Annual Community Awards Gala & Auction

PLATTING the future

March 12, 2016
Morris University Center Meridian Ballroom
Southern Illinois University Edwardsville
2016 Executive Committee
Cathy Hamilton, Chair  
BARBERMurphy Group
Sam Guarino, Vice Chair  
Bella Milano Restaurants
Josh Lowe, Treasurer  
West & Company, LLC
Philip Lading, Legal Counsel  
Sandberg, Phoenix & von Gontard, P.C.

2016 Executive Committee
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Sam Guarino, Vice Chair  
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Josh Lowe, Treasurer  
West & Company, LLC
Philip Lading, Legal Counsel  
Sandberg, Phoenix & von Gontard, P.C.

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Marcel Brown Technology Services
Elizabeth Heil  
SchellBoyle
Gary Hoggatt, Jr.  
1st MidAmerica Credit Union
Lisa Klausmermeier  
Anderson Hospital
Dave Viox  
Advantage Insurance Group, Inc.

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ceo@edglenchamber.com
Kerry Smith  
Membership Director  
membership@edglenchamber.com
Kathy Hentz  
Administrative Assistant  
office@edglenchamber.com

Vision
The Edwardsville/Glen Carbon Chamber of Commerce will be the preferred provider of watch-dog, education and advocacy services that form a mission-critical catalyst for business success.

Mission
The Edwardsville/Glen Carbon Chamber of Commerce is a member-driven organization, dedicated to a strong, private sector regional economy.

Guiding Principles
Chambers of Commerce honor and respect capitalism and well-informed private sector job creators as a central and foundational element of regional and national prosperity. Chambers of Commerce actively facilitate collaboration and open discussion between business and public officials through education, business advocacy and leadership.

2015 Ambassadors
Breck Ahlers, Extra Help, Inc.  
Lisa Allen, Allen Insurance Group
Jeremy Colton, Big Frog Custom T-Shirts & More
James DeMoulin, First Clover Leaf Bank
Dr. Eric Dixon, SPORTCHIRO+
David Jones, Scott Credit Union
Amanda Linton, Northwestern Mutual
Tim Mahnesmith, Edward Jones Investments

Rob Pickerell, Regions Bank*  
Sara Sanderson, Dimond Bros. Insurance
Lauren Smith, TheBANK of Edwardsville
Mary Jo Smith, Hospice of Southern Illinois
Dr. Eric Dixon, SPORTCHIRO+
Wendy Weintzen, Brickman Orthodontics
Walter Williams, City of Edwardsville
* denotes committee chair

2016 Annual Community Awards Gala & Auction: Saturday, March 12
The Edwardsville/Glen Carbon Chamber of Commerce’s Annual Community Awards Gala & Auction will take place Saturday, March 12 in SIUE’s Meridian Ballroom with the theme ‘Planting the Future.’ This gala is the highlight of the chamber’s year – an opportunity to celebrate our achievements and our vibrant business community. The gala/auction is one of two major fundraisers and social events sponsored by the chamber. The Ed/Glen Chamber will present awards to members of our community at the dinner: the Albert Cassens Award for Outstanding Community Achievement, the Lifetime Achievement Award, and the Tallerico Leadership Award. The Business of the Year award will also be presented. Sponsorship & auction item donation forms have been mailed and are also available online at www.edglenchamber.com. All sponsorships and silent auction donations are due by March 1, 2016 in order to be included in event print materials.

WE’VE MOVED.
We proudly announce our new location. Please update your records.
1 North Research Drive
Edwardsville, IL 62025

The Edwardsville/Glen Carbon Chamber of Commerce is a member-driven organization, dedicated to a strong, private sector regional economy.

phone: 618.656.7600  fax: 618.656.7611
special investors

Gold Level
Anderson Hospital
Gateway Regional Medical Center

Silver Level
Ameren Illinois Utilities
AT&T Mobility Edwardsville
Horlitz Insurance & Employee Benefits
Meridian Village
Sem’s Club 4878
Sandberg Phoenix & von Gontard, PC
Scott Credit Union
TheBANK of Edwardsville
Walgreens
Walmart of Glen Carbon

Bronze Level
1st MidAmerica Credit Union
Associated Bank
Bull & Bear Grill & Bar
Cassens & Sons
Castelli’s Moonlight Restaurant at 255 City of Edwardsville

Doubletree by Hilton
Eden Village Retirement Community
Edwardsville School District #7
Edwardsville Intelligencer
First Clover Leaf Bank
Got Julian & Associates, PC
Holland Construction Services, Inc.
Homefield Energy, A Dynegy Company
Juneau Associates Inc., P.C.
Korte & Luidtjohn Contractors, Inc.
Love’s Travel Stops
Madison Mutual Insurance Company
Mathis, Marfinth & Richter, LTD
Mike Shannon’s Grill Edwardsville, LLC
R. P. Lumber Company, Inc.
Robert ‘Chick’ Fritz, Inc.
Southern Illinois University Edwardsville
Spectrum Business Stur Restaurant
Village of Glen Carbon
Volker, Inc.
West & Company, LLC
Wirtz Beverage Illinois

Premier Level
1818 Chophouse
ABRA Auto Body & Glass
Abstracts & Titles Inc.
Allison’s Comfort Shoes & Boots
American Family Insurance
Annie’s Frozen Custard
Answer Direct
APG Pain Mgmt & Physical Therapy
Ashley Furniture Home Store
Associated Pediatric Dentistry, LTD
Assurance Brokers, Ltd.
Banfield Pet Hospital
BARBERVoss Home Care
Bord & Didriksen Pediatrics, PC
Bouer Hile Orthodontic Specialists
Bella Milano Edwardsville
Best Western Plus Pontoon Beach
Big Daddy’s Edwardsville
Brain Balance Achievement Centers
Brickman Orthodontics
Bruckert, Grauken & Long PC
Cassens Transport
Cauli’s Collision & Towing
Chavo’s Mexican Restaurant
Chef’s Shoppe
Cold Stone Creamery
Commerce Bank
CompType, Inc.
Contegra Construction Company, LLC
Cornerstone Insurance Group
Country Club Lawn & Tree Specialists, Inc.
Crawford, Murphy & Tilly, Inc.
Culver’s of Edwardsville
Days Inn
Dimond Bros. Insurance, LLC
Doc’s Smokehouse & Catering
Dornwald Distributing
Edison’s Entertainment Complex
Edwardsville Ambulatory Surgery Center
Edwardsville Pet Hospital
Envisioning Green
Express Employment Professionals
Extra Help, Inc.
FCS Edwardsville Bank
First Community Credit Union
First Mid-Illinois Bank & Trust
First National Bank - Maryville
Gateway Center
Gateway Grizzlies
Gerold Moving & Warehousing Company
Glick’s Department Store
Goddard School
Greensfelder, Hemker & Gele, P.C.
Gulf Shores Restaurant & Grill
Hampton Inn & Suites
Harvey H. Breckner, DMD, MS
Hawkins Law Office, P.C.
Hawthorne Animal Hospital, LTD
Highland Recycling & Shredding
Holiday Inn Express
Hotshots Sports Bar & Grill
IMPACT Strategies, Inc.
J.F. Electric, Inc.
J.T. McDermott Remodeling Contractors
Jan’s Hallmark Shop
KinderCare Learning Center
Lindenwood University
L’Gel Tanning Salon Spa, Inc.
Louver Facility Planning, Inc.
Magnuson Carmel Hotel
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Midwest Occupational Medicine
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National Bank
Network Specialists, LLC
Northwestern Mutual
ONEWAY Construction
Phone MASTERS
Plocher Construction Company, Inc.
Quality Inn & Conference Center
RE/MAX Alliance
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Reed, Armstrong, Mudge & Morrissey, P.C.
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State Farm Insurance - Rick Marfey
Street Up Solar
Sugo’s Spaghetti
Sunset Hills Country Club
Sunset Hills Family Dental
Super 8 Motel
TheEGDEBank
Thompson & Lengacher, P.C.
Tiger Plumbing, Heating, A/C, & Electrical
University Nursing & Rehab Center
US Bank
Vision For Life
Visionary Wealth Advisors
The Wooden Nickel Pub & Grill

save the date

2/9 Tuesday 7:15-8am
Morning B2B Networking
Glazzy Squares
443 South Buchanan Street
Edwardsville, IL 62025
RSVP Online

2/18 Thursday 5-7pm
Business After 5
J.F. Electric
at Sunset Hills Country Club
2525 South IL Route 157
Edwardsville, IL 62025
RSVP Online

3/2 Wednesday 8-9am
Chamber Q&A
Ed/Glen Chamber Office
200 University Park Drive
Edwardsville, IL 62025
RSVP Online

3/8 Tuesday 12-1pm
networking@noon
Edison’s Entertainment Complex
2477 South IL Route 157
Edwardsville, IL 62025
RSVP Online

3/12 Saturday 5:30pm
Annual Gala & Auction
Meridian Ballroom
SIUE Morris University Center
Edwardsville, IL 62026
RSVP Online

3/17 Thursday 5-7pm
Business After 5
Associated Bank
1 Junction Drive West
Glen Carbon, IL 62034
RSVP Online

3/21 Thursday 5-7pm
Business After 5
w/ First Clover Leaf Bank
Bella Milano & MORE
N.O. Nelson Leclaire Room
600 Troy Road
Edwardsville, IL 62025
RSVP Online

4/7 Thursday 7:30am
Mayors’ Legislative Breakfast:
State of the City/Village
N.O. Nelson Leclaire Room
600 Troy Road
Edwardsville, IL 62025
RSVP Online

4/12 Tuesday 7:15-8am
Morning B2B Networking
Glazzy Squares
443 South Buchanan Street
Edwardsville, IL 62025
RSVP Online

4/21 Thursday 5-7pm
Business After 5
w/ First Clover Leaf Bank
Bella Milano & MORE
N.O. Nelson Leclaire Room
600 Troy Road
Edwardsville, IL 62025
RSVP Online

4/21 Thursday 5-7pm
networking@noon
Edison’s Entertainment Complex
2477 South IL Route 157
Edwardsville, IL 62025
RSVP Online

5/10 Tuesday 12-1pm
networking@noon
Edison’s Entertainment Complex
2477 South IL Route 157
Edwardsville, IL 62025
RSVP Online

5/19 Thursday 5-7pm
Business After 5
Olive Oils & More
202 South Buchanan Street
Edwardsville, IL 62025
RSVP Online

6/24 Friday 7:30am
Annual Ed/Glen Chamber Golf Tournament
Sunset Hills Country Club
2525 South IL Route 157
Edwardsville, IL 62025
RSVP Online

Delivering Happiness: A Path to Profits, Passion, and Purpose by Zappos,
com, Inc. founder Tony Hsieh is our book for all six of the Ed/Glen Chamber's 2016 networking@noon sessions. This year’s theme will detail the art of customer service and is a must for every employee! Hsieh embodies the belief that customer service is the responsibility of the entire company, not just a
department. Topical discussions will be facilitated each session, along with a
networking activity. Prepare for great insights and lively interaction! Reading the
book is not a requirement to participate in n@n!

Ed/Glen Chamber leadership staff has worked diligently to develop a business-
centric initiative designed to provide professionals tools to improve leadership
acumen, hone effective communication skills, expand their network, connect with
mentors, and ultimately strengthen our business community. To participate in the
ACCELERATE Edwardsville/Glen Carbon initiative, download the participation form
at www.edglenchamber.com and return, with payment, to the chamber office.

Chamber of Commerce
Common Ground  January 2016 | 3
connect
the newly connected

Better Hearing Clinic, LLC
Dr. T.K. Parthasarathy
Audiology & Hearing Aid Dispensing
9 Junction Drive West, Suite 1
Glen Carbon, IL 62034
618.920.9207
www.betterhearingclinic.com

Hotshots Sports Bar & Grill
John Callahan
Sports Bar w/ Full Menu
CARRY-OUT ORDERS WELCOME
2511 South IL Route 157
Edwardsville, IL 62025
618.307.9723
www.hotshotsnet.com

KinderCare Learning Center
Laura Schaub
Child Care & Pre-School,
School Age Before & After Care
500 Goshen Road
Edwardsville, IL 62025
618.656.0268
www.kindercare.com

MorMat Electrical & Construction Services, LLC
Christopher Carney
Electrical Contractor
7856 St. James Drive
Moro, IL 62067
618.670.9381
www.mormatelectrical.com

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As a member of EDWARDSVILLE/GLEN CARBON CHAMBER OF COMMERCE
YOU’LL SAVE BIG!

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618-656-0120
C. William Schmidt - Matt Rogier

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(618) 797-7993 | myGCScu.com
ACCELERATE Edwardsville/Glen Carbon is a new Ed/Glen Chamber initiative designed to build and solidify our region’s vibrant future workforce.

ACCELERATE Edwardsville/Glen Carbon is a business-centric initiative designed to provide professionals like you with the tools to accelerate your leadership acumen, hone your communication skills, expand your professional network, connect you with mentors, and ultimately strengthen our business community as a whole.

Your Contact Information

First Name:_________________________________________ Last Name: __________________________________________

Company:__________________________________________ Title: ________________________________________________

Address:____________________________________________ City:____________________ State:_______ Zip: ___________

Phone:__________________________________ Email Address: __________________________________________________

□ $50 Participation Fee Enclosed (Make checks payable to Edwardsville/Glen Carbon Chamber of Commerce)

Signature:_____________________________________________________________ Date: _____________________________

* * * PAYMENT DUE UPON RECEIPT OF APPLICATION * * *

Return Application & Dues to: Edwardsville/Glen Carbon Chamber of Commerce
1 North Research Drive          Edwardsville, IL  62025          618.656.7600 (p) | 618.656.7611 (f)
Convenient Care, when you need it and without a high co-pay.

Knowledgeable, compassionate BJC doctors and physician assistants are on hand during the daytime, evenings and weekends, ready to help you with a variety of non-acute health problems. You don’t need to make an appointment, we accept most major insurance plans and our staff will accommodate your needs quickly and efficiently. **Plus, our co-pay is the same price as a primary care visit, which is often less expensive than a visit to an urgent care or emergency room.**

**Common ailments we treat:**
- Minor scrapes, cuts or bruises
- Joint pain
- Back strain
- Sore throat and earache or ear infections
- Insect bites or rashes
- Eye irritation
- Cough, cold or flu symptoms
- Painful urination
- Diarrhea, nausea, and vomiting

**We also provide these services:**
- X-rays
- School and sports physicals
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**Now Open! 2pm – 10pm 7 days a week**

BJC MEDICAL GROUP CONVENIENT CARE IN EDWARDSVILLE
8 Sunset Hills Professional Centre (located at Hwy 157)
Edwardsville, IL 62025

**Sports/School Physicals $25**

BJCmedicalgroup.org | 618.692.6925

**BJC Medical Group**
Convenient Care at Edwardsville

In cooperation with Christian Hospital and BJC HealthCare
We would like to recognize the many Ed/Glen Chamber members who are celebrating membership anniversaries in the month of January. This monthly feature spotlights members for their ongoing support of the Ed/Glen Chamber. We offer our sincerest thanks to each of the following business for their continued membership!

**40+ YEARS**

Coldwell Banker Brown Realtors
Richards Brick Company

**30–39 YEARS**

Village of Glen Carbon

**20–29 YEARS**

Jan’s Hallmark Shop
Ameren Illinois Utilities
The Alton Telegraph

**10–19 YEARS**

Sunset Hills Country Club
Meridian Village
GCS Credit Union
Bank of Springfield
First National Bank - Maryville
St. Louis Regional Chamber

Walmart of Glen Carbon
Royal Office Products, Inc.
Days Inn
Casual Tees
Annie’s Frozen Custard

**5–9 YEARS**

Baha’i Faith
Salvation Army
Patriot Sunrooms

EdwardsvilleOnline
Network Specialists, LLC
Papa Murphy’s Take ‘N’ Bake Pizza

**1–4 YEARS**

Thompson & Lengacher, P.C.
Robert ‘Chick’ Fritz, Inc.
Anytime Fitness
 Integrated Technology Associates
MassageLuXe
CASA of Southwestern Illinois
ChrisLands, Inc.
Stillwater Senior Living

ASAP Coalition
AAA Swing City Music
Cedarhurst Assisted Living & Memory Care
Partners For Pets
Volkert, Inc.
BARBERVoss Home Care
Club Centre, Inc.
Recess Brewing

Clarence Albert Illustrations
Comfort Dental
Accelerate Health & Fitness
Live ‘Tanning Salon Spa, Inc.
Rickey Brothers, Inc.
Associated Bank
Big Frog Custom T-Shirts & More
JK Companies
Sandberg Phoenix attorneys are experienced in legal matters impacting businesses throughout Madison County. From entity formation and corporate structuring to employment law and litigation, corporate transactions and government relations, one of our more than 100 attorneys can help you.
business of the month

COMPANY HISTORY: Grogan’s Martial Arts & Fitness was founded in 1997 by Master Rich Grogan. Their core product at the time was martial arts & fitness classes, along a line of exercise videos titled “Kick To Get Fit.”

The business was run out of owners Rich and Desi’s home, and they taught classes at a variety of gyms and health clubs in the region. In 2005 Rich and Desi opened their first studio location in Edwardsville, then in 2008 the company moved into larger location in downtown Edwardsville with great visibility, and made a huge decision to change the business name to Grogan’s Academy of Martial Arts – a reflection of the company’s new direction and core values.

ECOMOMIC IMPACT: The company’s first studio location was a small 600 square foot rental space. They expanded to a newer location (900 square feet) in Edwardsville in 2008. Grogan’s Academy of Martial Arts has now expanded to its newest location in downtown Edwardsville, with 3,600 square feet and are in the process of purchasing the building and renovating to create more opportunities for members and additional jobs. They employ a staff of seven, and will be adding more when renovations are complete.

COMMUNITY ENHANCEMENT: Rich and Desi are very proactive in giving back and helping the community and those in need. Grogan’s Academy of Martial Arts’ community involvement includes: demonstrations and booths at community, fundraising and health fair events; co-hosting a “Be A Buddy; Not A Bully” night at Edison’s Entertainment Complex; seminars for police and first responders; annual participation in health fairs; a parents’ night out event at which the cost of admission was warm outerwear for those in need; regular board-breaking events with 100% of proceeds going to a charitable foundation; and free 10-minute power chats to all grade school classes.

WORKFORCE COMMITMENT: Grogan’s Academy of Martial Arts has a TNT program (Teacher In Training), where students are continually trained on how to become leaders in their classroom at school, on their sports teams, and at the academy, by providing them with opportunities to take on advanced leadership roles. The culture Rich and Desi have created radiates positive energy, which is extremely fun and uplifting, creating an environment that people want to be a part of. Staff are trained through their leadership program with weekly meetings, with every meeting consisting of tips and techniques on how to become their very best, so that they can help others become their very best.

LEADERSHIP: The business belongs to several organizations for continued positive growth and development, including the Professional Martial Arts College of higher learning and Martial Artists Against Bullying. These are just two of the national organizations Rich and Desi belong to to help them accomplish their mission of helping each student live their best possible life.

INNOVATION: The mission of Grogan’s Academy of Martial Arts is to help each student live their best possible life through exceptional martial arts instruction. The business is a one-of-a-kind life skills and character development academy that specializes in positive motivation, physical fitness and practical self-defense. Grogan’s Academy does far more than teach punching & kicking. The focus is on improving manners, discipline and respect above everything else – teaching students to respect themselves is the first step to helping them to respect others. Classes are fun, engaging and educational for the students, but also provide tremendous life skills and character development lessons, which is a great value for parents.

EXCELLENCE: Rich and Desi truly want to help each student succeed and live their best possible life. They don’t use contracts, so no student is locked into a long term arrangement, and membership agreements are month-to-month which helps them focus on providing the absolute best each and every class so students continue to attend because they want to learn, not because they have to. In addition, they have private conversations with parents and students who may need some extra help to get through some difficult life challenges, possibly at school, home or work.

CHARACTER: Rich and Desi articulate their core values as manners, discipline and respect; the confidence to believe in yourself so that you can live your best possible life; honor, integrity and perseverance; to do the right thing, especially when it’s hard, to battle thought when things are tough, and to never give up on your dreams.

FUTURE FOCUS: Rich and Desi are in the final stages of purchasing their building and expanding. They will add an additional training area, and do small renovations to the existing space that will allow them to provide additional safety/self-defense classes and present more “be a buddy, not a bully” seminars. The Grogans also plan to start an after school program, which will carry their unique values, vision and purpose philosophy to help provide a fun, safe and structured alternative for parents who need after school care for their children.
RSVP by March 1

PLATTING the future

Annual Community Awards Gala & Auction

March 12, 2016

Please reserve ____ chamber member places at $60 each.
Please reserve ____ guest places at $70 each.

Business_________________________________________________________
Contact________________________________________________________
Address________________________________________________________
__________________________________________________________________
Phone_________________________ Email _____________________________
Names of Attendees _______________________________________________
__________________________________________________________________

I am enclosing a check for $___________________________
Please invoice me in the amount of $____________________

Please return response card with your payment to the chamber office by Tuesday, March 1.
To be recognized in the program booklet & PowerPoint presentation, confirmation of sponsorship must be received by March 1.

Rendering Sponsor: $2,000
Premium seating for eight (8)
Company provided with copy of attendee list
Company recognized from the podium & in PowerPoint presentation
Full page color ad in event program & Ed/Glen Chamber newsletter
Social media promotion & recognition on website

Schematic Sponsor: $1,500
Premium seating for six (6)
Company provided with copy of attendee list
Company recognized from the podium & in PowerPoint presentation
Half page color ad in event program & Ed/Glen Chamber newsletter
Social media promotion & recognition on website

Blueprint Sponsor: $1,000
Four (4) complimentary tickets to attend event
Company provided with copy of attendee list
Recognition in PowerPoint presentation & event program
Quarter page color ad in event program & Ed/Glen Chamber newsletter
Social media promotion & recognition on website

Pencil Sketch Sponsor: $500
Two (2) complimentary tickets to attend event
Recognition in event program
Eighth page color ad in event program & Ed/Glen Chamber newsletter
Social media promotion & recognition on website

Concept Sponsor: $250
Recognition in event program
Social media promotion & recognition on website

Business/Organization ___________________________________________________
Contact Name ____________________________________________________________
Address ___________________________________________________________________
____________________________________________________________________________
Phone _____________________________________________________________________
Email _____________________________________________________________________
We would like to sponsor at the __________________ Level at $ __________

Sponsorship Form

Please return with check by March 1, with check payable to:
Edwardsville/Glen Carbon Chamber of Commerce
1 North Research Drive
Edwardsville, IL 62025

phone: 618.656.7600     fax: 618.656.7611
Dave Viox:

About TheBANK of Edwardsville’s Commercial Banking Group

I moved into the area in 1989 and didn’t know anything about the banking situation. So I started checking around and contacted TheBANK of Edwardsville, and I was pleasantly surprised at how welcoming they were and the way they did business. I was completely sold right from the start.

So when I was looking for new office space for my business, I never even thought about going to any other institution. I was happy to work with TheBANK. I sat down with my commercial banker, Kyle David, and he explained the different programs available for my situation. There were several different options available, and the one we worked out was perfect for what I needed. The entire process was extremely satisfying. Everything was taken care of.

Over the years I’ve been able to get to know so many good people that work at TheBANK. They’re not only great business partners to have, but many are good friends. That’s such a big part of being comfortable with your bank. When you know the people you’re doing business with – when you know them personally and know that they’re quality people – you don’t have those questions, wondering if you’re going to be treated right.

Contact us today to find out how we can help you with all your business banking, lending, and investment needs:

618-659-4590
www.4thebank.com
Anderson Hospital Surgeon Receives Excellence Award

Surgeon and chief medical officer of Anderson Hospital, Dr. Charles Lane, was recently honored as recipient of the ‘Excellence in Quality Award for Surgeon Champion’ presented by The Illinois Surgical Quality Improvement Collaborative (ISQIC). As a surgeon champion of the ISQIC, Dr. Lane brings Anderson Hospital best practices for rapid and sustained improvement of surgical patients. The knowledge he gains and shares within the collaborative, results in continuous improvement of surgical care throughout Illinois.

“Dr. Lane has gone above and beyond the requirements and expectations set forth by the ISQIC Coordinating Center and we are honored to have him on staff and leading these efforts at Anderson Hospital,” said Keith Page, Anderson Hospital President and CEO.

IMPACT Strategies Completes Project

Construction-management firm IMPACT Strategies recently announced it completed construction of a new retail building and Dollar Tree Store in Collinsville, IL. The building is located at 609 Beltline Road, adjacent to Kohl’s and Schnucks Plaza.

USPG Collinsville, LLC developed the 19,590-square-foot retail building. IMPACT Strategies finished approximately 9,000 square feet for Dollar Tree, and the remaining space is unfinished and available for lease. The project architect was TRi Architects of St. Louis, Mo.

In 2011, USPG Collinsville, LLC worked with IMPACT Strategies to develop the Collinsville Retail "A" building adjacent to Kohl's. Maurice's and Clarkson Eye Care are current tenants, and approximately 1,600 square feet remains available for future lease. The new Dollar Tree building completes the development site for the client.
Franklin & Vaughn, LLC and Croxford & Company, PC Announce That The Two Firms Have Joined Forces

Metro-East/St. Louis area public accounting firms Franklin & Vaughn, LLC and Croxford & Company, PC are pleased to announce their combination effective October 1, 2015. All activities of the combined firm now operate as Franklin & Vaughn, LLC.

Franklin & Vaughn, LLC principals Nathan Franklin and Mark Vaughn are excited about the benefits created by adding new clients and staff to their existing firm. Franklin states that “by joining our two firms together, the ability of our expanded staff to work collaboratively provides us the expertise to surpass all of our clients’ expectations more effectively.”

Retiring owner of Croxford & Company, PC Rod Croxford will remain involved in the new entity to meet with various clients and offer consulting services throughout the transition. Croxford says, “The ability to provide my clients with more resources and support available with Franklin & Vaughn, LLC allows me the comfort I need to know my clients will continue to be well-served as I phase into retirement.”

Franklin & Vaughn, LLC now has offices located in Alton, Illinois, Edwardsville, Illinois, and South County St. Louis, Missouri. “We have grown our firm to fully cover both sides of the river with strategically located offices, five certified public accountants, two enrolled agents, and four other staff members,” commented Vaughn.

To learn more about how Franklin & Vaughn, LLC can serve you or your business’s needs, go to www.franklinvaughncpa.com, e-mail mail@franklinvaughncpa.com or phone directly 618.614.3194 or 314.707.7872.
MM&R Featured as a Top Ranked Firm in Fortune

Mathis, Marifian & Richter was recently selected as a Martindale-Hubbell 2016 U.S. Top Ranked Law Firm and was featured in a special section of Fortune Magazine’s End-Of-Year Special Edition Investor’s Guide 2016.

To receive Martindale-Hubbell’s prestigious award, a firm must have one-third of its attorneys achieve an AV Preeminent® peer rating, which demonstrates that a lawyer has earned the highest rating in legal ability and ethical standards. MM&R was one of only 2,510 U.S. law firms selected.

“It is an incredible honor to be featured among the very best law firms in the country, in a publication read by America’s top executives and business leaders,” said Pat Mathis, shareholder of MM&R.


Established in 1984, Mathis, Marifian & Richter, Ltd. has emerged as one of the most trusted and respected law firms in the southern Illinois and St. Louis areas. The firm has offices in Belleville, Edwardsville and Nashville, IL, as well as Clayton, MO.

MM&R’s shareholders and associates possess knowledge and experience in practice areas that include business law, taxation, estate planning, employee benefits, banking law, bankruptcy, and commercial and tort litigation. For more information, go to www.mmrltd.com.

First Mid Recognized With Two Visa Awards

First Mid-Illinois Bank & Trust has been recognized as an inaugural recipient of two 2015 Visa Debit Processing Service (DPS) Achievement Awards: The Lowest Fraud Rate (Debit) and The Overall Portfolio Excellence (Debit). These awards give accolades to clients who achieve the pinnacle of performance in key areas driving business growth and cardholder satisfaction.

Shelly Rowland, vice president card & ATM manager, stated, “To be named one of Visa’s highest performing clients for our consistent and superior operation performance is truly an honor and a proud achievement for First Mid. We are committed to providing superior service to our customers and Visa is a key player in helping us deliver on that commitment.”

The Lowest Fraud Rate (Debit) award acknowledges programs proactively partnering with DPS to use tools such as Falcon Fraud to maintain low rates of fraudulent transactions. The Overall Portfolio Excellence (Debit) award honors programs maintaining strong, well-balanced performance in the areas of authorization approval rate, fraud rate, and portfolio growth.

First Mid-Illinois Bancshares, Inc. is the parent company of First Mid-Illinois Bank & Trust, N.A. (First Mid) and First Mid Insurance Group. A community bank with more than $2 billion in assets headquartered in Mattoon, IL, First Mid offers comprehensive banking, trust and wealth management services, and insurance services.

First Mid’s mission is to fulfill the financial needs of our communities with exceptional personal service, professionalism and integrity, and deliver meaningful value and results for customers and shareholders. First Mid-Illinois Bancshares, Inc. stock is traded on the NASDAQ under the symbol FMBH. More information about First Mid is available at www.firstmid.com.
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TheBANK of Edwardsville Opens Bilingual Banking Center in Fairmont City

In November, TheBANK of Edwardsville introduced the first full service, fully bilingual banking center in the St. Louis metro area, with the grand opening ceremony of its Fairmont City Center, located inside the Fairmont City Library.

“Today is an exciting day for everyone at TheBANK of Edwardsville,” said Rob Schwartz, senior VP of retail banking. “This is a culmination of a great deal of hard work by a core group of people at our bank, and also the beginning of a remarkable partnership with the Fairmont City Library.”

TheBANK of Edwardsville began developing a plan to reach the growing Hispanic population – a market historically underserved by the financial industry – in the St. Louis metro area more than two years ago. After more than a year of planning and developing products and services specifically catering to the needs of the Hispanic population, and hiring a full team of bilingual bankers fluent in Spanish and English, TheBANK and the Mississippi Valley District Library Board, which oversees the Fairmont City Library, worked together to come to locate the new banking center in the library, which has developed into the hub of activity for the Fairmont City community.

“As we worked with the library board to work out an arrangement that would benefit all parties involved, it became clear that the Fairmont City Library plays a huge role in making this community a great place to live, to raise children and to do business,” Schwartz said. “With TheBANK’s focus on financial education, offering products that encourage home ownership and financial independence, and with our history of community involvement, this is truly a perfect fit for us.”

Guest speaker Karlos Ramirez, executive director of the Hispanic Chamber of Commerce of Metropolitan St. Louis, said TheBANK of Edwardsville’s willingness to cater to the fast-growing Hispanic population puts it at the forefront in the financial community.

Guest speaker Vin Ko, program manager of the St. Louis Mosaic Project, a regional initiative which has the goal of making the St. Louis metro area the fastest growing region in terms of immigration by the year 2020, said TheBANK opening a center in a largely Hispanic community will help his organization reach that goal.

TheBANK’s decision to develop products and services and open a banking center that can meet the needs of the Hispanic population had the full backing of its board of directors from the beginning of the project more than two years ago.
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Scheffel Financial Services’ Jeff Westerhold Recognized On “Best Wealth Managers” List

St. Louis Small Business Monthly (SBMON) recently selected Jeff Westerhold, MBA, CFP®, CLU, as one of the St. Louis region’s “Best Wealth Managers.”* Westerhold, principal of Scheffel Financial Services, will be featured along with the other recipients in the February edition of the publication.

Westerhold has been working in the financial services industry for more than 25 years. At Scheffel Financial Services, he leads his team in assisting individuals and business owners in developing custom-tailored financial strategies to suit their needs. Westerhold’s client services include estate and retirement planning, wealth management strategies, investment services, insurance analysis, and financial planning.

Westerhold received his undergraduate degree in finance from Eastern Illinois University in 1987, and his MBA in 1989. He earned his Chartered Life Underwriter (CLU) in 2000 and his Certified Financial Planner (CFP®) designation in 2001. Outside of his work at Scheffel Financial Services, Westerhold is active in multiple community and nonprofit associations, including Edwardsville Rotary club, Habitat for Humanity, and the Edwardsville/Glen Carbon Chamber of Commerce.

Since being founded in 2001, the team at Scheffel Financial Services offers independent, unbiased, customizable wealth management strategies to their clients. Their services include investment management, portfolio analysis, financial planning, estate and retirement planning, and both life and long-term insurance analysis. They are located in downtown Edwardsville and serve clients throughout the St. Louis and Southern Illinois regions. To contact Westerhold and his team, call 618.656.1207. Securities and advisory services offered through LPL Financial, a Registered Investment Advisor, Member FINRA/SIPC.

* The SBMON readership nominated individuals for this award and recipients were chosen based on number of nominations they received.
Illinois Chamber of Commerce
Monthly Advocacy Report

This article was published by the Illinois Chamber of Commerce in as a monthly advocacy report email.

The Illinois Chamber of Commerce and the Illinois Association of Chamber of Commerce Executives (IACCE) featured several state government officials, including Gov. Bruce Ryan, at its legislative summit Jan. 29 in Springfield. The nearly 70 attendees shared their local issues and heard about transportation infrastructure, economic development, and the Independent Maps campaign.

Other speakers were Ill. Dept of Transportation Secretary Randy Blankenhorn, Ill. Dept. of Commerce and Economic Opportunity Jim Schultz (former Chamber board president), and Ill. Commission on Government Forecasting and Accountability Executive Director Dan Long.

SOTS: Gov. Bruce Rauner offered his State of the State speech Jan. 28 at the Capitol, focusing on the economy and what Illinois should do to improve it. He pointed to workers’ compensation reform, pension reform, and cutting red tape and inefficiencies in state government as ways to boost the business climate. The bottom line is that Illinois needs to be pro-growth. Read the Chamber’s statement at www.ilchamber.org.

MAP Bill: The Senate concurred with the House late in January on SB 2043 (Burke), which appropriated $721 million for the Monetary Award Program (MAP) and community college programs. The roll call for the House was 67-42-6 and the roll call for the Senate was 36-12-3. The Governor’s Office of Management and Budget (GOMB) opposes the measure signaling that the bill would add $721 million to the deficit, increase the bill backlog by the same and delay payments to providers, vendors, and contractors. The governor is expected to veto the bill.

Next Session Days: Both the House and Senate will return to session on Wed., Feb. 10 and Thurs. Feb. 11. Pres. Barack Obama is scheduled to speak to the General Assembly Feb. 10. This marks the first time in nearly 38 years since a sitting president will address the G.A.

Bill Analysis: Chamber staff are pouring through the new bills and amendments that have so far been introduced this spring. As the analysis is complete, the Chamber’s positions on bills will be posted on the website under “Key Legislation.”

TFIC & FAST: The Illinois Chamber’s Infrastructure Council’s Ben Brockschmidt attended the Transportation for Illinois Coalition meeting on Tuesday, where U.S. Sen. Dick Durbin talked about the Fixing America’s Surface Transportation (FAST) Act, which will spur infrastructure development. In the photo are Mike Kleinick, Chicago Laborer’s District Council - LMCC, Mark Poulos, Indiana-Illinois-Iowa Foundation for Fair Contracting, Rep. Cheri Bustos, and Mike Sturino, Illinois Road Builders.

STAFF CHANGES: We are delighted to announce two new staff members, and an addition to our Chicago office.

Tyler Diers joined us in January as director of advocacy. Diers worked previously for the Illinois Senate Republican staff as a legislative analyst for the Senate Local Government Committee. He provided legislative information to caucus members, resolved local government issues with respective interest groups and state legislators, and helped facilitate project management for elected officials. Prior to that, Diers was a government affairs intern at the Illinois Chamber of Commerce.

Already establishing herself as a hard-working organizer is Callie Cimarossa. She has an administrative background and comes to us from Blue Cross Blue Shield, where she worked with members who had Affordable Care Act policies. A native of Pleasant Plains, she is our Springfield office manager and has immediately helped the team run more smoothly.

Rebecca Shi, executive director of the Illinois Business Immigration Coalition (IBIC), will be using one of the offices in the Illinois Chamber’s Chicago space. The Illinois Chamber works with IBIC and is a partner organization and Chamber President and CEO Todd Maisch is a co-chair of the IBIC steering committee.
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