

December 2018



Edwardsville | Glen Carbon Chamber of Commerce

*Business Builds: Economies. Leaders. Communities.*

# Common Ground



Edwardsville | Glen Carbon  
Chamber of Commerce

**MEMBERSHIP MEETING**  
**JANUARY 25**

**11:30am-1pm**

*N.O. Nelson Leclaire Room*

Enjoy a **business casual lunch**, celebrate the  
successes of **2018**, and learn what the  
Ed/Glen Chamber has planned for **2019**.

*BUSINESS BUILDS: Economies. Leaders. Communities.*

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## 2018 Executive Committee/Officers

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Edwardsville/Glen Carbon Chamber of Commerce

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## 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**.

## 2018 Ambassadors

**Lisa Allen**, Allen Insurance Group  
**Duston Bahorich**, Associated Bank  
**Brendan Barone**, Kunkel Commercial Group  
**Jeremy Colton**, Big Frog Custom T-Shirts & More  
**James DeMoulin**, FCB Edwardsville Bank  
**Tomiera Harris**, Scott Credit Union  
**Angie Lange**, Express Employment Professionals  
**Tim Mahnesmith**, Edward Jones Investments  
**Tina Kassing-Meurer**, Eden Village

## 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

## 2019 Membership Meeting & Luncheon

Learn what your chamber of commerce has planned for 2019 at the 9th Annual Membership Meeting & Luncheon, scheduled for **11:30am-1pm Friday, January 25** in the Leclair 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.

2019 will be dedicated to further implementing strategic change and continued progress for the Ed/Glen Chamber. With U.S. Chamber of Commerce Accreditation submitted, the Ed/Glen Chamber has much to celebrate, and will continue enhancing the organization's focus on advocating for pro-business legislation at all levels of government.

We hope you will attend the lunch to help us kick off 2019 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 2019 menu of services, and celebrate the chamber's 2018 accomplishments.



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# save the date

**1/17 Thu 5-7pm**  
**Business After 5**  
Painting With A Twist,  
Mike Shannon's Grill  
& Town and Country Bank  
871 South Arbor Vitae #103  
Edwardsville, IL 62025

**1/25 Fri 11:30am-1pm**  
**Annual Membership Meeting**  
Leclaire Room @ N.O. Nelson  
600 Troy Road  
Edwardsville, IL 62025  
*RSVP at [edglenchamber.com](http://edglenchamber.com)*

**2/21 Thu 5-7pm**  
**Business After 5**  
TownePlace Suites  
6101 Center Grove Road  
Edwardsville, IL 62025

**3/12 Tue 12-1pm**  
**nexus@noon**  
Edison's Entertainment Complex  
2477 South IL Route 157  
Edwardsville, IL 62025  
*RSVP at [edglenchamber.com](http://edglenchamber.com)*

**3/14 Thu 5:30pm**  
**Annual Awards Gala**  
Morris University Center  
Meridian Ballroom  
Edwardsville, IL 62026  
*RSVP at [edglenchamber.com](http://edglenchamber.com)*

**3/21 Thu 5-7pm**  
**Business After 5**  
Patriot Sunrooms  
3925 Blackburn Road  
Edwardsville, IL 62025

**3/27 Wed 8-9am**  
**ACCELERATE**  
**Executive-Led Presentation**  
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Membership renewal notices have been mailed.  
We appreciate your prompt payment so we may  
continue serving you - WE ♥ OUR MEMBERS!

**SAVE THE DATE:**  
Ed/Glen Chamber's  
Annual Membership  
Meeting is slated  
for 11:30am Friday,  
January 25, 2019.

**SAVE THE DATE:**  
Ed/Glen Chamber's  
Annual Awards Gala  
is slated for  
5:30pm Thursday,  
March 14, 2019.

**AVAILABLE 2019 BUSINESS AFTER 5 DATES**  
Jul 18 Aug 15 Sep 19 Nov 21 Dec 19  
**CONTACT KATE TO RESERVE YOUR DATE!**  
618.656.7600 or [membership@edglenchamber.com](mailto:membership@edglenchamber.com)



Call Stephanie Lewis at 618-650-2228  
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Edwardsville | Glen Carbon  
Chamber of Commerce

## MEMBERSHIP MEETING

# January 25

11:30am–1pm

*N.O. Nelson Leclair Room*

Enjoy a business casual lunch, celebrate the successes of 2018, and learn what the Ed/Glen Chamber has planned for 2019.

*BUSINESS BUILDS: Economies. Leaders. Communities.*

**\$29 Per Person**

Business Name \_\_\_\_\_

Contact Person \_\_\_\_\_

Business Address \_\_\_\_\_

Business Phone \_\_\_\_\_

Name of Attendee(s) \_\_\_\_\_

\_\_\_\_\_

Email Address(es) \_\_\_\_\_

I am enclosing a check for \$ \_\_\_\_\_

## We look forward to a successful 2019!

Edwardsville/Glen Carbon Chamber of Commerce 1 North Research Drive Edwardsville, IL 62025 p: 618.656.7600 f: 618.656.7611



# 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.**

## 10-19 YEARS

**Slagle Financial**

**True Value Rental**

**Mt. Joy Missionary Baptist Church**

**Boy Scouts of America Greater St. Louis Area Council**

**Ed/Glen Habitat for Humanity**

**Hurford Architects, Inc.**

**Franzen Wealth Strategies, LLC**

**Joseph E. Meyer & Associates**

## 5-9 YEARS

**Madison County Child Advocacy Center**

**St. John's Community Care**

**Watts Copy Systems**

## 1-4 YEARS

**Batteries Plus Bulbs  
Hotshots Sports Bar & Grill**

**9Round - Edwardsville  
CarsonAllaria Wealth Management**

**Keller Williams Marquee  
Computerease Group Inc.**

# business of the month

**COMPANY HISTORY:** Mike Shannon's Grill was founded in 2013, 27 years after the initial Mike Shannon's Steaks and Seafood was created. Mike Shannon is the longtime St. Louis Cardinal player and broadcaster. Justin VanMatre is the grandson of Mike Shannon and son of Patricia Shannon (Missouri's 2010 Restaurateur of the Year). Mike Shannon's Grill prides itself on providing the highest quality of product, service, and hospitality.

**ECONOMIC IMPACT:** Mike Shannon's Grill was the base tenant for the fourth building in Plaza at Plum Creek, and several additional tenants followed the new restaurant into the development.

**COMMUNITY ENHANCEMENT:** Mike Shannon's Grill offers benefit nights as a way for different charitable organizations to raise funds for their respective causes. Many members of the restaurant's management and staff teams volunteered to help build the new playground at Edwardsville Township Community Park (aka: Airplane Park). Employees frequently volunteer in support of various causes, including serving soup to raise money for the hungry and sponsoring a family and Christmas, among others.

**WORKFORCE COMMITMENT:** Mike Shannon's Grill provides in-house education to staff by hosting industry authorities – such as wine, beer and whiskey experts – to further their learning. The restaurant's chefs and sous chefs attend continuing education classes to learn about new food products trends. In addition, Mike Shannon's Grill provides employees a library of books as a self-study opportunity.

**LEADERSHIP:** Justin VanMatre serves on the board of directors for Cureiosity, an annual event that raises funds for Siteman Cancer Center and the Mike & Judy Shannon Foundation. Mike Shannon's Grill employs multiple National Guard members and SIUE students who serve in various on-campus leadership roles.

**INNOVATION:** Remaining competitive in the restaurant industry is an evolving challenge. The concept of Mike Shannon's Grill was to create a unique restaurant that fell between a bar/grill and fine dining. Serving high quality food, drink and hospitality at affordable prices is the restaurant's continued goal. It was important for the Shannons to create an inviting yet eye-catching atmosphere, a critical component in setting them apart from competition. It may be the Mike Shannon name and the memorabilia that brings diners in, but it's the food, drinks and hospitality that keep them coming back.



**EXCELLENCE:** Mike Shannon's Grill is currently nominated for *Sauce Magazine's* 'Favorite Patio,' and Hope McCoy is nominated for *Sauce Magazine's* 'Favorite Bartender.'

**CHARACTER:** Mike Shannon's Grill is committed to employing the highest levels of hospitality, service and product to enhance each day of its employees, every visit of its guests, and the community.

**FUTURE FOCUS:** The restaurant continues to expand its staff as business has grown over the years, now employing 10% more employees than just a year ago, and the Shannons continue exploring additional location opportunities. Mike Shannon's Grill will continue to lead the food industry in top quality food and drink.

# schmooze

## business after 5



November 29: Stillwater Senior Living



November 29: Stillwater Senior Living



November 29: Stillwater Senior Living



November 29: Stillwater Senior Living



November 29: Stillwater Senior Living



November 29: Stillwater Senior Living



# ribbon cuttings & ground breakings



November 1: Supercuts



November 6: Whispering Heights w/ Fireside Financial & Holland Construction



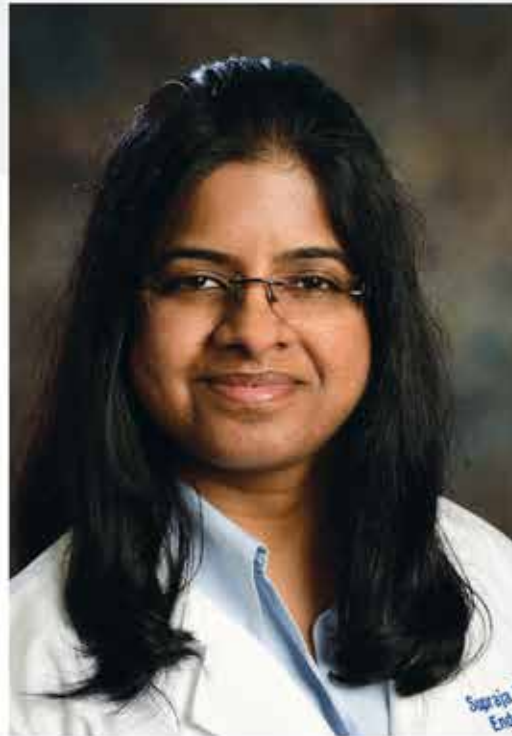
November 19: Trusty Chords Record Shop



November 27: Miracle Ear



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# your business

## Donco Receives Distinguished Woman-Owned Business Certification

Donco LLC recently received a world-class certification from the Women's Business Enterprise National Council. WBENC is the largest national certifier of women-owned businesses in the United States and a leading advocate for women business owners and entrepreneurs.

The organization's goal is to fuel economic growth globally by identifying, certifying and facilitating the development of women-owned businesses. WBENC certification validates that the business is at least 51 percent owned, controlled, operated and managed by a woman or women. Donco, LLC is a 100 percent woman-owned company.

To achieve WBENC certification, woman-owned businesses must complete a stringent documentation and site visit process. Out of the more than 12.3 million women-owned businesses in the United States, only 15 thousand are able to achieve WBENC certification. WBENC certification gives women-owned businesses the ability to compete for real-time business opportunities provided by WBENC corporate members and government agencies.

"This certification will give us a competitive advantage in developing new business opportunities throughout the country," said Donco Chairwoman and CEO Candice Fowler. "Not only is our company woman-owned, three of our top executive leaders are also women. As a company that specializes in information technology, meter services, gas distribution construction and electrical design services, we are proud to excel in an industry typically dominated by men. We're honored to receive this certification and are confident that it will help set our company apart in the future."



Donco, LLC is a woman-owned firm serving Illinois and the Greater St. Louis metropolitan area. It was recently ranked No. 26 on the *St. Louis Business Journal's* list of 50 fastest-growing private companies and 17th on the publication's list of largest woman-owned businesses.



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# your business

## Brown Smith Wallace First St. Louis-Based Company To Achieve HITRUST CSF® Assessor Designation

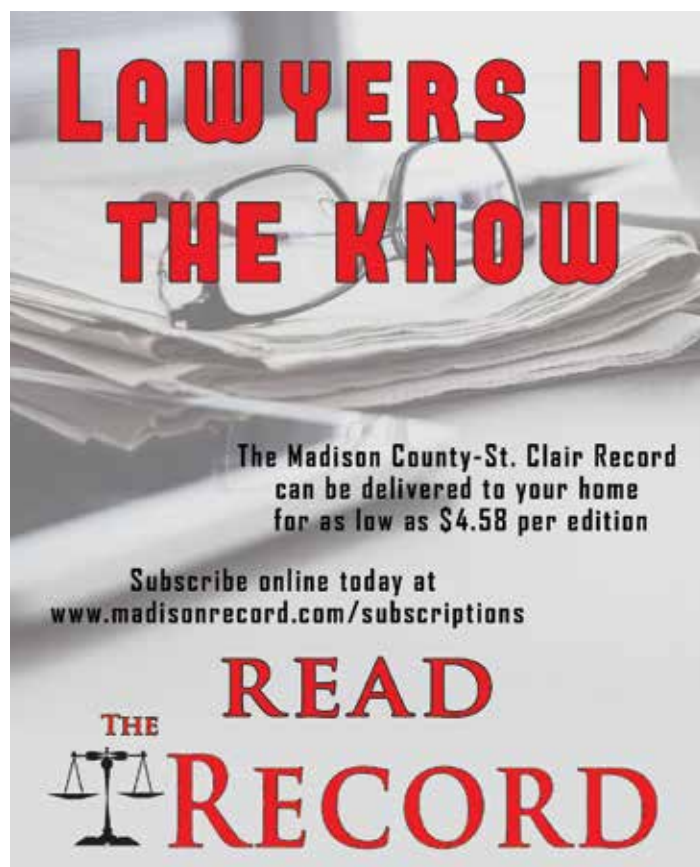
Brown Smith Wallace, a full-service CPA and business advisory firm based in St. Louis, announced today that it has been designated by HITRUST® as an approved HITRUST CSF Assessor. The HITRUST Alliance is a not-for-profit organization whose mission is to champion programs that safeguard sensitive information and manage information risk for organizations across all industries and throughout the third-party supply chain.

With this achievement, Brown Smith Wallace is now the first St. Louis-based firm approved to provide services using the HITRUST CSF, the most widely-adopted security framework in the U.S. health care industry. The HITRUST CSF is a comprehensive privacy and security framework that addresses the multitude of security, privacy and regulatory challenges facing organizations to comply with health care (HIPAA, HITECH), third-party (PCI, COBIT), government (NIST, FTC) and other industry-specific regulations and standards.

HITRUST CSF Assessors are critical in helping uphold information security and privacy standards for industries of varying size and complexity and are a core component of the HITRUST CSF program.

"We are thrilled to receive this designation, and to be able to work with our clients to help ensure their information risk management protocols are compliant with legal requirements, but also represent industry best practices," said Ted Flom, Partner in Charge of Advisory Services at Brown Smith Wallace. "Our clients' security needs are ever-evolving, and this designation shows that we are equipped with the training and expertise required to manage those needs."

"We are pleased to have Brown Smith Wallace as a HITRUST CSF Assessor to help organizations with the process of adopting and utilizing the HITRUST CSF requirements. This designation will give their clients confidence that their information is protected," said Ken Vander Wal, Chief Compliance Officer, HITRUST. "The firm has a long-standing, exemplary reputation offering IT privacy and security solutions to organizations. Their expertise and the leadership they've exhibited over the years make it a perfect addition to our program."



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## Korte & Luitjohan Celebrates 60 Years, Names New President

Hundreds of friends, family and long-time business associates recently gathered to celebrate Korte & Luitjohan's 60th anniversary. In a bittersweet moment before a champagne toast, Pete Korte handed Gregg Korte the ceremonial keys to the business. Pete will continue as CEO of the company, and Gregg will take over duties of president.

Korte & Luitjohan humbly began in 1958, when Pete borrowed money from his father-in-law to purchase a rubber-tired trencher. A year later, his brother-in-law Joe Luitjohan joined him in the business, and Korte & Luitjohan was founded. Throughout the '60s and '70s they worked to develop and establish the skills and work ethic that are the backbone of the company today.

Gregg Korte began his career as a heavy equipment operator in 1978, then moved up to superintendent. After graduating from SIUE in 1989 with a bachelor's degree in business administration, he became the company's general manager; he has served as vice president since 1997.

Korte is a member of the Design Build Institute of American, United States Green Building Council, SIUE's Construction Leadership Institute, and Concrete Council of St. Louis. He serves as chairman Southern Illinois Builders Association's education committee and on SIBA's electronic plan room committee, and is a J.U.L.I.E. board member.



With a passion for building and as a respected member of the construction industry for 34 years, Korte is prepared to lead Korte & Luitjohan into the next chapter of its history.



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*Come and let our knowledgeable staff turn Ouch to Ahhhhhh!*





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# your business

## Edwardsville Community Foundation Helps Launch New CEO Program In Edwardsville

The Edwardsville Community Foundation and the newly formed Edwardsville Creating Entrepreneurial Opportunities (CEO) program are teaming up to give high school seniors firsthand business experience from local business owners.

The CEO program is a year-long course that is designed to teach students how to develop and run successful businesses. The course, which began in 2008 in Effingham, IL, is open to seniors at Edwardsville High School, Father McGivney Catholic High School and Metro East Lutheran High School.

"When students meet investors and feel the support that local businesses provide, they begin to truly believe in the concepts and ideas that are being taught to them," said Edwardsville CEO Facilitator and Program Coordinator Hannah Allison. "The CEO Program allows students to gain real world business knowledge from successful leaders in our community and develop skills that will give them a head start in their chosen professions."

ECF is the fiscal agent for the innovative program that is designed to develop students' skills in problem solving, teamwork, self-motivation,

responsibility, higher-order thinking, communication and inquiry.

Through the course, students visit area businesses, learn from guest speakers, participate in class businesses and start and operate their own businesses. Nine students are currently enrolled in the program, and more than 18 local businesses have committed to supporting the program or serving as speakers.



"Edwardsville has a great business community and we've already seen a lot of positive support for this program," said ECF Executive Director Pam Farrar. "So far, 19 local businesses have pledged \$3,000 over the next three years to help fund the program and more than a half dozen others have committed to smaller donations or acting as mentors for the program. It's really exciting to see that kind of community support."

For more information contact Hannah at 618-610-9714.

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## As Amazon Passes On Illinois, Business Community Asks Why

Despite offering more than \$1 billion in tax incentives and other perks to lure online retail giant Amazon, Illinois won't get the company's \$5 billion investment or thousands of high-paying jobs.

Amazon announced recently that it plans to split its new headquarters between New York and Northern Virginia. Virginia will grant \$550 million in tax incentives over more than a decade if Amazon creates 25,000 jobs with average pay above \$150,000. New York offered incentives tied to job creation worth at least \$1.5 billion. Other states had offered even larger incentive packages, including one worth about \$7 billion from New Jersey and Newark.

In its bid to get Amazon's next headquarters, Illinois developed a joint higher education operation called the Discovery Partners Institute for half a billion dollars. Illinois' tax incentives could have eclipsed \$1 billion.

State Rep. Will Guzzardi, D-Chicago, said with Amazon heading to the East Coast, the state and Chicago should look at providing such tax incentives to Illinois businesses.

"How can we invest those same kinds of resources in creating sustainable jobs for the people of the city of Chicago, jobs that pay decent wages and jobs that will help grow our communities."

Guzzardi, D-Chicago, dismissed suggestions that Illinois lost the Amazon bid because of over-regulation.



"The moral of the story shouldn't be Illinois needs to deregulate to win the companies like Amazon because New York has a very similar scheme that's more favorable to workers and yet Amazon chose there," Guzzardi said.

The business community has for years been pushing for reducing the cost of workers' compensation in Illinois, along with other measures to make Illinois more business-friendly, including working to lower the second-highest property taxes in the country. Business organizations also have said the state's debt repels investment.

Illinois Chamber of Commerce President & CEO Todd Maisch said Amazon officials told him Tuesday morning that they weren't going with Illinois. He said Amazon already has a footprint in Illinois with more than 10,000 jobs. He said more can be done to attract business investment.

"The fiscal situation just has to get fixed, but in a way that's responsible for job growth," Maisch said. "Simply jacking up taxes and continuing to spend how we spend is not the answer."

"It goes to the old notion that if you're in a hole, stop digging. We are continuing to dig," Maisch said. "And if the answer from the [incoming] Pritzker administration is simply throw more revenue in our existing spending structure, that's simply not going to work."

Illinois has at least \$130 billion in unfunded pension liabilities and more than \$7 billion in unpaid bills.

Maisch said he asked Amazon officials to share their reasons for picking the East Coast in an effort to give policymakers in Illinois an idea of what reforms would help the state be more attractive in the future.

*Article by Greg Bishop, Illinois Policy Network  
Published November 13, 2018*



## ILLINOIS CHAMBER OF COMMERCE



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