

November 2010



Edwardsville | Glen Carbon Chamber of Commerce

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*variety has made it fun to come to work each day for over **34 years!**"*

—John Celuch
Design Director, Inlandesign Inc



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2010 Directors

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1/4 Page	\$65	\$10
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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 in the interests of business, providing members with education and resources, and encouraging mutual support.

Common Ground

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www.edglenchamber.com

on the cover

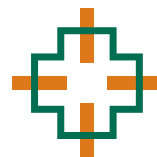
Inlandesign

Inlandesign is a Strategy+Design company, which has created over 200 identities in its nearly 34 years of business in the St. Louis region. In addition to corporate identity and branding, the company creates corporate communications and advertising, and specializes in interpretive exhibits and environmental graphic design. The work of Inlandesign has earned widespread recognition for excellence in design and innovation.

Founded by John Celuch as a graphic design studio in 1976, the company grew quickly with numerous opportunities from clients in banking, insurance, manufacturing and not-for-profit organizations. Originally called Studio 298, the name was changed to Inlandesign in 1981. Since that time, the firm has added the hospitality, transportation, tourism, architecture, engineering and healthcare industries. Adam Celuch joined the company in 2007 and currently serves as art director/designer.

In 2008, John Celuch was named a "Local Legend" by the St. Louis Chapter American Institute of Graphic Arts. The award honors AIGA members who are not only exemplary designers and communicators, but also individuals who contribute their time and energy to enhance the communities in which they live.

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First Bank
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Tiger Plumbing
University Nursing & Rehabilitation
USO of Missouri
WBGZ Radio
Wenzel & Associates

events

11/3 Wednesday 4pm

Ribbon Cutting
Paula Simmons
Country Financial
115 South Main Street
Edwardsville, IL 62025

11/4 Thursday 7:30-9am

YPG: Edwardsville Foundation
Executive Board Panel at
TheBANK of Edwardsville
330 West Vandalia Street
Edwardsville, IL 62025

11/12 Friday 12-1pm

networking@noon
hosted by St. John's
Community Care
at GC Cuisine
1230 University Drive
Edwardsville, IL 62025

11/13 Saturday 7pm

Ed/Glen Chamber Trivia Night
Edwardsville Gun Club
4104 Staunton Road
Edwardsville, IL 62025

11/16 Friday 12-1pm

YPG Speed Networking
GC Cuisine
1230 University Drive
Edwardsville, IL 62025

11/17 Wednesday 4pm

Ribbon Cutting
Young & Company, a division
of People in Business, Inc.
7 Glen Ed Professional Park
Glen Carbon, IL 62034

11/18 Thursday 5-7pm

Business After Hours
Fitness 4 Life Physical Therapy
219 Second Avenue, Suite C
Edwardsville, IL 62025

save the date

12/2 Thursday 5-7pm

Business After Hours
Blanquart Jewelers
2322 Troy Road
Edwardsville, IL 62025

12/7 Tuesday 7:30-9am

YPG Learn from a Leader
Breakfast with Kelly Wagner
at First Clover Leaf Bank
2143 South IL Route 157
Edwardsville, IL 62025

12/10 Friday 12-1pm

networking@noon
hosted by
Premier Digital Printing
at Bella Milano
1063 South IL Route 157
Edwardsville, IL 62025

12/16 Thursday 5-7pm

Business After Hours
Hudson Jewelers
6679 Edwardsville Crossing
Suite E
Edwardsville, IL 62025

connect

business after hours schedule

The purpose of a networking mixer is to meet new people, make new contacts, promote your business, and talk with other business people facing the same challenges as you. All are welcomed and invited to attend. Hors d'oeuvres and beverages are provided. A business card raffle and 50/50 drawing will occur at approximately 6pm. Entry fee is \$5 for Chamber members and \$15 for non-members. This is an excellent networking opportunity!

11/18 Thursday 5-7pm
Fitness 4 Life Physical Therapy
219 Second Avenue, Suite C in Edwardsville

12/2 Thursday 5-7pm
Blanquart Jewelers
2322 Troy Road in Edwardsville

networking@noon schedule

Can't make a Business After Hours? networking@noon is a great way to meet other business people in a smaller group setting without taking time away from your busy day. This fun, fast-paced, members-only "speed networking" event is designed to get you in, fed, connected, and on your way in 60 minutes or less.

11/12 Friday noon
hosted by St. John's Home & Community Care
at GC Cuisine in Edwardsville (1230 University Dr.)

Schedule a networking@noon event in 2011!
Contact Linda Daniels at
ldaniels@edglenchamber.com or
618.656.7600 for details.



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Season 2010-2011

arts & issues



2009 Van Cliburn gold medal winner
Haochen Zhang
Friday, September 10, 2010, 7:30 p.m.

An Evening with George Winston
The Winter Concert
Wednesday, December 15, 2010, 7:30 p.m.
Sponsored by the SIUE Credit Union

premier contemporary dance company
Eisenhower Dance Ensemble
"On The Move"
Saturday, January 29, 2011, 7:30 p.m.
Sponsored by the Commerce Bank

world's most accomplished adult with autism
Temple Grandin
"Visual Thinking, Autism and Design"
Thursday, February 24, 2011, 7:30 p.m.
Sponsored by the Meridian Society and
the Madison County Regional Office of Education

The Langston Hughes Project
Jazz Montage: A Multimedia Concert
Performance of Langston Hughes'
"Ask Your Mama: Twelve Moods for Jazz"
Thursday, March 24, 2011, 7:30 p.m.

dazzling Arabic musician
Simon Shaheen
Thursday, April 14, 2011, 7:30 p.m.

America's most celebrated documentary filmmaker
Ken Burns - "The Civil War"
Wednesday, April 20, 2011, 7:30 p.m.
Sponsored by the SIUE Foundation, the SIUE Graduate School,
and the St. Clair County Regional Office of Education through
a federally funded Teaching American History Grant

Arts & Issues and the **SIUE X FEST** present
madcap comic mayhem
500 Clown Frankenstein
Saturday, June 4, 2011, 7:30 p.m.

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ambassadors

Ambassador Spotlight: Jenny Robison

Written By: Correen Roark, Communications Intern

When Jenny and her husband aren't cheering on the Pittsburgh Steelers on a Sunday afternoon, you can find them chasing around their two year old son Bryce in Worden, Illinois.

Jenny Robison grew up in East Alton and earned her Bachelor's degree in Organizational Management at Greenville College.



Jenny is been the Director of Business Development for Shell Community Federal Credit Union (SCFCU). She has been with SCFCU for the last seven years and in the financial industry for a total of 13 years. When the opportunity came up for Business Development, she felt it was the perfect match for her. Jenny is involved in many different organizations and has met a lot of great people throughout her journey.

Jenny has been a part of the chamber since 2009, but often still considered herself "new." After hearing many great things about the Chamber of Commerce, Jenny knew she wanted to get involved. She sees the Chamber of Commerce as a great way to connect with other businesses in the community. Additionally, Jenny also dedicates her time to RiverBend Growth Association as an ambassador and mentor.

During her time at the chamber she wants to create awareness in the community and promote SCFCU. Jenny believes it is very important to network.

"Opportunity is everywhere, so take advantage of the many events the chamber offers," said Robison.

2010 Ambassadors

Dana Klassen
St. John's Home & Community Care

Sara Sanderson
Liberty Mutual

Ed Faller
Faller Photography Group

Natalie A. Head
Anderson Hospital

Justin Huneke
TheBANK of Edwardsville

Melissa DeLassus
Southern Illinois Chiropractic Cntr.

Bonnie Kotsybar
Chamber Staff

Ryan Matthews
The Insurance Partnership

Diana Voegle
Express Employment Professionals

Ryan High
RE/MAX Preferred Partners

Linda Kuhlmann
Kuhlmann Business Services

Zach Woods
Commerce Bank

Nicole Kline
Extra Help, Inc.

Susan Bailey
National Bank

Chelsea Hoelscher
West & Company, LLC

Rachel Case, Co-Chair
First Clover Leaf Bank

Jenny Robison
Shell Community Credit Union

Mark Muckensturm
MRCT Benefits Plus

Candice Arana
Hospice of Southern Illinois

Dave Viox, Co-Chair
AAdvantage Insurance Group

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of Edwardsville
The People You Know & Trust

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Find TheBANK on Facebook
www.facebook.com/thebankofedwardsville

upcoming YPG events

11/4 Thursday 7:30-9am

Edwardsville Foundation Executive Board Panel
 at TheBANK of Edwardsville 330 West Vandalia in Edwardsville

11/16 Tuesday 12-1pm

Speed Networking
 at GC Cuisine 1230 University Drive in Edwardsville

12/7 Tuesday 7:30-9am

Learn from a Leader Breakfast
 with Kelly Wagner of First Clover Leaf Bank
 at First CloverLeaf Bank 2143 South IL Route 157 in Edwardsville

2/1 Tuesday 7:30-9am

Learn from a Leader Breakfast
 with Gussie Reed of Ameren
 at Ameren 2600 North Center Street in Maryville



ABOVE: YPG's first group outing for golf lessons with Mike Shure at Oak Brook Golf Club.

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Board Spotlight: Emily Gates

Written By: Correen Roark, Communications Intern

A lifelong resident of Edwardsville, Emily and her husband, Stephen, love spending time with their two daughters, Caroline 5, and Betsy 5 months.

Emily Gates earned her bachelor's degree from Eastern Illinois University. She has been the Volunteer Coordinator at Children's Home + Aid for the past four years and involved in volunteer management for the last 10 years.

Emily started by volunteering for a non-profit organization in the development and event department. Her volunteer work easily transferred over to the new position. Emily worked there for nearly 5 years then went back to volunteer management on a part-time basis for Children's Home + Aid. Emily enjoys



working in the non-profit industry; she likes making a positive difference in the lives of children and their families.

Emily's membership to the Chamber of Commerce has been important to her since she joined in 2002. She believes that the high quality of life enjoyed in Edwardsville is not an accident; instead it's the result of a community working together.

In addition to the chamber, Emily is also serves as secretary of the Edwardsville Public Library Board of Directors. The library has always been an important part of Emily's life and she enjoys her involvement there.

As a board member her goal is to make sure the great member service continues. She also hopes for more participation in current programs, as well as the continued strength of their benefits and services. Emily also wants to encourage mentoring relationships between seasoned professionals and those new to the field.

"Everyone says it, but it's true: Get involved," said Gates.

Nominated Slate for 2011 Board of Directors

Additional nominations may be made by any member or members in good standing upon presentation of a petition for nomination signed by at least ten (10) active members in good standing. Such petitions for nomination can be obtained by contacting the Chamber office and must be returned by Wednesday, November 24, 2010.

Executive Committee

President
Marc Voegelé

First Vice President
Skip Sponeman

Second Vice President
Paul Millard

Third Vice President
Emily Gates

Past President
Jay Blanquart

Treasurer
Josh Lowe

Board of Directors

Danelle Brown
(term 2011–2013)

Joan Frey
(term 2010–2012)

Cathy Hamilton
(appointed 2011)

Elizabeth Heil
(appointed 2011)

Gary Hoggatt
(term 2011–2013)

Mike Marshall
(term 2011–2013)

Lelan Olsen
(term 2010–2012)

Mark Richardson
(term 2010–2012)

Len Scaturro
(term 2010–2012)

Todd Sivia
(term 2011–2013)

Pat Slaughter
(term 2011–2013)

David Toby
(term 2010–2012)

Kelly Wagner
(term 2009–2011)

edoglen
Chamber of Commerce

upcoming meeting

11/8 Monday 12-1pm

Government Affairs Committee Meeting
with Glen Carbon Mayor Rob Jackstadt
at Grace Manor Restaurant
1801 North Main Street
Edwardsville, IL 62025



ABOVE: October 4 Government Affairs Committee meeting with Edwardsville Mayor Gary Niebur at Grace Manor Restaurant.



Hey Kids Club Members!

Meet Santa and Mrs. Claus at

SANTA'S WORKSHOP

Saturday, December 4, 2010 9:00 am – Noon at Fox Creek Country Club.

Pictures with Santa and Mrs Claus
(photographer on site or bring your own camera)

Fun Crafts Snacks, Cookies & Punch!

Christmas Pictures Memories to Last a Lifetime!

All proceeds collected are donated to Relay for Life.



SANTA'S WORKSHOP!

Questions?
Call 656-6200
We'll see you at Santa's Workshop!



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connect

Business of the Month:

GLEN CARBON CENTENNIAL LIBRARY
Voted the
**Best Small Library
in America 2010**

Written By: Correen Roark, Communications Intern

From the humble beginnings of a one-room reading center in 1975 to the present day \$2.6 million, 14,000 square foot facility, the Glen Carbon Centennial Library has grown significantly along with the community it serves. Located adjacent to the town's historic covered bridge and in front of Miner Park, Glen Carbon Centennial Library stands among the village's most recognizable landmarks. Aesthetically beautiful and functionally exceptional, this architectural edifice was featured in the Spring 2006 Illinois Library Association reporter article highlighting innovative library buildings. It was also awarded the Bill & Melinda Gates Foundation and Library Journal's Best Small Library in America 2010.

Glen Carbon Centennial Library houses an endless supply of resources providing access to information, literacy and life enrichment. These resources include computers, books/audio books, DVDs, adult and children programs, research databases and homebound delivery. The ample space provides a plethora of different work spaces from glassed-in study rooms, community rooms and a teen area with wireless access and computer workstations. The library also plans to expand its Children's Programming to include more literacy story times/programming for additional outreach to families.

Glen Carbon Centennial Library is a nationally recognized public library known for its innovative programs, strong community partnerships, and a staff committed to excellence and personal service.

Anne Hughes, director at Glen Carbon Centennial Library, strives daily to exceed patrons' expectations. With the motto "More Than You Expect," Anne and her staff always go the extra distance. Anne's first job after college was at the Lincoln Library in Springfield, IL. Her supervisor and mentor, Jaime LaRue, convinced her to apply to graduate school. She earned her Master's Degree in Library and Information Services from University Wisconsin-Milwaukee.

The library enjoys a long-term relationship with the Chamber of Commerce, which allows it to bring many educational programs to the community and participate in community wide events, most recently Fallfest and the Halloween Parade.



To learn more about Glen Carbon Centennial Library, call 618.288.1205, stop by 198 South Main Street in Glen Carbon, or visit them online at www.glencarbonlibrary.org.

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ambassadors

Call for 2011 Ambassadors

The Chamber is accepting Ambassador applications for 2011 – this is a great way to get involved!

Chamber By-laws

Become familiar with the Chamber's by-laws, policies & procedures.

Ambassador Meetings

Attend monthly Ambassador meetings.

Recruitment & Retention

Help recruit new Chamber members. Mentor new Chamber members to help them become familiar with Chamber benefits. Contact non-active members to encourage participation as needed.

Fundraisers

Support the Chamber's fundraising events such as Annual Auction, Golf Challenge, etc. as a volunteer.

Chamber Promotion

Represent the Chamber in a professional manner at all times.

Chamber Board Meetings & Activities

Attend **twelve** Business After Hours events each year to assist with 50/50 ticket sales, registration. Greet and welcome new and prospective Chamber members at events. Participate in networking@noons, Ribbon Cutting ceremonies, open houses, ground breakings, and have the opportunity to provide promotional items for Ribbon Cutting welcome baskets. Assist with annual Halloween Parade by judging parade entries. You are welcomed and encouraged to attend monthly Board of Directors meetings.

2010 AMBASSADOR APPLICATION FORM

NAME: _____

You reviewed the Ambassador duties & responsibilities and are willing to fulfill obligations: YES _____ NO _____

COMPANY: _____

How long have you been a Chamber member? _____

ADDRESS: _____

Why are you interested in becoming an Ambassador? _____

PHONE: _____

E-MAIL: _____

For additional information, contact Carol Foreman at 618.656.7600 or cforeman@edglenchamber.com

Please mail (200 University Park Drive, Suite 260; Edwardsville, IL 62025) or fax (618.656.7611) your application to the Chamber office.

APPLICATIONS MUST BE RECEIVED BY NOVEMBER 29, 2010

*I have read and agree with the above duties and responsibilities. These expectations need to be met by **all** Ambassadors to help with day-to-day functions and to achieve the overall goals and missions of the organization. If for any reason you cannot honor your responsibilities or duties, please advise the Ambassadors' Chairperson so alternate plans can be made. As an Ambassador, you will act as a representative of the Chamber by promoting membership and mentoring new members.*

NAME: _____

DATE: _____

SIGNATURE: _____

It's like grade school with beer.



Saturday, Nov. 13

Brought to you by the
Ed/Glen Chamber.

Hosted by Edwardsville Gun Club
at 4104 Staunton Road

7pm

Cash prizes awarded!

Fee includes fried chicken beer & wine.

BYO side dishes & snacks.

NO outside liquor allowed in.

Cash bar available.

LIMITED SEATING AVAILABLE

TRIVIA NIGHT REGISTRATION FORM

Get your teams of trivia geniuses together soon. Deadline November 10.
Submit payment to Edwardsville Glen Carbon Chamber of Commerce
200 University Park Drive, Suite 260, Edwardsville, IL 62025

TEAM NAME: _____

TEAM CAPTAIN: _____ E-MAIL: _____

OFFICE PHONE: _____ CELL PHONE: _____

_____ FULL TABLE of EIGHT (\$160)

Trivia is a team based competition. If you come alone, we can always match you up with some of the many intelligent people who frequent Chamber events or carry guns.

_____ Individual Seat(s) (\$20 per person)

PAYMENT OPTIONS:

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CARD #: _____

EXPIRATION DATE: _____

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HALLOWEEN PARADE



Grand Champion: Trinity Lutheran Church



2nd Place Large Non-Profit: Meridian Village



3rd Place Large Non-Profit: Edwardsville YMCA



1st Place Small Non-Profit: Glen Carbon Centennial Library



2nd Place Small Non-Profit: USO of Missouri, Inc.



3rd Place Small Non-Profit: REGAP



1st Place Large Commercial: First Clover Leaf Bank



2nd Place Large Commercial: TheBANK of Edwardsville

schmooze

business after hours



RE/MAX Preferred Partners at Stone Cliff Manor, October 14



RE/MAX Preferred Partners at Stone Cliff Manor, October 14



RE/MAX Preferred Partners at Stone Cliff Manor, October 14



ChamberNet at Gateway Center, October 27



ChamberNet at Gateway Center, October 27



ChamberNet at Gateway Center, October 27

ribbon cuttings



Farmers Insurance District 61, October 13



Southern Illinois Chiropractic Center, October 13



Montessori Glen Ed, October 20

networking@noon



Day & Night Solar, June 18

SIUE Day



SIUE Day, October 15



SIUE Day, October 15

HALLOWEEN PARADE



1st Place Small Commercial: Robert Wheatley DMD



2nd Place Small Commercial: Glen-Ed Pharmacy/Maryville Pharmacy



3rd Place Small Commercial: Auto Body Shop



1st Place Neighborhood/Youth Groups: Edwardsville Middle Schools F.I.T.



2nd Place Neighborhood/Youth Groups: Hentz Hartman & Friends



3rd Place Neighborhood/Youth Groups: Scream Mobile

A special thanks to Chamber volunteers, Mojo's Music, Jerry's Tire, American Family Insurance, Royal Solutions LLC, Stunkel Towing, Cable Access TV, the City of Edwardsville, District 7, Edwardsville Rotary & the SIUE Police Department for their continued support of the Halloween Parade. Sponsors of this year's parade were Walmart, Bard & Didriksen Pediatrics, Midwest Sunray Lighting & Sign Maintenance Company, and First Clover Leaf Bank.



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Drawing Dates & Locations

December 2 @ 6pm
Blanquart Jewelers

December 9 @ 6pm
MacXprts

December 16 @ 6pm
Hudson Jewelers

December 23
TheBANK of Edwardsville



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your business

SIUE Hosts "Making a Career Transition" Workshop

Do you feel the pressure of finding a new job? Have you thought about what steps to take next? The Alumni Association will be hosting a "Making a Career Transition" Workshop November 16 to help individuals take the right steps to switch into their new career.

In conjunction with the Office of Educational Outreach and the Career Development Center, the Alumni Association has assembled a panel of speakers to discuss the challenges and opportunities available when making a career transition.

The panel will share their perspective and information on the following topics: researching different career options and choosing your new direction; assessing your skills; preparing your resume; the job search process and interviewing tips.

Panel members include:

- Josh Kaffenberger - Career Counselor, SIUE Career Development Center
- Laci Warden, '07 - SIUE Career Development Center
- Andrew Lenhardt, '04, '06 - Assistant Director, SIUE Human Resources

The workshop will begin at 6:00p.m. following with a question and answer session at 7:30p.m. A networking reception will wrap up the evening.

The event will be located in Birger Hall on the SIUE campus. The cost of the event is \$10 for Alumni Association members, \$15 for non-members and free for current students. Registration price includes an invitation to the networking reception following the workshop and free parking in the Birger Hall parking lot.

Advanced registration is required to attend. For more information, call the Alumni Affairs office at 618.650.2762 or visit www.siu.edu/alumni.

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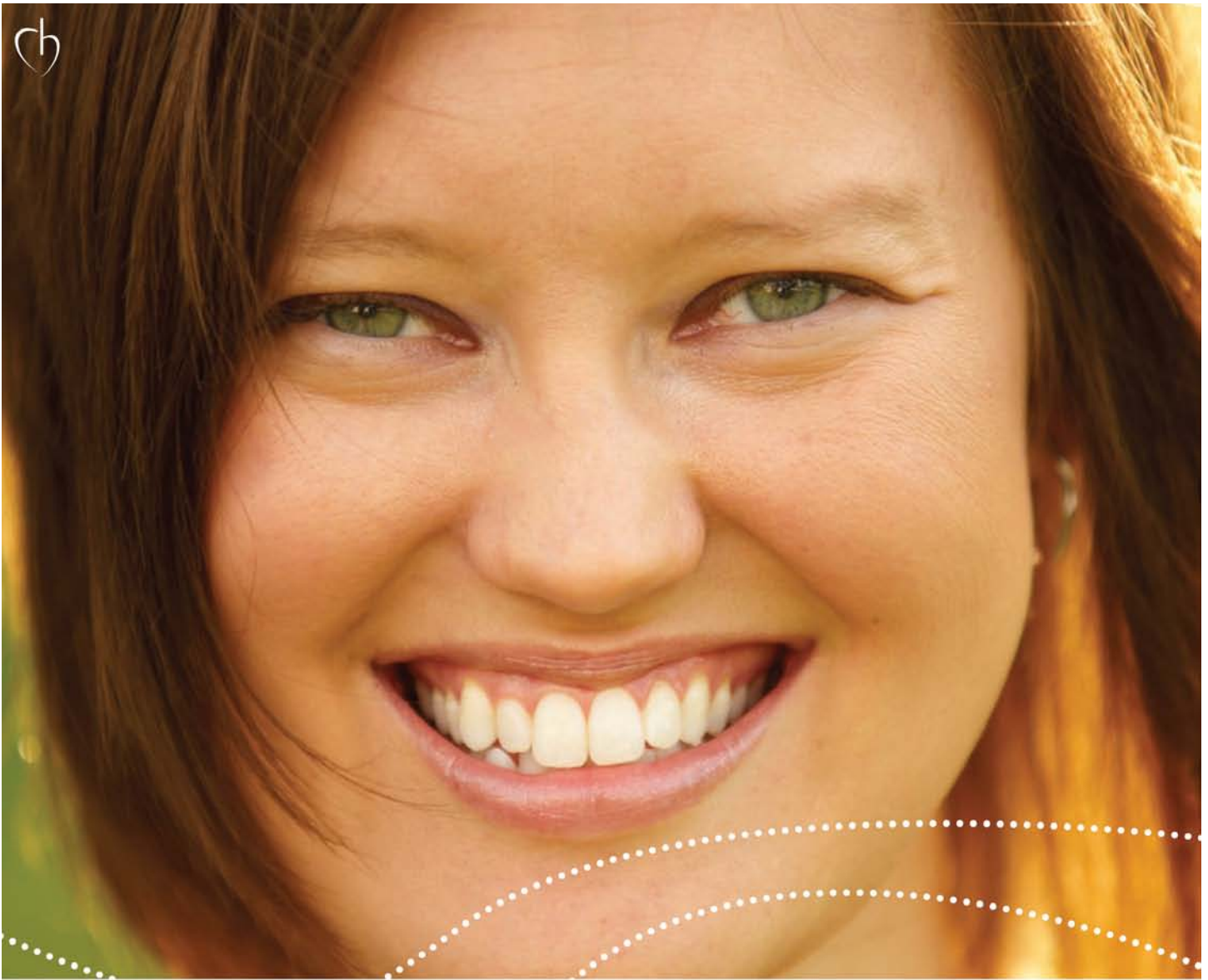
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Standing are Brian Ury, Shannon Scheffel, Tim Whitten and Dave Gansner

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Madison County Office Space Review

The office space vacancy rate is nearly 24%, the highest amount in decades. This is attributed to a large amount of speculative space being built during the past 5 years. Here are some noted highlights of the current office market:

- 134,000 SF of vacant space in the Edwardsville - Glen Carbon area.
- 107,000 SF of vacant space in the Collinsville - Maryville area.
- New lease rates are down 15% to 20%!
- TI (tenant improvements) is a negotiation problem. Tenants want the space remodeled or reconfigured to suit their needs. The cost of the improvements are sometimes equal to the 1st year's gross rent.
- More tenants asking for termination rights after 3 or 5 years if they pay a termination penalty.
- Investors looking for office properties to purchase are seeking Cap Rates above 9% for Class A properties and above 11% for Class B properties!

- The quality of the tenants and the lease terms greatly affect a building's value.
- Today's building values are based on "actual NOI" (net operating income) and not "historical" projections!

In summary, with a vast supply and little demand, it will be a tenant's / buyers market for the foreseeable future!

This information is courtesy of Terry Johnson. Johnson is President of Johnson Properties, Inc., a full service commercial-industrial brokerage firm serving Southwestern Illinois. He can be reached at 618.632.1212.

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Anderson Announces Honorary Chaircouple

Glen Carbon residents Dale and Karen Keller have been named Honorary Chaircouple of the 2010 Anderson Hospital Founders Ball.

"It is our profound privilege to serve as honorary chairs," said the Kellers. "This year's event will benefit the

hospital's new Chest Pain Center which expands access to specialized care for one of the number one killers in America, heart disease." Dale, President of Keller Construction, Inc. in Glen Carbon, was a Board Member of Anderson Hospital's Board of Trustees from 1992-2004. Karen is involved with several service organizations, most notably the American Diabetes Association.



The Ball, slated for November 6 at The Four Seasons Hotel at Lumiere Place in St. Louis, is Anderson Hospital's premier fundraising event. Guests will enjoy a champagne reception, gourmet dinner, oral & silent auction and entertainment. For more information or to purchase tickets, contact Lori St. John at 618.391.6426.

The Cup Donating to Hospice of Southern IL

Need a sweet treat for snacks for a meeting? For every cupcake you purchase on Monday, November 8, The CUP will donate 10% of the day's sales to Hospice of Southern Illinois! The mission at Hospice of Southern Illinois is to enhance the quality of life for individuals and their loved ones touched by a terminal illness. For more information contact Kathy at 235.1703 or kwilson@hospice.org. The CUP is located at 1057 Century Drive in Edwardsville.



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Illinois State Treasurer's Employ Illinois: Small Business Program

The State Treasurer's Office recently approved a decrease in the deposit rate offered to financial institutions through their linked-deposit, low-interest loan programs, including the EMPLOY ILLINOIS: SMALL BUSINESS program.

The EMPLOY ILLINOIS: SMALL BUSINESS program helps Illinois businesses to obtain financing at affordable interest rates by reducing the interest rate on the bank loan a small business may be taking out to start up, expand, or just survive in this economy. The loans can be used to finance real estate acquisition, construction and/or equipment purchases. Lines of credit are not eligible for the program. The maximum loan size is \$1 million.

Effective October 1, the deposit rate has been reduced from 1% to .5%. What this means for Illinois businesses is that the maximum interest rate through the program is now 3.5%. This rate can be fixed for the first two years of the loan, and we can participate (i.e., provide the lower interest rate on the loan) for a total of up to 5 years.

For small business loans under \$100,000, the deposit rate has been reduced to .25%, which means a maximum interest rate of 3.25%.

They are hoping that this move will help to stimulate lending and economic development throughout the state. The reduced rate will be provided through December 31, 2010.

Further information about the EMPLOY ILLINOIS: SMALL BUSINESS program can be found at: www.treasurer.il.gov/programs/employ-illinois/small-business-owners.aspx

Trying to juggle holiday expenses this year?



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Shell Credit Union Honored as "Best of the Best"

Shell Community Federal Credit Union recently won first place in the 2010 Best of the Best contest. They were voted Best Credit Union in Madison County by the community. Throughout the years they have been actively involved in community events. Earlier this year, they celebrated their 75th anniversary!

Shell Community Federal Credit Union serves the entire Madison County community. Anyone who lives, works, worships or attends school in Madison County can belong. The credit union has locations in Wood River and Maryville. Visit www.shellcuonline.org or call 618.254.0605 for more information.



Sandberg Phoenix Receives Mayor's Award

Sandberg Phoenix & von Gontard P.C. has been selected by the Office of Mayor Francis G. Slay to receive one of the 2010 Mayor's Awards. This award is given in recognition of the significant contributions the firm has made in furthering economic development in the City of St. Louis.

Sandberg Phoenix will be presented with the award at the 2010 City of St. Louis Business Celebration Luncheon.

Throughout their 30 year history, Sandberg Phoenix has developed into one of the premier full-service law firms in Missouri and Illinois. Their success is dedicated to the attorneys who founded Sandberg Phoenix in 1979, most of whom are still with the firm today. With their vision and leadership, the firm has grown to 65 attorneys and nearly 100 staff members dedicated to delivering seriously unbelievable client service®.



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As of January 1, 2011, Mark Twain Plaza II has a full floor opportunity on the second and third floors with the floor plates being 15,000 square feet. Other spaces in the development range in size from 248 up to the largest contiguous space of 40,831 square feet. Mark Twain Plaza I offers single private offices in an executive suite environment with a shared reception area, conference room and kitchen with lease rates starting at \$500 per month. Other traditional office and retail space lease rates start at \$21.90 per square foot, full service. For a limited time, tenants who lease office or retail space and sign a five year lease will receive five months free rent (executive suite offices excluded). Each prospect who tours will receive a \$50 gift card while supplies last.

For leasing information and property tours, please contact Kim Adkins at Balke Brown Associates at 314-880-0423 or kadkins@balkebrown.com.

Junior Service Club Holiday House Tour is Back

The annual Holiday House Tour sponsored by the Junior Service Club of Edwardsville/Glen Carbon is back. Bells will be jingling across our community as local residents ready their homes for the holidays, decking the halls in festive holiday finery. Gracious homeowners will once again open their doors for this annual tour, inviting the public to enjoy the decorations.

Proceeds from the house tour will be used to further the cause of the Junior Service Club, a philanthropic social service club that strives to further the civic and economic welfare of our community.

The date of the tour is Sunday, December 5 from 12–4:30pm. Tickets are \$20 per person; children under 12 and pets are not permitted on the tour. Advanced tickets are available at several businesses throughout the community.

Visit www.edglenjsc.org for more information on where tickets can be purchased. Please contact Carolyn Pilla at 618.410.7350 or Angela Brickman at 618.792.1588 if you have any questions.

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2. Boost Customer Service

3. Attach your business to a charity during the holidays.

4. Offer holiday refreshments on high traffic weekends.

5. Offer gift wrapping.

6. Offer in-house babysitting or children's entertainment corner.

7. Create a special rest or seating area of spouses of shoppers.

8. Offer free delivery.

9. Offer shipping.

10. Create a frequent shopper strategy – progressive percentage off or a special gift that graduates in value with each \$50 purchase.

11. Hold an open house with specially packaged items and Santa with a "helper elf" to assist younger shoppers.

12. Hold a holiday sweepstakes, raffle, scavenger hunt, or contest.

13. Bombard senses with visuals, aromas, music, and interactive displays.

14. Show the savings a customer receives at purchase.

15. Institute a "check-out strategy" that could include a coupon, pre-wrapped stocking stuffers at the register, buy 2 get 3rd free, or pick an ornament for a mystery percentage off. (Collect names/e-mail addresses)

16. Cross promote with complimentary businesses.

17. Have holiday candies at the register to draw attention.

18. Send out holiday cards with hand-written notes a percentage off.

19. Send out a holiday newsletter with recipes, stress reduction tips, and local events.

20. Produce your own gift giving guide/catalog.

21. Hold a special customer/employee dinner or brunch where everyone contributes.

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