

June 2013



Edwardsville | Glen Carbon Chamber of Commerce

It's everyone's business.

Common Ground

edglenchamber.com



Your **connection** to the local business community.

(618) 656-7600



Edwardsville | Glen Carbon Chamber of Commerce

Home Business Directory About Us Events Live Work Visit Contact Us Join the Chamber **MEMBER LOGIN**



LOG IN TO ADD YOUR INFORMATION TO OUR WEBSITE FREE OF CHARGE!

Member News • Upcoming Events • Job Openings

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2013 Executive Committee

Paul Millard, President
TheBANK of Edwardsville

Emily Gates, First Vice President
Individual Member

Cathy Hamilton, Second Vice President
BARBERMurphy Group

Sam Guarino, Third Vice President
Bella Milano Restaurants

Skip Sponeiman, Past President
Walmart of Glen Carbon

Josh Lowe, Treasurer
West & Company

2013 Directors

James Brooks
First Christian Church

Danelle Brown
Marcel Brown Technology Services

Christine Craine
Hortica Insurance & Employee Benefits

Elizabeth Heil
The Scheffel Companies

Gary Hoggatt, Jr.
1st MidAmerica Credit Union

Elizabeth Keserauskis
Southern Illinois University Edwardsville

Lisa Klaustermeier
Anderson Hospital

Nicole Kline
Extra Help, Inc.

Philip Lading
Sandberg, Phoenix & von Gontard, PC

Todd Sivia
Sivia Business & Legal Services, PC

David Toby
FCB Edwardsville Bank

Dave Viox
AAdvantage Insurance Group, Inc.

Marc Voegelé
Express Employment Professionals

Ex-Officio

Robert Jackstadt, Mayor
Village of Glen Carbon

Hal Patton, Mayor
City of Edwardsville

2013 Ambassadors

Rachel Case, Co-Chair
First Clover Leaf Bank

Ryan Matthews, Co-Chair
Dimond Bros. Insurance Agency, Inc.

Lisa Allen, AAdvantage Insurance Group

Tina Barnard, Homewatch Care Givers

Dr. Eric Dixon, SportChiro+

Brian Douglas, ONEWAY Construction

Natalie Head, Anderson Hospital

Lauren Hoefert, Scott Credit Union

Adam Hughes, Reliance Bank

Amanda Linton, Northwestern Mutual

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Contributors

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Edwardsville Intelligencer

Mission Statement

Through commitment and involvement of its members, the Edwardsville/Glen Carbon Chamber of Commerce provides leadership for the benefit of the business community by promoting economic opportunities, advocating in the interests of business, providing members with education and resources, and encouraging mutual support.

on the cover

make the most of our free online membership benefits!

Ed/Glen Chamber members have the benefit of submitting **event information, press releases & job postings** to our website **FREE of charge!** We encourage you to make the most of this exclusive member benefit. It's a quick and easy way to extend the reach of your message and broaden your business or organization's impact!

The **primary contact** for every Ed/Glen Chamber membership has been emailed a username & password for our website. If you are the **primary contact** for your business or organization and did not receive that email, you can. Please call 618.656.7600 to have a username & password assigned to an **additional contact** for your business or organization, or if you are the primary contact and have misplaced your login information.

SUBMIT EVENTS TO OUR ONLINE CALENDAR:

- On the navigation bar, click "Events"
- Click the "Submit an Event" button
- Complete the form; your information will appear online after approval
- *Submissions must be free & open to the public, or benefit a charity*

ADD YOUR ANNOUNCEMENTS TO MEMBER NEWS:

- On the navigation bar, go to "About Us" and select "Member News" from the drop down menu
- Click the "Submit a Press Release" button
- You are required to log in to the Chamber Nation system
- Complete the form; your information will appear online after approval

POST YOUR JOB OPENINGS ON OUR WEBSITE:

- Go to www.edglenchamber.com
- On the navigation bar, hover over "Work" and select "Member Job Postings" from the drop down menu
- Click the "Submit a Job Posting" button
- Complete the form
- After being approved by chamber staff, your information will appear online



hortica
INSURANCE & EMPLOYEE BENEFITS

Christine Craine CIC, CISR
Account Executive - AARP Specialist

#1 Horticultural Lane
Edwardsville, IL 62025
(Intersection of I-55 and Hwy 143)

618.656.4240
ccraine@hortica-insurance.com

special investors

Gold Level

Anderson Hospital
Gateway Regional Medical Center
Walmart

Silver Level

Ameren Illinois
Hortica
Meridian Village
Sam's Club 4878
Sandberg, Phoenix & von Gontard, PC
Scott Credit Union
TheBANK of Edwardsville

Bronze Level

1st MidAmerica Credit Union
AT&T
Cassens & Sons
Cassens Transport
Castelli's Moonlight Restaurant 255
Charter Business
City of Edwardsville
Doubletree Hotel Collinsville
Eden Village Retirement Community
Edwardsville School District #7
Edwardsville Publishing Company
First Clover Leaf Bank
Holiday Inn Alton
Juneau Associates, Inc., PC
Madison Mutual Insurance Co.
Mathis, Marifian & Richter, LTD
Northwestern Mutual – Gilliland Group
Robert 'Chick' Fritz, Inc.
R.P. Lumber
Shop 'N' Save
Shannon's Grill Edwardsville, LLC
Southern Illinois University Edwardsville
Wells Fargo Home Mortgage
West & Company, LLC
Village of Glen Carbon

Premier Level

'62 Sports Group
ABRA Auto Body & Glass
Abstracts & Titles Inc.
Allison's Comfort Shoes & Boots
American Family Insurance
Answer Direct
APG Pain Management & Physical Therapy
Ashley Furniture Home Store
Associated Pediatric Dentistry, LTD
Assurance Brokers
Bard & Didriksen Pediatrics
Bauer-Hite Orthodontic
Baughner Financial & Assoc. Inc.
Bella Milano Restaurant
Bigelo's Bistro
Big Daddy's
Brain Balance Achievement Centers
Brickman Orthodontics
Bruckert, Gruenke & Long, PC
Bull & Bear Grill & Bar
Caulk's Collision
Centrue Bank
Chef's Shoppe
Cleveland-Heath
Coldstone Creamery
Commerce Bank
CompuType Inc.
Country Club Lawn & Tree
Crawford, Murphy, & Tilly, Inc.
Culver's of Edwardsville

Data Unlimited, Inc.
Days Inn
Dazzle Me Tan, Tone & MORE!
Denny's
Donnewald Distributing
Edison's Entertainment Complex
Edwardsville Pet Hospital
Express Employment Professionals
Extra Help, Inc.
FCB Edwardsville Bank
First Mid-Illinois Bank & Trust
First National Bank – Maryville
Gateway Center
Gateway Grizzlies
Gerold Moving
Glik's Department Store
Goddard School
Greensfelder, Hemker & Gale, PC
Hampton Inn & Suites
Harvey H. Breckner, DMD
Hawkins Law Office
Hawthorne Animal Hospital
Highland Recycling & Shredding
Holiday Inn Express
IMO'S Pizza
Jan's Hallmark Shop
J.F. Electric Inc.
Kitchenland
Lindenwood University
Lion Sleep Labs
Logo It! @ Langa
M. Thompson & Company, LLC
Magnuson Camelot Hotel
Market Basket
Maryville Women's Center & Med Spa
Mattea Construction, LLC
Midwest Occupational Medicine
Midwest Sunray Lighting & Sign Company
Minuteman Press
National Bank
Network Specialists
Office Depot
OneWay Construction
Papa Murphy's Take 'N' Bake Pizza
Red Robin
Reed, Armstrong, Gorman, Mudge & Morrissey
Regions Bank
Richards Brick Company
Royal Office Products, Inc.
Schnucks
Scott Credit Union
Sears Hardware & Appliance
Sivia Business & Legal Services, P.C.
Sleep Inn & Suites
Southern Illinois Underwriters
South Side's All-Star Collision Center
Spencer T. Olin Golf Course
Sport Clips Haircuts
State Farm Insurance – Rick Marteeny
Sunset Hills Country Club
Sunset Hills Family Dental
Super 8 Pontoon Beach
TheEDGEBANK
The Scheffel Companies
Thompson Flaherty CPAs
Tropical Escape Tiki Bar & Grill
Tiger Plumbing
Two Men & A Truck
U.S. Bank
Vision For Life

events

6/18 Tuesday 3pm

Ribbon Cutting
Wang Gang Asian
1035 Century Drive
Edwardsville, IL 62025

6/19 Wednesday 4pm

Ribbon Cutting
Howell Health Mart Pharmacy
447 A South Buchanan Street
Edwardsville, IL 62025

6/27 Thursday 5-7pm

Business After Hours
Lion Sleep Labs
1 Ginger Creek Parkway
Glen Carbon, IL 62034

6/28 Friday

Annual Ed/Glen Chamber
Golf Challenge at Sunset Hills
Country Club

save the date

7/8 Tuesday 4pm

Ribbon Cutting
Bodies Kneaded
26 Glen Ed Professional Park
Glen Carbon, IL 62034

7/25 Thursday 5-7pm

Business After Hours
National Bank
2200 Troy Road
Edwardsville, IL 62025

7/11 Thursday 5-7pm

Business After Hours
First Clover Leaf Bank
& Bella Milano in the
N.O. Nelson Leclair Room
600 Troy Road
Edwardsville, IL 62025

5/28 Tuesday 8-10:30am

Professional Education:
How Mail Fraud is Perpetrated
Again Small Businesses
Hampton Inn
5723 Heritage Crossing Drive
Glen Carbon, IL 62034
Call 656.7600 To Enroll

7/19 Thursday 4pm

Ribbon Cutting
Associated Pediatric Dentistry
116 Magnolia Drive
Glen Carbon, IL 62034

**STRENGTH
& STABILITY**

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Credit Union

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Business of the Month:



Cassens Insurance Agency, Inc., established September 11, 1953 and an Edwardsville/Glen Carbon Chamber of Commerce member since 1954, is the June 2013 Business of the Month.

Cassens Insurance Agency was originally formed to provide auto and home coverages for customers of the Cassens & Sons Dodge dealership when both companies were based at the corner of North Main and Hillsboro Avenue (where the Madison County Transit facility is currently located). Another sister organization could provide vehicle financing. As vehicles were sold by the dealership, we were able to offer customers a significant part of a full line of services relating to their vehicle purchase.

Originally, Cassens Insurance primarily provided auto coverages, and gradually expanded our operations to include a full range of personal, commercial and life and health products.

As their own business and the businesses of Cassens Insurance's sister organizations grew, the company became continually more aware of the importance of insurance products, quality insurance carriers, and of the critical role an informed insurance agent can play in the success of many individuals and organizations. Employees of Cassens Insurance Agency, Inc. hope to provide that same service and support for others in our community.

Cassens Insurance now provides auto and home coverages, commercial and farm coverages, life and health products, and customer service for a wide range of insurers. "We are fortunate to have a devoted team, many of whom have chosen to spend a great deal of their careers with Cassens and we appreciate their dedicated support of our customers and our business," said Allen Cassens.

Later this year Cassens Insurance Agency, Inc. will celebrate its 60th anniversary and everyone at Cassens Insurance would like to thank the customers, employees and colleagues who have helped them make it to this milestone. It's been slightly over 30 years since Cassens Insurance moved from its original location at 121 Hillsboro Avenue to the current location on St. Louis Street across from TheBANK of Edwardsville.

Cassens Insurance Agency employees, along with employees of its sister organizations, Cassens & Sons and Cassens Transport Company, are involved in a variety of civic and community organizations.

Cassens Insurance Agency, Inc. serve residents and businesses in Edwardsville, Glen Carbon and surrounding communities. The company also provides insurance protection for customers with assets located throughout the country.

When asked to share a favorite mantra or quote, Allen Cassens shared what Calvin Coolidge once said, "No enterprise can exist for itself alone. It ministers to some great need, it performs some great service, not for itself, but for others." We can only aspire to fall in the company of greatness."

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

To learn more about Cassens Insurance Agency, Inc. call 618.656.6074, visit in person at 400 St. Louis Street in Edwardsville, or go to www.cassens.com/insurance.



the newly connected

AW Insurance Agency

Alex Williams
Full Service Insurance Agency
101 West Vandalia Street
Edwardsville, IL 62025
618.215.3737
www.edwardsvilleagent.com

Creative Options Graphic Design, Inc.

Sherrie Hickman
Graphic Design, Branding
& Corporate Identity
100 North Main Street, Suite 15
Edwardsville, IL 62025
618.655.1032
www.creativeoptions-inc.com

Howell Health Mart Pharmacy

Micah Howell
Pharmacy & Health Goods Store
447 A South Buchanan Street
Edwardsville, IL 62025
618.655.0106
www.howellhealthmart.com

Main Street Chiropractic

Dr. Curtis Baird
Chiropractic Care, Nutritional
Consultations & Therapeutic Exercise
239 South Main Street
Edwardsville, IL 62025
618.656.6565
www.docbaird.com

RunWell, LLC

Jen Schaller
Runner Training, Coaching
& Products
100 East Vandalia Street
Edwardsville, IL 62025
618.791.5597
www.runwellcoaching.com

State Farm Insurance

Rick Marteeny
Full Service Insurance Agency
326 South Buchanan Street
Edwardsville, IL 62025
618.656.1731
www.insurewithrick.com

The Pilates Barre Studio

Amy Stuttle
Pilates & Yoga Studio
871 South Arbor Vitae, Suite 2
Edwardsville, IL 62025
618.659.0100
www.thepilatesbarrestudio.com



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At SIUE, we believe that the influence of a leader in education extends beyond the classroom. That's why we're enhancing our region through innovative research, community and business partnerships, and economic development initiatives, all of which contribute to an annual \$471 million impact on our region. We're also preparing the next generation of community leaders. In fact, more than half of our 90,000 graduates live and work in the St. Louis area. These are just some of the ways we're helping to create a better future—for our students, and our community.

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EDWARDSVILLE



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We would like to recognize the many Ed/Glen Chamber members who are celebrating membership anniversaries in the month of June. This new monthly feature spotlights members for their ongoing support of the Ed/Glen Chamber. Thanks to each of the following business for their continued membership!

40+ YEARS

Metzger Law Offices
The Scheffel Scompanies

20-29 YEARS

Eigenbrodt Vision Center

10-19 YEARS

McDonald's
Glen Carbon Centennial Library
Lahr-Well Academy
American Family Insurance
The Children's Museum in Edwardsville
APG Pain Management & Physical Therapy
Scott Credit Union

5-9 YEARS

Express Employment Professionals
B & R Cleaning
Cold Stone Creamery

Illinois Small Business Development Center
Reliance Bank

1-4 YEARS

Hawkins Law Office, P.C.
Maurices
Comfort Dental
Montessori Glen/Ed, Inc.
Edison's Entertainment Complex

Grace Anglican Church
Bruckert, Gruenke & Long PC
Home Instead Senior Care
Mike Shannon's Grill Edwardsville, LLC
Vision For Life

Harvey H. Breckner, DMD, MS
Highland Recycling & Shredding
Oak Grove Energy Consultants

Introducing the International Business Council of the IL Chamber: Grow Illinois' Business Connections

Exports represent the single fastest-growing segment of the Illinois economy and are essential to future economic health of our state. While many Illinois businesses actively participate in the global economy, more can, and should, do the same. Expanding our global markets is critical to tomorrow's success.

Illinois needs a coordinated, collaborative, and statewide effort to help Illinois employers become more successful global traders. The Illinois Chamber is uniquely positioned to lead this effort with the establishment of an International Business Council.

With the objective of increasing global trading opportunities for Illinois companies and bringing revenue and jobs to Illinois, I'd like to introduce Laura Ortega, the new Executive Director of the International Business Council. As an attorney licensed to practice law in Madrid, Laura's most recent position was with the Spain Ministry of Foreign Affairs & Cooperation, Madrid for the Legal Office for Consular Affairs where she supported diplomats in conducting all legal matters relative to national and foreign Consular Offices throughout the world. Some of her previous work has been with the Consulate General of Spain-Chicago, the European Union of Counsel-Client Management with Delaney Law and McCormac College.

Laura has a law degree from the University of Cordoba, Spain and a Master's degree in Diplomacy and International Relations from the Diplomatic School, Ministry for Foreign Relations and Cooperation of Spain. She is bi-lingual, with expertise in International Policy and International Client Management.

The Illinois Chamber has been engaged in numerous aspects of international business and trade over the last decade including the following initiatives and member support services:

- Free Trade Agreements with South Korea, Panama & Columbia
- Normalized Trade Relations with Russia
- Keystone & XL Pipelines, Congress & State Department
- Canada entry into the Asia-Pacific Economic Cooperation forum
- Letters to support members with State Department
- Providing members with Certificates of Origin
- Partnership with U.S. Trade Development Agency
- Engagements with foreign trade opportunities and dignitaries

In addition to these prior successes, the Illinois Chamber is currently engaged with the Illinois Business Immigration Coalition and the U.S. Chamber of Commerce in support of Congressional modernization of the nation's immigration laws to offer greater benefit to employers with visa and employment verification requirements.

Illinois Is Global

The Illinois Chamber is committed to expanding Illinois' role in the Global Marketplace and increasing the state's import-export trading capabilities. This is critical to the future economic health of the state. The Chamber's International Business Council is central to helping meet these objectives.

In the 2012 State of the Union Message, President Obama said it best, "95% of the world's customers and world's fastest growing markets are outside our borders." Many Illinois businesses are already active global traders, but future success requires greater awareness of the competition for those customers. Likewise, Illinois is well positioned for foreign investors to establish their enterprise in the third largest American market, have access to extensive transportation networks, settle in a world-class and multi-cultural metropolis and be in easy reach of the industrial heartland and agricultural center of the nation.

IBC will offer internationally focused programs specifically tailored to address Illinois companies' needs for access to International trade and investment resources, business services, business opportunities and connections.

In addition, the mission of the Illinois Chamber is to promote and support the interests, success and prosperity of the member companies and the Illinois business community. Within the IBC, the Chamber helps businesses advance their interests regarding international trade and investment policies as well as to voice their needs and concerns to members of the Illinois Congressional Delegation and General Assembly, as well as local, state and federal government agencies.

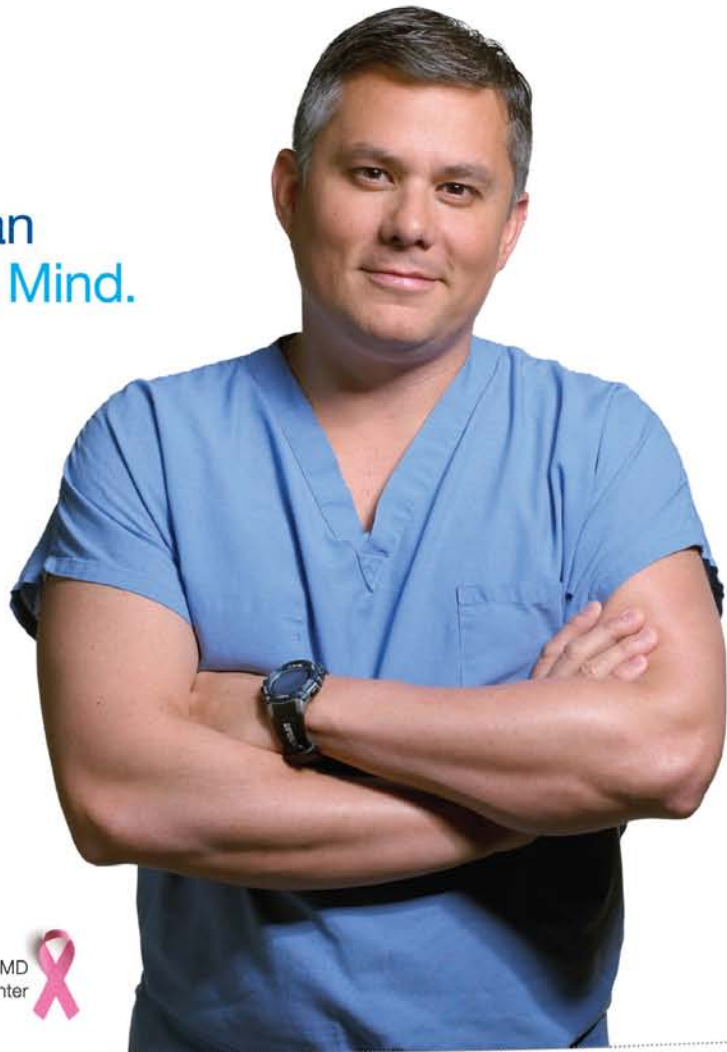
To learn more about the Illinois Chamber of Commerce International Business Council, contact Laura Ortega-Lamela at 312.983.7111 or lortega@ilchamber.org.

*Written by Doug Whitley, President & CEO
Illinois Chamber of Commerce*



**ILLINOIS CHAMBER
OF COMMERCE**

Count on Christian For Peace of Mind.



Christopher Menendez, MD
Medical Director, Breast Health Center



We know that the stress of waiting for vital test results can put your life on hold. Christian Hospital Breast Health Center patients benefit from integrated imaging and radiology services, plus an award-winning pathology lab that provides rapid turnaround on biopsies. And should you need treatment, you'll receive the very best care from our staff and team of specialists. In fact, our medical director is the only surgeon in the area who specializes solely in breast health.

We're committed to providing our whole community with comprehensive, responsive care, close to home.

Visit ChristianCares.org today, or call 1.877.747.WELL (9355).

Christian hospital is **BJC** HealthCare in North County

2013 Professional Development Series

Get Back to Basics



This series of professional development programs will help you focus on key tools for running a successful business. Each of these relevant topical presentations is paired with expert legal advice from the attorneys at Sandberg Phoenix & von Gontard, PC.

January 29: Affordable Healthcare Act Implementation*

**This session held at TheBANK of Edwardsville, Lower Level*

March 26: Identity Theft: Prevention & Recovery

May 28: Blogging: Best Practices, Copyrights & Intellectual Property

July 30: How Mail Fraud is Perpetrated Against Small Businesses

September 24: Time Management & Labor Laws

November 19: Motivate & Retain Employees: Minimizing Legal Backlash

8-10:30am Education Program with Q&A Session
at Hampton Inn: 5723 Heritage Crossing Drive in Glen Carbon, IL

I will attend: Session 4 Session 5 Session 6
at \$20/person (\$30 non-members) per session

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

This professional education series proudly brought to you by:

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Edwardsville | Glen Carbon
Chamber of Commerce

2013 Edwardsville/Glen Carbon Chamber Golf Challenge

Friday, June 28 at Sunset Hills Country Club

Payment must accompany registration.

Name _____

Company _____

Address _____

City _____ State _____ ZIP _____

Phone _____

_____ We would like to **sponsor** at the _____ level at \$ _____

_____ Please reserve _____ **foursome(s)** at \$500 each. Names are listed below.

_____ Please reserve _____ **twosome(s)** at \$250 each. Names are listed below.

_____ Please reserve _____ **individual ticket(s)** at \$130 each. Place me with a team.

_____ I would like to participate in the **skins game** at \$20 per team.

Please list names below, with team captain's name and e-mail address listed as "Player 1":

Player 1 _____ Player 2 _____

Player 3 _____ Player 4 _____

Please enclose a check payable to Ed/Glen Chamber.
Payment in full due upon receipt of registration.

Please fax this completed form to the Chamber office at 618.656.7611 or mail with payment to:
Edwardsville/Glen Carbon Chamber of Commerce, 200 University Park Drive Suite 260, Edwardsville, IL 62025

Tournament Includes

- 18 holes of tournament golf with cart at Sunset Hills Country Club
- Unlimited use of driving range and putting green
- Golfer gift bags
- Straightest drive, longest putt & closest to pin contests
- Hole in one contest
- Lunch & beverages on the course
- Dinner

Schedule of Events

7am Registration & Driving Range Open
8:30am Shotgun Start
1:30pm Late Lunch on Patio

Flight Winner Awards

	1st Place	2nd Place
A Flight	\$500	Round of for 4 @ SHCC
B Flight	\$500	Round of for 4 @ SHCC

Proceeds to Benefit Chamber of Commerce Community Programs & Activities

Ed/Glen Chamber of Commerce
200 University Park Drive Suite 260 Edwardsville, IL 62025
618.656.7600 www.edglenchamber.com

Golf Challenge Sponsorships

Promote your business to more than 100 golfers including Chamber members & area community/business leaders!

Payment must accompany registration.

President's Circle

\$2,500

- Exclusive event sponsor
- Welcome message at reception
- 2 teams (4 players/team plus carts)
- Separate corporate logo display
- Tables available to advertise, pass out gifts & interact with participants
- 3 Hole Sponsorships
- Full-page color ad in Golf Challenge program
- Certificate for full-page color ad in *Common Ground* (Chamber newsletter)

Vice President's Circle

\$1,000

- 1 team (4 players/team plus carts)
- Tables available to advertise, pass out gifts & interact with participants
- 1 Hole Sponsorship
- Half-page color ad in Golf Challenge program
- Certificate for half-page color ad in *Common Ground* (Chamber newsletter)

Golf Cart Sponsors

\$600

- Limited to four businesses
- Company logo on front of all carts
- Sign at registration area before and during Golf Challenge
- Eighth-page black and white ad in Golf Challenge program
- Certificate for quarter-page color ad in *Common Ground* (Chamber newsletter)

Score Card Sponsors

\$600

- Limited to two businesses (front nine or back nine holes)
- Company logo on front of all score cards
- Sign at registration area before and during Golf Challenge
- Eighth-page black and white ad in Golf Challenge program
- Certificate for quarter-page color ad in *Common Ground* (Chamber newsletter)

Putting Green Sponsor

\$600

- Exclusive sponsorship
- Sole sponsor sign in practice green area (18 holes) during Golf Challenge
- Use as an opportunity to pass out gifts or visit with golfers
- Honor of delivering prize for low score or winning contest during awards ceremony
- Eighth-page black and white ad in Golf Challenge program
- Certificate for quarter-page color ad in *Common Ground* (Chamber newsletter)

Lunch & Beverage Sponsors

\$600

- Limited to four businesses
- Sign at grill area before, during, and after Golf Challenge
- Signs on beverage carts & beverage center on 18th hole on the course
- Tables available to advertise, pass out gifts & interact with participants
- Eighth-page black and white ad in Golf Challenge program
- Certificate for quarter-page color ad in *Common Ground* (Chamber newsletter)

Goodie Bag Sponsor

\$25

- Exposure to 100 golfers
- Provide goodie bags for golfers
- Market your business with a goodie bag item (\$25 per item)

Exclusive Hole Sponsor

\$250

- 1 Exclusive Hole Sponsorship (sign provided by Chamber; 18 available)
- Tables available to advertise, pass out gifts & interact with participants
- Eighth-page black and white ad in Golf Challenge program
- Certificate for quarter-page color ad in *Common Ground* (Chamber newsletter)

Cash & Prize Donation

- Donate cash, a door prize or contest prize (value of approximately \$25-\$100)
- Recognition in golf program and *Common Ground* (Chamber newsletter)

Tee Sponsor

\$125

- Shared sponsorship of a hole (tee/green) with other non-compete businesses

Hole In One Sponsor

- Provides car at designated hole

All Sponsorships Include:

- Logo/listing in all Golf Challenge programs, Web site & *Common Ground*
- Acknowledgement during awards ceremony

edoglen

schmooze

business after hours



Crushed Grapes, American Family Insurance & Catered AFFAIR, May 2



Crushed Grapes, American Family Insurance & Catered AFFAIR, May 2



Crushed Grapes, American Family Insurance & Catered AFFAIR, May 2



Vision For Life, May 23



Vision For Life, May 23



Vision For Life, May 23

ribbon cuttings



Marine Coin Company, May 3



Mike Shannon's Grill, May 15



Junior Service Club Boundless Playground, May 19



Olive Oils & More, May 21

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!

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Chamber of Commerce

Leave the Books to Us!

We help small businesses with a variety of outsourced accounting services so they can focus on everyday operations.

For a free consultation, please contact
Shawndel Rose, EA, at
618.659.7009,
info@bswsmallbusiness.com,
or visit
www.bswsmallbusiness.com.



Glen Carbon, IL
St. Louis
St. Charles



We're the pizza making experts. That's why we leave our day-to-day bookkeeping needs to the accounting experts - BSW Small Business Services. Their team of advisors assists us with check writing, tax planning and filing, payroll and more.

We're sure our hungry customers - on both sides of the river - wouldn't have it any other way!

Shane & Mary Mihaljevic
Shane and Mary Mihaljevic
Owners

your business

Viox Agency Announces Metro East Merger

Dave Viox, founder of AAdvantage Insurance Group – Viox Agency in Glen Carbon, announces the merger of Metro East Insurance into AAdvantage Insurance Group effective May 1, 2013.

The merger into AAdvantage will provide more options to the many clients of Metro East Insurance. Jim Cromer, former owner of Metro East, is working with AAdvantage, which has an office staff of four specialists in the farm, commercial, home, auto, and life insurance markets.

AAdvantage Insurance Group – Viox Agency serves clients in the Metro East/St. Louis area as well as throughout the states of Illinois and Missouri. AAdvantage Insurance Group is located at 10 Ginger Creek Village Drive, in Glen Carbon. They are a Trusted Choice independent insurance agency representing more than 25 companies rated "A" or better by AM Best and the Better Business Bureau.

For more information go to www.aadvantageins.net.

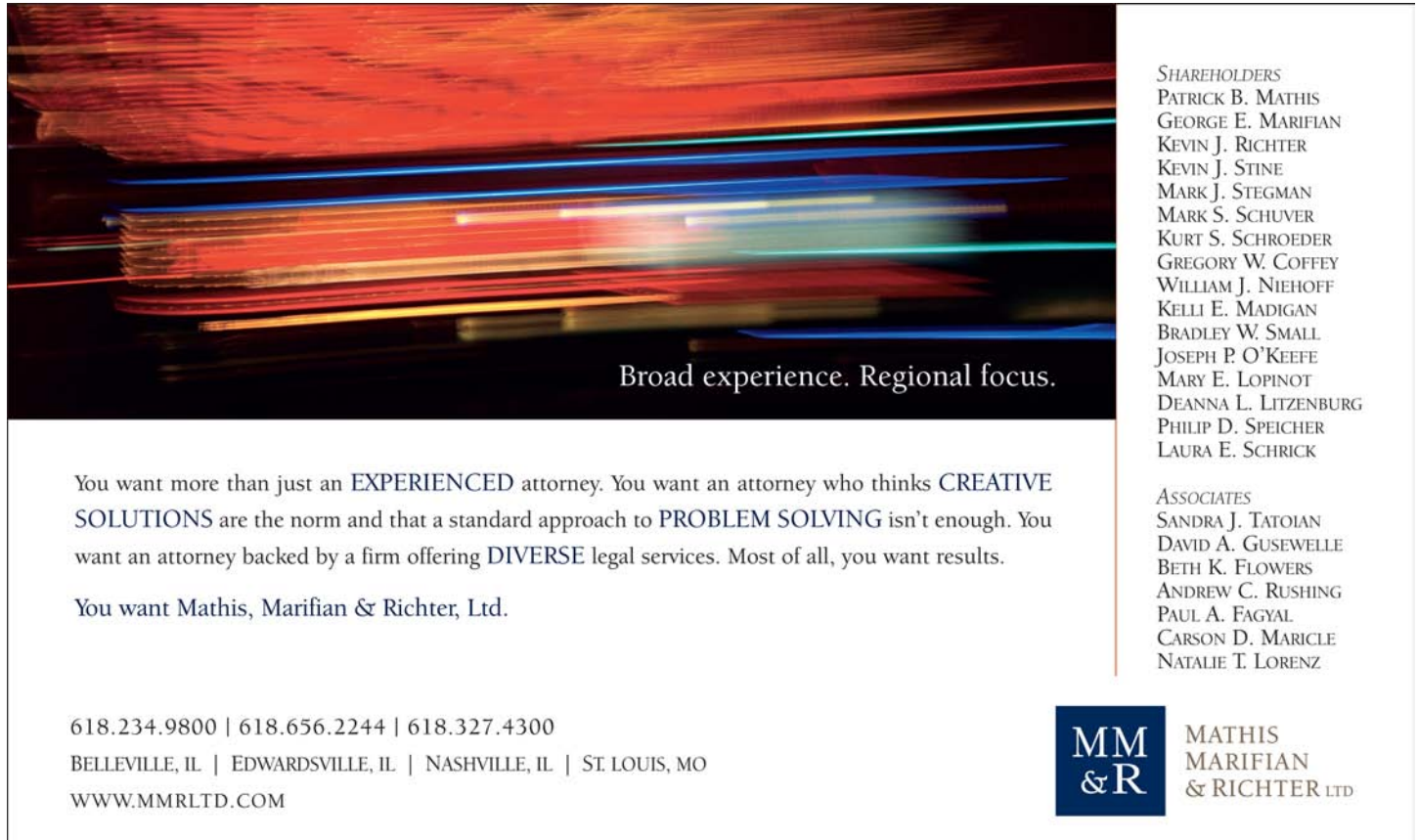
First Clover Leaf Bank to Host Shred Day

First Clover Leaf Bank is hosting a complimentary shred day June 22, 2013 at its St. Louis Street location (300 St. Louis Street in Edwardsville).

CINTAS Document Management will be there help shred your unwanted papers safely, securely and free of charge. There is no need to make an appointment, just bring your papers with you.

What can you bring to shred? Materials should include primarily paper and manila folders. There is no need to remove staples, paper clips or rubber bands.

What can not be included in your shred materials? Binders, binder clips, plastic, cardboard, tapes or any other large non-paper products need to be removed before service occurs.



Broad experience. Regional focus.

You want more than just an EXPERIENCED attorney. You want an attorney who thinks CREATIVE SOLUTIONS are the norm and that a standard approach to PROBLEM SOLVING isn't enough. You want an attorney backed by a firm offering DIVERSE legal services. Most of all, you want results.

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Jacoby Appoints New Executive Director

The Jacoby Arts Center in Alton has appointed Ron Abraham as its new executive director. Mr. Abraham is a retired faculty member from the music department at Southern Illinois University Edwardsville and is currently the music director of the Great Rivers Choral Society. Jacoby will benefit from Ron's many years of experience in the performing arts, program development and fundraising.

With facilities that include a professional-quality exhibition gallery, performance areas, classrooms and artist studios, the Jacoby Arts Center is a gathering place for visual and performing artists alike. The center also offers both children and adult classes in painting, drawing and ceramics. The gallery features new exhibitions approximately once a month and is open Tuesday through Saturday from 10am-5pm and Thursday until 8pm.

Jacoby Arts Center is a 501(c)(3) arts organization whose mission is to cultivate the artistic development and economic success of artists and expand community access to the arts. Go to www.jacobyartscenter.org for information on events and classes offered at JAC.

Space Available at Lexow Professional Bldg

Individual office space is available in the Lexow Professional Building on Highway 157, just three miles south of Madison County Courthouse and one mile north of the East University Drive entrance to SIUE's campus. A custom designed building expansion was completed in 2006.

Office sizes include 10' x 12' (\$500 per month) or 10' x 10' (\$450 per month), each with a large window and private door and lock. The building is ADA accessible and protected by electronic access, security system and video surveillance. Offices were designed with special acoustical barriers to maintain confidentiality and minimize noise, and rental includes availability for use of training center, conference room and common kitchen & waiting areas. Internet access is also available.

Contact Larry R. Lexow at larry@bcl401k.com or 618.692.9999 Ext. 10 with inquiries.



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The Goddard School Launches Pre-School Prep Program: Provides School Preparedness to Children

The Goddard School in Edwardsville is now enrolling for its new pre-school prep program that will provide a foundation of school preparedness as children age towards school placement. Parents may take advantage of this program available to children ages 3 to 5 in blocks of 2.5 hours of instruction 2–5 days per week, mornings or afternoons, Monday–Friday, and will receive weekly program summaries of their child’s progress.

“Parents who rely on in-home day care or stay home with their child will like this program as it allows them to ease their child into school instruction while also preparing them and assessing their skills for school placement,” said Barbara Burrows, owner of The Goddard School in Edwardsville.

The Goddard School FLEX Learning Program helps children gain exceptional skills for kindergarten success. The program focuses on kindergarten preparedness, social finesse and a mastery of gross motor skills. Goddard School teachers, all early childhood educators, balance each child’s opportunity for independent discovery, cooperative learning and generous outdoor playtime, all leading to school readiness. The program focuses on:

- Mastering foundational skills: Each child develops complex logical patterns and handwriting skills for ‘big school’ learning.
- Confident self-expression: The pre-kindergarten child becomes self-aware as a learner, beginning to develop strategies for expressing ideas.
- Individualized lesson plans: Goddard School’s teachers promote cooperative play and collaborative problem-solving.
- An easier time with multiple skills: Children develop hand-eye coordination and rhythm/tempo through singing, dancing and rhyming.
- Enrichment programs: Music appreciation, foreign language and world cultures are incorporated into each child’s Pre-K lesson plans.
- Computer skills enhancement: Each child has ample access to computers, becoming familiar with the skills to move to the next technological level.

Call 618.692.9460 to learn more about the program.



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Local Chiropractor Educates Community While Raising Funds for Neighbors In Need

Dr. Dustin Rosenberg, a chiropractic physician and acupuncture specialist, is working hard to educate our local community about the importance of health and how to keep people feeling young. He recently partnered with Edwardsville Neighbors In Need, a local charity in the Edwardsville area. Dr. Rosenberg and his patients have already donated \$700 to the cause. Edwardsville Neighbors in Need is a 501(c)(3) organization dedicated to providing temporary financial assistance to Edwardsville area families for urgent needs due to unforeseen medical or emergency hardships. They promote services in the community and actively seek and accept nominations for families facing medical hardship within District 7.

Dr. Rosenberg and his wife Becki, also his practice representative, are very involved in the Edwardsville/Glen Carbon community. Dr. Rosenberg is known for his "Stress Free Business Appreciation Days." Several times each week Dr. Rosenberg is invited into local businesses to speak with employers and employees, educating them on how to move and stay young at the same time. Employers have found this class to be very informative and great

for the health & wellbeing of their staff. A free lunch is always provided by Dr. Rosenberg.

"I am always amazed at the feedback and the questions I have after giving my "How To Stay Young" lecture. It is my goal to educate our community and to get 80% of our community under chiropractic care. After giving the education lecture, people now have the understanding of what it takes to stay young for the first 100 years of life."

At the Stress Free Lunch and Learns, Dr. Rosenberg offers his first day of service in exchange for a donation to Edwardsville Neighbors In Need. The first day service includes history, report of findings, exam, consultation and adjustment. 100% of donations raised at the lunch go directly to Neighbors In Need.

Call Becki at 618.977.0790 to learn more.

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your business

Ask the Expert

by Elizabeth Joelner, Branch Manager, Commerce Bank

How do I choose the right bank?

Here are three things small business owners should think about when considering a bank: 1) how do you feel about the banker sitting across from you; 2) does the bank have experience in your industry; and, 3) what financial services do you need, and does this bank offer all of them?

How you feel about your banker is important – after all, this is a relationship business. You'll want to find a banker who understands your personality, your industry, and wants to work with you to help your company succeed.

Banks may offer specialty areas, such as retail or medical banking. Small business is considered a specialty area too, so it pays to work with a bank that offers products and services specifically designed to meet the needs of your business.

The availability of these products and services is important too, so think ahead when you make your bank selection. You might need only a checking account and loan to get started, but then decide that the ability to accept credit cards would help your business grow. And later, you may develop a need for cash management services. The important thing is to pick a bank that can grow with you.

The right bank should be one that cares about your company and your community, and gives you the support, the service and the products you need to help you succeed.



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- Promotion of your organization via SIUE Day Facebook & Twitter
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7 Ways to Protect Your Small Business from Fraud & Cybercrime

by Caron Beesley, Community Moderator, Small Business Administration

How secure are your small business assets from fraud, identity theft and cybercrime? According to the Association of Certified Fraud Examiners (ACFE), companies with fewer than 100 employees lose approximately \$155,000 as a result of fraud each year. Small businesses also have a higher fraud rate than larger companies and non-business owners. One of the most frequent sources of fraud is credit card abuse – largely due to the fact that few business owners actually take the time to go through every line item on their bill or choose to mingle business and personal accounts. Other sources of fraud stem from an overall lack of security across the business – such as inadequate network and computer security and a lack of background checks when hiring employees. **Don't be a victim!** Here are some tips you can take to better protect your business from some common forms of fraud and cybercrime.

Protect Your Credit Cards and Bank Accounts: Since this is a common area of fraud for everyone from sole proprietors to employee-based firms, this one goes at the top of the list. Start by separating your personal banking and credit cards from your business accounts – this will ensure fraudsters don't get their hands on all your money. Separating your accounts will also make it easier to track your business expenses and report deductions on your tax return. Next, make sure you use your card wisely. Don't hand over your plastic or your card number to employees or companies with which you don't have a familiar relationship. Switch to online bill pay or make sure you store paper bills securely. Likewise, use a secure mailbox for receiving and sending bills. If you don't have one, deposit your mail directly at the post office (this goes for any mail that contains sensitive information – you don't want to leave it lying around in an unsecured mailbox). Last, be sure to check your online banking every day for suspicious activity.

Secure Your IT Infrastructure: Every business owner should invest in a firewall as well as anti-virus, malware and spyware detection software. Backing up is also a must and will make it a lot easier for you to continue working in the event of a cyber attack.

Use a Dedicated Computer for Banking: This is a great idea from *Forbes* magazine's *5 Ways Small Businesses Can Protect Against Cybercrime*. Use a dedicated computer for all your online financial transactions and, ideally, make sure it's one that isn't used for other online activity such as social media, email and Web surfing which can open up the machine to vulnerabilities. Avoid mobile banking if you can.

Have a Password Policy: Another easy step you can take to protect your IT systems is to institute a password policy. Make sure you and your employees change them regularly (every 60 to 90 days is good rule). Set rules that ensure passwords are complex (i.e. contain one upper case letter, one number and must be a minimum of eight characters). Use different passwords for different online and system accounts

Educate Your Staff: Employees are perhaps your biggest point of vulnerability when it comes to fraud, but they are also your first line of defense. Hold regular training sessions on basic security threats (online and off) and prevention measures – both for new hires and seasoned staff. Enforce the training by instituting policies that guide employees on the proper use and handling of company confidential information, including financial data, personnel and customer information. For ideas on what to include in your training, check out the resources offered by small business groups like your local **Small Business Development Center**, you could watch for free webinars from security organizations and businesses.

Consider Employee Background Checks: One of the first steps to preventing fraudulent employee behavior is to make the right hiring decision. Basic pre-employment background checks are a good business practice for any employer, especially for those employees who will be handling cash, high-value merchandise, or have access to sensitive customer or financial data.

Insure Your Business: Fraud and cybercrime does happen; however, you can still seek to cover your damages by purchasing an insurance policy that protects you against any losses that you may incur from crime or fraud. Likewise, find out what your bank is willing to do to help you out if your credit card or business account is compromised.

First Mid-Illinois Bank & Trust Announces Gordon Smith Retirement and Brad Rench Hire

Gordon Smith, regional president at First Mid-Illinois Bank & Trust, has announced plans to retire later this year. Upon retiring from the role of regional president, he will remain on staff focusing on business development for the company. Gordon, a graduate of Illinois State University, started his banking career in 1972 as a commercial and agricultural lender. Smith moved into the role of SVP, regional president for the metro east region in 2001. He has devoted more than 40 years to serving customers throughout Madison County and surrounding areas. Gordon has been very active in the community and has served on the boards of directors of the Highland Chamber of Commerce, the Highland Business Education Alliance, Rotary Club, the Highland Area Community Foundation, and St. Joseph's Hospital Foundation.

Brad Rench has been hired to replace Smith as SVP, regional president. Rench will manage the banking operations of the First Mid Metro East market with banking centers in Highland, Maryville and Pocahontas. He will be responsible for growing core business lines including commercial and

personal banking, trust and wealth management, and insurance. Brad holds a Bachelor of Science degree in finance from Western Illinois University. Most recently he served as executive vice president and COO at First Clover Leaf Bank in Edwardsville. Brad brings more than 30 years of experience to the position, with over ten years of senior management expertise and a background in serving the commercial lending needs of individuals throughout the metro east market.

When asked about the move, Rench stated, "I am pleased to be working in my hometown. First Mid-Illinois Bank & Trust is a solid organization with a great reputation in Highland and surrounding communities. I'm looking forward to working with Gordon and the rest of our team to expand our metro east footprint."

Gordon Smith commented, "I have truly enjoyed my twelve years with First Mid and I'm proud of the accomplishments we've made over those years. We have a talented team and Brad Rench will be a great addition. His tenure in the financial industry will serve our customers well. I look forward to working with him in the short-term to grow our market presence."

Joe Dively, First Mid president, stated, "Gordon Smith has been an outstanding leader for our metro east market. Under his supervision, we have grown our market share and built a team that we are extremely proud to have representing First Mid. As Gordon begins focusing his efforts on business development and Brad joins our team, I am confident they will provide a strong leadership combination. In addition, Brad's banking and management knowledge will serve both our customers and our employees greatly in the years ahead. We look forward to continued success with him leading our operations in Madison County and surrounding communities."

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