November 2010

Common Ground

It’s everyone’s business.

“I think diversity by design best describes the business mix here at Inlandesign. One day we might be designing a college sports team’s logo...the next, a 12-ton stainless steel monument. This means that as designers we can tackle just about any problem. That kind of variety has made it fun to come to work each day for over 34 years!”

—John Celuch
Design Director, Inlandesign Inc
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.

Inlandesign is Where Strategy Meets Creativity.
special investors

Gold Level
Anderson Hospital
Wal-Mart

Silver Level
AmerenIP
AT&T
Gateway Regional Medical Center
Hortico
Meridian Village
TheBANK of Edwardsville

Bronze Level
Associated Bank
Best Buy
Cassens & Sons
Cassens Transport
Chart Business
City of Edwardsville
Commerence Bank
Doubletree Hotel Collinsville
Eden Village Retirement Community
Edwardsville School District #7
Edwardsville Publishing Company
First Clover Leaf Bank
Huford Architects, Inc.
Juneau Associates, Inc., PC.
Madison Mutual Insurance Co.
Prestige Management Services, LLC
Richards Brick Company
Royal Office Products, Inc.
Royal Solutions, LLC
R.P. Lumber
Shop ‘N Save
Southern Illinois University Edwardsville
Village of Glen Carbon

Premier Level
'62 Sports Group
Able Sign Company
Abstracts & Titles Inc.
American Family Insurance
Answer Direct
Associated Physicians Group
Assurance Brokers
B & R Cleaning
Bord & Didriksen Pediatrics
Bouer-Hite Orthodontics
Bougher Financial & Assoc. Inc.
Bella Milano Restaurant
Brickman Orthodontics
Bull & Bear Grill & Bar
Bully’s Smokehouse
Burlington Smile
Caulk’s Collision
Chicago Title Insurance
Coffee & McCracken Law Firm P.C.
Coldwell Banker Brown Realtors
Comfort Inn
Computer Rescue
Country Club Lawn & Tree
Country Hearth Inn & Suites
Crowford, Murphy, & Tilly, Inc.
Culver’s of Edwardsville
Days Inn
Denny’s
DRDA Electric Company
Eberhart Sign & Lighting Co.
Edwardsville Pet Hospital
El Maguey
Farmers Insurance District 61
Fazoli’s
FCB Edwardsville Bank
First Bank
First Mid-Illinois Bank & Trust
First National Bank - Maryville
Fitness 4 Life Physical Therapy
Fountain View Manor
Gateway Center
Gateway Grizzlies
Gerald Moving
Glik’s Department Store
Grace Manor
Hampton Inn & Suites
Hawkins Law Office
Hawthorne Animal Hospital
Holiday Inn Express
Illinois Dept. of Employment Security
Imaging Center of Southern Illinois
IMG’S Pizza
Jan’s Hallmark Shop
J.F. Electric Inc.
Joe’s Pizza & Pasta
Kentucky Fried Chicken
Kitchenland
Kurt’s Carstar Collision Center
Lindenwood University
Magnuson Carmelot Hotel
Market Basket
Maryville Women’s Center & Med Spa
Masterpiece Smiles – Dr. Noll
Mastroianni Orthodontics
Meridian View Family Dental
Midwest Occupational Medicine
Minuleman Press
Neruda
Office Depot
Phillips Furniture
Piedmont Development Corp.
ProSource Wholesale Floorcoverings
Red Robin
REDZ Rib Shack
Reed Armstrong, Gorman, Mudge & Morrissey
REMAV Integrity Realty Centre
Regions Bank
Sandberg, Phoenix & von Gontard
Schnucks
Scott Credit Union
Shell Community Federal Credit Union
Shoe Carnival
Southern Illinois Underwriters
Specialty Printing
Stohl Cartage Co.
Sunset Hills Country Club
Sunset Hills Family Dental
Super & Pontoon Beach
TheEDGEBANK
The Cup
The Scheffel Companies
Thouvenot, Wade & Moerchen Inc.
Tiger Plumbing
University Nursing & Rehabilitation
USO of Missouri
WBSZ Radio
Wenzel & Associates

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

save the date

11/2/10 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

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
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

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.

REDUCE COSTS, SAVE TIME, AND GET ORGANIZED.

IN THIS ECONOMY, IF YOU’RE NOT LOOKING TO CUT COSTS, YOU’RE TRYING TO HELP YOUR PEOPLE GET MORE DONE.

WE CAN HELP YOU DO BOTH.

Cut costs as you work to strengthen security.
We can help you reduce operational costs and optimize productivity by putting easy-to-manage technology in the hands of your workforce.

Save time and collaborate more.
Let us show you how you can help your people work well with others by giving them the tools they need to stay connected-in and out of the office.

200 University Park Drive • Suite 260 | Edwardsville, Illinois 62025 | (866) 394.0334

International Association of Microsoft Certified Partners
the newly connected

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Decatur, IL 62526
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www.300below.com

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Mike Weller
Sale & Leasing of Furniture, Appliances & Electronics
1608 Troy Road
Edwardsville, IL 62025
618.659.0493
www.aarons.com

Answer Direct
Shani Schefft
Answering Service
15 Canty Lane
Fairview Heights, IL 62208
618.397.0362
www.answerdirectonline.com

Caffé Avanti
Jon or Derrick Lebryk
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Edwardsville, IL 62025
618.939.0187
www.caffeavanti.com

CATO Fashions
Teresa Lattina
Ladies Fashions
90 Station Road
Glen Carbon, IL 62034
618.288.0398
www.catofashions.com

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Roofing & Remodeling
Jim Daech
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Collinsville, IL 62234
618.345.5473
www.roof211.com

Global Brew Tap
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Ryan High
50 Beers on Tap & 200+ Bottles
112 South Buchanan Street Ste. 1
Edwardsville, IL 62025
www.globalbrewtaps.com

Paula Simmons
Country Financial
Paula Simmons
Insurance & Financial Services
115 South Main Street
Edwardsville, IL 62025
618.659.9000
www.paulasimmons.com

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.
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.
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.
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 Voegele

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)

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.

First Clover Leaf Bank™
We’re Better Together.
Questions?
Call 656-6200
We’ll see you at Santa’s Workshop!

www.firstcloverleafbank.com

Chamber of Commerce
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.
Call for 2011 Ambassadors

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

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<tr>
<th>Chamber By-laws</th>
<th>Chamber Promotion</th>
<th>Recruitment &amp; Retention</th>
<th>Chamber Board Meetings &amp; Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Become familiar with the Chamber’s by-laws, policies &amp; procedures.</td>
<td>Represent the Chamber in a professional manner at all times.</td>
<td>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.</td>
<td>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.</td>
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<tr>
<th>Fundraisers</th>
<th>Ambassadors Meetings</th>
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<tr>
<td>Support the Chamber’s fundraising events such as Annual Auction, Golf Challenge, etc. as a volunteer.</td>
<td>Attend monthly Ambassador meetings.</td>
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</table>

2010 AMBASSADOR APPLICATION FORM

NAME: _______________________________________________ DATE: ____________________________

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: _______________________________________________

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

E-MAIL: _______________________________________________

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:

_ CASH _ CHECK _ MC/VISA

NAME ON CARD: ____________________________

CARD #: ____________________________

EXPIRATION DATE: ____________________________

RECEIPT OF PAYMENT GUARANTEES YOUR RESERVATION • MAKE CHECKS PAYABLE TO ED/GLEN CHAMBER OF COMMERCE
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

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

Day & Night Solar, June 18

networking@noon

SIUE Day

SIUE Day, October 15

SIUE Day, October 15
HALLOWEEN PARADE

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.
Shop at participating Chamber businesses for the chance to win one of three weekly prizes and one grand prize!

Drawing Dates & Locations
December 2 @ 6pm  
Blanquart Jewelers
December 9 @ 6pm  
MacXprts
December 16 @ 6pm  
Hudson Jewelers
December 23  
TheBANK of Edwardsville
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.siue.edu/alumni.
When diabetes made my life a roller coaster, Christian got me back on solid ground.

At Christian Hospital, we’re passionate about the health and wellness of our community. In fact, we don’t just want to treat conditions like diabetes, stroke and heart attack, we want to help prevent them. That’s why we’ve launched a new website full of information, free screening and event schedules – plus even a few surprises:

ChristianCares.org

Because whether it’s helping one neighbor learn to manage her diabetes or helping thousands learn how to avoid it, we’re dedicated to improving everyone’s quality of life.
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.
Class size is just one reason students choose Southern Illinois University Edwardsville. Here, you’re not just another face in a lecture hall. The average undergraduate student-to-faculty ratio is 16-to-1. At SIUE, you’ll get the degree you need for the career you want—with the personalized experience of a small, liberal arts college and the savings of a state university. It’s just one more way the e equals excellence.

Learn more about the power of e. Call 800-447-SIUE or log on to siue.edu.

Anderson is proud to introduce this remarkable option to our patients!

The newest technology for minimally invasive surgeries, da Vinci® Si™ is being used for urological, gynecological and general surgical procedures offering patients:

- Less invasive surgery, lowered risk of infection
- Precision, with dime-sized incisions
- Faster recovery, quicker return to normal activities

Talk to your doctor about da Vinci® Si™ if you are planning for surgery or log onto www.andersonhospital.org

The future of surgery is here.

And in Southern Illinois it’s only available at

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Maryville, Illinois

da Vinci.Surgery
www.davincisurgery.com
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 of 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.

Stay Competitive. Lead Change.

Make a smart investment in the future of your business by learning how to effectively identify and lead change initiatives in the workplace. This one-day workshop is designed to give you the skills necessary to stay ahead of the competition by maximizing your flexibility while minimizing the impact of change on your staff.

Friday, November 19, Edwardsville

Class size limited. Call today to enroll! 618.468.5740.

It’s what you know.
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 0.5%. 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 0.25%, 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
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®.
Mark Twain Plaza Offering Office & Retail Space

Located across the street from the Madison County Illinois Courthouse and Administration Buildings, Mark Twain Plaza has office and retail space available. The development consists of three buildings containing over 129,000 square feet in a campus-like environment. Mark Twain Plaza is located within walking distance to many restaurants, banks, retail businesses and in close proximity to major highways.

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.
21 Ways to Make the Most of Your Holiday Business

1. Join the “Shop Chamber” campaign!

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.


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.
Support the Edwardsville Rotary Citrus Sales

Pink Grapefruit  $28 per 40 lb. case
Navel Oranges  $30 per 40 lb. case

To order, contact an Edwardsville Rotarian or call Carol at 618.656.7600
Delivery & Pick-Up at Madison Mutual on December 3 & 4

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