

December 2019



Edwardsville | Glen Carbon Chamber of Commerce

Business Builds: Economies. Leaders. Communities.

Common Ground



Edwardsville | Glen Carbon
Chamber of Commerce

MEMBERSHIP MEETING
JANUARY 31

11:30am-1pm

N.O. Nelson Leclair Room

Enjoy a **business casual lunch**, celebrate the
successes of **2019**, and learn what the
Ed/Glen Chamber has planned for **2020**.

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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**.

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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

2020 Membership Meeting & Luncheon

Learn what your chamber of commerce has planned for 2020 at the 10th Annual Membership Meeting & Luncheon, scheduled for **11:30am-1pm Friday, January 31** 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.

2020 will be dedicated to further implementing strategic change and continued progress for the Ed/Glen Chamber. With U.S. Chamber of Commerce 5-Star Accreditation achieved, 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 2020 with the unveiling of our new strategic plan and annual plan of work. This business casual luncheon is an opportunity for members to become familiar with the Ed/Glen Chamber's 2020 menu of services, and celebrate the chamber's 2019 accomplishments.

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save the date

1/16 Thu 5-7pm
Business After 5
 Regions Bank
 1 Cottonwood Drive
 Glen Carbon, IL 62034
RSVP at edglenchamber.com

1/31 Fri 11:30am-1pm
Annual Membership Meeting & Luncheon
 N.O. Nelson LeClaire Room
 600 Troy Road
 Edwardsville, IL 62025
RSVP at edglenchamber.com

2/20 Thu 5-7pm
Business After 5
 YCG Accounting
 240 South Buchanan Street
 Edwardsville, IL 62025
RSVP at edglenchamber.com

2/27 Thu 10-11:30am
Healthcare Industry Roundtable
 Location TBD
RSVP at edglenchamber.com

3/12 Thu 5pm
Annual Business Awards Gala
 Morris University Center
 Meridian Ballroom
 SIUE Campus
 Edwardsville, IL 62026
RSVP at edglenchamber.com

3/17 Tue 12-1pm
nexus@noon: Leaders Never Split the Difference by Chris Voss
 Greater Gateway Association of REALTORS Conference Room
 10 Ginger Creek Parkway
 Glen Carbon, IL 62034
RSVP at edglenchamber.com

3/19 Thu 5-7pm
Business After 5
 FCB Bank
 6659 Center Grove Road
 Edwardsville, IL 62025
RSVP at edglenchamber.com

3/25 Wed 8-9am
ACCELERATE Executive-Led Presentation w/ Amazon Fulfillment Center GM Steve Gilbertson
 TownePlace Suites
 6101 Center Grove Road
 Edwardsville, IL 62025
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4/16 Thu 7:30-9am
Mayors' Legislative Breakfast
 N.O. Nelson LeClaire Room
 600 Troy Road
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4/16 Thu 5-7pm
Business After 5
 The Autism Clinic at Hope
 115 Rottingham Court
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4/21 Tue 12-1pm
nexus@noon: Leaders Never Split the Difference by Chris Voss
 Greater Gateway Association of REALTORS Conference Room
 10 Ginger Creek Parkway
 Glen Carbon, IL 62034
RSVP at edglenchamber.com

4/29 Wed 8-9am
ACCELERATE Executive-Led Presentation w/ Pfund Construction Owners Matt & Kristen Pfund
 TownePlace Suites
 6101 Center Grove Road
 Edwardsville, IL 62025
RSVP at edglenchamber.com

SAVE THE DATE:
 Ed/Glen Chamber's Annual Membership Meeting is slated for 11:30am Friday, January 31, 2020.

SAVE THE DATE:
 Ed/Glen Chamber's Annual Awards Gala is slated for 5:30pm Thursday, March 12, 2020.

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The Ed/Glen Chamber offers a full menu of high-visibility sponsorship opportunities. As you begin planning your 2020 budget, please contact us to learn about our variety of options designed to fit your marketing and community investment budgets.
 Call 618-656-7600 or email membership@edglenchamber.com to learn more.

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

True Value Rental

Mt. Joy Missionary Baptist Church

Boy Scouts of America Greater St. Louis Area Council

Hurford Architects, Inc.

Joseph E. Meyer & Associates

Madison County Child Advocacy Center

1-4 YEARS

Hotshots Sports Bar & Grill
9Round - Edwardsville

Computerease Group Inc.

360 Prime Realty Group LLC
USA Mortgage - Jeff Markovich





Edwardsville | Glen Carbon
Chamber of Commerce

MEMBERSHIP MEETING

January 31

11:30am–1pm

N.O. Nelson Leclair Room

Enjoy a business casual lunch, celebrate the successes of 2019, and learn what the Ed/Glen Chamber has planned for 2020.

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 2020!

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

Growing to serve you.



On May 23, representatives from Anderson Healthcare, SSM Health Cardinal Glennon Children's Hospital, City of Edwardsville, Korte Construction and other community supporters ceremoniously broke ground on an 18,000 square foot building that will house the Anderson Surgery Center and Cardinal Glennon Specialty Clinic to open in 2020.

Anderson Healthcare

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business of the month

COMPANY HISTORY: Donco was founded in 1979 by Don DeArmon as an electrical construction company. Current Owner/Chairwoman & CEO Candy Fowler took over in 1999. What started as electrical construction has expanded substantially, with specializations in metering services, gas construction, utility design, and information technology services. Donco is a Women's Business Enterprise National Council (WBENC) certified company. The entire team takes pride in the open, diverse culture and environment. See the 'FUTURE FOCUS' section for news of Donco's re-branding.

ECONOMIC IMPACT: By expanding services on an as-needed basis, Donco creates jobs that contribute to the economic betterment of the Edwardsville/Glen Carbon area. Through metering, utility and gas construction services, Donco's engineers help build the infrastructure that strengthens the community's economy, inside and out. Donco is a major employer and job-creator, with more than 300 people on payroll.

COMMUNITY ENHANCEMENT: Each year employees support the Caritas Calendar Challenge and the Toys for Tots Toy Drive, collecting a substantial number of items for those in need. Additionally, Donco sponsors many local community events and charitable organizations, including Edwardsville Township Touch-A-Truck, Edwardsville Neighbors Taste of Edwardsville, Big Brothers Big Sisters of America, Prima Pow Wow, Edwardsville Opera, and Court Appointed Special Advocates (CASA) of Southwestern Illinois.

WORKFORCE COMMITMENT: In addition to approachable leadership, Donco offers employees exceptional benefits including 401k match, tuition reimbursement, and our company-paid health insurance deductible. With its Leadership Education & Development (LEAD) program, Donco coordinates and hosts learning courses that focus on career-building competencies and skills, promoting both professional and personal growth. In addition, the firm's Business Rotation Program provides employees with diverse skillsets the opportunity to thrive by working in multiple departments.

LEADERSHIP: Chairwoman & CEO Candy Fowler is a member of National Electrical Contractors Association (NECA) and the Electrical Board of Missouri & Illinois (EBMI). Donco is active with Leadership Council Southwestern Illinois and a long-time member of the Edwardsville/Glen Carbon Chamber of Commerce.

INNOVATION: As a woman-owned company in a male-dominated field, Donco embraces its unique position. By staying attentive to technology trends and offering new services as needed to better serve customers, Donco is able to stay ahead of the curve, providing turnkey solutions and great value to each of its clients.

EXCELLENCE: Donco has received the following recognitions – Top Workplaces (*St. Louis Post-Dispatch*, 2019), Best Places to Work (*St. Louis Business Journal*, 2019), Fastest Growing Companies (*St. Louis Business Journal*, 2019), Largest Woman Owned Businesses (*St. Louis Business Journal*, 2018), Largest Woman Owned Businesses (*St. Louis Business Journal*, 2019), Future 50 Award (*Small Business Monthly*, 2019), and Top Woman Business Leaders Award (*Small Business Monthly*, 2019).



CHARACTER: Mission – delivering innovative solutions through the power of family, integrity and collaboration. Vision – growing and investing in employees to exceed customer expectations in service and create enduring relationships. Values – Family (in daily interactions we treat each other with respect, trust and sincere appreciation); Spirit of Joy (find value and purpose in work, leading to optimism and contagious positivity); Superb Customer Service (in partnerships with clients, demonstrate honesty, transparency, integrity and personal communication); Quality (unrelenting commitment to quality demonstrated through safety, determination, passion and pride); and Listening (intentional listening and attention leads to innovation, collaboration and entrepreneurial problem-solving).

FUTURE FOCUS: Construction is currently underway for Donco's new fleet services building, which will allow the company to service fleet vehicles more efficiently and better serve customers. Donco is concentrated on growing its newest service offerings, which include gas construction, managed IT services, and security/surveillance.

In addition, Donco recently unveiled its new name, 'Utilitra,' which will officially launch in 2020. 'Utili' rooted in Italian and 'Utila' in Latin together means 'useful tools.' Utilitra emphasizes the company's quest to always provide the highest, ultra-service, smart technology and efficient utility solutions. Regardless of name, the company strives to be a premier partner and leader, while maintaining their values of family, integrity and collaboration.

engage

business after 5



November 21: Stillwater Senior Living



November 21: Stillwater Senior Living



November 21: Stillwater Senior Living



November 21: Stillwater Senior Living



November 21: Stillwater Senior Living

ribbon cuttings & more



November 5: Weeping Willow Tea Room



November 15: Peel Wood Fired Pizza Exhibit
@ Edwardsville Children's Museum's



November 22: Goff & Dittman Florists



November 25: Viva La Fiesta Mexican Restaurant



November 25: JewelRide



November 20: ACCELERATE w/ Kristie Bailey of Fireside Financial

2020 ACCELERATE Speaker Schedule

WEDNESDAY, MARCH 25

The Logistics Of Leadership

As general manager for the Amazon Fulfillment Center in Edwardsville and a U.S. Army veteran, Steve Gilbertson understands strategy, systems and the logistics of great leadership. Learn how to recognize pivotal points in your professional journey as he shares insights, lessons and tactics that have been successful along the way.



WEDNESDAY, APRIL 29

The Power Of Community Investment

A key component to building customer loyalty in any industry is community investment. Matt and Kristen Pfund choose to contribute to the Edwardsville community in a variety of ways. From volunteer service to restoration projects, learn how the commitment to give back can bring new life to your local economy.



WEDNESDAY, MAY 27

The Impact Of Branding

With more than 35 years in the marketing industry, BAM Marketing Agent President Bonni Burns realizes the keys to successful branding – creating a powerful connection between you and those you serve. Learn about corporate and personal brands, components of a solid brand identity, and when it's time to re-brand.



WEDNESDAY, SEPTEMBER 30

Building Successful Community Collaborations

Workplace projects of all shapes and sizes often require collaboration. A key to successful collaborative outcomes is effective management. Chancellor Randy Pembroke will highlight some necessary components of building successful collaborations, including examples of how SIUE has achieved this by working with community partners.



WEDNESDAY, OCTOBER 28

Exploring Growth & Expansion

While growth and expansion are common business goals, the path can be challenging to navigate. Anderson Healthcare President & CEO Keith Page will share insights on selecting projects based on community need, targeting growth areas using data analytics and maintaining service quality for the duration of the expansion process.



WEDNESDAY, NOVEMBER 18

The Journey Of A Small Business Owner

As Chef's Shoppe Gourmet Candy Store owner for nearly two decades, Nancy Schneider has myriad experience to inspire the entrepreneurial spirit in all. From acquiring a budding concept to navigating multiple expansions, Nancy knows how to manage a dedicated team and foster the spirit needed to face the challenges of today's economy.



Each Session Held From 8-9AM
TownePlace Suites by Marriott
6101 Center Grove Road in Edwardsville

For more information on ACCELERATE, contact the
Ed/Glen Chamber at 618.656.7600 or go to
edglenchamber.com/accelerate.

edglen



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your business

Breihan Named Bank Of Springfield Community Bank President

Bank of Springfield (BOS) has announced that McKenzie Breihan in the Glen Carbon Banking Center has been named community bank president.

Breihan will also oversee the bank's branch in Staunton. With 21 years of banking experience, she joined BOS as vice president of commercial lending in 2015. Earlier this year, she received the T. Edward McEvers GEM Award by bank management for outstanding customer service.


"McKenzie goes above and beyond for her customers, coworkers and her community and she will continue to do so in her new role. She is a great role model for our team in Glen Carbon and Staunton," said Tom Marantz, BOS board chairman and CEO.

Breihan is a Southern Illinois University-Edwardsville graduate and a corporate member of the Edwardsville/Glen Carbon Chamber of Commerce, past president of the Edwardsville Children's Museum and a founding member of 100+ Women of the 618.

"I have called Edwardsville my home for more than 20 years and am excited to head up this market as the community bank president," she said.

Founded in 1965 in Springfield, Illinois, BOS remains locally owned and operated with full service branches in Springfield, Chatham, Jacksonville, Quincy, Shiloh, Swansea, Staunton and Glen Carbon, as well as a branch and lending center in Brentwood, Missouri.





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your business

Scott Credit Union Offers Exclusive St. Louis Blues Checking & Debit Card

Scott Credit Union has launched the exclusive checking account and branded debit card of the St. Louis Blues. Blues Checking is a free, high-rate checking account that offers the opportunity for account-holders to earn up to 4.05% annual percentage yield on their balance up to \$25,000.


Credit union members will receive a 10% discount on Blues merchandise at the Enterprise Center's STL Authentics store when they use the Blues card. The debit card also supports the community at no cost to the cardholders, as a percentage of each purchase will be donated to the Scott Credit Union Community Foundation.

"We are proud to extend our partnership with the Blues to now offer Blues Checking and debit card. This is really two championship teams working together," Scott Credit Union President & CEO Frank Padak said. Padak noted that Blues Checking will be part of the credit union's strategy to grow its membership in Illinois and Missouri. "This is a great opportunity to grow our business on both sides of the river with the excitement of the Blues coming off their championship season," he said.

Blues Vice President of Corporate Partnerships Eric Stisser echoed Padak's comments about Blues Checking being exciting for people throughout the region. "This partnership is important to us because it really expands our brand further on the Illinois side of the river," he said. "With Blues Checking, people from throughout the region can really show their pride in the St. Louis Blues. Scott Credit Union and the Blues are two championship-caliber teams. We are excited about our partnership with SCU."




Scott Credit Union began its partnership with the Blues before the beginning of last season. SCU's agreement with the Blues also includes naming rights to the exclusive Rinkside Club & Pub 67 inside of Enterprise Center and advertising in the venue.



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Illinois Chamber of Commerce: Is A Graduated Income Tax Right For Illinois?

Authored by Illinois Chamber of Commerce Tax Institute Executive Director Keith Staats, JD, this article was originally printed in the Summer 2018 edition of Insight Magazine, a publication of the Illinois CPA Society. It has been amended with updated ballot dates and condensed for length.

Let's decode the math behind proposed progressive income tax plans. The Illinois Constitution currently forbids the imposition of a 'progressive' or graduated income tax but calls for constitutional amendments authorizing one to come forward in the Illinois General Assembly. We will see such an amendment on the 2020 ballot.

Party-line politics have complicated proposed constitutional amendments authorizing and imposing a graduated income tax on individuals and corporations over the past few years. The House Revenue Committee even held a subject matter hearing in Chicago in May 2018 to hear testimony from proponents and opponents. In full disclosure, I testified on behalf of the Illinois Chamber of Commerce, expressing our opposition. However, I'm not writing to argue for or against a graduated income tax — I want to decode the numbers.

In particular, the Center for Tax and Budget Accountability's (CTBA) recent report, "Cutting Taxes for the Middle Class and Shrinking the Deficit: Moving to a Graduated State Income Tax in Illinois," illustrates the inherent difficulty in imposing a graduated income tax that raises substantial new revenues, without significantly increasing the tax burden on the middle class.

The CTBA, a clear proponent of progressive tax policies, offers two graduated income tax proposals that it claims could raise an additional \$2 billion in general funds revenues while providing a tax cut to 98 percent of taxpayers. While that sounds enticing at the surface level, let's look at the numbers.

The first proposal recommends leaving the current tax rate of 4.95 percent in effect for all taxpayers earning less than \$300,000 in taxable income. Those with taxable income over \$300,000 would see their rates balloon to 7.5 to 9.85 percent. The "tax cut" for 98 percent of taxpayers is in the form of a \$300 tax credit for those earning less than \$100,000 (single) or \$200,000 (jointly) in taxable income. In other words, a tax reduction of about \$11.50 per paycheck for employees paid bi-weekly.

The second proposal would reduce the tax rate to 4.5 percent on taxable income up to \$100,000, maintain 4.95 percent on taxable income from \$100,000 to \$300,000, and raise rates to 8 to 9.85 percent on higher taxable income levels. Again, the tax cut under this proposal is also minimal — \$225 for someone earning \$50,000.

Now, the \$2 billion revenue increase projected in these proposals is close to what some have indicated is the current state budget structural deficit. However, the proponents of a graduated income tax are not proposing the tax just to close a structural deficit — they're seeking additional funding for programs they contend are inadequately funded. Therefore, assuming there's no political will to cut state spending, the CTBA numbers demonstrate that obtaining significant amounts of new revenue would require raising the current 4.95 percent income tax rate on taxpayers earning less than \$300,000 in taxable income. Regardless of your judgment on the programs seeking additional funding, the fact of the math is there just aren't enough "rich" people to tax at higher rates under a graduated income tax to provide all the additional revenues.

The next call for action then is to review the corporate tax system, which many argue collects inadequate revenue because of "corporate loopholes" that need to be closed, followed by raising taxes on corporations in the proponents' view of "fairness." There has been significant tax base erosion via exemptions, credits, and deductions since the enactment of the Illinois Income Tax Act. However, the tax base erosion stems overwhelmingly from exemptions, credits, and deductions provided to individual taxpayers — not to corporations. The two biggest exemptions are the \$1.8 billion exemption for federally taxed retirement income and \$1.98 billion state sales tax exemption for food and drugs. In contrast, the Economic Development for a Growing Economy (EDGE) Tax Credit and Research and Development Tax Credit provided \$82.4 million and \$27.2 million in tax relief to corporations. These are FY2016 figures; with the tax rate reinstated to 4.95 percent, it's estimated that the retirement income exemption will increase to approximately \$2.7 billion for the current fiscal year. Again, I'm not making a judgment as to the value of the exemptions and credits, but the numbers demonstrate where tax base erosion has occurred most.

Further, even in the face of the state's budget crisis, the General Assembly enacted additional individual tax credits, including the Invest in Kids Scholarship Tax Credit Program (\$75 million), a new Natural Disaster Income Tax Credit, a new tax credit allowing teachers to claim up to \$250 in deductions for supplies, and an increase to the Education Expense Credit.

In my estimation, the proponents of progressive income tax rates are mistaken if they think graduated income taxes can solve state spending imbalances without taxing the middle class. It's equally unrealistic for opponents to such a plan to argue that taxes can be reduced if only cuts are made. There's no political will among current members of the General Assembly to make those kinds of cuts or tax rate changes. And, despite rhetoric from candidates of both political parties, nobody, once in office, seems to be able to discover and eliminate enough "waste, fraud, and abuse" to make material changes to the spending side of the state's ledger.

The Illinois General Assembly and the governor will continue to have difficult budget choices ahead. There will be continued discussions about changing the state's tax structure to capture additional revenues. As the CTBA states: "No silver bullet exists that will entirely resolve all these challenges." It's essential to get beyond the rhetoric of both sides and carefully evaluate the numbers.

Author's Note: Since the publication of this column both SB 687 and SJRCA 1 passed both Houses of the General Assembly, and SB 687 was signed into law by the governor. The amendment will be on the Illinois ballot in the 2020.



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