

February 2018

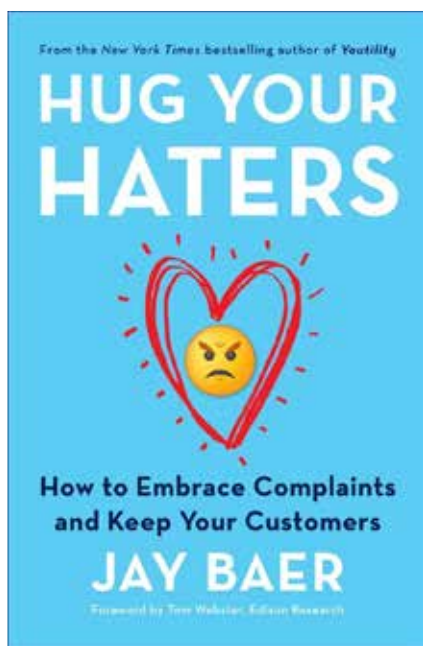


Edwardsville | Glen Carbon Chamber of Commerce

Business Builds: *Economies. Leaders. Communities.*

Common Ground

nexus@noon book series



“Answer every complaint,
every channel,
every time.”

-Jay Baer, Hug Your Haters



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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

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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.

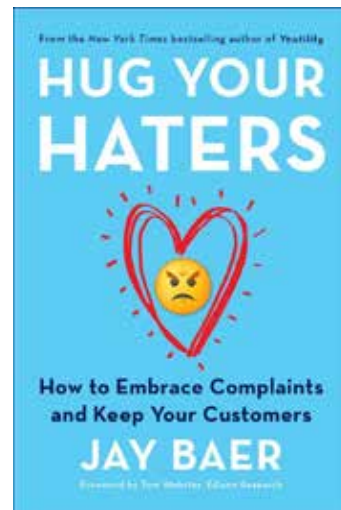
on the cover

2018 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-are-public' 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 **\$10**, 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. Register online at www.edglenchamber.com.



"This is a landmark book in the history of customer service."

- Guy Kawasaki on Hug Your Haters



save the date

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
 Klaussner Home Store
 6698 Center Grove Road
 Edwardsville, IL 62025

3/28 Wed 8-9am
ACCELERATE
Executive-Led Presentation
 Comfort Inn
 3080 South IL Route 157
 Edwardsville, IL 62025
RSVP at edglenchamber.com
ACCELERATE Members Only

4/10 Tue 12-1pm
nexus@noon
 Edison's Entertainment Complex
 2477 South IL Route 157
 Edwardsville, IL 62025
RSVP at edglenchamber.com

4/10 Thu 5-7pm
ChamberNET
 Gateway Grizzlies GCS Ballpark
 2301 Grizzlie Bear Boulevard
 Sauget, IL 62206

4/19 Thu 5-7pm
Business After 5
 Bella Milano, Korte & Luitjohan
 Contractors, Gori Julian &
 Associates, Robert 'Chick' Fritz
 Distributing, and First Mid-Illinois
 Bank & Trust
 N.O. Nelson LeClaire Room
 600 Troy Road
 Edwardsville, IL 62025

4/25 Wed 8-9am
ACCELERATE
Executive-Led Presentation
 Comfort Inn
 3080 South IL Route 157
 Edwardsville, IL 62025
RSVP at edglenchamber.com
ACCELERATE Members Only

4/26 Thu 7:30-9am
Mayors' Legislative Breakfast
 LeClaire Room @ N.O. Nelson
 600 Troy Road
 Edwardsville, IL 62025
RSVP at edglenchamber.com

4/26 Thu 4pm
Ribbon Cutting
 Minas Espresso, Inc.
 4767 Signature Industrial Drive
 Suite C
 Edwardsville, IL 62025

5/2 Thu 8-9am
Chamber Q&A: Maximize Your Membership
 Ed/Glen Chamber Office
 1 North Research Drive
 Edwardsville, IL 62025

5/8 Tue 12-1pm
nexus@noon
 Edison's Entertainment Complex
 2477 South IL Route 157
 Edwardsville, IL 62025
RSVP at edglenchamber.com

5/17 Thu 5-7pm
Business After 5
 Gateway Regional
 Medical Center
 1121 University Drive
 Edwardsville, IL 62025

5/23 Wed 8-9am
ACCELERATE
Executive-Led Presentation
 Comfort Inn
 3080 South IL Route 157
 Edwardsville, IL 62025
RSVP at edglenchamber.com
ACCELERATE Members Only

6/21 Thu 5-7pm
Business After 5
 Lexow Financial Group &
 88.7 WSIE The Sound
 60 South IL Route 157
 Edwardsville, IL 62025

6/29 Fri 5-7pm
Annual Golf Challenge
 Fox Creek Golf Club
 6555 Fox Creek Drive
 Edwardsville, IL 62025

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Membership renewal notices were mailed at the beginning of January. Members who have not yet paid are currently receiving reminders via email, and will soon receive a mailed statement.

We appreciate your prompt payment so we may continue serving you - WE ♥ OUR MEMBERS!

connect

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

Madison County Farm Bureau

40-49 YEARS

Guaranty Title Company

20-29 YEARS

**Girl Scouts of Southern Illinois
Heyl, Royster, Voelker & Allen, PC
Fitness Designs
Grogan's Academy of Martial Arts**

**United Way of Greater St. Louis - SW IL
First Christian Church
Irwin Chapel of Glen Carbon**

10-19 YEARS

**Illinois Federation of Business Women
Mojo's Music
Law Office of Robert T. Bruegge
FCB Edwardsville Bank
Bull & Bear Grill & Bar
Tiger Plumbing, Heating, A/C, & Electrical**

**Madison County Record
Edwardsville Vision Center
Benjamin Stephenson House
HireLevel
Grime Stoppers, Inc.
Sandberg Phoenix & von Gontard**

5-9 YEARS

**AAdvantage Insurance Group
Simply Smiles
Country Club Lawn & Tree Specialists, Inc.
Ooh La La Spa, Anti-Aging & Wellness**

**Olive Oils & More
CJD E-Cycling
Cambridge Capital Management, LLC**

1-4 YEARS

**1818 Chophouse
HeplerBroom, LLC
Chava's Mexican Restaurant
Sugo's Spaghetteria**

**Madison County Career & Tech. Education System
Healing Touch Wellness Center
Homefield Energy, A Dynegy Company**

**IMPACT Strategies, Inc.
Advantage News
StraightUp Solar
Tucker Allen LLC**

business of the month

COMPANY HISTORY: Schaberg Dermatology was founded in April 2007 by Susan H. Schaberg, fulfilling her dream to practice medicine in the area in which she grew up. Her family dates back several generations to Edwardsville – in fact, her great-grandfather, Thomas McCune, was an Edwardsville Fire Department chief. Susan grew up in Kendall Hill on Route 143 and attended Roxana High School and SIUE. She later graduated with an MBA from Northwestern University and MD from Southern Illinois University School of Medicine. Dr. Schaberg completed her residency at the University of California, Irvine, and is a board certified dermatologist and a member of the American Academy of Dermatology.

ECONOMIC IMPACT: In the past ten years, Schaberg Dermatology has grown to eight employees, serving a patient base of eighteen thousand. Schaberg Dermatology's goal is to provide the best, most up-to-date clinical dermatology along with offering innovative, skin-focused cosmetic procedures.

COMMUNITY ENHANCEMENT: Schaberg Dermatology is committed to the welfare of homeless animals. They support the cause through donations to local rescue groups and sponsorship of rescue-fundraising events. Dr. Schaberg serves on the board of directors for Partners for Pets.

LEADERSHIP: In addition to being named a fellow of the American Academy of Dermatology and serving as a Partners for Pets board member, Dr. Schaberg has been a Medical Society president, Rotary member, and Junior League member.

WORKFORCE COMMITMENT: Schaberg Dermatology has created professional healthcare jobs for receptionists, medical assistants, aestheticians, registered nurses, medical billers, and midlevel providers. The team focuses on taking care of the skin health of people in Madison and surrounding counties. Schaberg Dermatology performs skin cancer screenings on hundreds of patients each year; they find and treat skin cancers including melanoma; they use a variety of treatments to prevent precancers from becoming skin cancers; they strive to eliminate common childhood problems of molluscum contagiosum, acne, and warts; they control and stop outbreaks of a range of dermatoses from poison ivy to hives; and they manage chronic diseases from the common eczema and psoriasis to more obscure conditions such as bullous pemphigoid and hidradenitis suppurative.



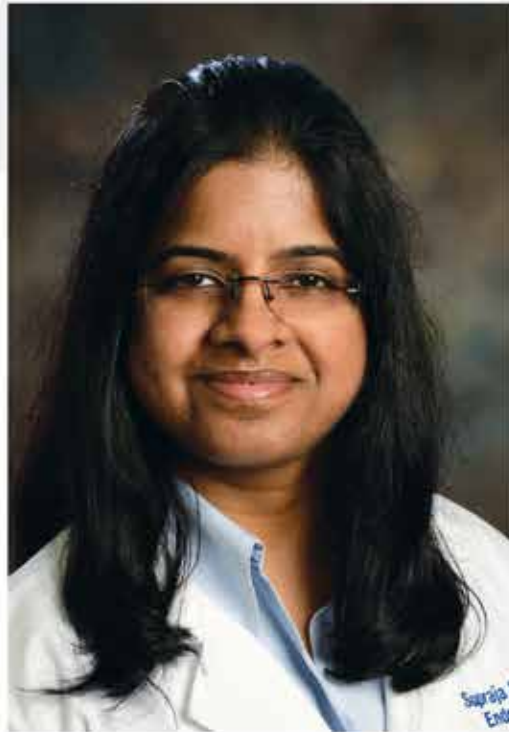
CHARACTER: Schaberg Dermatology's mission is to provide the best possible healthcare to its patients. While the practice is dermatology specific, they believe in the whole patient experience. Patient education is critical, and they want their patients to understand their skin conditions and how they are treating those conditions. It is important to the Schaberg team that patients enjoy visiting their office and be partners in the care of their skin. Schaberg Dermatology's core value is that patients' health first comes first. To ensure this value, expertise – through ongoing medical education – is a critical priority.

INNOVATION: Schaberg Dermatology is innovative through knowledge. Dr. Schaberg attends the two largest educational dermatology meetings each year, logging more than 70 hours of continuing medical education, and she passes that knowledge on to staff. She also reads journals and utilizes a variety of other sources for medical education. Schaberg Dermatology is all about skin, hair, and nails; this expert focus differentiates us from medical spas offering skin procedures by providers not trained in skin, hair, and nails.

EXCELLENCE: Schaberg Dermatology is certified by the Board of Dermatology. The practice is also fully compliant in medical board and U.S. government mandates for medical practices, and they exceed industry standards in medical education, technology, and commitment to patients. Patients are fully informed of their medical condition and treatment plan, often leaving with a condition specific handout written by Dr. Schaberg. The Schaberg team is keenly interested in the science behind medicine and take the time to explain disease states and mechanisms to patients. Staff are taught the importance of patients and their welfare, and frequent meetings are held to discuss patients' experiences in the office. Midlevel providers' continuing medical education is supported and encouraged, and Dr. Schaberg attends the annual winter and summer Dermatology Academy meetings to keep abreast of knowledge in dermatology.

FUTURE FOCUS: Schaberg Dermatology plans to continue its knowledge-focused, patient-centered approach to dermatology healthcare. They hope to expand skin-focused cosmetic offerings and, perhaps, grow the practice some more while maintaining their commitment to the skin health of our patients.

Welcome Our Newest Provider



Supraja Reddy, MD
Endocrinology

Now Accepting New Patients!

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

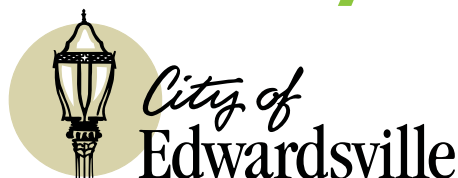
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April 26, 2018 7:30am

Legislative Breakfast *with the* Mayors



Join the Edwardsville/Glen Carbon Chamber of Commerce's government affairs committee for breakfast as they host the mayors of Edwardsville & Glen Carbon.

7:30am Full Breakfast Buffet
8-9am Introductions, Welcome & Program

In the Leclaire Room at Lewis and Clark Community College's N.O. Nelson Campus

Breakfast *with the* Mayors

Please reserve _____ tickets at \$29 each (\$39 non-members)

Business Name _____

Business Address & Phone _____

Names of Attendees _____

Contact Email Address _____

Please Bill Me _____ I am enclosing a check for \$ _____

Fax RSVP Form to: 618.656.7611

Mail to: Edwardsville/Glen Carbon Chamber of Commerce 1 North Research Drive Edwardsville, IL 62025

Questions? Call 618.656.7600 or email office@edglenchamber.com.

schmooze

business after 5



1818 Chophouse & RE/MAX Alliance - Rick Owens, January 18



1818 Chophouse & RE/MAX Alliance - Rick Owens, January 18



1818 Chophouse & RE/MAX Alliance - Rick Owens, January 18



1818 Chophouse & RE/MAX Alliance - Rick Owens, January 18

ribbon cuttings & membership meeting



Keller Williams Marquee, January 11



Retiring Board Member Dave Viox, Chairman of the Board Sam Guarino, Retiring Board Member Elizabeth Heil. Membership Meeting, January 26



Ambassador of the Year Jeremy Colton, Volunteer of the Year Rob Pickerell, Retiring Board Members Dave Viox & Elizabeth Heil, Ed/Glen Chamber President/CEO Desirée Bennyhoff. Membership Meeting, January 26

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Anderson Hospital's Chest Pain Center Recognized by The American College of Cardiology

The American College of Cardiology (ACC) has once again recognized Anderson Hospital's Chest Pain Center for its demonstrated expertise and commitment in treating patients with chest pain. Anderson was awarded Chest Pain Center Accreditation with Primary PCI in 2015 and again in 2018 based on rigorous on-site evaluation of the staff members' ability to evaluate, diagnose and treat patients who may be experiencing a heart attack. The accreditation process takes place every three years.

According to the Centers for Disease Control and Prevention, more than 730,000 Americans suffer a heart attack each year. The most common symptom of a heart attack for both men and women is chest pain or discomfort. However, women are more likely to have atypical symptoms. Other heart attack symptoms include, but are not limited to, tingling or discomfort in one or both arms, back, shoulder, neck or jaw, shortness of breath, cold sweat, unusual tiredness, heartburn-like feeling, nausea or vomiting, sudden dizziness and fainting.

Hospitals that have earned ACC Chest Pain Center with Primary PCI Accreditation have proven exceptional competency in treating patients with heart attack symptoms and have primary PCI available 24/7 every day of the year. As required to meet the criteria of the accreditation designation, they have streamlined their systems from admission to evaluation to diagnosis and treatment all the way through to appropriate post-discharge care and recommendations and assistance in patient lifestyle changes.

Hospitals receiving accreditation must take part in a multi-faceted clinical process that involves: completing a gap analysis; examining variances of care, developing an action plan; a rigorous onsite review; and monitoring for sustained success. Improved methods and strategies of caring for patients include streamlining processes, implementing of guidelines and standards, and adopting best practices in the care of patients experiencing the signs and symptoms of a heart attack. Facilities that achieve accreditation meet or exceed an array of stringent criteria and have organized a team of doctors, nurses, clinicians, and other administrative staff that earnestly support the efforts leading to better patient education and improved patient outcomes.



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A small icon of a balance scale, representing justice or law, is positioned to the left of the word "RECORD".

your business

IMPACT Strategies Completes Edwardsville's Public Safety Facility

IMPACT Strategies completed work on the new \$12 million public safety facility in Edwardsville in November. This stunning new building designed by FGM Architects, Inc. and engineered by Oates Associates, Inc., houses both the fire and police departments. Combining both branches under one roof boosts the overall efficiency of each department. While each group will have their respective, dedicated areas, they will share the lobby, training room, fitness room, and emergency operations center.

Edwardsville Mayor Hal Patton said, "We could not be more excited about this beautiful addition to our community. The design fits perfectly next to downtown and the interior is exactly what our public safety professionals needed to perform their jobs for generations to come. IMPACT Strategies did a masterful job coordinating skilled craftsmen to finish the project within budget and on schedule."

The new facility will also house the 911-dispatch center. The dispatch center serves as a designated safe zone with reinforced walls and ceiling and a backup generator in the case of inclement weather. Evidence storage,

investigation rooms, detention cells, and meeting rooms are among some of the other features located in this 52,000-square foot facility. The vehicle bays include seven spaces for firetrucks and EMS vehicles.

The completion of the Edwardsville public safety facility comes just shortly after IMPACT Strategies completed a project of similar magnitude for the city of Belleville. Belleville hired IMPACT for a three-phase plan that included the construction of Belleville's new \$11 million police department headquarters, a parking garage to accommodate the city's police cruisers and maintenance vehicles, and a major renovation of their 60-year-old city hall building.



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Jackson Lewis Adds 15 Attorneys to St. Louis Office

Jackson Lewis P.C., one of the country's preeminent workplace law firms, is pleased to announce that 15 attorneys formerly with the Lowenbaum Law firm have joined Jackson Lewis in St. Louis. "By adding this team of talented lawyers led by renowned labor attorney R. Michael Lowenbaum, we are solidifying Jackson Lewis' presence in St. Louis and the surrounding business community," said Jessica Liss, St. Louis Office managing principal. "The new attorneys, all of whom are known for providing proactive, responsive counsel to help employers achieve long-term business goals, will be a significant asset to our office and the firm as a whole. Their skills complement those of our existing roster of attorneys, and I couldn't be happier to welcome them."

"Our ability to serve our clients is increased exponentially by combining resources with Jackson Lewis, a firm whose commitment to client service closely aligns with ours," said Mr. Lowenbaum. "We were drawn to the firm's commitment to innovation and diversity, and look forward to utilizing Jackson Lewis' deep network of attorneys and practice groups spread throughout the country to continue to serve our clients in the same efficient, effective manner to which they are accustomed."


BMG's Zuber Serving As Secretary for St. Louis SIOR

Steve Zuber, SIOR, CCIM, has been selected as secretary for the Society of Industrial & Office Realtors®, St. Louis Chapter (SIOR).



SIOR is the leading professional commercial and industrial real estate association. With members in 630 cities in 31 countries, SIOR represents today's most knowledgeable, experienced and successful commercial real estate brokerage specialists. Real estate professionals who have earned the SIOR designation are recognized by corporate real estate executives, commercial real estate brokers, agents, lenders, and other real estate professionals as the most capable and experienced brokerage practitioners in any market.


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Business Legislation To Watch: Key Illinois House & Senate Bills

SB 3005 WOULD LITIGATE STATE TO HALT: A proposal that would significantly hamper the existing Administrative Review Law proceedings at state agencies has passed out of committee. SB 3005 would allow any 'persons' to appeal or intervene in lawsuits challenging decisions of state agencies. This means that any person, Illinois resident or not, can be listed as an interested party in a proceeding, a power currently afforded to the agencies and plaintiff party requesting the proceeding. The legislation currently has been refined to apply only to permitting decisions by the Departments of Agriculture, Natural Resources, Transportation, Public Health, and the EPA.

This would open the floodgates for interest groups to interject in administrative decisions before the state of Illinois, causing severe logjams, excessive litigation and further undermine the ability of businesses in Illinois to obtain the necessary approvals to operate in the state. Proponents of the legislation have stated in committee hearings they are seeking opportunities for more lawsuits to challenge state decisions. This not only impacts the activities of state government, but also the health and safety of the public, and the operation of our whole economy.

The permitting process for state agencies differs vastly. The central theme, however, is that there are opportunities for the public and third parties to engage in the process and the State is responsible for eliciting those comments and concerns and considering them when determining whether to grant a permit. This bill upends decades of carefully balanced negotiation designed to put the best interest of Illinois' citizens first. The existing permitting process engages public opinion and threads the desires of the public with the health, safety, security, and economic opportunity the State is obligated to provide its citizens.

This legislation has been amended twice and began much more broadly than it is now. The drafters included all state agencies in the underlying legislation, either not appreciating its impact or not caring. No matter how this legislation changes, or what industries or agencies may later be carved out, we oppose the concept and the precedent it sets. Efforts to layer on burdensome requirements to increase lawsuits in the state and bog economic activity down for businesses, farmers, and citizens is bad policy, particularly when public protections are already in place. We encourage members to reach out to your elected officials in the Senate to voice your opposition to this bill.

CALL CENTER BILL PASSES COMMITTEE: HB 4081 (Halpin) has passed the House Economic Opportunity Committee 8-5-0. This bill would severely restrict Illinois' competitiveness as a destination for call centers. This bill would require businesses to notify the state Treasurer of their intention to move a call center or substantial operations out of the state. If you fail to notice, businesses would be subjected to a \$10,000 per day for being in violation of the Act. It would also cost taxpayers millions of dollars by restricting state agencies' ability to strategically locate call centers throughout the country. For obvious reasons, the Chamber opposes this bill as it would severely restrict Illinois' ability to attract and recruit corporate relocation efforts.

HB 198 (Hoffman/Raoul) passed the Senate 35-16-0. This bill creates the Worker Protection Unit within the Office of the Illinois Attorney General to intervene in, initiate, enforce, and defend all criminal or civil legal proceedings on matters and violations relating to specified statutes. Provides further powers and requirements of the Attorney General in the Worker Protection Unit. The Chamber opposed the bill. It now heads to the Governor.

SB 2999 (Van Pelt) passed out of the Senate Labor Committee 14-2-0. This bill amends the Illinois Wage Payment and Collection Act to require an employer to reimburse an employee for all necessary expenditures or losses incurred by the employee directly related to services performed for the employer. The Chamber opposes the bill as is but the sponsor has agreed to hold the bill on 2nd reading and work with the Chamber on a legislative fix.

HB 4163 (Moeller) passed the House 87-24-0. This bill amends the Equal Pay Act of 2003 to prohibit an employer from (i) screening job applicants based on their wage or salary history, (ii) requiring that an applicant's prior wages satisfy minimum or maximum criteria, (iii) requesting or requiring as a condition of being interviewed or as a condition of continuing to be considered for an offer of employment that an applicant disclose prior wages or salary, and (iv) seeking the salary, including benefits or other compensation or salary history, of a job applicant from any current or former employer. Limits an employer's defenses and provides for penalties and injunctive relief. Chamber opposed.

HB 4324 (Welch) passed out of House Labor & Commerce. This bill creates the Wage Lien Act to allow for the creation of a lien on an employer's property for the amount of unpaid wages owed to an employee. It appears the sponsor and industry are at odds and it will likely result in a floor battle where our chances are best to defeat the proposal. Chamber opposes.

HB 2617 (Gabel) Iatrogenic infertility health insurance mandate passed out of Human Services. The Chamber opposed.

SB 2863 (Raoul) passed out of Senate Judiciary 7-4-0. This bill is identical to HB 2525 of last year (that Gov. Rauner vetoed). This is fake workers' comp and codifies bad case law.

HB 4516 (Fine) passed today with the promise to return the bill to committee with an amendment to take care of concerns. This bill would mandate insurance policies cover hearing aides for those under the age of 18. The Chamber opposed.



ILLINOIS CHAMBER
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