December 2017

# Common Ground



Business Builds: Economies. Leaders. Communities.



Edwardsville | Glen Carbon Chamber of Commerce

# MEMBERSHIP MEETING **JANUARY 26**

11:30am-1pm

N.O. Nelson Leclaire Room

Enjoy a business casual lunch, celebrate the successes of 2017, and learn what the Ed/Glen Chamber has planned for 2018.

BUSINESS BUILDS: Economies. Leaders. Communities.

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# 2017 Executive Committee/Officers

CHAIRMAN OF THE BOARD **Cathy Hamilton**, Broker BARBERMurphy Group

VICE CHAIRMAN **Sam Guarino**, Partner Bella Milano Restaurants

TREASURER

Josh Lowe, CPA, CFP, Partner
West & Company, LLC

LEGAL COUNSEL **Philip Lading**, Shareholder

Sandberg, Phoenix & von Gontard, P.C.

CORPORATE SECRETARY **Desirée Bennyhoff, IOM, ACE**, President & CEO
Edwardsville/Glen Carbon Chamber of Commerce

## **2017 Directors**

**Jonathan Fowler**, Vice President Fowler Management Services & Donco Electrical Construction

**Eric Gowin**, President Contegra Construction Company, LLC

**Elizabeth Heil, CPA**, Manager Scheffel Boyle

**Bruce Riedle, CPA**, Treasurer R.P. Lumber Co., Inc. & Plummer Companies

**Dave Viox**, Owner AAdvantage Insurance Group, Inc.

## **Chamber Staff**

Desirée Bennyhoff, IOM, ACE President & CEO ceo@edglenchamber.com

#### Katie Haas

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

## 2018 Membership Meeting & Luncheon

Learn what your chamber of commerce has planned for 2017 at the 8th Annual Membership Meeting & Luncheon, scheduled for 11:30am-1pm Friday, January 26 in the Leclaire Room on the N.O. Nelson campus of Lewis and Clark Community College. In 2013, Edwardsville/Glen Carbon Chamber of Commerce leadership had the great pleasure of working with retired business executive Robert McClellan to craft a new strategic plan, which included adopting new mission and vision statements, guiding principles, and core values.

2018 will be dedicated to further implementing strategic change and continued progress for the Ed/Glen Chamber, primarily working toward U.S. Chamber of Commerce Accreditation and enhancing the organization's focus on advocating for pro-business legislation at all levels of government.

We hope you will attend the Annual Membership Meeting & Luncheon to help us kick off 2018 with the unveiling of our annual plan of work. This business casual luncheon is an opportunity for members to become familiar with the Ed/Glen Chamber's 2018 menu of services, and celebrate the chamber's 2017 accomplishments.

# **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

Lisa Allen, Allen Insurance Group
Brendan Barone, Kunkel Commercial Group
Jeremy Colton, Big Frog CustomTShirts & More
James DeMoulin, FCB Edwardsville Bank
Tomiera Harris, Scott Credit Union
Angie Lange, Express Employment Professionals
Tim Mahnesmith, Edward Jones Investments
Justin Miner, Commerce Bank

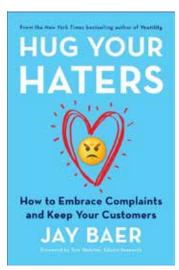
Breck Newman, HireLevel
Rob Pickerell, Midwest Regional Bank\*
Kai Redmon, Redmon Insurance Agency
John Schuelke, Merrill Lynch
Mary Jo Smith, Hospice of Southern Illinois
Ashleigh Teasley, Sivia Business & Legal Services
Walter Williams, City of Edwardsville

\* denotes committee chair

# 2018 nexus@noon: Hug Your Haters

Touted as the first modern book on customer service, *Hug Your Haters* is a delightful and inspiring read that can help your company thrive in this 'all-complaints-arepublic' era. In the **eight nexus@noon sessions** throughout the year, attendees will learn how to embrace the inevitable 'haters' – and come to appreciate the often positive outcomes that follow.

Cost to attend is just **\$10** for lunch, payable directly to Edison's Entertainment Complex upon



arrival. **RSVPs ARE REQUIRED** for each session and must be made no later than 24 hours in advance. Food and handouts will be prepared only for those guests who have submitted an RSVP more than 24 hours in advance.

# special investors

#### **Gold Level**

Anderson Hospital Gateway Regional Medical Center

#### **Silver Level**

Amazon.com Ameren Illinois Utilities AT&T Mobility Edwardsville Hortica Insurance & Employee Benefits Meridian Village Sam's Club 4878 Sandberg Phoenix & von Gontard, PC Scott Credit Union TheBANK of Edwardsville Walgreens Walmart of Glen Carbon

## **Bronze Level**

1st MidAmerica Credit Union Associated Bank Breakthru Beverage Illinois Cassens & Sons Cassens Transport Castelli's Moonlight Restaurant at 255 City of Edwardsville DoubleTree by Hilton Eden Village Retirement Community Edwardsville Intelligencer First Mid-Illinois Bank & Trust Gori Julian & Associates, PC Holland Construction Services, Inc. Homefield Energy, A Dynegy Company Juneau Associates Inc., P.C. Korte & Luitjohan Contractors, Inc. Love's Travel Stops Madison Mutual Insurance Company Mathis, Marifian & Richter, LTD Mike Shannon's Grill Edwardsville, LLC R. P. Lumber Company, Inc. Robert 'Chick' Fritz, Inc. Southern Illinois University Edwardsville Village of Glen Carbon West & Company, LLC

**Premier Level** 1818 Chophouse AAIC, Inc. ABRA Auto Body & Glass Abstracts & Titles Inc.
Allison's Comfort Shoes & Boots American Family Insurance Annie's Frozen Custard Assurance Brokers, Ltd. Banfield Pet Hospital BARBERVoss Home Care Bard & Didriksen Pediatrics, PC **Bauer Hite Orthodontic Specialists** Bella Milano Edwardsville Best Western Plus Pontoon Beach Big Daddy's Edwardsville **Brain Balance Achievement Centers Brickman Orthodontics** Bull & Bear Grill & Bar Chava's Mexican Restaurant Chef's Shoppe Cleveland-Heath Club Z! In-Home Tutoring Services Cold Stone Creamery Comfort Inn Commerce Bank CompuType, Inc. Contegra Construction Company, LLC Cornerstone Insurance Group Country Club Lawn & Tree Specialists, Inc. Crawford, Murphy & Tilly, Inc. Culver's of Edwardsville Days Inn Dimond Bros. Insurance, LLC Doc's Smokehouse & Catering Donnewald Distributing

Edison's Entertainment Complex Edwardsville Ambulatory Surgery Center Edwardsville Pet Hospital Egyptian Business Furniture Envisioning Green Express Employment Professionals Farmers Insurance FCB Edwardsville Bank First Community Credit Union First Mid-Illinois Bank & Trust First National Bank - Maryville Ford Hotel Supply Foundry Public House Gateway Center Gateway Grizzlies
Gerold Moving & Warehousing Company
Glik's Department Store Goddard School Greensfelder, Hemker & Gale, P.C. Hampton Inn & Suites Harvey H. Breckner, DMD, MS Hawkins Law Office, P.C Hawthorne Animal Hospital, LTD HeplerBroom, LLC Highland Recycling & Shredding HireLevel Hotshots Sports Bar & Grill HSHS Medical Group IMPACT Strategies, Inc. J.F. Electric, Inc.
J.T. McDermott Remodeling Contractors
Jackson Lewis, P.C. Jan's Hallmark Shop Jones Air & Water, LLC KinderCare Learning Center Kitchenland La Quinta Inn & Suites Lindenwood University Louer Facility Planning, Inc. Magnuson Camelot Hotel Market Basket Midwest Occupational Medicine Minuteman Press National Bank Network Specialists, LLC Northwestern Mutual ONEWAY Construction Phone Masters Plocher Construction Company, Inc. RE/MAX Alliance 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 San Gabriel Memory Care Scheffel Boyle Sivia Business & Legal Services, PC South Side's All-Star Collision Center Southern IL Underwriters Agency, Inc. Springfield Electric Supply Company State Farm Insurance - Rick Marteeny Sugo's Spaghetteria Sunset Hills Country Club Sunset Hills Family Dental Super 8 Motel The Wooden Nickel Pub & Grill Thompson & Lengacher, P.C.
Tiger Plumbing, Heating, A/C, & Electrical Town and Country Bank
Tzinberg & Associates, P.C.
University Nursing & Rehab Center US Bank Vision For Life Visionary Wealth Advisors
Viviano Heating & Air Conditioning, Inc. Volkert, Inc.

Wang Gang Asian

# save the date

## 1/11 Thu **Ribbon Cutting**

Keller Williams Marquee 1254 University Drive, Suite 200 Edwardsville, IL 62025

### 1/18 Thu 5-7pm **Business After 5**

1818 Chophouse & **RE/MAX Alliance Rick Owens** 210 South Buchanan Street Edwardsville, IL 62025

#### Fri 11:30am-1pm 1/26 **Annual Membership** Meeting & Luncheon

N.O. Nelson Leclaire Room 600 Troy Road Edwardsville, IL 62025 RSVP at edglenchamber.com

## 1/31 Wed 8:30gm-12:30pm **Defining & Defending Against Harassment & Discrimination**

Holiday Inn Express & Suites 1000 Plummer Drive Edwardsville, IL 62025 Email rkrekel@ilchamber.org or call 217.522.5512 to register.

## 2/7 Wed 8-9pm Chamber Q&A: Maximize Your Membership

Ed/Glen Chamber Office 1 North Research Drive Edwardsville, IL 62025 RSVP at edglenchamber.com

#### 2/13 Tue 12-1pm nexus@noon

Edison's Entertainment Complex 2477 South IL Route 157 Edwardsville, IL 62025 RSVP at edglenchamber.com

#### 2/15 Thu 5-7pm **Business After 5**

Donco Electrical Construction 200 Lakefront Parkway Edwardsville, IL 62025

#### 2/22 Thu 5-7pm ChamberNET

Gateway Center 1 Gateway Drive Collinsville, IL 62234

### 3/8 Thu 5:30pm **Annual Awards Gala & Auction**

SIUE Morris University Center Meridian Ballroom Edwardsville, IL 62026 RSVP at edglenchamber.com Invitations Mailing Soon Sponsorship Packages Available

#### 3/13 Tue 12-1pm nexus@noon

Edison's Entertainment Complex 2477 South IL Route 157 Edwardsville, IL 62025 RSVP at edglenchamber.com

## 3/15 Thu 5-7pm **Business After 5**

Scott Credit Union 101 Credit Union Way Edwardsville, IL 62025

#### 3/28 Wed 8-9am **ACCELERATE**

## **Executive-Led Presentation**

Holiday Inn Express & Suites 1000 Plummer Drive Edwardsville, IL 62025 RSVP at edglenchamber.com ACCELERATE Members Only

Membership renewal notices have been mailed. We appreciate your prompt payment so we may continue serving you – WE 🎔 OUR MEMBERS!

MARK YOUR CALENDAR: **Ed/Glen Chamber's Annual Membership** Meeting is slated for 11:30am Friday, January 26, 2018.

MARK YOUR CALENDAR: **Ed/Glen Chamber's Annual Gala &** Auction is slated for 5:30pm Thursday, March 8, 2018.

# Welcome Our **Newest Provider**



# Supraja Reddy, MD **Endocrinology**

# **Now Accepting New Patients!**

8 Sunset Hills Professional Centre Edwardsville, IL 62025 314-953-8799



## bjcmedicalgroup.org



Edwardsville | Glen Carbon Chamber of Commerce

# MEMBERSHIP MEETING January 26 11:30am-1pm

N.O. Nelson Leclaire Room

Enjoy a business casual lunch, celebrate the successes of 2017, and learn what the Ed/Glen Chamber has planned for 2018.

BUSINESS BUILDS: Economies, Leaders, Communities,

# \$29 Per Person

Business Name	
Business Phone	
Name of Attendee(s)	
· ·	
Email Address(es)	
I am enclosing a check for \$	

# We look forward to a successful 2018!

Edwardsville/Glen Carbon Chamber of Commerce

1 North Research Drive

Edwardsville, IL 62025

p: 618.656.7600

# connect

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

# 50+ YEARS **Buhrmester Paint & Wallpaper Inc.**

**20–29 YEARS** Flanigan Law Office

# 10-19 YEARS

**Slagle Financial** True Value Rental Mt. Joy Missionary Baptist Church **Boy Scouts of America Greater STL** 

**Edwardsville Arts Center** Ed/Glen Habitat for Humanity Hurford Architects, Inc.

# 5-9 YEARS

Franzen Wealth Strategies, LLC **Joseph E. Meyer & Associates** 

**Madison County Child Advocacy Center** St. John's Community Care

1-4 YEARS

**Watts Copy Systems** 

**Batteries Plus Bulbs** 9Round - Edwardsville

# business of the month

**COMPANY HISTORY:** Edison's Entertainment Complex opened in June of 2012 and is now in its sixth year. Edison's has a local ownership group led by managing owner/partner Matt McSparin. The facility features 12 lanes of boutique bowling, a two-level 4,000 sq. ft. laser tag arena, a 65-game state-of-the-art arcade, 10 party & meeting spaces, and a full-service bar and restaurant serving inventive pizzas, gourmet burgers, a large variety of street tacos, scrumptious salads and much more. Over the five-year history of the company, the ownership group has re-invested more than \$500,000 in improvements such as an expanded parking lot, digital marquee sign, newly renovated laser tag arena, and various technology and décor improvements. Edison's prides itself on providing GENIUS level service and is the home of where quality meets value.

**ECONOMIC IMPACT:** In addition to providing employment to more than 75 full- and part-time workers, Edison's generates nearly \$250,000 annually in property, sales, and entertainment tax revenue. Edison's also reinvests in the local economy by hiring local vendors and fellow chamber members for capital investment projects as much as possible. For example, to complete the \$250,000 renovation of the "Pharaoh's Quest" laser tag attraction, Edison's enlisted the help of Dissen Painting, Pyramid Electric, and Vallow Floor Covering.

**COMMUNITY ENHANCEMENT:** Each year, Edison's contributes in excess of \$35,000 in cash and merchandise donations to local organizations' fundraising efforts. In addition to offering a 'Social Night' fundraising program for area churches, schools, and sports teams, Edison's also partners with several local charitable organizations – like Edwardsville Neighbors in Need and Junior Service Club – to help make their annual fundraising events successful.

WORKFORCE COMMITMENT: To recognize excellence in guest service, Edison's offers both a 'Cast Member of the Month' and a 'Cast Member of the Quarter' program. Each recognition comes with a cash reward, a framed photo in Edison's lobby, and email recognition from the CEO to the entire team of cast members. Edison's also recognizes 'caught being great' moments by rewarding cast members 'Edison's Bucks' when a manager witnesses someone going above and beyond to make a memorable moment for a guest. Edison's bucks are valid for food purchases in Edison's restaurant, and there a few things that put a bigger smile on the face of a front-line worker than free food!





**CHARACTER:** Edison's mission statement is "Make memorable moments." To help staff deliver this promise, Edison's management team coaches six core values to their cast members daily. The acronym for these principals is G.R.E.A.T.S., and it stands for: guests first; respect for all; energetic presence; active hands; teamwork; and swiftly serve and solve.

**LEADERSHIP:** CEO Matt McSparin has recently joined the board of directors for the Metro East Fellowship of Christian Athletes and is also a member of the St. Louis Sports Commission and the Augustana College vision advisory board. McSparing is past president and founding member of Edwardsville Little Tigers Football, is a former church council member, and served on the Edwardsville/ Glen Carbon Chamber of Commerce board of directors.

**INNOVATION:** In contrast to many family entertainment centers throughout the country, Edison's has unlocked the mystery of selling time versus selling attractions. Their 'unlimited' and 'all-access' entertainment products allow guests to consume Edison's bowling, laser tag, and arcade attractions for specified amounts of time, eliminating the need to reach into their wallets each time they want to play more. Additionally, Edison's number one goal is guest service. The management team recognizes that going above and beyond to provide guests a truly positive and memorable experience is paramount – and not just lip service – and they coach this to their workers every day. Edison's also provides excellence in party and event delivery that few others in the industry offer.

**EXCELLENCE:** Edison's invests in higher-quality food and beverage product and service than most family entertainment centers offer. This is true not only of the menu service in the dining room and lounge, but also with food delivery for parties and private events. Most guests walk away from an Edison's dining experience saying, "Wow! I had no idea a place with a bowling alley could serve food this good!" Edison's Entertainment Complex has received the following recognitions: #1 'Best New Entertainment Center of 2013' by *Tourist Attractions & Parks Magazine;* #7 in the 'Top 20 Places To Take Kids in St. Louis 2017' by *KidsOutAndAbout.com;* and #3 in 'Best Family Entertainment 2017' in the *Belleville News Democrat Readers Choice Poll.* 

**FUTURE FOCUS:** Edison's typically reviews expansion and enhancement opportunities each year and future options include a building expansion to provide more attractions, development of an outdoor party/events area to accommodate larger groups, and a catering program for external events. Edison's management is often approached by potential investors interested in opening additional locations, but for now, the plan is the remain the St. Louis area's one and only home of Genius Level Fun for Everyone. Edison's...what a bright idea!



This half-day interactive seminar will review state and federal labor laws affecting discrimination on the basis of age, sex, race, religion, and disability.

## **Key Topics Outlined:**

- The necessary elements of an effective harassment and discrimination policy
- Discuss how to properly investigate allegations of misconduct

# **Continuing Education Available:**

This seminar has been submitted for approval to offer 4 HRCI credit. This seminar has been pre-approved to offer 4 SHRM Professional Development Credit. This seminar has been submitted for approval to offer 3.75 CLE credit.

# **Registration Information:**

Wednesday, January 31, 2018 | 8:30 am - 12:30 pm Holiday Inn Express, 1000 Plummer Dr., Edwardsville, IL 62025

Members of the Illinois Chamber & local chamber partners.....\$249.00 Non-Member.....\$299.00

Early Bird Discount! Save \$50 when sign up by Jan. 21st!

To register or for more information call Rachael Krekel at 217-522-5512 ext 227 or at rkrekel@ilchamber.org

# connect

# the newly connected

## CarsonAllaria Wealth Management

Joe Allaria
Wealth Management, Investment
Advisors & Financial Planning
2246 South IL Route 157, Suite 225
Glen Carbon, IL 62034
618-288-9505
www.carsonallaria.com

## Meineke

Doug Duecker Full Service Auto Repair 800 Southwest Plaza Edwardsville, IL 62025 618-307-9381 www.meineke.com

## Meineke

Cindy McGrew
Doggie Day Care, Boarding,
Grooming & Training
2764 Route 66 Business Park Drive
Edwardsville, IL 62025
618-659-2366
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edwmmp@minutemanpress.com www.edwardsville.minutemanpress.com 1019 Century Dr., Suite 10 Edwardsville, IL 62025





# schmooze

# business after 5



BA5 w/ Southern Illinois University Edwardsville, November 16



BA5 w/ Southern Illinois University Edwardsville, November 16



BA5 w/ Southern Illinois University Edwardsville, November 16



BA5 w/ Southern Illinois University Edwardsville, November 16



BA5 w/ Southern Illinois University Edwardsville, November 16



BA5 w/ Southern Illinois University Edwardsville, November 16

# ribbon cuttings



Central Illinois Care Services, November 9



Egyptian Workspace Partners, November 15

# LOVE LOCAL SHOP CHAMBER #ShopEdGlen



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.

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

Shareholders Patrick B. Mathis George E. Marifian Kevin J. Richter Mark J. Stegman Mark S. Schuver Gregory W. Coffey William J. Niehoff Kelli E. Madigan Bradley W. Small Mary É. Lopinot Deanna L. Litzenburg Philip D. Speicher Laura E. Schrick Sandra J. Tatoian Beth K. Flowers

Associates Natalie T. Lorenz Rebecca K. Wohltman Colin C. Clark Joseph R. Harvath Melissa C. Meirink Katharine A. Keefe

Of Counsel Charles M. Lock Barry D. Dix



618.234.9800 | 618.656.2244 | 618.327.4300 | 314.421.2325 BELLEVILLE, IL | EDWARDSVILLE, IL | NASHVILLE, IL | ST LOUIS, MO WWW.MMRLTD.COM



Beer: Boulevard Whiskey Barrel

Availability: Year Round; Draught & bottles

## Barrel-Aged Imperial Stout

Over-the-top but surprisingly approachable, this twist on the classic style starts with several types of malted barley, rye, oats and wheat. Robust flavors of vanilla, espresso, whiskey, chocolate and roasted grain are balanced by hints of date and plum, with just enough hops to round it all out. Roughly one-third of the final blend is freshly brewed beer; the rest is aged for up to a year (or more!) in both first and second use whiskey casks.

ABV= 11.8%



Brought to you by ... Your Friendly Beer Distributor



# your business

# Hortica Employees Raise Impressive Funds, Donate To United Way

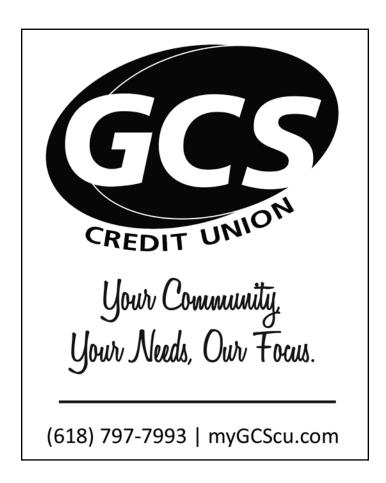
Hortica, a brand of the Sentry Insurance Group, is proud to announce that associates have donated \$37,000 to the Illinois Region of the United Way of Greater St. Louis. This is the first year Hortica raised money for the organization. Associates held a number of fundraising events in September to collect the money.

"Our associates are committed to helping this community," says Mona Haberer, business segment executive at Hortica. "We're pleased that we're now able to add the United Way to our efforts and excited to make it an annual event."

Sentry Insurance and its brands have long been supporters of United Way agencies where it has offices. This year, 4,000+ associates and the Sentry Insurance Foundation, Inc. – which matches associates' contributions – raised more than \$1.45 million for United Way programs.



Francie Powell and Mona Haberer from Hortica present a check to Maura Wuellner, director of the United Way of Greater St. Louis – Illinois Region.





# your business

# First Mid-Illinois Bancshares To Acquire First BancTrust Corporation

First Mid-Illinois Bancshares, Inc. ("First Mid") (NASDAQ: FMBH) and First BancTrust Corporation ("First Bank") (OTCQX:FIRT) recently announced the execution of a definitive agreement under which First Mid will acquire all of the outstanding shares of First Bank, the holding company for First Bank & Trust, IL ("First Bank & Trust"). The acquisition provides First Mid with a deeper presence in the attractive and growing Champaign-Urbana region and extends its footprint into the adjacent counties to the east of its headquarters.

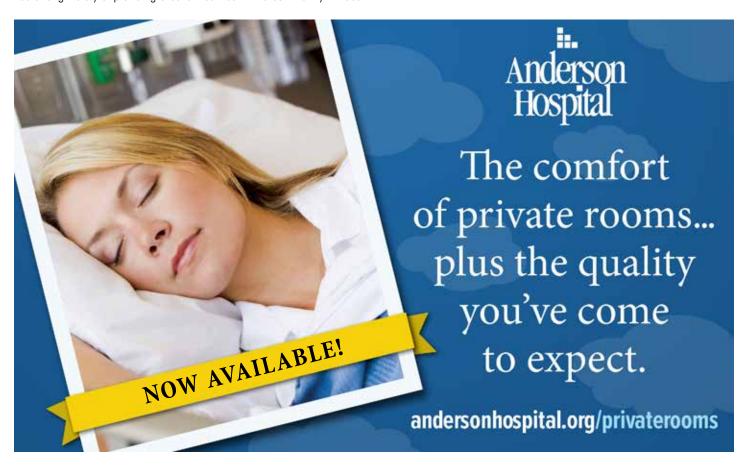
The transaction has been unanimously approved by each company's board of directors and is expected to close in mid-2018, subject to regulatory approvals, the approval of First Bank's stockholders and the satisfaction of customary closing conditions.

"The acquisition of First Bank deepens our presence in the attractive Champaign-Urbana market and provides expanded opportunities in adjacent counties," said Joe Dively, Chairman and Chief Executive Officer. "First Bank has a long history of providing excellent service with a community-minded

focus and the merged organizations will be even stronger. Finally, I am very excited to have Matt Carr join our organization with an expanded role while continuing to lead First Bank's markets."

Following completion of the transaction, First Mid is expected to have approximately \$3.3 billion in total assets. In addition, First Mid currently operates a wealth and trust management business with approximately \$1.5 billion in assets under management and an insurance business with \$3.5 million in annual revenue. First Mid has a long history of successfully acquiring and integrating businesses. First Bank represents the fourth acquisition over the last three years, including three banking institutions and one insurance business.

A slide presentation relating to the transaction can be accessed under the investor relations section of First Mid's website at www.firstmid.com. In addition, the presentation is included as an exhibit to the Form 8-K filed with the Securities and Exchange Commission announcing the transaction.



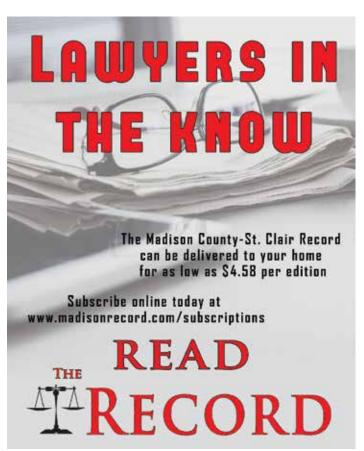
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# Thouvenot, Wade & Moerchen, Inc. Welcomes Keller & Hanson To Team

Engineering and surveying firm Thouvenot, Wade & Moerchen, Inc. (TWM) has hired two new employees. Michael Keller, S.I.T., joins as a survey crew chief and Paul Hanson, C.F.M., will work as an engineering designer.

Keller, of Hillsboro, earned his bachelor's degree in construction management with a specialization in land surveying from Southern Illinois University Edwardsville. He most recently worked for The Korte Company as a project engineer. Keller will work as part of the Swansea geospatial team performing ALTA, boundary and topographic surveys, construction layout, and more for a variety of clients.

Hanson, of Glen Carbon, has nearly 20 years of experience in municipal, transportation and land development engineering. He earned his bachelor's degree in geography from Eastern Illinois University. Hanson will be based in the TWM Edwardsville office and his responsibilities will include concept planning, building layout, public presentations, improvements plans, roadway alignments, storm water management and more for clients in both the public and private sectors.







TWM is a 100% employee-owned firm providing civil, structural and railway engineering, land surveying and a full array of geospatial services. Celebrating 71 years in business, TWM serves clients locally and throughout the U.S. With a total of five locations in the greater St. Louis region, the firm was ranked the seventh largest engineering firm in the metropolitan area by the *St. Louis Business Journal* in 2017.



# your business

# Ehlke Retires After 40 Years As Course Superintendent At Oak Brook Golf Club

Over the past 40 years, there have been plenty of changes at Oak Brook Golf Club, but Fred Ehlke has been among the constants. Ehlke retired on Wednesday after 40 years as the course superintendent at Oak Brook. He plans to move to Florida later this month.

"I've lived in Highland for 50 years and I've worked here for 40 years, so it's a big change to pull up your roots and move away," Ehlke said. "It's a little bit scary, but it's also exciting to do something different."

On December 29, Ehlke and his wife, Carol, will leave for Longboat Key, FL, where they will be caretakers for a five-story, 20-unit condominium on the beach. They will be taking over for Carol's parents, who have taken care of the building for the past 14 years.

"They just need somebody to keep things nice for the people that come down there in the wintertime," said Ehlke, who has three children and one grandchild. "I'll be working six-hours days and having weekends off. I'll also be able to take a summer vacation for the first time since high school."

Oak Brook opened in 1972 as a nine-hole course and expanded to 18 holes in 1974. Owner Larry Suhre took care of the course for four years, but his father Wilbur, the course's original owner, died in 1976.

"It was really stressful because I was trying to take care of an 18-hole golf course with no background in greens keeping, but a mutual friend of ours, (longtime golf pro) Terry Houser, recommended Fred, who at the time was working at Highland Country Club," Larry said. "Fred and I got together and he's been here ever since.

"Fred has done a tremendous job. I get compliments every day on the condition of the course and the greens. He has kept us in business for 40 years."

Larry's son, Mike Suhre, is vice president of Oak Brook and a PGA teaching professional. He admits that not having Ehlke as a daily fixture on the course will be an adjustment.

"When you look at a golf course, the No. 1 thing you worry about other than customers is whether or not the greens are going to stay alive, and I can say that my dad has slept peacefully for the last 40 years," Mike said. "There's no higher compliment you can give to a superintendent that to say that the people who are signing his paycheck are very happy to be doing it."

Ehlke was 23 when he became superintendent at Oak Brook. A graduate of Highland High School, he attended Joliet Junior College for two years and got a degree in agronomy. He then spent four years as superintendent at Highland Country Club.

Ehlke's duties at Oak Brook included doing all of the watering, spraying and fertilizing on the course. He had a staff of five people working for him.

"You do different things on different days of the week, so you have a routine and the guys kind of know what to expect," Ehlke said. "At one time we had eight or nine people working here, but all of the golf courses in the area have cut back on labor so they can pay the bills. As a superintendent, you need to have a good feel for grass and a green thumb. You have to tell what's going on before the golfers can see it."

Ehlke was also in charge of the course's 87 golf carts, as well as several utility vehicles, mowers and tractors.

"He's probably got 125 pieces of equipment, so something is going on all the time," Larry Suhre said.

Even after 40 years on the job, Ehlke was still learning something new each year. He typically worked 50 to 55 hours a week. During one stretch this year, he worked 210 days in a row. With 62 men's teams and 22 women's teams in various leagues, plus open play, high school teams and events on weekends, Oak Brook is a busy place for most of the year. Thanks to Ehlke and his staff, the course remains in excellent shape.

"Every season is different. We've never had a fall like this fall where it was so dry," Ehlke said. "We had three of the hottest years ever in 2010, 2011 and 2012. It's always a challenge, bit it's great working outside and seeing nature and the beauty of it all when things do go well."

Two of the biggest changes at Oak Brook during Ehlke's tenure were adding more trees on the course and the addition of nine holes (the north nine) in 1999.

"When I first came here, we hardly had any trees, but Larry bought a tree spade and he would move up some trees (from the fringe of the course) and got some trees from other people," Ehlke said. Then in 1999, we put in another nine holes. We got a computer-controlled watering system, so a lot of the work is done when I get here in the morning. We also put in a new pump house and Zoysia fairways."

# Ehlke Retires After 40 Years As Course Superintendent At Oak Brook Golf Club (cont.)

Even when he was not officially on the clock, Ehlke's dedication to his job stood out.

"I'm fortunate that I live on the course, but there are many times I've gotten a text from Larry at 10:30 at night asking things like whether the watering system is on," Mike Suhre said. "I know he's going to be there at 4:30 the next morning, so that's not much sleep.

"Everybody always sees that you work on a golf course, but they don't see that it's every holiday, every weekend. When everybody else is off, Larry is working. It's very tough on a family and just as a human being, but Larry wanted to work here another 40 years, I would sign him to contract today."

Other than his actual duties on the golf course, Ehlke will also miss the employees at Oak Brook, who have become a second family to him.

"Working for the Suhres, it's like a mom and pop business. Larry and Mike are really nice to people and I think that's why they come back," Ehlke said.



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# Roll Call Congressional Calendar



Jan	lanuary							February								March							
Sun.	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.	Sun.	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.	Sun.	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.			
	None Vent's	2	3	4	5	6					1	2	3					1	2	3			
7	8	9	10	11	12	13	4	5	6	7	8	9	10	4	5	6	7	8	9	10			
14	15 MLK Day	16	17	18	19	20	11	12	13	14	15	16	17	11	12	13	14	15	16	17 Gr. Patrick Day			
21	22	23	24	25	26	27	18	19 Presidents Day	20	21	22	23	24	18	19	20	21	22	23	24			
28	29	30 State of the Union	31				25	26	27	28				25	26	27	28	29	30 Good Fith Famour (begins)	31			

April							May						June							
Sun.	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.	Sun.	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.	Sun.	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
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29	30						27	28 Hemorial Deg	29	30	31			24	25	26	27	28	29	30

July							Aug	gust					September							
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	1 EY 19 (begins)	2	3	4	5	6					1	2	3							1
7	8 Columbus Day	9	10	11	12	13	4	5	B Election Day	7 Dress	8	9	10	2 Hartawan (begins)	3	4	5	6	7	8
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# gov. affairs

# Illinois Chamber of Commerce: New Laws Going Into Effect January 1

**NEW ILLINOIS LAWS GOING INTO EFFECT JANUARY 1, 2018:** On January 1, 2018, **215 new laws** will officially go into effect in Illinois. The Illinois Chamber of Commerce was successful in 2017 to minimize legislation that was opposed by the Chamber. However several pieces of legislation that pertain to the business community will go into effect on on January 1, 2018. The following list provides a brief synopsis of business-related laws.

#### **BUSINESS REGULATION**

**Public Act 100-0486** requires an LLC to first obtain a certificate of registration before providing professional services.

**Public Act 100-0269** provides for specific notice requirements from lessor to lessee regarding disposition of security deposits. The lessor must – in person or by postmarked mail – deliver receipts or costs of repairs.

**Public Act 100-0166** expands the cyberstalking offense to include installing tracking software and causing threats.

**Public Act 100-0194** provides any individual who has completed a minimum of eight hours of Department of Public Health-approved training shall be considered a certified food sanitation manager or certified food sanitation manager instructor. Removes provisions allowing DPH to charge a \$35 fee for a certificate.

**Public Act 100-0240** amends the Consumer Fraud and Deceptive Business Practices Act to add a non-disparagement clause in consumer contracts.

#### **EDUCATION**

**Public Act 100-0174** provides that the Illinois State Board of Education (ISBE) must post resources regarding teaching entrepreneurial skills in secondary schools. States that the ISBE shall gather input from universities and business groups when developing the list of resources.

**Public Act 100-0175** requires ISBE to post resources on the teaching of high skilled manufacturing to be used in high schools and vocational education programs.

## **HEALTHCARE & INSURANCE**

**Public Act 100-0543** would require life insurance companies to cross-match lapsed or expired policies against the Social Security Administration's Death Master File to find potential beneficiaries of unclaimed life insurance benefits. The bill, as passed both chambers, requires all insurers to search policies in force as of Jan. 1, 2012, and to Jan. 1, 2000 if a company has electronically-searchable records.

**Public Act 100-0475** removes requirements that the notice of cancellation be mailed by an insurance company to the mortgage or lien holder at the last mailing address known by the company.

**Public Act 100-0378** clarifies chiropractic physicians' and licensed optometrists' rights and responsibilities and that the consent protections currently provided to minors under the Consent by Minors to Medical Procedures Act apply to the performance of health care services by chiropractic physicians and licensed optometrists.

**Public Act 100-0386** provides that no policy of individual or group accident and health insurance issued, amended, delivered, or renewed on or after the effective date of this amendatory Act, may impose any preexisting condition exclusion with respect to that plan or coverage. Supplemental polices are exempted from this mandate.

Public Act 100-0495 allows for the electronic delivery of auto insurance documents.

#### TAX

**Public Act 100-0348** allows the Fire Protection District Board of Trustees to levy a special tax for expenses for emergency and rescue crews and equipment via referendum.

**Public Act 100-0551** would unjustly punish companies who engage in perfectly legal federal tax planning retroactively. Under the bill, the state would prohibit so-called "expatriated entities" who have engaged in corporate inversions from bidding on state contracts and prohibits the state's pension systems from investing in the stock of such companies. As a matter of fundamental tax policy, the Chamber opposes using the state's procurement code to punish companies for engaging in legally permitted federal tax planning.

**Public Act 100-0022**, otherwise known as tax omnibus bill, that among other things included the new income tax rates, has provisions that are set to go into law Jan. 1 2018. While majority of the tax provisions are already in effect, two pertinent articles (Art. 15 and 17) make sweeping changes to the state's unclaimed property statutes. The most concerning aspects of the law would strip away the business-to-business exemption and allow third party auditors to retroactively audit businesses that have unclaimed property. The Chamber is working on legislation for 2018 to mitigate these provisions.

**Public Act 100-0437** eliminates the use tax up front and instead applies it to the final sale, so that rental purchase companies can warehouse in Illinois and lease to multi-state clients in border communities.

**Public Act 100-0328** extends the Angel Investment Tax Credit from December 31, 2016 to December 31, 2021.

#### TRANSPORTATION & INFRASTRUCTURE

**Public Act 100-0343** changes the maximum semi-trailer length on all nonstate highways from 55 to 65 feet.

**Public Act 100-0160** provides that semitrucks be subject to a safety test at an official testing station at least every 12 months (rather than six months as provided by current law).

**Public Act 100-0209** creates three new classifications of electric bicycles and allows local authorities to regulate low-speed electric and gas-bicycles.

**Public Act 100-0423** requires each Class I railroad to submit an annual report containing procurement goals and actual spending for female-owned, minority-owned, veteran-owned and small business enterprises.

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