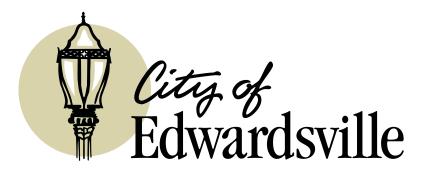
March 2017



Common Ground

April 27, 2017 7:30am

LegislativeBreakfast with the Mayors





7:30am Full Breakfast Buffet

8:00am Introductions, Welcome & Program

In the Leclaire Room at Lewis and Clark Community College's N.O. Nelson Campus

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connect

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Edwardsville/Glen Carbon Chamber of Commerce

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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.

on the cover

Annual Mayors' Breakfast: April 27, 2017

The Edwardsville/Glen Carbon Chamber of Commerce's Mayors' Legislative Breakfast, an annual event planned by the chamber's government affairs committee, is scheduled for **Thursday, April 27** in the **Leclaire Room** at **Lewis and Clark Community College's N.O. Nelson campus**.

This is an excellent opportunity to build relationships with fellow business people, learn about current affairs in Edwardsville/Glen Carbon, and celebrate the many accomplishments of the communities we serve. Mayors of Edwardsville & Glen Carbon will provide guests an update on current economic development projects within their respective municipalities, and a recap of 2016 project, permit and sales tax data. This annual breakfast provides our two local municipalities the opportunity to present 'state of the city/village' information as it relates to our business constituency.

7:30am Hot Breakfast Buffet
8:00am Program Begins
\$29 Per Person (Ed/Glen Chamber members)
\$39 Per Person (guests)

The 2017 Mayors' Legislative Breakfast is proudly brought to you by IMPACT Strategies, Inc., go to www.BuildWithIMPACT.com.

RSVP online at edglenchamber.com, or by faxing the form on page 9 of this publication. Additional sponsorship opportunities are available - call 618.656.7600 to learn more.



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**.

2017 Ambassadors

Breck Newman, HireLevel
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Jeremy Colton, Big Frog Custom T-Shirts & More
James DeMoulin, First Clover Leaf Bank
David Janes, Scott Credit Union
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save the date

4/4 Tuesday 8-9am

ACCELERATE Executive-Led TED Talk Facilitation w/ David Toby of FCB Edwardsville Bank Holiday Inn Express & Suites 1000 Plummer Drive Edwardsville, IL 62025 RSVP Online

4/5 Wednesday 8-9am

Chamber Q&A: Maximize Your Membership Ed/Glen Chamber Office 1 North Research Drive Edwardsville, IL 62025 RSVP Online

4/11 Tuesday 7:15-8am

Morning B2B Connections Source Juicery 220 West Main Street Edwardsville, IL 62025 RSVP Online

4/10 Monday 4:30pm

Ribbon Cutting Klaussner Home Store 6698 Center Grove Road Edwardsville, IL 62025

4/11 Tuesday 4pm

Ribbon Cutting & Grand Re-Opening Comfort Inn 3080 South IL Route 157 Edwardsville, IL 62025

4/12 Wed 8:30am-12:30pm

Illinois Chamber of Commerce OSHATraining & Regulatory Update Holiday Inn Express & Suites 1000 Plummer Drive Edwardsville, IL 62025 RSVP at ilchamber.org/events

4/18 Tuesday 4pm

Ribbon Cutting Metro East Humane Society 8495 IL Route 143 Edwardsville, IL 62025

4/20 Thursday 5-7pm

Business After 5 Brickman Orthodontics 144 West Street Edwardsville, IL 62025

4/25 Tuesday 5:30-8pm

ChamberNET Gateway Grizzlies GCS Ballpark 2301 Grizzlie Bear Boulevard Sauget, IL 62206

4/26 Wednesday 10am-3pm

Illinois Chamber of Commerce Employer Action Day (Lobby Day) Wyndham City Center 700 East Adams Street Springfield, IL 62701 RSVP at ilchamber.org/events

4/27 Thursday 7:30-9am

Mayors' Legislative Breakfast Leclaire Room @ N.O. Nelson 600 Troy Road Edwardsville, IL 62025 RSVP Online

5/2 Tuesday 8-9am

ACCELERATE Executive-Led TED Talk Facilitation w/ Edwardsville Police Chief Jay Keeven Holiday Inn Express & Suites 1000 Plummer Drive Edwardsville, IL 62025 RSVP Online

5/3 Wednesday 8-9am

Chamber Q&A: Maximize Your Membership Ed/Glen Chamber Office 1 North Research Drive Edwardsville, IL 62025 RSVP Online

5/4 Thursday 4pm

Ribbon Cutting Stix & Stones Interiors 100 East Vandalia Street Edwardsville, IL 62025

5/9 Tuesday 12-1pm

nexus&noon Edison's Entertainment Complex 2477 South IL Route 157 Edwardsville, IL 62025 RSVP Online

5/11 Thursday 7:30-9:30am

Illinois Chamber of Commerce The Life of a Workers' Compensation Claim Holiday Inn Express & Suites 2011 Formosa Road Troy, IL 62294 RSVP at ilchamber.org/events

5/18 Thursday 5-7pm

Business After 5 FCB Edwardsville Bank 6659 Center Grove Road Edwardsville, IL 62025

6/30 Friday 7:30am

Ed/Glen Chamber Annual Golf Tournament

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Join the Illinois Chamber of Commerce for a half-day seminar, presented by Patrick Sanders of SmithAmundsen. Patrick will cover OSHA program basics, what's new for 2017, and provide the latest advice on how to navigate an OSHA on-site inspection step-by-step.

Topics include:

- Latest enforcement efforts based on the enhanced civil penalty amounts
- OSHA General Industry Walking-Working Surfaces and Personal Fall Protection System standards
- The latest on post-accident drug testing and safety Incentive rules
- Enforcement trends for 2017

Don't miss this informative and timely program!

Continuing Education Credits:

This seminar has been submitted for approval to offer 4 CLE credits for attorneys.

This seminar has been pre-approved to offer 4 HRCI credits.

This seminar has been pre-approved to offer 4 SHRM Professional Development Credits (PDCs).

Registration Information:

Wednesday, April 12, 2017 | 8:30 am - 12:30 pm

Holiday Inn Express: 1000 Plummer Drive, Edwardsville, IL 62025

Early Bird - (For everybody) - Sign up before March 22 - \$159

Member (For members of the Illinois Chamber, local chamber partners, ILSHRM, & SHRM) - \$199.00

Retail Price - \$239.00







Edwardsville I Glen Carbon Chamber of Commerce

To register or for more information go to www.ilchamber.org/events or call Kelli Jessup at (217) 522-5512, ext. 227, or kjessup@ilchamber.org.

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Mary Elizabeth Coleman

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Edwardsville, IL 62025
618.589.3825

www.tuckerallen.com



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We would like to recognize the many Ed/Glen Chamber investors who are celebrating membership anniversaries in the month of March. 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!

20+ YEARS

Tri County Storage
R. P. Lumber Company, Inc.
Eden Church
CliftonLarsonAllen LLP
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10-19 YEARS

Visionary Wealth Advisors
Louer Facility Planning, Inc.
Watershed Nature Center
Piedmont Development Corporation
Two Men & A Truck

Bard & Didriksen Pediatrics, PC Kellerman Cosmetic & Family Dentistry Allison's Comfort Shoes & Boots Schaberg Dermatology

5-9 YEARS

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Metro-East Lutheran High School
Spectrum Business
Edwardsville American Legion Post 199
Edwardsville Neighbors in Need
Fireside Financial, LLC

Holmes Insurance Agency
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Grand River Jackpot, LLC
Riverbend Family Ministries
Brain Balance Achievement Centers

1-4 YEARS

Bodies Kneaded Marine Coin Company Granny 8 Mortgage C.J. Schlosser & Company, LLC Hair She Blows, Inc. Pet Grooming Salon Contegra Construction Company, LLC Glazy Squares Madison County Treasurer's Office Envisioning Green Abundance Advisors, Inc. Pinot's Palette



As one of the largest law firms in Southern Illinois, MM&R understands what it takes for businesses to grow and succeed. Our attorneys understand the issues businesses face every day, whether a start-up or an established company. From medical practices to manufacturers, we have the diverse background and experience to assist your business.

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- · Employment issues and benefits
- · Shareholder disputes
- Business sales and acquisitions
- Tax planning
- · Buy-sell agreements
- · Franchise and dealership agreements
- Business litigation

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April 27, 2017 7:30am

Legislative Breakfast with the Mayors





Join the Edwardsville/Glen Carbon Chamber of Commerce's government affairs committee for breakfast as they host the mayors of Edwardsville & Glen Carbon.

7:30am Full Breakfast Buffet

8-9am Introductions, Welcome & Program

In the Leclaire Room at Lewis and Clark Community College's N.O. Nelson Campus

Breakfast with the Mayors

with the IVIA y O13	Please reserve	tickets at \$29 each (\$39 non-members)
Business Name		
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Names of Attendees		
Contact Email Address		
Please Bill Me I am enclosing a check for \$		

Fax RSVP Form to: 618.656.7611

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Questions? Call 618.656.7600 or email office@edglenchamber.com.



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business after 5



Vision For Life, February 16



Vision For Life, February 16



Vision For Life, February 16



Vision For Life, February 16



Vision For Life, February 16



Vision For Life, February 16

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business after 5 & ribbon cuttings



Vision For Life, February 16



Vision For Life, February 16



Vision For Life, February 16



Vision For Life, February 16



Gucciardo CPAs, PC, February 15



The life of a workers' compensation claim starts with the employee, but most importantly, the employer. Once a claim makes its way to litigation, Inman & Fitzgibbons, Ltd. is prepared to represent the employer each step of the way to resolve the claim. In this presentation, we will navigate through the anatomy of a workers' compensation claim, starting with the filing of the Application of Adjustment of Claim and concluding with either settlement or trial. We will discuss the intricacies of handling a workers' compensation claim before the Illinois Workers' Compensation Commission from start to finish, as well as what you can expect when represented by defense counsel like Inman & Fitzgibbons, Ltd.

CONTINUING EDUCATION:

This seminar has been submitted for approval to offer 2 CLE credits for attorneys. This seminar has been pre-approved to offer 2 HRCI credits. This seminar has been pre-approved to offer 2 SHRM Professional Development Credits (PDCs).

REGISTRATION:

Thursday, May 11, 2017 | 7:30 am - 9:30 am Holiday Inn Express 2011 Formosa Road, Troy, IL 62294 Price - \$35.00







To register or for more information go to www.ilchamber.org/events or call Kelli Jessup at (217) 522-5512, ext. 227, or kjessup@ilchamber.org.

your business

First Clover Leaf Bank Becomes First Mid-Illinois Bank & Trust

First Clover Leaf Bank, N.A. recently converted to First Mid-Illinois Bank & Trust, N.A. ("First Mid"). The First Clover Leaf Bank branches in Edwardsville, Wood River and Swansea, Illinois and Clayton, Missouri opened on Monday, March 20 as First Mid. The First Clover Leaf Bank branch in Highland has merged with the First Mid Highland branches.

First Mid-Illinois Bank & Trust and First Clover Leaf Bank have been working together for several months to make the transition as smooth as possible for customers. Customers received Welcome Packets in the mail with important information about their accounts and any changes they may expect.

"We've been getting the word out through direct mail, email, TV, radio, our websites and other means so that customers are prepared," said First Clover Leaf Bank Regional President Lisa Fowler. "There will be some one-time actions customers will need to take, such as logging into online banking and activating new debit cards. Our Customer Solutions Center and Metro Region banking centers are prepared to help customers with any questions they may have."

Chartered in 1865, First Mid-Illinois Bank & Trust is recognized as one of America's top performing banks, having earned a five-star Bauer Financial rating, been recognized as a top 100 community bank by S&P Global Market Intelligence, as well as being named Small Business Administration (SBA) 2016 Central/Southern Illinois Community Lender of the Year. With the completion of the First Clover Leaf Bank acquisition, First Mid now has 53 banking centers and 66 ATMs across Illinois. This growth expands its overall service area and offers customers banking capabilities in 37 Illinois and Missouri communities.

First Mid Chairman and CEO Joe Dively said, "We are continually looking for ways to expand banking products and services to our customers, including insurance and trust & wealth management services. Expanding our presence in the St. Louis Metro area greatly improves the overall service area for our customers and we look forward to maintaining strong relationships and involvement in these communities."







For You. For Community. For Generations.

Community. It's what brings us together. Family. Friends. Neighbors. Living in a place we call home. We strengthen our communities by supporting our many civic, educational and charitable organizations ... because it's the right thing to do. It's been our tradition since 1868. Stability. Service. And most importantly, giving back.



618-656-0098

your business

Korte & Luitjohan Welcomes Muentnich

Korte & Luitjohan Contractors (K&L), is pleased to announce that Scott Muentnich has joined the K&L team as director of client relations. Scott comes to K&L with more than 20 years of construction and development experience, overseeing a variety of projects both as a project manager and manager of multi-state commercial/industrial business development. Scott has the designation of LEED Accredited Professional. He received his Bachelor of Science Degree in Construction Management from SIUE. He resides in Collinsville with his wife Stephanie Muentnich and their two children.

K&L is a full-service general contracting firm based in Highland. Since its founding in 1958, the company has provided quality construction throughout the region. K&L offers design-build, pre-construction services, construction management, and general contracting for commercial, financial, healthcare, educational, religious, historical renovation, and industrial facilities. K&L's broad experience and knowledge base allow us to provide a high degree of project control to enable us to work closely with clients to meet their operational needs. For more informationgo to www.korteluitjohan.com.

Leadership Council Forms Academy, Deadline Near

The Leadership Council Southwestern Illinois is now enrolling individuals who want to enhance their leadership skills for professional success. Prominent businesses leaders will present six informative and interactive sessions on communication, team building, leadership, management, networking, and community relations.

The program will begin April 19, 2017 and sessions will be held from 8:30am–12pm once per month for six months in O'Fallon, IL, ending on September 20, 2017. Registration is \$450 and includes all course materials and lunches. For more information and to register, call 618.692.9745 or email office@leadershipcouncilswil.com. Registration closes April 12, 2017.



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your business

Faller Named Partner Of West & Company, LLC

David W. Faller has been named a partner of West & Company, LLC. Faller is a native of Newton and a graduate of the University of Illinois. He resides in Dieterich with his spouse, Pam and their children.

Faller was recently named partner-in-charge of the firm's accounting and auditing department. His duties include oversight of the firm's quality control policies and procedures and of the firm's adherence to professional standards.

West & Company, LLC is a full service accounting firm with an emphasis in accounting and auditing, income tax preparation, bookkeeping and payroll services, employee benefit plan services, and estate and financial planning.

The firm was founded in 1968 and has grown to become a regional accounting firm with offices in Champaign, Edwardsville, Effingham, Greenville, Mattoon and Sullivan and has approximately seventy (70) employees. They have been designated a G-400 firm by the American Institute of Certified Public Accountants (AICPA).

Stevens Elected Southern IL Chapter Chairman

GCS Credit Union Asset Recovery Manager Jay Stevens has been elected to serve as the Southern Illinois Chapter Chairman of the Illinois Credit Union League (ICUL) for 2017-2018. Stevens represents the collective interests and future of 15 counties of credit union members. Stevens has been involved in the chapter for eight years with various official positions. In 2016, Stevens was elected to chapter vice chairman for the first time. Stevens believes firmly in the credit union roots of 'people helping people' and plans to run his term based on this philosophy.

Stevens stated, "I want to help further the credit union movement. I want to get more credit unions in our chapter involved. As credit unions we need to work together to achieve our common goals. I hope that as president of the chapter that I can help make a difference in our movement and that we can continue to do good in our local communities."

For more information on the Illinois Credit Union League, go to icul. com. For more information on GCS Credit Union, go to myGCScu.com or facebook.com/GCSCreditUnion.



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Marcel Brown Technology Services Reaches 15-Year Milestone, Brown Reflects On Changes In Tech

It was fifteen years ago this April when I made the decision to leave employment elsewhere and make my side business my full-time job. Two weeks later, April 15th, was the first day I didn't go to work for someone else and instead went to work for my clients exclusively. I can still remember the feeling of independence, just like the last day of high school (which was the same day I turned 18), where I was in charge of my own life and I no longer needed to answer to anybody else. Of course, I had no idea what I was getting into at the time and maybe if I had I wouldn't have done it. No, actually I know I would have still started my own business because the freedom one gets from being an entrepreneur and being in charge of one's own destiny is worth the hardships.

Fifteen years is a long time, but especially in the technology field, which my whole life has been dedicated to. Looking back fifteen years, I thought about how far technology has advanced. It was spring of 2002. Windows XP and the iPod had just been introduced the previous fall. There was no such thing as the Geek Squad at Best Buy. The Blackberry was still just an oversized pager that only did e-mail. And there was little technology help available for

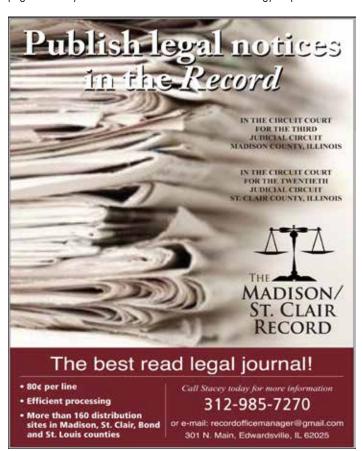
small businesses and individuals. So I made it my mission to help those that were overlooked by the IT firms that claimed they handled "small" business. I also made it my purpose to stay well informed of the changes in the technology industry so that I could help my clients take advantage of the latest technology to stay ahead of their competitors.

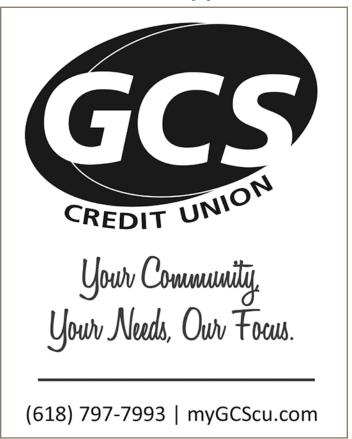


Since I have seen so many changes in the technology field since I've been in business full-time, I thought it would be fun to look back and make a list of the most important technologies of the last fifteen years. Starting March 31st with my short list of honorable mentions and running through April 15th, the fifteenth anniversary of my first full day in business, I will reveal day by day my list of the fifteen most important technologies of the last fifteen years. Please follow along and reminisce with me on how technology has changed our lives in that time. www.marcelbrown.com

- Marcel Brown







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Illinois Chamber of Commerce March 2017 Government Affairs Report

This was published by the Illinois Chamber of Commerce in a March 2017 'Government Affairs Report' email.

CHAMBER ODDS AND ENDS: The last GAR included an alert to members on an issue that may impact several Chamber members. HB 3419 (Andrade) and SB 1798 (Hastings) would both adopt a tax haven blacklist that is designed to address purported tax evasion by businesses that establish subsidiaries in socalled "tax havens." The legislation also amends the Procurement Code



to forbid "expatriate" companies from bidding on state contracts, as well as amending state pension laws to forbid investment by the state pension systems in "expatriate" companies.

In addition, a recent GAR also highlighted two other bills that would impact on the broader business climate in Illinois. SB 1502 (Hastings) and HB 2774 (Turner) would require companies to provide advance notice in a privacy policy of any possible disclosure of a broad range information to a third party, even if that disclosure is not in any way material to the consumer. A failure to do so or an error - even an honest mistake where no one is harmed - could invite burdensome class action litigation and potential class action liability. The Chamber is opposed to both of these bills.

TAX: The House Revenue committee held subject matter hearings on a number of bills on Thursday, including HB 453 and HB 2458 sponsored by Representative Flowers. HB 453 proposes a Financial Transaction Tax. The tax proposed by the legislation is styled as a "privilege tax" on engaging in financial transactions on certain specified exchanges located in Chicago. HB 2458 provides that a home rule municipality with 1,000,000 or more inhabitants may, by ordinance, levy a tax on stock, commodity or options transactions. The Chamber opposes both of these bills.

TAX – HB 3393 (Welch) passed out of House Revenue Committee on a partisan roll call. The bill amends the Illinois Income Tax Act to impose a privilege tax at a rate of 20% on partnerships and S corporations engaged in the business of conducting investment management services, until such time as a federal law with an identical effect has been enacted. The Chamber is opposed to this bill.

ENERGY & ENVIRONMENT – HB 2958 (Fine) passed out of the House Consumer Protection Committee 3-2. This bill would ban the use of various pavement sealant statewide. The Chamber opposes.

BUSINESS REGULATION – HB 2532 (Moeller) passed out of the House Civil Procedure Subcommittee 2-1-0. This bill amends the Eminent Domain Act to provide that if either party in the condemnation action demands a trial by jury, then the condemning authority may not take possession of the property before a determination of just compensation is made by verdict of the jury. The Chamber opposed the bill. The bill is now in the House Judiciary Civil Committee.

TRANSPORTATION & INFRASTRUCTURE – HB 3004 (Riley) passed as amended in House Mass Transit Committee 9-1. The bill allows the RTA to issue working cash bonds and establish lines of credit. The Chamber supports this bill.

EMPLOYMENT LAW – HB 2525 (Hoffman) passed House Labor and Commerce Committee 17-12. This is the same legislation that House Democrats passed during the previous General Assembly's lame duck session in January. The Chamber views the changes as creating more government bureaucracy, codifying bad case law and increasing costs to Illinois employers.

PROCUREMENT – House Amendments 1 to both HB 137 (Hoffman) and HB 138 (Hoffman) passed favorably out of the House State Government Committee this week on a partisan roll call. These bills would amend the state's procurement code to require the state to purchase equipment manufactured in Illinois if applicable, or the United States. The Chamber slipped in opposition.

PROCUREMENT – HB 795 (Halpin) was not called this week but the Chamber has confirmed with the sponsor that he intends on calling the bill in committee next week. This bill would require the state of Illinois to purchase vehicles with a VIN numbers from either the US and/or Canada. The Chamber opposes this bill as it would result in higher costs and limited choices for the state taxpayers, strain relations with Mexico and would result in more obstacles for auto workers, the auto industry and the small Illinois employers they support.

US CHAMBER RELEASES CONGRESSIONAL SCORECARD: This week the U.S Chamber of Commerce honored 266 members of the U.S House of Representatives and 55 members of the U.S Senate with its annual Spirit of Enterprise Award, given in recognition for pro-growth policies in the second session of the 114th Congress.

Winners from the Illinois Delegation include:

 Mark Kirk (R) - 100%
 Daniel Lipinski (D) - 79%

 Peter Roskam (R) - 100%
 Bob Dold (R) - 93%

 Mike Bost (R) - 100%
 Rodney Davis (R) - 100%

 Randall Hultgren (R) - 100%
 John Shimkus (R) - 100%

 Adam Kinzinger (R) - 100%
 Darin LaHood (R) - 100%

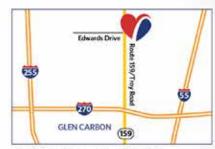
During the second session of the 114th Congress, the Chamber scored members on 8 Senate votes and 14 House votes related to access to capital for small businesses, ensuring our workforce has the skills necessary for the jobs of tomorrow, and helping American manufacturers compete in a global economy. In addition, votes in support of building the U.S. water infrastructure system, protecting intellectual property, and updating energy policy also factored into scoring. Go to www.uschamber.com/how-they-voted/2016 for a complete list of 'How They Voted 2016.'

ILLINOIS CHAMBER OF COMMERCE

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