

September 2008



Edwardsville | Glen Carbon Chamber of Commerce

It's everyone's business.

# Common Ground

## Edwardsville Intelligencer



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**Erika Kennett**  
The Alliance of Edwardsville/Glen Carbon

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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

### Edwardsville Intelligencer



Changes and challenges – the Edwardsville Intelligencer has seen thousands in its 145-year existence. As the city's oldest, continuously-operated business, the "I" has grown and prospered in a world where newspapers have evolved from hot-lead type to computer generated pages.

And while a number of supposed "threats" would undoubtedly be the demise of the newspaper business, the Intelligencer has withstood radio, television and the Internet, joining the latter to provide the Edwardsville/Glen Carbon community with the area's most informative Web site.

The first issue of the four-page, weekly Madison Intelligencer was printed on Nov. 13, 1862. Over the years, the "I" has called a handful of locations home – 213 North Main St., 108 St. Louis St. and, since 1921, 117 North Second St.

The newspaper has been passed on from several owners – from James R. Brown in its infancy to the Hearst Corporation, the parent company today, in 1985. And while the changes in the world – and in the newspaper business – have been constant, the Intelligencer has been committed to providing its readers with the best local coverage possible. A commitment that's been upheld for 145 years.

## 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.

Monthly distribution: 1,000 issues.

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

Copyright 2007 Edwardsville and Glen Carbon Chamber of Commerce, 200 University Park Drive, Suite 260, Edwardsville, Illinois 62025. (618) 656-7600, www.edglenchamber.com

## 2008 Advertising Rates:

	Monthly Rate	Color Charge
1/8 Page	\$32	\$7
1/4 Page	\$65	\$10
1/2 Page	\$110	\$15
Full Page	\$210	\$20
Back Page	\$310	Included

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## Common Ground

200 University Park Drive, Suite 260

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www.edglenchamber.com

# Special Investors

## Gold Level

Anderson Hospital  
Wal-Mart

## Silver Level

AmerenIP  
AT&T  
Eden Village Retirement Community  
Gateway Regional Medical Center  
Hortica  
TheBANK of Edwardsville

## Bronze Level

Ashley Furniture Home Store  
Associated Bank  
Best Buy  
Cassens & Sons  
Cassens Transport  
City of Edwardsville  
Edwardsville School District #7  
Edwardsville Publishing Company  
First Clover Leaf Bank  
Holiday Inn Collinsville  
MetLife  
Meridian Village  
National City Bank  
Ready Mix Service  
Red Robin Gourmet Burgers  
Richards Brick Company  
R.P. Lumber  
Sandberg, Phoenix & von Gontard  
Shop 'N' Save  
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Village of Glen Carbon  
WellCare Health Plan  
YTB

## Premier Level

'62 Sports Group  
Abstracts & Titles Inc.  
Adecco Staffing Services  
American Family Insurance  
Angel's Food & Ice Cream  
Annie's Frozen Custard  
Associated Physicians Group  
Assurance Brokers  
Baugher Financial & Assoc. Inc.  
Bella Milano Restaurant  
Belleville News Democrat  
Best Western Camelot  
Brickman Orthodontics  
Byron Gerber Petri & Kalb, LLC  
Bull and Bear Grill & Bar  
Bully's Smokehouse  
Chicago Title Insurance  
Coffey & McCracken Law Firm P.C.  
Coldwell Banker Brown Realtors  
Collision Plus  
Comfort Inn  
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Country Hearth Inn & Suites  
Crawford, Murphy, & Tilly, Inc.  
Credit Control, LLC  
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Days Inn  
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Dr. Hal R. Patton, D.D.S.  
DRDA Electric Company  
Eagle Publications, Inc.  
Eberhart Sign & Lighting Co.  
Edwardsville Nursing & Rehabilitation  
Edwardsville Pet Hospital  
Elmwood Nursing and Rehab  
Excelogy Consulting Group  
Extra Help, Inc.  
FCB Edwardsville Bank  
Fitness Designs  
First American Title  
First Bank  
First Mid-Illinois Bank & Trust

First National Bank - Maryville  
Fitness 4 Life Physical Therapy  
Gateway Center  
Gateway Grizzlies  
Glik's Department Store  
Hampton Inn & Suites  
Hawthorne Animal Hospital  
Henderson Associates Architects, Inc.  
Holiday Inn Express  
Hurford Architects, Inc.  
Illinois Dept. of Employment Security  
IMO'S Pizza  
Jan's Hallmark Shop  
J.F. Electric Inc.  
Juneau Associates, Inc., PC.  
Kentucky Fried Chicken  
Kitchenland  
Kurt's Carstar Collision Center  
Lee's Services  
Lower Facility Planning  
Madison Mutual Insurance Co.  
Market Basket  
Maryville Women's Center & Med Spa  
Mastroianni Orthodontics  
Medical Billing Solutions, Inc.  
Metro Limousine  
Mid-America Catering & Laundry  
Minuteman Press  
Morning Glory Homecare  
Mt. Everest Air  
Neruda  
Noble Roman's Pizza  
OCE Imagistics  
Office Depot  
Office Max  
Open MRI of Southern IL, LLC  
Partners Bank  
Partners Personnel Services  
Piedmont Development Corp.  
Pizzini Distributing Company  
Prudential One Realty Centre  
Reed, Armstrong, Gorman, Mudge & Morrissey  
Regions Bank  
RH Donnelley  
Royal Office Products, Inc.  
Scheffel Companies  
Schnuck's  
Scott Credit Union  
Shell Community Federal Credit Union  
Sherrill Associates, Inc.  
Shoe Carnival  
Sivia Business & Legal Services  
Southern Illinois Underwriters  
Spring Green Lodge  
Sprint  
SSM Home Care  
Stahly Cartage Co.  
Stonebridge Golf Club  
Sunset Hills Country Club  
Super 8 Pontoon Beach  
T-Mobile  
The Scheffel Companies  
The Telegraph  
Think Tank PR  
Thouvenot, Wade & Moerchen Inc.  
Today's Advantage  
Traveling Tails Inn  
University Nursing & Rehabilitation Center  
US Bank  
Valley View Cemetery, Mausoleum & Funeral Home  
Verizon Wireless  
Wells Fargo Home Mortgage  
Wenzel & Associates  
West & Company, L.L.C.  
Wise Choice Coffees

# events

## 9/1 Monday

### Labor Day

Chamber Office Closed

## 9/4 Thursday 5 - 7 pm

Business After Hours  
Business Professional Women  
and Neruda  
4 Club Center Ct., Ste. A  
Edwardsville, Illinois 62025

## 9/5 Friday

SIUE Welcome Back Block Party

## 9/6 Saturday 10 am

Ground Blessing  
Habitat for Humanity  
310 M Street  
Edwardsville, Illinois 62034

## 9/8 Monday 5 - 8 pm

Meet & Greet Your  
Elected Officials  
Leclair Room, N.O. Nelson  
Campus of Lewis & Clark  
Edwardsville, Illinois 62025

## 9/12 Friday 9 am

Chamber Golf Challenge  
Sunset Hills Country Club  
2525 Highway 157 South  
Edwardsville, Illinois 62025

## 9/12 Friday 4 - 7 pm

Business After Hours  
Sunset Hills Country Club  
2525 Highway 157 South  
Edwardsville, Illinois 62025  
\$10 payable to Sunset Hills  
(no passes)

## 9/17 Wednesday 8 am

Ribbon Cutting and  
Grand Re-Opening  
Wal-Mart  
400 Junction Drive  
Glen Carbon, Illinois 62034

## 9/18 Thursday 5 - 7 pm

Business After Hours  
Mastroianni Orthodontics  
2220 State Route 157 Suite 125  
Glen Carbon, Illinois 62034

## 9/19 Friday 8 am

Professional Education Series  
Dale Carnegie Training -  
Understanding Your  
Customers' Needs  
N.O. Nelson Campus of Lewis  
and Clark Community College  
600 Troy Road  
Edwardsville, Illinois 62025

## 9/24 Wednesday 5 - 7 pm

Business After Hours  
Floors, Inc. Design Showroom  
1622 Eastport Plaza Drive  
Collinsville, Illinois 62234

## 9/26 Friday noon

networking@noon  
Hosted by Frye Chiropractic &  
Laser Center, LLC  
at Bella Milano  
1063 S. State Route 157  
Edwardsville, Illinois 62025

## 9/29 Monday 10 am

Ground Breaking Ceremony  
Hospice of Southern Illinois  
Edwardsville, Illinois 62025

# save the date

## 10/1 Wednesday 4 pm

Ground Breaking Ceremony  
Extra Help  
5214 Chain of Rocks Road  
Edwardsville, Illinois 62025

## 10/10 Friday noon

networking@noon  
Hosted by Southern Illinois  
Chiropractic

## 10/16 Thursday 5 - 7 pm

Business After Hours  
Stonecliff Manor

## 10/17 Friday 8 am

Professional Education Series  
Dale Carnegie Training -  
Presenting a Winning Solution  
N.O. Nelson Campus of Lewis &  
Clark Community College  
600 Troy Road  
Edwardsville, Illinois 62025

## 10/23 Thursday

SIUE Day

## 10/24 Friday 8:30 am

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

## 10/31 Friday 6:30 pm

Annual Halloween Parade



# 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.

### 9/4 Thursday 5 - 7 pm

Edwardsville Business & Professional Women and Neruda  
4 Club Center Ct., Ste A  
Edwardsville, Illinois 62025

### 9/12 Friday 4 - 7 pm

Sunset Hills Country Club  
following the Chamber Golf Challenge  
2525 Highway 157 South  
Edwardsville, Illinois 62025  
\$10 payable to Sunset Hills (no passes)

### 9/18 Thursday 5 - 7 pm

Mastroianni Orthodontics  
2220 State Route 157, Suite 125  
Glen Carbon, Illinois 62034

### 9/24 Thursday 5 - 7 pm

Floors, Inc. Design Showroom  
1622 Eastport Plaza Drive  
Collinsville, Illinois 62234

## The Newly Connected

### Cartridge World

Mike Hug  
*Refill and remanufacture of ink and toner printer cartridges*  
2216 Troy Road  
Edwardsville, Illinois 62025  
(618) 656-4440  
[www.cartridgeworldusa.com](http://www.cartridgeworldusa.com)

### Cornerstone Financial Group

Jason Stroede  
*Financial advice*  
230 Regency Centre  
Collinsville, Illinois 62234  
(618) 345-6861  
[www.cornerstonefinancialgroup.nef.com](http://www.cornerstonefinancialgroup.nef.com)

### Integrated Body Studio

Pamela Moody  
*Classical yoga, Pilates*  
23-C Kettle River Drive  
Edwardsville, Illinois 62025  
(618) 656-3890  
[www.integratedbodystudio.com](http://www.integratedbodystudio.com)

### Johnson Properties, Inc

Beth Frame  
*Commercial Real Estate*  
303 Fountains Pkwy, Ste. 303  
Fairview Heights, Illinois 62208  
(618) 632-1212  
[www.jpisites.com](http://www.jpisites.com)

### Metro East Lutheran High School

Terri Mize  
*Luthern High School*  
6305 Center Grove Road  
Edwardsville, Illinois 62025  
(618) 656-0043  
[www.melhs.org](http://www.melhs.org)

### Judy Morrissey

*Individual Member*  
36 Katie Lynn Ct.  
Glen Carbon, Illinois 62034  
(618) 781-5449

### Phelps Construction, Inc

Craig Phelps  
*General Contractor*  
6197 Old Alton-Edwardsville Road  
Edwardsville, Illinois 62025  
(618) 692-4500  
[www.phelpsconstruction.com](http://www.phelpsconstruction.com)

### Andrew Speciale

*Individual Member*  
103 West Vandalia St. Suite 300  
Edwardsville, Illinois 62025  
(618) 656-0184

### U.S. Army Recruiting Station

Sgt. 1st Class Sherry Foxx  
*Ranch of Armed Forces*  
2010 Vandalia Ave.  
Collinsville, Illinois 62234  
(618) 345-7874  
[www.goarmy.com](http://www.goarmy.com)

## SIUE Credit Union

1566 Lewis Road  
Edwardsville, IL 62026  
Phone 618-650-3760  
[www.siuecu.org](http://www.siuecu.org)



*"Investing in each other."*

*"Serving the SIUE & Edwardsville School District Community Since 1959"*

# 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.

**9/26 Friday noon**

Hosted by Frye Chiropractic & Laser Center  
at Bella Milano  
1063 S. State Rte. 157  
Edwardsville, Illinois 62025

# Chamber to Recognize Oldest Area Businesses

## Businesses will be featured on cover of upcoming issues of Common Ground

The Edwardsville/Glen Carbon Chamber of Commerce is announcing a new series of covers for Common Ground, the Chamber's monthly newsletter. The covers will feature the oldest area businesses, celebrating their history in the business community.

"We are excited to feature these businesses and their commitment to our area," said Carol Foreman, Executive Director. "Their contribution to the businesses community over the many years is remarkable."

The Edwardsville Intelligencer is featured on the cover of the September edition. The Edwardsville Intelligencer is celebrating 145 years of bringing news to area residents.

Look for TheBANK of Edwardsville on the cover of the November edition, as they celebrate 140 years in 2008.

## Not golfing in the Chamber Challenge?

### Join us on the "19th Hole" for a Business After Hours

Friday, September 12th  
4 p.m. to 7 p.m.  
after the Chamber Golf Challenge  
**Sunset Hills Country Club**  
\$10 per person at the door

Enjoy food, beer, wine,  
live music and live auction!

Don't forget to register your foursome  
for the 2008 Chamber Golf Challenge!

Registration and Sponsorship information  
can be found at [www.edglenchamber.com](http://www.edglenchamber.com).



# connect

## Floors, Inc. Business After Hours Moved to September 24th

The Business After Hours hosted by Floors, Inc. Design Showroom has been moved to Thursday, September 24th from 5 to 7 pm.

Enjoy great food, wine by Crushed Grapes, and door prizes while visiting Floors, Inc in Collinsville.

"We are really excited to be hosting a Business After Hours," said David Jorgenson of Floors, Inc. "We promise to pamper those who can make it."

Floors, Inc. is located at 1622 Eastport Plaza Drive in Collinsville. For more information, call 618-344-3900.



## Call for Board Nominations

The Chamber is still accepting applications for the Board of Directors and the Executive Board.

Consider giving your time and talents to the Chamber by serving on the Board. This is a great opportunity to become more involved in the Chamber and to serve not only your fellow Chamber members, but the community as well.

To nominate yourself or someone else for the Board of Directors, download the Board of Directors Application from the website, [www.edglenchamber.com](http://www.edglenchamber.com). The Nominating Committee will consider recommendations for open board positions through September 5th.

The new Board Members will receive notice of their election on November 1st and their term will then begin in January.

For more information, visit [www.edglenchamber.com](http://www.edglenchamber.com)

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Edwardsville 618-655-9660**

[www.waox.com](http://www.waox.com)



# Register Your Foursome for the 2008 Chamber Golf Challenge

The 2008 Chamber Golf Challenge will be held September 12th at Sunset Hills Country Club in Edwardsville. The Golf Challenge is a great opportunity to market your business, treat your employees, or host your clients.

We hope you will be able to attend and enjoy lunch on the course, 18 holes of tournament golf with cart, beverages on the course, and a reception with awards ceremony - all to benefit the community programs supported by the Chamber.

New this year - the reception will be a Business After Hours with great food, beer and wine, live music and a live auction! It is also open to the public, so encourage your friends to join you!

Registration will begin at 9:00 am with a Shotgun Start at 10:00 am. The Business After Hours will start at 4:00 pm.

Our all-inclusive format also includes the unlimited use of the driving range and putting green, all par 3 games, contests and prizes, and a chance to win a car with a Hole in One!

The sponsorship booklet highlights the many opportunities you have in participating in this year's tournament. Become a sponsor and enjoy the numerous marketing opportunities for your business - or reserve a foursome and entertain clients or treat your employees. Individual tickets are also available. Either way, you are sure to enjoy your day at Sunset Hills Country Club.

Registration ends September 5th. Don't wait - reserve your foursome today!

For more information, visit [www.edglenchamber.com](http://www.edglenchamber.com) or call the Chamber office at 656-7600.



***Fine Chocolate & Confections***

*123 Glen Crossing Road  
Glen Carbon, IL 62034*

*at Miner Square  
in Old Town Glen Carbon*

**618-288-7650**

*[www.SweetiesConfections.com](http://www.SweetiesConfections.com)  
[gina@sweetiesconfections.com](mailto:gina@sweetiesconfections.com)*

*It's time to place your  
holiday orders!*



*Sweeties  
specializes in  
helping you say,  
"Thank You"  
to your customers  
in an elegant  
and decadent way.*

# Ambassadors

## Meet Your Ambassadors:

### Nancy Baahlmann

By Natalie Head, Anderson Hospital

Ambassador Nancy Baahlmann proves that you don't have to be a local to get involved locally. Nancy, originally from Albany, Georgia, now resides in Brighton, Illinois, with her daughter Ashley and husband John. She is the Community Relations Director for Beverly Farm – a planned community located in Godfrey, Illinois, that is designed for people and families with disabilities.



Nancy joined the Edwardsville/Glen Carbon Chamber to help others learn about the great things going on at Beverly Farm. "The Chamber is a great way to spread the word about your business," said Nancy. "I've heard many great things about the members of the Edwardsville/Glen Carbon Chamber and knew I had to join."

## Ambassadors

### Nancy Baahlmann

Beverly Farm Foundation

### Danelle Brown

The Tech Spot

### Ashleigh Deatherage

Scott Credit Union

### Melissa DeLassus

Southern Illinois Chiropractic Center

### Ed Faller

Faller Photography Group

### Natalie A. Head

Anderson Hospital

### Gary Hoggatt

National Bank

### Justin Huneke

TheBANK Of Edwardsville

### Debbie Jung

Community Title & Escrow

### Dana Klassen

C.A.F.E. Community Association for  
Financial Education

### Bonnie Kotsybar

Chocolates n'Amour

### Sue Mancuso

Suburban Journals

### Ryan Matthews

Hortica Insurance & Employee  
Benefits

### Chad Opel

Merrill Lynch

### Pamela Perlmutter

Girl Scouts of River Bluff Council

### Sara Sanderson

Liberty Mutual

### Lola Shashack

Eden Village

### Donna Sheard

Avon on Main

### Dr. Matt Uchtman

Infinite Wellness Chiropractic, Ltd.

### Crystal Anderson Wenzel

Individual Member



Byron Gerber Petri & Kalb, LLC  
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Planning, Probate Matters, Corporate Formation &  
Company Matters, & General Litigation

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Edwardsville, Illinois 62025

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314.726.0012  
Fax: 618.655.4004  
Website: [www.byrongerber.com](http://www.byrongerber.com)

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David J. Gerber  
[djg@byrongerber.com](mailto:djg@byrongerber.com)  
Christopher W. Byron  
Christopher J. Petri  
Brian R. Kalb  
Micah S. Summers  
Meredith L. Head

It's not too late to register!

## Ed/Glen Chamber Golf Challenge

Friday, September 12<sup>th</sup>, 2008

Sunset Hills Country Club

Edwardsville, IL

Call the Chamber at 656-7600!



# SIUeDAY 2008



Thursday, October 23, 2008  
8:00 a.m. – 10:30 a.m.  
Southern Illinois University Edwardsville  
Morris University Center

Provide your business with  
a competitive advantage —  
attend SIUeDAY

8:00 a.m. Breakfast (sponsored  
by First Clover Leaf Bank)  
8:30 a.m. How to Sell to SIUE  
9:30 a.m. Benefit Your Business  
Using SIUE Resources  
10:30 a.m. Program Concludes

SIUeDAY is a unique opportunity to partner  
with the University, enhance your business,  
develop human potential and strengthen  
the community.

#### For more information contact

Julie Babington, Director of Annual Giving  
618.650.2378 – [jbabing@siue.edu](mailto:jbabing@siue.edu)

In partnership with



Edwardsville | Glen Carbon Chamber of Commerce

Celebrate excellence at SIUE!

## arts & issues

*Special council to President Kennedy*

**THEODORE C. SORENSEN**

Thursday, October 9, 2008, 7:30pm

*Tony Award winning, world class dancer*

**Savion Glover's® BARE SOUNDZ**

Thursday, October 30, 2008, 7:30pm

SIUE Dunham Hall Theater - *Limited Seating*

**Sponsored by National City Bank**

*A Celtic Christmas*

**BOYS OF THE LOUGH**

Wednesday, December 10, 2008, 7:30pm

*Pulitzer Prize winning, bestselling author*

**DORIS KEARNS GOODWIN**

Thursday, February 5, 2009, 7:30pm

**Sponsored by the SIUE Graduate School**

*A remarkable collaboration between National Geographic,  
NPR's Neal Conan and Ensemble Galilei*

**FIRST PERSON: STORIES FROM  
THE EDGE OF THE WORLD**

Friday, February 20, 2009, 7:30pm

**Sponsored by The Cassens Companies**

*Beatles music like you've never heard*

**BEYOND ABBEY ROAD**

**featuring Peter Mayer and Company**

Friday, March 20, 2009, 7:30pm

*Jazz that will sizzle and soar*

**T.S. MONK**

Saturday, April 25, 2009, 7:30pm

for a free brochure and  
ticket information call 618-650-2774

[www.artsandissues.com](http://www.artsandissues.com)

SOUTHERN ILLINOIS UNIVERSITY  
**EDWARDSVILLE**

# connect

## Meet Your Elected Officials at the 5th Annual Meet and Greet

The Government Affairs Committee is hosting the Fifth Annual Meet and Greet Your Elected Officials on Monday, September 8th at 5:00 pm in the Leclaire Room at Lewis and Clark's N.O. Nelson Campus in Edwardsville.

The Government Affairs Committee was established in 2004 with the mission of educating members about government, building productive relationships between members and elected officials, and promoting discussion on issues affecting the local business community. The Meet and Greet event brings together business leaders and local and regional elected officials in a casual atmosphere.

This is an exclusive opportunity to meet some of your community representatives and enjoy food provided by Bella Milano Catering in the beautiful Leclaire Room. This is not a fundraiser for the Chamber; the \$40 per ticket charge covers dinner and the costs of our invited guests.

To RSVP call the Chamber office at 656-7600.

## Theme Announced for 2008 Halloween Parade

The Edwardsville/Glen Carbon Chamber of Commerce has been continuing the long community tradition of the Annual Halloween Parade for more than 90 years.

In 2006, the theme "Children's Movie's" led to pirate ships from Pirates of the Caribbean, Who's from "How the Grinch Stole Christmas", and other movie scenes parading down the streets of Edwardsville. Last year, crowds welcomed lions, tigers, and bears as the theme "At the Zoo" was portrayed in many entries.

The theme for the 2008 Annual Halloween Parade will be "It's A Small World" in honor of the 2008 Summer Olympics in Beijing. Start thinking of other countries, other cultures, and even other worlds and begin working on your float.

Registration will begin September 1st. Download the parade application at [www.edglenchamber.com](http://www.edglenchamber.com).

## Welcome to a New Standard of Dental Care



Dr. Williams & Team

### Sunset Hills Family Dental

Charles Williams, DMD - General Dentist

2 Club Centre Court | Edwardsville

[www.SunsetHillsDental.com](http://www.SunsetHillsDental.com)

## Call today! 692-9980

#### Let's Get Acquainted!

**\$59** (Reg. \$286)

Offer Expires 9/30/08. Includes exam, cleaning, & x-rays. Offer good in absence of gum disease. New Patients Only.

#### Take Home Whitening

**\$1.00** (Reg. \$199)

Offer Expires 9/30/08. For all individuals who complete a new patient exam (exam, cleaning & x-rays). Offer not to be used in conjunction with any other offers or reduced fee plans. Offer good in absence of gum disease. New Patients Only.

Proud Members of the Heartland Dental Care Family  
Heartland Family Dental Care of IL, PC, Rick Workman, DMD, Owner

**HEARTLAND** DENTAL CARE  
Personal attention | Professional excellence

## Cassens & Sons to Sponsor 'Hole In One' for Chamber Golf Challenge

Cassens & Sons, the 'Hole In One' Sponsor for the 2008 Chamber Golf Challenge will put a bright red 2009 Dodge Challenger on the course at Sunset Hills Country Club.

"We are excited to again be the Hole-In-One Sponsor at this year's golf tournament. It is an excellent way for us to support the Chamber and reward a stroke of good luck to one golfer!" said Scott Wetzel of Cassens & Sons.

The Chamber appreciates the support of all local businesses like Cassens & Sons and encourages our membership to support fellow Chamber members.



## Chamber to Participate in SIUE Block Party

### Volunteers Needed

The Chamber will once again be participating in the SIUE Welcome Back Block Party. The Block Party will be held Friday, September 5th on the 100 Block of Main Street and 2nd Street. The Block Party is sponsored by SIUE Campus Activities Board and welcomes students not only back to campus but back to the local business community.

The Chamber will again be providing and staffing a beverage tent for the celebration. Volunteers are needed to check and sell beverages. Proceeds benefit the Chamber's Scholarship Fund.

For more information on volunteering for the SIUE Block Party, please call the office at 656-7600.

A woman with dark hair, wearing a pink turtleneck, is smiling and looking upwards. She is holding a white, textured object that resembles a DNA helix or a piece of fabric. The background is a light yellow with green and orange wavy lines. Above the woman, the text 'WARREN BILLHARTZ CANCER CENTER' is written in a serif font. At the top center, there is a circular logo with a yellow and orange gradient.

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# learn

## Dale Carnegie Training Begins September 19th

The 2008 Professional Education Series: Successful Selling and Customer Service returns on Friday, September 19th with the first of three workshops presented by Dale Carnegie Training St. Louis

Back by popular demand, Dale Carnegie Training St. Louis will present a series of three workshops featuring highlights from their popular eight-week Sales Advantage course.

Participants in these workshops will examine strategic answers to today's make-or-break selling issues -- how to win appointments, communicate pro-actively, resolve objections, gain more referrals and close more sales. At the end of the three-workshop series, you'll take away a better understanding of the sales process and ways to win repeat sales and long-term customers.

"I attended three Dale Carnegie workshops in the 2007 Professional Educational Series and found the workshops to be exceptional," said Susan Bailey, Vice President of National Bank. "The material is so useful in today's business environment and the presenters are excellent. I would highly recommend these workshops to everyone to improve both personal and business skill sets."

2008 Professional Education Series

**Build new business.**  
**Develop loyal customers.**

**Enroll now in three new workshops from the Dale Carnegie Sales Advantage program.**



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

The Dale Carnegie Training Sales workshops are \$49 each for members and \$69 each for non-members. Dale Carnegie Series passes are also available to members for \$139 and non-members for \$189, enrolling you in all three workshops at a discount.

The first workshop, Understanding Your Customers' Needs, will be Friday September 19th. The second workshop, Presenting a Winning Solution, will be Friday, October 17th. The final workshop of the series will be Overcoming Objections & Gaining Commitment on Friday, November 14th.

All workshops will be held in the LeClaire Room at Lewis and Clark's N.O. Nelson Campus in Edwardsville. Networking and breakfast start at 8:00 a.m., with the program beginning promptly at 8:30 a.m., ending at 11:00 a.m. For more information, visit our website at [www.edglenchamber.com](http://www.edglenchamber.com).

Friday, Sept 19

### Understanding Your Customers' Needs

Discover your clients' dominant buying motives and widen buyers' expectation gap to create interest in your product or service.

- Create power questions to get the information needed from buyers
- Enhance customer service interactions with quality techniques
- Learn how to make buyers eager to talk with you

Friday, September 19

8:00 – 8:30 Breakfast & Networking

8:30 – 10:30 Workshop

Programs held in the LeClaire Room at  
Lewis and Clark's N.O. Nelson Campus  
600 Troy Road Edwardsville, Illinois

All three sessions:

**\$139** members and students

**\$189** non-members

Sold Separately:

**\$49.00** members and students

**\$69.00** non-members

Advanced Registration Required

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

Carnegie certification provided.

Save the dates!

Friday, Oct 17

**Presenting a  
Winning Solution**

Friday, Nov 14

**Overcoming Objections  
and Gaining Commitment**

# spotlight

## The United Way

The Southwest Illinois Division of the United Way of Greater St. Louis serves to unite people of different backgrounds and interests who work together to help strengthen the community.

The United Way of Greater St. Louis funds nearly 200 agencies in 16 counties in Missouri and Illinois. Of those, 42 agencies received funds through the Southwest Illinois Division, providing services for residents in a five-county region, which includes Madison, Jersey, Calhoun, Macoupin and Greene counties.

Last year, United Way-funded agencies touched residents in the Edwardsville-Glen Carbon area 29,058 times. Experienced community volunteers carefully distribute donations to charities that demonstrate high quality standards and results, including local agencies such as the Glen-Ed Pantry, Faith in Action Edwardsville/Glen Carbon, YMCA of Edwardsville, and Society of St. Vincent De Paul in Edwardsville.

The United Way is asking people to lend a hand with this year's campaign. The overall goal has been set at \$65.5 million, while the Southwest Illinois Division has set its goal at \$2.04 million.

"With the current economic conditions, we know that means real challenges for the individuals we serve, the agencies we fund and those who so generously contribute to the United Way campaign," said Jeanene Harris, regional vice president. "This year, we are asking everyone who can to stretch a little this year to help your neighbors in need and to understand that every little bit counts."

Ninety-one cents of every dollar donated goes directly to provide services that help our families, neighbors and coworkers become safer, healthier and more self-sufficient.

For more information, or to find out how you can get involved, contact the Southwest Illinois Division of the United Way of Greater St. Louis at (618) 251-0072, or visit the web site at [www.stl.unitedway.org](http://www.stl.unitedway.org).



**United Way  
of Greater St. Louis**

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# SIUE faculty

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

Professor Hafer is analytical, inquisitive and creative – all at the same time. He believes students need a certain level of curiosity and the ability to see connections between economics and the world around them. With more than 80 articles published in prominent scholarly journals, Hafer is a noted expert in economics.

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# **schmooze**

## **Business After Hours**



**Anderson Hospital, August 7**



**Anderson Hospital, August 7**



**Anderson Hospital, August 7**



**Anderson Hospital, August 7**





Scott Credit Union, August 21



Scott Credit Union, August 21



Scott Credit Union, August 21



Scott Credit Union, August 21

# Your Business

## Working Across the Generational Divide

By Lynden Schuyler, Performance Strategies the Work, [www.psw-training.com](http://www.psw-training.com)

Over the last 5 years a great deal has been written about the differences between the generations in the workforce which break down is as follows:

1945 – 1964 – Baby Boomers

1964 – 1980 – Generation X

1981 – 2000 – Generation Y or Millennials

Baby Boomers have been ideal employees. They have worked long hours at the expense of everything else in their lives.

Generation X grew up with gadgets and electronic toys and the entire drama of life being played out on TV in real time with no one home to help them process it because both parents worked.

Generation Y grew up with information overload and multi-tasking as a way of life. Their strong sense of entitlement has led to the elimination of winners or losers. Everyone gets a trophy just for showing up.

As the Boomers retire, managers need to understand that Gen X and Gen Y look at things quite differently from their Boomer counterparts. What does it take to manage and motivate a Gen X or Y employee? The experts have broken it down to 4 key components:

First, don't micromanage Gen X or Y employees. Help them self-manage.

Second, give them technology and training so they won't feel staying with your company equals wasting time or losing ground in their careers.

Third, make your workplace interesting, engaging and fun. A job with plenty of variety will keep them challenged.

Fourth, don't expect loyalty. For Gen X and Y, employment is an opportunity-for-money relationship.

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**FOR MEMBERSHIP INFO, CALL STEPHANIE LEWIS AT 656.9380 EXT 11**



*An elegant set-up in the Sunset Hills Ballroom.*

## Background Screens Even More Crucial During Economic Slump

By Marc Voegelé, Express Employment Professionals

Experts say people are increasingly falsifying information on résumés due to the rising difficulty to secure employment in a struggling economy. J.J. Keller & Associates, Inc., a leading provider of risk and regulatory management solutions, reported that in one survey, 55% of all human resource professionals surveyed uncovered false information or outright lies on applications or résumés when conducting background checks. Experts say employers should conduct rigorous background checks as data falsification on résumés are expected to increase.



If you would like to explore options to your current office or industrial staffing, please feel free to contact Express Employment Professionals in Glen Carbon at 288-8011.

## Apex Physical Therapy to Host Free Conference on Worker's Compensation

Apex Physical Therapy will be hosting a free conference entitled, "Managing Your Workers' Compensation", on Friday, October 10, 2008, at the Gateway Center in Collinsville, IL.

Apex invites anyone who deals with work comp claims to join them for this event. The day will include breakfast, lunch and an impressive lineup of presenters including an orthopedic surgeon, 2 occupational medicine physicians, an attorney, a safety manager and an occupational therapist. These speakers will discuss a wide range of work comp issues to inform attendees of ways to decrease costs and prevent injuries in the work place.

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# Your Business

## Ask the Expert

by Robbie Prince, Royal Solutions,

### Listening In

The daily routines of an average person in today's community are heavily impacted by the different uses of technology. Everything from the obvious like the ATM machines at the local bank, to the not so obvious like the traffic cameras placed at our intersections. In fact, it seems almost impossible to move through our modernized communities without being scanned, recorded or monitored in some way.

These information gathering and managing technologies are now a hot target for the individuals who are determined to take advantage in any way possible. I am speaking – in this case - directly about wireless security in both our home environment and our business environment.

On August 5th, the U.S. Justice Department indicted 11 individuals for the largest theft of credit card and identity information to date in our history. Over 40 million credit card numbers discovered thus far in the on-going investigation have been compromised from 9 major retailers. These 11 individuals did not use "Mission Impossible" style tactics to break in and gain this information, they simply drove up and parked outside the store, and listened in to the wireless network traffic.

By compromising weak - or in some cases - no wireless security, a less than honest individual can "listen" to your business or home network traffic, and you would never really know it was happening, until you started seeing odd charges on your credit and debit cards. All networking components available for consumers have the ability to encrypt all traffic at varying levels of difficulty to prevent easy capture, but it is not enabled immediately out of the box.

It is imperative that we apply as much emphasis to our wireless security as we do our physical security ... and choosing to ignore it is the equivalent to parking your brand new exotic sports car in the middle of town, keys in the ignition, doors open and a sign on it stating "Free Car". Someone will, without a doubt, take it.

For more information on keeping your company safe, contact Royal Solutions at 866-394-0334.

## 2nd Annual Juvenile Diabetes Fundraiser



Friday, September 5th, 2008  
4:00pm - ??  
Crushed Grapes  
1500 Troy Road, Edwardsville  
659-3530

Cost: \$10/person - Wine Tasting,  
Beer, Soda, Food, Raffle & Fun!!!

\*All proceeds go to  
Juvenile Diabetes Research Foundation's  
"Walk To Cure Diabetes"

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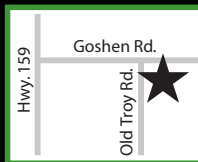
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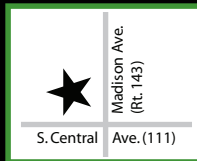
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# Your Business

## SIAM Center to Hold Open House

The Southern Illinois Advanced Manufacturing Center (SIAM) recently moved to the newly remodeled Jay Hoffman building of the N.O. Nelson Campus of Lewis & Clark Community College in Edwardsville. The open house will be held on September 11th from 8 am to 4 pm and include a tour of the facility and capability demonstrations.

SIAM performs applied and basic research, new product and process development, and workforce development activities. SIAM investigators perform applied research to support technical entrepreneurs and regional businesses in proof of concept, commercialization, product/process enhancements, and new technology development activities. Investigators are members of the SIUE School of Engineering faculty supported by engineering graduate and undergraduate students. Projects can support any field of study within the School of Engineering.

Regional start up and established businesses can benefit due to the low cost and overhead structure and by the matching funds provided by the U.S. Department of Commerce and Economic Development Administrations (EDA). For more information, call 618-656-8800 xt 5937.

## Scott Credit Union Presents Check to Hospice of Southern IL

Scott Credit Union recently presented a check for \$5,000 to aid in the effort to build the first hospice home in Southern Illinois. Representatives with Hospice of Southern Illinois are planning on breaking ground in September on the \$7 million project that will provide a home-like alternative for terminally ill patients.



"We are very happy to be pledging this \$5,000 for the new residence building," said Scott Credit Union Community Relations Specialist, Ashleigh Deatherage. "Much like Scott Union, the home will serve people from throughout southern Illinois."



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**Christian Hospital is a leader** in providing the most advanced technology available — like our new 64-slice CT scanner with 3-dimensional images of the body's internal organs and tissues; and our new Electrophysiology Lab to correct electrical problems of the heart, which account for 80 percent of all sudden cardiac deaths.

And Christian Hospital is transforming the way health care is delivered to create a consistently excellent experience for everyone who comes here to either receive care, work or practice medicine.

### ***Our Centers of Excellence ...***

- Cancer Care Center, home to the Cancer Resource Center
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- 24-hour Emergency Departments at Christian Hospital and Northwest HealthCare
- Diabetes Institute with its Diabetes Busters mobile unit
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- Wound Care Center
- Center for Mental Health
- Sleep Disorders Center
- Breathing Center
- Surgery Center

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## American Red Cross Announces New Representative

The American Red Cross Missouri-Illinois Blood Services Region is pleased to announce that Cheryl Timmerman has been named Donor Recruitment Representative in Madison County, with specific coverage of churches, schools, businesses and organizations within the Illinois Region. Timmerman, who joined the Red Cross in August 2007, had been an Associate Donor Rep serving Madison, St. Clair and Jersey Counties in Illinois as well as many others.

In her new location, Cheryl is responsible for working with the community to schedule blood drives to support the overall blood supply for the American Red Cross. Each month her territory conducts an average of 23 blood drives. Those drives collect almost 750 units of blood a month, which relates to at least 2,250 lives possibly saved by the people of your community.

"Cheryl is a dedicated representative for the American Red Cross," said Amy Conkling, a Red Cross Donor Recruitment manager and Timmerman's supervisor. "She knows what it is like to depend on others to provide blood to help your family when it is in need and she knows the great personal feeling of being able to donate and help others in need of blood and blood products."

## I.Salsman PR Hires New Account Executive

I. Salsman PR has hired Mandy Darr to serve as an account executive for the rapidly growing firm.



A resident of Glen Carbon, Darr worked for Ervin Marketing Creative Communications for over three years as an account coordinator. Her portfolio includes producing a corporate communications newsletter serving over 7,500 employees and copywriting award-winning television and radio spots. In addition, she has worked for the Walt Disney World Company and has served as publicity director for a successful capital campaign and as well as providing public relations for the Southwestern IL Chamber of Commerce.

"We are very excited to work with a seasoned veteran such as Mandy," says Iris Salsman, founder of I. Salsman PR. "Her expertise in corporate and non-profit communications will serve our clients well and enhance our agency."

I. Salsman PR is a full-service integrated marketing and public relations agency offering media placement, advertising, graphic design and event planning, in addition to internal and external communications and internet

### As she grows, so does her money

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# Your Business

## Whitten Joins First National Bank as VP of Commercial Lending

Tim Whitten of Highland has joined First National Bank as Vice President of Commercial Lending and will be working out of the Maryville Banking Center location. He will be focusing on the Madison and St. Clair county areas.

Whitten has over 10 years of banking experience. He first worked for a community bank and then went with a large bank doing commercial lending. Tim said, "I wanted to get back into a community bank, where I can do more of the personal service for my customers, by handling all of their banking needs".

He graduated from the University of Northern Iowa in 1988.

Whitten lives in Highland, with his wife, Jennifer, and their 2 children, Samantha and Lukas. He is a member of St. Paul Catholic Church and Highland Knights of Columbus.

## Think Tank Public Relations Announces Launch of Company Website

Trish Cheatham, President of Think Tank Public Relations in Edwardsville, has announced the recent launch of her company website, [www.prthinktank.com](http://www.prthinktank.com).

Think Tank is a full service public relations firm located in Edwardsville that offers everything from marketing strategies, business branding, new product launches, business growth strategies, marketing slogans and campaigns, website design, billboard design, and public relations.

"At Think Tank, we like to take a creative approach to everything we do," said Cheatham. "We have assembled a creative team that astounds me every day with their new and innovative ideas. I think we bring a fresh approach to the Metro East area."

For more information on Think Tank Public Relations, contact Trish Cheatham at 618-806-0863 or [trish@prthinktank.com](mailto:trish@prthinktank.com), or visit their website at [www.prthinktank.com](http://www.prthinktank.com).



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# *Eden Village Retirement Community New Senior Living Building Now Open*

*Eden Village is the most modern Senior Living Apartment Complex  
in the Glen Carbon/Edwardsville area.*



## *Senior Living Like Never Before!*

Eden Village is now accepting residency applications for one of the most modern senior living apartment complexes ever built in the Edwardsville/Glen Carbon area.

The new three story facility offers you spacious one and two bedroom apartments with full kitchen, wall-to-wall carpeting, washer, dryer, and dishwasher.

Everything you need for an exciting and active lifestyle is also right here - large exercise room, library, computer room, private dining and activities rooms, and walking trails.

Each floor has two social areas with flat screen TVs, card & game tables, and fireplaces.

Good friends, carefree comfort, peace of mind, security and beauty await you at Eden Village.

*Your Life.  
Your Style.*

Call or E-Mail Lola Shashack for more information  
or a personal tour at:  
618-205-4653 or [lshashack@edenvillage.org](mailto:lshashack@edenvillage.org)

200 South Station Road  
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# Your Community

## Allison's Friends of Hope to Host Golf Tournament

On September 22, Allison's Friends of Hope will host a Golf Tournament at Sunset Hills Country Club in Edwardsville. All proceeds will benefit the Friends of Hope Breast Diagnostic Center. Registration begins at 8:30 am with a shot-gun start at 9:30 am.

For \$150 per golfer, the tournament includes 18 holes of golf, cart, on-course breakfast, late lunch, awards and team photos. Tournament contests include Hole in One, Men & Women's Closest to the Pin, and cash prizes for first and second place. Several sponsorship opportunities are available and the deadline to be listed in the program book is September 8.

For more information, contact Scott at 656-6070, x 244.

## Dine Out Day to Support Habitat for Humanity

On Saturday, September 6th, dine out at participating restaurants and support the Edwardsville/Glen Carbon Habitat for Humanity.

From 5 p.m. to 6 p.m., participating restaurants will donate a portion of their sales to Habitat for Humanity. Participating restaurants include: Bigelo's Bistro, Cold Stone Creamery, Denny's Restaurant, Lost Tres Amigos, Northside Dairy, Nori Sushi & Japanese Grill, Sacred Grounds Cafe, and Wise Choice Coffees & More.

For more information, contact Trish Cheatham at 806-0863 or email [trish@prthinktank.com](mailto:trish@prthinktank.com).



SOUTHERN ILLINOIS UNIVERSITY  
**EDWARDSVILLE**  
SCHOOL OF PHARMACY

## 2nd Annual Golf Scramble Thursday, Sept. 25, 1 p.m.

**Sunset Hills Country Club—Edwardsville**

**Golfers will enjoy lunch, 18 holes of golf, contests, attendance prizes, evening reception and dinner. Sponsorship opportunities are**

**available. All proceeds will support the education of student pharmacists.**

**\$125 Per person or \$500 per foursome.**

**Go to [www.siu.edu/pharmacy](http://www.siu.edu/pharmacy), call 618-650-5154 or email [teandre@siue.edu](mailto:teandre@siue.edu)**

## Friends of the Stephenson House to Plan Day Trip

Please join the Friends of the Colonel Benjamin Stephenson House for an historic day trip to Florissant, Missouri on September 27, 2008.

Bus will leave the House at 400 South Buchanan Street, Edwardsville at 9:00 a.m. and return about 4:00 p.m.

The day will include a tour of two historic homes from the late 1700's, box lunch at one of the homes and a tour of Old St. Ferdinand Shrine built in 1820, the same year the Stephenson House was built.

Cost is \$50.00 per person. Reservations and payment must be made by September 5, 2008. Call the House at 692-1818 with questions or to register.

## New Bank/Post Office Exhibit of Star City Open for Business

### Exhibit Sponsored by First Clover Leaf Bank



First Clover Leaf Bank board members and Children's Museum board members held a ribbon cutting ceremony to announce the new Bank/Post Office Exhibit of Star City at the Edwardsville Children's Museum on Thursday, August 28.

First Clover Leaf Bank prides itself in supporting the community in many ways. Teaching children the importance of learning basic banking transactions in a fun and exciting way is now possible with the new bank/postal exhibit. Children can withdrawal and deposit "Star City Bucks," mail a letter, purchase items in the market or visit the medical center. This is just a part of the learning experience in the new "Star City" exhibit.

The Star City Community includes the following exhibits: a market, medical center, airline, TV station, police and fire department, library, bank and post office. Lisa Leehy, Children's Museum executive director, says "This city was created to provide a new learning environment for toddlers through 12 year olds. The goal of Star City is to make children aware of the interdependence on one another in our communities." While role playing within the community, visitors are exposed to language, math, science, social science and health. Within the Star City Community, the bank and post office will teach children the importance of banking transactions and post office functions.



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# Your Community

## Eden United Church of Christ Celebrates 140th Anniversary

On Sunday, September 28th at 10 am, Eden United Church of Christ in Edwardsville will have a special service of worship and celebration as it marks its 140th anniversary.

Eden's regular Sunday morning schedule will be set aside so that all its members can come together for a special service of worship, celebration and reflection on their heritage and future as a Church family.

Following the worship service there will be a celebration on Church grounds with food, music, festivities and fun for people of all ages. The community is invited to join in all our activities.


For more information visit [www.eden-ucc.org](http://www.eden-ucc.org) or call the Eden Church office at 656-4330.

## Metro East Humane Society's 18th Annual Wag-n-Walk

The Metro East Human Society's 18th Annual Wag-n-Walk will be held Saturday, September 13, 9 a.m. to noon at the Lincoln Middle School in Edwardsville.

Walkers pledge to walk a certain distance in exchange for donations to MEHS and enjoy a fun-filled morning of family activities. Walk as an individual or form a team. Registration for the Walk is just a minimum \$10 pledge; raise \$25 minimum and receive a commemorative Wag-n-Walk T-shirt and MEHS dog tag.

Wag-n-Walk walkers and non-walkers alike also will enjoy numerous pet-centered activities, including contests; raffles; shopping; food; a microchip clinic; an agility demonstration; photos with your pet; music; a Kid's Activity Corner with bounce house and crafts; and more. Dogs from MEHS also will be available for adoption. Wag-n-Walk activities are open to the public. Visit [www.mehs.org](http://www.mehs.org) for details and registration forms or call the shelter at @ 656-4405.



**9th Annual  
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