

September 2015



Edwardsville | Glen Carbon Chamber of Commerce

It's everyone's business.

Common Ground

HALLOWEEN  PARADE



6:30pm Saturday, October 31
Downtown Edwardsville

Miners, Mobsters & The Mother Road

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connect

2015 Executive Committee

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Lisa Klaustermeier
Anderson Hospital
Nicole Kline
Extra Help, Inc.
Skip Sponeman
Walmart of Glen Carbon
David Toby
FCB Edwardsville Bank
Dave Viox
AAdvantage Insurance Group, Inc.

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, AAdvantage Insurance Group
Terrence Barrett, Scott Credit Union
Jeremy Colton, Big Frog Custom T-Shirts & More
Dr. Eric Dixon, SPORTCHIRO+
Heather Giacoletto, Express Employment Pros
Carol Johnson, Visions by Carol Photography
Erin Townzen, Brickman Orthodontics
Amanda Linton, Northwestern Mutual

Chamber Staff

Desirée Bennyhoff
President & CEO
ceo@edglenchamber.com

Kathy Hentz
Administrative Assistant
office@edglenchamber.com

Kerry Smith
Membership Director
membership@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

Halloween Parade: Saturday, October 31

The 2015 Edwardsville/Glen Carbon Chamber of Commerce Halloween Parade theme is: **Miners, Mobsters & The Mother Road**. The parade will begin promptly at **6:30pm Saturday, October 31**. Download registration, rules and regulations forms, along with sponsorship information at **www.edglenchamber.com**.

Sponsorship deadline is Friday, October 16. This high-visibility event is an excellent opportunity to promote your business to an estimated 20,000+ spectators at one of the region's largest parades.

Registration deadline is Monday, October 12. Entries postmarked after October 12 will be assessed a \$20 late fee and will be positioned at the end of the parade. Halloween parade packets, which include line-up numbers and maps, will be available for pick-up at the Ed/Glen Chamber office from 9am-4pm October 20 through 23; remaining packets will be mailed to entrants Monday, October 26.

The parade will leave Lincoln Middle School parking lot at Schwarz & West Streets, then travel east on St. Louis Street to Vandalia Street, then north on North Main Street and will disband at High Street.

The Ed/Glen Chamber works closely with the Edwardsville Police Department to assess any public safety concerns due to inclement weather; the parade will occur rain or shine, provided public safety is not at risk. In the case of parade cancellation due to weather/safety concerns, **the event will not be rescheduled**; refunds will not be issued.

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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 Publishing Co.
First Clover Leaf Bank
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Robert 'Chick' Fritz, Inc.
Southern Illinois University Edwardsville
Spectrum Business
Stur Restaurant
Village of Glen Carbon
Visionary Wealth Advisors
Volkert, Inc.
West & Company, LLC
Wirtz Beverage Illinois

Premier Level

1818 Chophouse
ABRA Auto Body & Glass
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Bella Milano Edwardsville
Big Daddy's Edwardsville
Brain Balance Achievement Centers
Brickman Orthodontics
Bruckert, Gruenke & Long PC
Cassens Transport
Caulk's Collision & Towing
Chava's Mexican Restaurant
Chef's Shoppe
Commerce Bank
CompuType, Inc.
Contegra Construction Company, LLC

Country Club Lawn & Tree Specialists, Inc.
Crawford, Murphy & Tilly, Inc.
Culver's of Edwardsville
Days Inn
Dimond Bros. Insurance, LLC
Doc's Smokehouse & Catering
Donnewald Distributing
Edison's Entertainment Complex
Edwardsville Ambulatory Surgery Center
Edwardsville Pet Hospital
Envisioning Green
Express Employment Professionals
Extra Help, Inc.
FCB Edwardsville Bank
First Community Credit Union
First Mid-Illinois Bank & Trust
First National Bank - Maryville
Gateway Center
Gateway Grizzlies
Gerold Moving & Warehousing Company
Glik's Department Store
Goddard School
Greensfelder, Hemker & Gale, P.C.
Gulf Shores Restaurant & Grill
Hampton Inn & Suites
Harvey H. Breckner, DMD, MS
Hawkins Law Office, P.C.
Hawthorne Animal Hospital, LTD
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IMPACT Strategies, Inc.
J.F. Electric, Inc.
J.T. McDermott Remodeling Contractors, LLC
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Kitchenland
Lindenwood University
Live Tanning Salon Spa, Inc.
Lower Facility Planning, Inc.
Magnuson Camelot Hotel
Market Basket
Midwest Occupational Medicine
Minuteman Press
National Bank
Network Specialists, LLC
Northwestern Mutual
ONEWAY Construction
Papa Murphy's Take 'N' Bake Pizza
Phone Masters
Quality Inn & Conference Center
Red Robin Gourmet Burgers
Reed, Armstrong, Mudge & Morrissey, P.C.
Regions Bank
Richards Brick Company
RiverBender.com/EdGlenToday.com
Royal Office Products, Inc.
Royal Solutions, LLC
Scheffel Boyle
Sivia Business & Legal Services, PC
Sleep Inn & Suites
South Side's All-Star Collision Center
Southern IL Underwriters Agency, Inc.
Springfield Electric Supply Company
StraightUp Solar
Sugo's Spaghetteria
Sunset Hills Country Club
Sunset Hills Family Dental
Super 8 Motel
TheEDGEBANK
Thompson & Lengacher, P.C.
Tiger Plumbing, Heating, A/C, & Electrical
University Nursing & Rehab Center
US Bank
Vision For Life
The Wooden Nickel Pub & Grill

save the date

10/1 Thursday 4pm

Ribbon Cutting
Educational Services Unlimited
322 South Buchanan Street
Edwardsville, IL 62025

10/6 Tuesday 8-9pm

YPG Learn from a Leader
Breakfast w/ Ed Cunningham
Gateway Regional Medical Center
2100 Madison Avenue
Granite City, IL 62040
RSVP Online

10/6 Tuesday 10am

Ribbon Cutting
Madison County
Historic Society
715 North Main Street
Edwardsville, IL 62025

10/7 Wednesday 8-9am

Chamber 101:
Maximize Your Membership
Ed/Glen Chamber Office
200 University Park Drive
Edwardsville, IL 62025
RSVP Online

10/8 Thursday 4pm

Ribbon Cutting
Associated Bank
1 Junction Drive West
Glen Carbon, IL 62034

10/13 Tuesday 7:15-8am

Morning B2B Networking
Brevan's Patisserie
1009 Century Drive
Edwardsville, IL 62025
RSVP Online

10/13 Tuesday 8-9pm

Meet & Greet Your Elected Officials
Leclair Room @ N.O. Nelson
600 Troy Road
Edwardsville, IL 62025
RSVP Online

10/15 Thursday 8am

SIUE Day Breakfast
Dunham Hall Theater
Edwardsville, IL 62026
Call 618.650.2378 to RSVP

10/15 Thursday 5-7pm

Business After Hours
w/ SIUE Athletics &
SIUE School of Business
SIUE Campus
Edwardsville, IL 62026

10/20 Tuesday 4pm

Ribbon Cutting
The Gingham Buffalo
500 North Main Street
Edwardsville, IL 62025

10/22 Thursday 4-5pm

Small Business Financial
Education Series Session 7:
Entering into Business
Contracts w/ Ed McCarthy
at Glen Carbon Centennial Library
198 South Main Street
Glen Carbon, IL 62034
RSVP Online

10/31 Saturday 6:30pm

Annual Edwardsville/
Glen Carbon Chamber of
Commerce Halloween Parade
Downtown Edwardsville
*Registration/Sponsorship
Information Online*

11/10 Tuesday 12-1pm

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

11/11 Wednesday 8-9am

Chamber 101:
Maximize Your Membership
Ed/Glen Chamber Office
200 University Park Drive
Edwardsville, IL 62025
RSVP Online

11/12 Thursday 4pm

Ribbon Cutting
YCG Accounting
4517 South IL Route 159, Suite 3
Glen Carbon, IL 62034

11/12 Thursday 4pm

Annual YPG Social Event
Recess Brewing
(food provided)
307 North Main Street
Edwardsville, IL 62025
RSVP Online

11/19 Thursday 5-7pm

Business After Hours
w/ C.J. Schlosser & Company
and TheBANK of Edwardsville
N.O. Nelson Leclair Room
600 Troy Road
Edwardsville, IL 62026

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business of the month



Cassens Transport

Cassens Transport Company, founded in 1933 and incorporated in 1936, is the September 2015 Edwardsville/Glen Carbon Chamber of Commerce Business of the Month. Cassens Transport provides finished vehicle transportation and related logistics services to the automotive industry, primarily serving manufacturers and their logistics companies, delivering to retail dealers, railheads, ports and fleet facilities.

The company has been family owned and managed since its inception, with the fifth generation now actively involved in the business. "We are fortunate to have a devoted team of employees, many of whom have chosen to spend most of their careers with Cassens. We appreciate their dedicated support of our customers and our business partners, for we are dependent upon one another," said Mark Shashek of the Cassens Corporation.

Car dealers originally had to arrange their own transportation for new vehicles being delivered to their dealerships. Cassens Transport Company was formed to service the George Cassens & Sons dealership in Hamel, IL, now Cassens & Sons, Inc. Albert Cassens hauled the first truckload of 4 vehicles from Detroit, MI to the dealership in Hamel. The company gradually expanded operations to deliver to other dealers in southern Illinois, and has now grown to more than 1,500 trucks. Originally they were primarily known as a 'Chrysler' carrier, however Cassens Transport now serves GM, Toyota, Ford, Honda, Nissan, Subaru, Kia and Hyundai from locations throughout the Midwest and mid-Atlantic regions, and from Ontario, Canada.

With the growth of the automobile market, need for Cassens Transport's professional fleet and drivers continued to expand, and the company began offering additional services to the auto industry, including plant releasing (receiving), rail loading and unloading, inspections and yard management. "Albert Cassens always likened us to an extension of the manufacturing plant, as we are the last critical link in the supply chain between the manufacturers and the retail dealers," Shashek explained.

"Prior to purchasing our first truck, Albert Cassens took the train to Detroit, and then took a bus from the train station to the assembly plant, carrying a heavy tow bar. He then drove one vehicle from Detroit to Hamel, towing the second vehicle. Our equipment today is now capable of hauling 10+ vehicles, depending on the size and weights of the vehicle," shared Shashek.



Next year Cassens Transport will celebrate 30 years at its present location in Edwardsville. Prior to that, our offices were located at our original location in Hamel.

Members of the Cassens Transport team participate in several trade/industry organizations, and their employees are involved in a variety of civic and community organizations in Edwardsville and at the company's terminal locations.

Cassens Transport has been an Ed/Glen Chamber member since 1988. "We've always felt that being a member of the Chamber provides resources, information and contacts for all business people in the community and we value our membership," said Shashek.

For more than two decades, the Edwardsville/Glen Carbon Chamber of Commerce has awarded the Albert Cassens Award for Outstanding Community Achievement in honor of Albert's significant contributions. This honor has become one of the most prestigious and meaningful awards bestowed by the chamber.

Words of wisdom from the late Albert Cassens: "Someone once said, 'When a man carries his job in one bundle and his happiness in another, he will be forced to carry two burdens through his life. But when he learns to pack his job and his happiness in the same bundle, he will have one load to carry, and life will be much more enjoyable.'"

To learn more about Cassens Transport, go to www.cassens.com, call 618.656.3006, or visit the office at 145 North Kansas Street in Edwardsville.

SIUE Xfest and Arts & Issues present

Lucky Plush Productions

The Queue

Wednesday, Sept. 23, 2015,

7:30 p.m.

Dunham Hall Theater

Sponsored by Commerce Bank

Equal parts dance and theater, "The Queue" unfolds in a fictional airport, where travelers stumble humorously, tragically and awkwardly into each other's private lives. "The Queue" finds its influences in early 20th-century forms of slapstick, vaudeville, Busby Berkeley-style choreography, creaky one-act plays and a 1746 farcical play about a family inheritance.

Check out the other Xfest performances at siuexfest.com

SIUE and SIUC Combined Orchestra

Michael Mishra, SIUE Conductor,

Edward Benyas, SIUC Conductor

Monday, Oct. 26, 2015, 7:30 p.m.

Dunham Hall Theater

Featuring Sara Sant'Ambrogio

Sponsored by Scott Credit Union

Once again, the orchestras of both Southern Illinois University campuses will be combined for an exceptional musical event with guest artist Grammy Award-winning cellist Sara Sant'Ambrogio.

Peter Maer

My Journey from Granite City to the White House

Thursday, Nov. 12, 2015, 7:30 p.m.

Meridian Ballroom,

Morris University Center

Veteran White House Correspondent Peter Maer will share memories of "My Journey from Granite City to the White House."

Maer will recall some of the personalities, known and unknown, who he encountered during a journalism career that took him from small town Illinois radio to the pinnacle of network coverage.

George Winston

Solo Piano - The Winter Show

Sunday, Dec. 13, 2015, 2 p.m.

Meridian Ballroom,

Morris University Center

Sponsored by TheBANK of Edwardsville

This concert includes Winston's melodic fall and winter type songs, some of Vince Guaraldi's "Peanuts" pieces, compositions inspired by the New Orleans piano and the stride piano traditions, and songs from Winston's latest release. Please join us in support of a local food bank by bringing a donation of canned food to the concert.



Tickets can be purchased at the Morris University Welcome Desk or by visiting artsandissues.com.

The Center for Spirituality and Sustainability and Arts & Issues present

R. Buckminster Fuller: THE HISTORY (and Mystery) OF THE UNIVERSE

Written and performed by D. W. Jacobs from the life, work and writings of R. Buckminster Fuller

Thursday, March 31, 2016,

7:30 p.m.

Center for Spirituality and Sustainability,* SIUE

This critically acclaimed solo show is about the man best known as the Leonardo da Vinci of the 20th Century, grandfather of the sustainability movement and PR man to the universe. Discover the power of his ideas to help define and solve the biggest problems we face as citizens of Earth.

Use of the name, likeness and words of R. Buckminster Fuller is by arrangement with the Estate of R. Buckminster Fuller.



The Department of Physics' Shaw Lecture Series and Arts & Issues present

Capt. Jim Lovell

Apollo 13: A Successful Failure

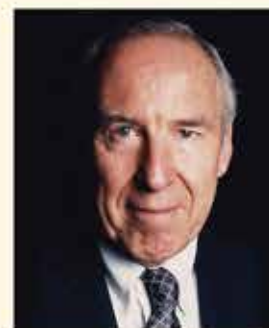
Friday, April 15, 2016, 7:30 p.m.

Meridian Ballroom,

Morris University Center

Sponsored by Madison County Regional Office of Education, SIUE Graduate School and the Illinois State Academy of Science (ISAS)

A great American hero, astronaut Capt. Jim Lovell is most famous for his calm and careful command of Apollo 13. Lovell stoically articulated the five-word message, "Houston, we have a problem," which quickly became a part of the American lexicon. His inspirational story is a testament to the essential elements of heroism.



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www.hollandcs.com

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Alton, IL 62002
618.465.4764
www.senatorhaine.com

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2220 South IL Route 157, Suite 250
Glen Carbon, IL 62034
618.692.2015

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

Southern Illinois University Edwardsville

30-39 YEARS

Eberhart Sign & Lighting Company
Berkshire Hathaway HomeServices Elite Properties

20-29 YEARS

Hortica Insurance & Employee Benefits
Brent Wohlford, DMD
Fox Creek Golf Club
Corporate & Community Learning at Lewis and Clark
Lexow Financial Group

10-19 YEARS

Marcel Brown Technology Services
AAA Missouri
Commerce Bank

Cork Tree Creative
Junior Service Club
Metro Eye Care, PC

5-9 YEARS

American Home Lending USA, LLC
Immanuel United Methodist Church
PNC Bank
Big Daddy's Edwardsville

Visions by Carol Photography
Edwardsville Endodontics
Cardinal Catastrophe Services, Inc.
UniQue Personnel Consultants

1-4 YEARS

Traveling Tails Inn
ONEWAY Construction
Bryan Cave LLP
First Community Credit Union
SSM Home Care & Hospice

First to the Finish
The Heil Group at Morgan Stanley
Edglen Magazine
Edwardsville Robotics
Illinois Business Journal

Pedego Electric Bikes of Edwardsville
JW Insurance Group, LLC
Restore Decor
Love's Travel Stops
Senior Services Plus, Inc.



**Tuesday, October 13
4:30-6:30PM
Leclaire Room
at N.O. Nelson**



**Brought To You By The Ed/Glen Chamber's Government Affairs Committee
And The Attorneys of Sandberg, Phoenix & von Gontard, P.C.**

\$25/person for Ed/Glen Chamber members (\$35 for guests)

Business Name _____

Contact Person _____

Business Address _____

Business Phone _____

Name of Attendee(s) _____

Email Address(es) _____

I am enclosing a check for \$ _____

Edwardsville/Glen Carbon Chamber of Commerce 200 University Park Drive, Suite 260 Edwardsville, IL 62025 p: 618.656.7600 f: 618.656.7611

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Chamber of Commerce

schmooze

business after hours



Edwardsville Township & Scheffel Boyle, August 20



Edwardsville Township & Scheffel Boyle, August 20



Edwardsville Township & Scheffel Boyle, August 20



Edwardsville Township & Scheffel Boyle, August 20



Edwardsville Township & Scheffel Boyle, August 20

ribbon cuttings



UniQue Personnel Consultants, August 5



BJC Medical Group Convenient Care, August 12



Core Physical Medicine, August 13

5 Ways to See Your Business in *Common Ground*

- 1 Purchase Advertising
- 2 Write an "Ask the Expert" Column
- 3 Submit an Announcement
- 4 Win Our Business of the Month Award
- 5 Come to Chamber Events!

edoglen
Chamber of Commerce

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- Diarrhea, nausea, and vomiting

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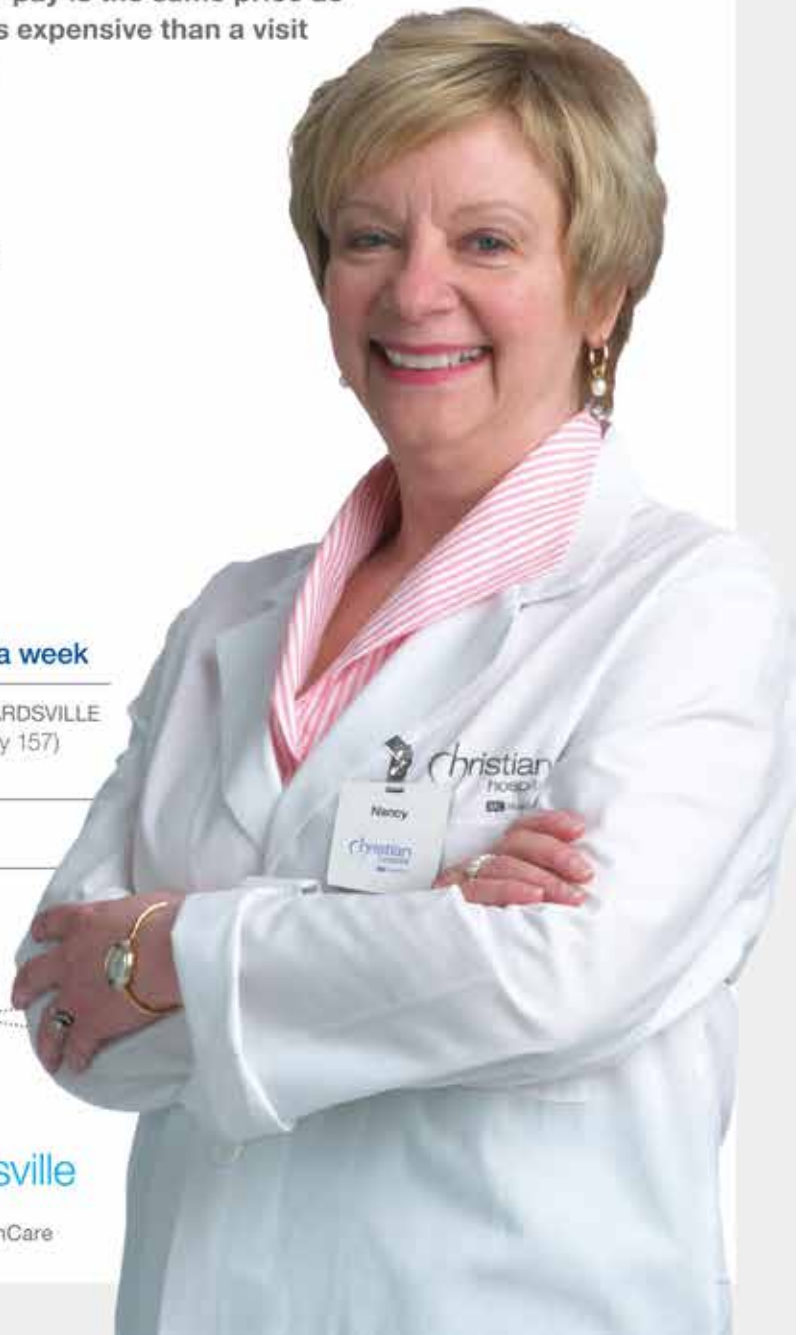
BJC MEDICAL GROUP CONVENIENT CARE IN EDWARDSVILLE
8 Sunset Hills Professional Centre (located at Hwy 157)
Edwardsville, IL 62025

Sports/School Physicals \$25

BJCmedicalgroup.org | 618.692.6925

BJC Medical Group
Convenient Care at Edwardsville

In cooperation with Christian Hospital and BJC HealthCare



your business

Juneau Engineer Receives IL P.E. License

Juneau Associates, Inc., P.C. recently announced its design engineer, Ramesh Regmi, received his Illinois P.E. license. Regmi has been with Juneau Associates for nine years, where he is responsible for design and documentation of roadways, drainage structures and site development.

Originally from Nepal, Regmi received his bachelor's degree from Tribhuvan University in Nepal in 1995. He graduated in 2006 from Southern Illinois University Edwardsville with his master's degree in civil engineering. Regmi began working at Juneau Associates after the completion of his master's degree.

"Juneau is dedicated to professional development and raising standards for everyone every day," Regmi said. "I'm honored for the professional career I've developed at Juneau and the opportunities the company has provided. I hope to provide even better service to Juneau's clients with this new license."

Regmi is a resident of Troy, IL.

MM&R's Stine Appointed Subcommittee Secretary

Kevin J. Stine, a shareholder in the law firm of Mathis, Marifian and Richter, Ltd., has been appointed to serve as Secretary of the Illinois State Bar Association's Law Office Management & Economics Subcommittee. The committee educates and provides leadership for Illinois attorneys in the management of their law practice as a business. Stine's knowledge and experience gained as chairman of Mathis, Marifian and Richter, Ltd.'s finance committee, along with his more than 25 years of experience handling litigation matters for financial institutions and commercial enterprises will provide valuable insight and information that can be shared with other Illinois lawyers.



Recently, Kevin was appointed by Justice Lloyd Karmeier to serve on the Illinois Supreme Court's special committee formed to study and improve the judicial process in mortgage foreclosures throughout Illinois. Stine and his wife Nancy reside in Okawville, IL.

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Save the Date:

SATURDAY, OCTOBER 10, 2015 * 5:30 PM

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your business

Madison County Receives \$400,000 EPA Grant To Identify Contaminated Sites

Madison County Chairman Alan J. Dunstan, joined by U.S. Congressmen John Shimkus (Ill. 15th Dist.), Rodney Davis (Ill. 13th Dist.) and Mike Bost (12th Dist.), announced recently that the county has been awarded a \$400,000 grant from the U.S. Environmental Protection Agency (EPA) to identify historically contaminated properties, also known as brownfields, in the county for clean-up and redevelopment.

The brownfield assessment will primarily concentrate on the northern, eastern and southern portions of Madison County. Being awarded this grant from the EPA is an important development in the eventual clean-up of abandoned and dilapidated industrial and commercial properties throughout Madison County," Dunstan said in making the announcement. "And it is also a key first step in Madison County's economic development plan to concentrate on areas where jobs are needed most."

Dunstan also praised the support received from the members of Madison County's Congressional delegation. "Although the EPA awarded Madison County this grant based on need, the support our application received from Congressmen Shimkus, Davis and was particularly helpful when you

consider Madison County was just one of thousands of counties throughout the country competing for a limited amount of available grant dollars," Dunstan said.

"This was clearly an example of elected officials, representing different political parties, working together for the betterment of Madison County and its residents," Dunstan added. "This collective effort will result in improved public health, a better environment and, ultimately, jobs for our residents."

Congressman Shimkus stressed the redevelopment opportunities of brownfield sites that will be identified. "I am committed to working toward the transformation of our area's abandoned and contaminated properties into environmentally safe areas for use by our citizens and for possible redevelopment," the congressman stated. "Many of the sites we believe will be classified as brownfields are strategically located and are excellent sites for redevelopment," and groundwater. Although much of this is undocumented, early gas stations are notorious for leaking tanks.

For more information about this grant, call 618.692.8940.



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(From left) Kyle David, Assistant Vice President, TheBANK of Edwardsville's Commercial Banking Group; and Dave Viox, Owner, AAdvantage Insurance Group.

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Dave Viox:

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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.**

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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.



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Scheffel Boyle's Howard Held Recognized As A 'Top Accountant'

St. Louis Small Business Monthly has recognized Howard Held, CPA as a 'Top Accountant' in the St. Louis region for their annual feature. Each year the publication features top accountants from the St. Louis area as chosen by readers of the magazine. Howard was one of only 13 people recognized this year by the magazine.

Howard is a manager in Scheffel Boyle's Highland office and has been with the firm since 1983. He graduated from Bradley University in 1978 with his bachelor's degree and has worked in public accounting ever since. His specialties include audit and tax services for governmental entities, nonprofit organizations, and the agricultural industry. Howard is extremely active in his local community and has volunteered countless hours of his own time toward a variety of causes, and has even won the Highland Chamber of Commerce's 'Person of the Year' award due to his community activism and professional dedication.

"I am very honored and touched for being selected for this award. From my point of view, I don't feel that I should be singled out as the recipient. Whatever skills I have and whatever opportunities I have been given to utilize those skills are the direct result of Scheffel Boyle and my fellow employees. This award is proof of the cooperation and support that I have received from this professional team," Howard said. "I have always taken pride in the completeness and quality of service given to clientele and that workman ethic, that I credit my parents for, is further enhanced by the firm. It is part of the Scheffel Boyle way of doing things. And I would also like to thank any and all people who nominated and voted for me to win this award. I hope they are reading this and that they know how special this is for me and I appreciate their efforts very much."



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"Get to know m.e." Campaign Launches Scholarship Program

The "Get to know m.e." campaign today announced four individual \$2,000 scholarships will be awarded to four students, one from each of the host sponsor Universities and Colleges of the "Get to know m.e." campaign: Lindenwood University in Belleville, Ill., McKendree University in Lebanon, Ill., Southern Illinois University Edwardsville in Edwardsville, Ill. and Southwestern Illinois College in Belleville, Ill.

Project manager of the campaign, Carol Bartle, says, "This campaign was launched to give something positive back to the community. This is a great opportunity for us to dedicate what resources we have to help improve the educational experience for students in the Metro-East."

The application deadline is November 1, 2015. Those interested in applying may read the non-negotiable requirements and download the application at: www.get2knowthemetroeast.com/projects/scholarships

"It's exciting to have something positive that we all can feel good about, something that shows just how great of a place the Metro-East is to receive your education," added Bartle.

The "Get to know m.e." campaign was launched to help bring awareness to everyone living in and out of the St. Louis Metro-East area to get to know the outstanding cities and communities east of the Mississippi River, the abundant resources they have to offer, the welcoming people and their way of life.

The 2015 "Get to know m.e." campaign is sponsored by: Ameren Illinois, Anderson Hospital, Archford Capital Strategies, LLC, Belleville News-Democrat, CliftonLarsonAllen, LLP, Cork Tree Creative, Inc., Hospice of Southern Illinois, Illinois American Water Co., InFocus Marketing, Lindenwood University, McKendree University, Mathis, Marifian & Richter, Ltd., Memorial Hospital, Northwestern Mutual – The Lowery Group, Robert "Chick" Fritz, Inc., RP Lumber, Sanberg Phoenix & von Gontard, P.C., Southern Illinois University Edwardsville, Southwestern Illinois College, TheBANK of Edwardsville, The Tourism Bureau Illinois South, UMB Bank, United Way of Greater St. Louis



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Illinois, and the U.S., Need Export-Import Bank

This article was published by the Illinois Chamber of Commerce in a 'Message From the President' email September 17, 2015.

In 1926, a Chicago entrepreneur named William Stuart Darley met with Henry Ford to discuss methods of producing fire trucks. Ford agreed to sell Model T chassis to Darley, transforming the 1908 family-owned firefighting and police equipment company into America's first manufacturer of commercial fire trucks.



Today, nearly a 100 years later, W.S. Darley & Co. is still a family-owned company now run by the founders' grandsons. It is manufacturing and selling firefighting, military, homeland security, law enforcement and water purification equipment, including its own fire trucks' pumps and compressed air foam systems (CAFS) to municipalities and defense departments all over the world.

Darley, a member company of the Illinois Chamber's International Business Council (IBC), has remained strong and productive through innovation, quality excellence, and the financial backing of the Export-Import Bank (Ex-Im), which unleashed the company's opportunities to expand internationally. That was something no local bank could do.

For a small family-owned business to go global is not easy: market uncertainty, uneven competition, and limited to non-existent financing to support sales is the reality most SMEs face. When Darley received a request for 32 firetrucks vehicles and training from the City of Lagos, Nigeria, private financing to cover the transaction was impossible to obtain. The company turned then to Ex-Im. This single transaction supported 100 U.S. manufacturing jobs that otherwise would have been lost to Darley's direct competitors in China and Austria. To date, 85% of Darley's exports are financed by Ex-Im.

Unfortunately, the Ex-Im Bank's charter expired on June 30. While the U.S. Senate has overwhelmingly approved Ex-Im on numerous accounts, the House has refused to consider, leaving Darley and hundreds of other Illinois companies high and dry.

After 81 consecutive years of successfully supporting small business, Ex-Im is no longer an option to support American companies and the jobs they create. Currently, these companies are losing deals and opportunities abroad as they are forced to re-evaluate their international strategies and temporally suspend existing operations closing down new business pursuits. As pointed out by Darley during a call to action breakfast organized by the IBC at the Illinois Chamber, "Every time our company fails to win a contract overseas, we are permanently locked out of that market because choosing another country's competitor means committing to a particular country's technology and design that can't be reversed easily or any time soon."

In 2014, Illinois businesses were the eighth largest recipient of Ex-Im guarantees and insurance. A total of 149 employers-118 small businesses-benefitted with nearly \$812 million in total export value. Machinery, food manufacturing and transportation equipment led exports to top market such as India, Netherland and Mexico.

The Ex-Im shutdown has allowed foreign Export Credit Agencies (ECAs) to step into the void, tilting the competitive landscape, gobbling up Illinois company margins and ultimately eliminating much needed jobs.

There are 78 foreign versions of Ex-Im funded by countries throughout the world. They bolster their domestic exporters by offering low-rate financing to reduce credit conditions to below private market rate. This might force exporters to pivot and look outside the United States and in some cases relocate. Further hampering our competitive position, American companies forced to leave or turn to other ECAs must engage in technology transfers of intellectual property subjecting them to other countries regulations and buy local rules.

As much as we would like the world to follow the concept of free market economics where competition is solely driven by quality, innovation, and price, the reality is that global conditions are widely diverse. The very nature of overseas competition is fundamentally different as U.S. companies must contend with uneven rules, regulatory risk and operations in markets that do not bring with them the protections offered by the U.S. At the same time, the ever-changing financial landscape presents new and growing challenges: the dollar's new heights, the devaluation of the Chinese Yuan and cost of oil. Without Ex-Im, the U.S.S competitive standing in the global market is at dire risk and the next few years are critical to mitigate against these crises.

The global middle class is projected to grow by 200 million people per year. The demand for consumer goods and services, basic infrastructure, communication and energy sources will be extraordinary. The numbers are clear, our economy's wellbeing depends on the ability of U.S. companies to reach those new rapid growth markets overseas. When U.S. companies expand operations, the net effect is greater employment at home, and this has been proven time and time again.

America has maintained a leadership role in global commerce and the promotion of free enterprise with the understanding that economic growth brings stability, often followed suit by democracy. U.S. leadership-federal, state and local-must not allow partisan politics and misguided gamesmanship to cede this position. The time for Ex-Im is now. This 100-year old family business, W.S. Darley & Co., demands that our leaders take action. Our economy depends on it. Thousands of jobs depend on it. Failure to take immediate action will be ruthlessly exploited by our foreign competitors.

Support Ex-Im Bank reauthorization at www.uschamber.com/ex-im.

Todd Maisch, President & CEO
Illinois Chamber of Commerce

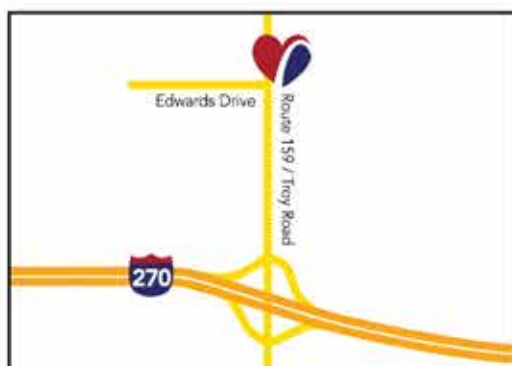


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