taylor is a graduate of the University of Illinois and of the University of Wisconsin Graduate School of Banking. He was with AMCORE Bank in Rockford, Illinois from 1996 to 2000.

Taylor is active in the community, having served on the Eastern Illinois University Accounting Advisory Board two terms from 2001 to 2007, and is a former treasurer and board member of the Mattoon Area Family YMCA. He currently coaches youth baseball and has coached youth basketball and soccer. Taylor is a board member of First Assembly of God Church and was a 2004 recipient of the Journal Gazette/Times Courier's 20 under 40 for Coles County.

Office/Medical Space Available Now Available at Meridian Centre Two



Balke Brown Associates is excited to announce that Meridian Centre Two, a three-story, 25,000 square foot Class A office building is ready for new tenants. Located at 2220 South State Route 157 in Glen Carbon, Illinois, it is close to several retail facilities, banks, and restaurants and has great access to major highways serving the area.

With 1,000 - 12,432 rentable square feet of office/medical space available including a full floor opportunity, Meridian Centre Two offers free parking, full service competitive lease rates, and generous tenant improvement allowance.

Contact Kim Adkins at Balke Brown Associates – Illinois Management Office at 618.624.6349 for more information

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



Your Community

Spring Classes Continue at the Jacoby Arts Center

Free Family Art Activities Continue in May

Whether you are a professional or aspiring artist or whether curious, the Jacoby Arts Center's Spring 2008 schedule continues to offer many exciting opportunities be exposed to diverse choices in art media. Adult classes such as Drawing, Art Essays, and Parallel Silver Chain-Making are being offered at the JAC. Starting in May, children can enjoy learning Strip Drawing techniques.

Also coming up on the Center's schedule are free activities to be experienced by the whole family. On May 10, free family art activities are available through the ArtSplash! Activities take place from 10:30 a.m. to 12 noon. Children participating in Art Splash! must be accompanied by a parent or guardian.

A complete listing of Spring 2008 classes is also available on the Jacoby Arts Center's For more information, please call 618-462-5222 or visit our web site, www.jacobyartscenter.org

Jacoby Arts Center is open Tuesday through Saturday 10- 5; Sunday, noon to 4; and is located near the Clark Bridge between Ridge and Henry Streets. The Jacoby Arts Center is a program of the Madison County Arts Council and receives support from the Illinois Arts Council, a state agency.

Community Service, Volunteer & Donation Opportunities

Edwardsville Arts Center

Gallery hosts needed to welcome visitors and students to the Center, provide brief overview to exhibit, and help with registration, membership and purchases. edwardscenter@att.net
618-655-0337

Children's Home + Aid

Mentor needed to provide support and fun to a child who closely matches your interest, background and personality. egates@sw.chasi.org
618-452-8900 x119

Faith in Action

Caring and compassionate volunteers needed to transport care receivers to and from appointments, shopping or errands. Volunteers are also needed to visit with care receivers or provide light household duties. Volunteer must have reliable transportation. fiaegc@yahoo.com
618-692-0480



The Greater Edwardsville Area Community Foundation Supports Local Charities and Encourages Volunteerism in our Community.

Local community service groups should contact the Greater Edwardsville Area Community Foundation to be included in next month's listing.

www.edwardsvillefoundation.org

Pioneer Day Camp Planned at Stephenson House

On June 9, 10, and 11, the 1820 Col. Benjamin Stephenson House will host a Pioneer Day Camp. The camp transports area children back-in-time to the Illinois Territory and the birth of our state. The three day camp focuses on hands-on activities for grades (current) 3rd through 5th.

Two three-day sessions are planned. The first session will be held in the morning from 9 a.m. to 12 p.m. and a second session in the afternoon from 1 p.m. to 4 p.m. Participants may sign-up for either the morning or afternoon session.

A variety of activities are planned to give participants a taste of the past including journal making and quill writing, candle making, games and make a toy, pastel drawing, silhouette cutting, sundail making, militia, and marbling paper.

The cost to participate in the three day camp is \$35 per child and the camp fee must be paid at registration. Pre-registration is required. A total of fifteen children will be accepted per session. for more information call 618-692-1818 or stop by the museum Thursday through Saturday, 10 a.m. to 4 p.m., or Sunday from 12 p.m. to 4 p.m. Registration deadline is June 1, 2008.

SIUE School of Nursing To Bring Pandemic Flu Seminar To Campus

If a deadly influenza (flu) outbreak hit the Midwest, would the region be ready?

That is a question being posed by the Southern Illinois University Edwardsville School of Nursing, which is bringing Pandemic Flu: Are You Ready? to campus.

The seminar, which will be conducted from 7:30 a.m.-4 p.m. Friday, May 2, in the Hickory-Hackberry Room on the second floor of SIUE's Morris University Center, will focus on developing a pandemic plan for businesses; establishing planning efforts to tackle global pandemics; examining the history of pandemics in the United States; differentiating between pandemic flu and seasonal flu; and using personal protection equipment.

The Centers for Disease Control and Prevention (CDC) reported that since 2003, the number of avian influenza virus cases (H5N1) has risen in Asia, Europe and Africa. It is further purported that more than half of people infected with H5N1 virus have died. While there has been no sustained human-to-human transmission reported, the fear by the CDC is that H5N1 could evolve into a virus capable of such transmission.

"Education and preparation are essential when it comes to dealing with any emergency situation," said Rita Sander, assistant professor of primary care-health systems nursing at SIUE. "This seminar will provide the education and preparatory knowledge necessary to respond appropriately to a pandemic flu.

"We do not know when the time of the next event will occur, but we will have another pandemic in our lifetimes."

Admission is free. Those who attend also are invited to stay for lunch and a tabletop pandemic planning exercise in the afternoon. The SIUE schools of Nursing and Pharmacy will award contact hours credit to those who attend the event.

SIUE and PandemicPrep.Org are co-sponsors of the event. Roche Laboratories is a corporate sponsor. Pandemic Prep.Org is a consortium of businesses, organizations, schools, universities, hospitals and government agencies from Illinois and Missouri that is helping prepare the St. Louis region. For more information, visit www.pandemicprep.org.



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Eggs & Issues, Recent Events

By Erika Kennett, Executive Director

May 15 marks the second installment of the Alliance's Eggs & Issues breakfast series. May's topic is "Bridging the Gap - The Mississippi River Bridge" and Brook Brestal, IDOT's Deputy Project Director for this project, will be presenting. Brook is tasked with overseeing the construction for this monumental project. Cost of attendance is \$10 for Alliance investors and \$15 for non-investors. Check your organization's investor status by visiting our website at www.edglenalliance.com. Breakfast will be served in the LeClaire Room at the NO Nelson campus of Lewis & Clark Community College at 7:30 am; the program will begin at 8:00 am. Advanced registration is required and can be done by calling 618.656.7601 or emailing mbrown@edglenalliance.com.

Welcome to the Alliance's newest board members. At the April board of directors meeting, two vacant seats were filled by Keith Page and Eric Gowin. Keith Page has been an active community partner and is President of Anderson Hospital which is currently growing its campus. Eric Gowin, President of Contegra Construction, has been an integral partner in the development of Gateway Commerce Center and a variety of other notable projects like the new Sanford Brown Business headquarters in Fenton, MO.

In addition to new board of directors, the Alliance also welcomes new investors to our slate of supporters. Johnson Properties, Inc. and Trammell Crow are now actively supporting the economic endeavors of our region by choosing to invest in the Alliance. Johnson Properties, Inc. specializes in commercial and industrial real estate, development land sales, investment properties, and build to suit projects throughout Southwestern Illinois. Trammell Crow's primary development project in our area is developing and maintain the expansive Gateway Commerce Center. Join the ranks of these investors by contacting our office today.

On Wednesday, April 23rd Illinois State Senator William Haine (D-Alton) discussed the legislation which will fund improvements to our levee system. Haine is chief sponsor of Senate Bill 2052 which aims to provide Madison, St. Clair, and Monroe Counties with the tools that will enable our local governments to undertake the improvements needed on our levee system. The area protected by the levees is estimated to encompass 156,000 residents and 4,000 area businesses. Work on the levees is estimated to cost \$180 million. Haine's proposal gives local county boards, through the a newly established flood prevention district board, the ability to enact a temporary one quarter of one cent sales tax increase with the specific purpose of reconstructing the levees. The tax increase would expire after the bonds are repaid, which should be no longer than twenty-five years. However, with federal reimbursement of up to 65%, the bonds could be repaid much sooner and, as a result, the tax would disappear. This bill has been passed through the senate and now heads to the house to be passed before any increase is to take place.

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WorkKeys

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

The Madison County Career & Technical Education System would like ask you to participate in an initiative that would provide you with an applicant sorting tool, provide value to the state high school test for students and help your local school district.

Each year all high school juniors in Illinois take the Prairie State Achievement Exam (PSAE). This exam is made up of the ACT test and two WorkKeys tests along with a state created science test. ACT is a college readiness test and WorkKeys are career readiness tests. WorkKeys measures if a student is able to apply knowledge to the workplace. The two WorkKeys tests that are given on the PSAE are Applied Math and Reading for Information. WorkKeys was created by ACT at the request of business and industry across the nation. Many local businesses use WorkKeys tests for pre-employment testing, promotional requirements and as a training program.

Why is this important to your business? There are benefits to you to ask for these test scores when looking at an applicant. These test scores will let you know whether or not you are hiring a skilled person, if the candidates

possess foundational skills, if remedial training will be required. This is a free sorting tool for your applicants and candidates should have more success on the job if they have done well on the WorkKeys test.

Asking for these test scores on your applications/interviews will also help your local school district and high school students. It will help students see the value to the WorkKeys portion of their state test. It will give them a portable credential that verifies their ability when applying for a position. Asking for these scores will help the district with their school composite scores that measure the districts compliance with No Child Left Behind federal legislation.

If you would like to be involved in this initiative please contact Cynthia Garcia at 618-656-0415 or email me at cyndie_g22@yahoo.com. We are asking you to ask for the test scores and allow us to put your business on a list that will be given to the junior class showing them how many businesses are going to be looking for their scores. Even if you don't hire students right of high school, having your business on this list will add value.

"Why should anyone care about economics? It's a useful tool to help you think about life's trade-offs and the choices we make every day."

SIUE faculty

Rik Hafer, Ph.D.
Distinguished Research Professor
Department of Economics and Finance
SIUE School of Business

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Tuesday, May 20 at 6 p.m.

Granite City High School
Performing Arts Center

Presented by:

Dennis M. Hurford, M.D., Ob/Gyn and
Kelly R. Murray, Certified Nurse Practitioner and
Nurse Midwife

Refreshments will be provided.

Please call (618) 798-3166 to reserve your seat.

