

January 2016



Edwardsville | Glen Carbon Chamber of Commerce

It's everyone's business.

Common Ground

Annual Community Awards Gala & Auction

PLATTING

the future

March 12, 2016

Morris University Center Meridian Ballroom
Southern Illinois University Edwardsville

5:30pm

Social Hour &
Silent Auction

6:00pm

Dinner Buffet

8:00pm

Awards Program



Edwardsville | Glen Carbon
Chamber of Commerce

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Elizabeth Heil
Scheffel Boyle
Gary Hoggatt, Jr.
1st MidAmerica Credit Union
Lisa Klaustermeier
Anderson Hospital
Dave Viox
AAdvantage Insurance Group, Inc.

Chamber Staff

Desirée Bennyhoff
President & CEO
ceo@edglenchamber.com
Kerry Smith
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.

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**.

2015 Ambassadors

Breck Ahlers, Extra Help, Inc.
Lisa Allen, Allen Insurance Group
Jeremy Colton, Big Frog Custom TShirts & More
James DeMoulin, First Clover Leaf Bank
Dr. Eric Dixon, SPORTCHIRO+
David Janes, Scott Credit Union
Amanda Linton, Northwestern Mutual
Tim Mahnesmith, Edward Jones Investments
Rob Pickerell, Regions Bank*
Sara Sanderson, Dimond Bros. Insurance
Lauren Smith, TheBANK of Edwardsville
Mary Jo Smith, Hospice of Southern Illinois
Erin Townzen, Brickman Orthodontics
Walter Williams, City of Edwardsville
* denotes committee chair

on the cover

2016 Annual Community Awards Gala & Auction: Saturday, March 12

The Edwardsville/Glen Carbon Chamber of Commerce's Annual Community Awards Gala & Auction will take place **Saturday, March 12 in SIUE's Meridian Ballroom** with the theme 'Plating the Future.' This gala is the highlight of the chamber's year – an opportunity to celebrate our achievements and our vibrant business community. The gala/auction is one of two major fundraisers and social events sponsored by the chamber. The Ed/Glen Chamber will present awards to members of our community at the dinner: the **Albert Cassens Award for Outstanding Community Achievement**, the **Lifetime Achievement Award**, and the **Tallerico Leadership Award**. The Business of the Year award will also be presented. Sponsorship & auction item donation forms have been mailed and are also available online at www.edglenchamber.com. **All sponsorships and silent auction donations are due by March 1, 2016** in order to be included in event print materials.



WE'VE MOVED.

We proudly announce our new location. Please update your records.

**1 North Research Drive
Edwardsville, IL 62025**

edglen

Edwardsville | Glen Carbon
Chamber of Commerce

The Edwardsville/Glen Carbon Chamber of Commerce is a member-driven organization, dedicated to a strong, private sector regional economy.

phone: 618.656.7600 fax: 618: 656.7611

special investors

Gold Level

Anderson Hospital
Gateway Regional Medical Center

Silver Level

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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
Bull & Bear Grill & Bar
Cassens & Sons
Castelli's Moonlight Restaurant at 255
City of Edwardsville
Doubletree by Hilton
Eden Village Retirement Community
Edwardsville School District #7
Edwardsville Intelligencer
First Clover Leaf Bank
Gori Julian & Associates, PC
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Juneau Associates Inc., P.C.
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Southern Illinois University Edwardsville
Spectrum Business
Stur Restaurant
Village of Glen Carbon
Volkert, Inc.
West & Company, LLC
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Premier Level

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Annie's Frozen Custard
Answer Direct
APG Pain Mgmt & Physical Therapy
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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
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Caulk's Collision & Towing
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Dimond Bros. Insurance, LLC
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Edison's Entertainment Complex
Edwardsville Ambulatory Surgery Center
Edwardsville Pet Hospital
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Extra Help, Inc.
FCB Edwardsville Bank
First Community Credit Union
First Mid-Illinois Bank & Trust
First National Bank - Maryville
Gateway Center
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KinderCare Learning Center
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Sunset Hills Family Dental
Super 8 Motel
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Tiger Plumbing, Heating, A/C, & Electrical
University Nursing & Rehab Center
US Bank
Vision For Life
Visionary Wealth Advisors
The Wooden Nickel Pub & Grill

save the date

2/9 Tuesday 7:15-8am

Morning B2B Networking
Glazy Squares
443 South Buchanan Street
Edwardsville, IL 62025
RSVP Online

2/18 Thursday 5-7pm

Business After 5
J.F. Electric
at Sunset Hills Country Club
2525 South IL Route 157
Edwardsville, IL 62025

3/2 Wednesday 8-9am

Chamber Q&A
Ed/Glen Chamber Office
200 University Park Drive
Edwardsville, IL 62025
RSVP Online

3/8 Tuesday 12-1pm

networking@noon
Edison's Entertainment Complex
2477 South IL Route 157
Edwardsville, IL 62025
RSVP Online

3/12 Saturday 5:30pm

Annual Gala & Auction
Meridian Ballroom
SIUE Morris University Center
Edwardsville, IL 62026
RSVP Online

3/17 Thursday 5-7pm

Business After 5
Associated Bank
1 Junction Drive West
Glen Carbon, IL 62034

4/6 Wednesday 8-9am

Chamber Q&A
Ed/Glen Chamber Office
200 University Park Drive
Edwardsville, IL 62025
RSVP Online

4/7 Thursday 7:30am

Mayors' Legislative Breakfast:
State of the City/Village
N.O. Nelson LeClaire Room
600 Troy Road
Edwardsville, IL 62025
RSVP Online

4/12 Tuesday 7:15-8am

Morning B2B Networking
Glazy Squares
443 South Buchanan Street
Edwardsville, IL 62025
RSVP Online

4/21 Thursday 5-7pm

Business After 5
w/ First Clover Leaf Bank,
Bella Milano & MORE
N.O. Nelson LeClaire Room
600 Troy Road
Edwardsville, IL 62025

5/4 Wednesday 8-9am

Chamber Q&A
Ed/Glen Chamber Office
200 University Park Drive
Edwardsville, IL 62025
RSVP Online

5/10 Tuesday 12-1pm

networking@noon
Edison's Entertainment Complex
2477 South IL Route 157
Edwardsville, IL 62025
RSVP Online

5/19 Thursday 5-7pm

Business After 5
Olive Oils & More
202 South Buchanan Street
Edwardsville, IL 62025

6/24 Friday 7:30am

Annual Ed/Glen Chamber
Golf Tournament
Sunset Hills Country Club
2525 South IL Route 157
Edwardsville, IL 62025

Delivering Happiness: A Path to Profits, Passion, and Purpose by Zappos, com, Inc. founder Tony Hsieh is our book for all six of the Ed/Glen Chamber's 2016 networking@noon sessions. This year's theme will detail the art of customer service and is a must for every employee! Hsieh embodies the belief that customer service is the responsibility of the entire company, not just a department. Topical discussions will be facilitated each session, along with a networking activity. Prepare for great insights and lively interaction! Reading the book is not a requirement to participate in n@n!

Ed/Glen Chamber leadership staff has worked diligently to develop a business-centric initiative designed to provide professionals tools to improve leadership acumen, hone effective communication skills, expand their network, connect with mentors, and ultimately strengthen our business community. To participate in the ACCELERATE Edwardsville/Glen Carbon initiative, download the participation form at www.edglenchamber.com and return, with payment, to the chamber office.

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the newly connected

Better Hearing Clinic, LLC

Dr. T.K. Parthasarathy
Audiology & Hearing
Aid Dispensing
9 Junction Drive West, Suite 1
Glen Carbon, IL 62034
618.920.9207
www.betterhearingclinic.com

Hotshots Sports Bar & Grill

John Callahan
Sports Bar w/ Full Menu
Carry-Out Orders Welcome
2511 South IL Route 157
Edwardsville, IL 62025
618.307.9723
www.hotshotsnet.com

KinderCare Learning Center

Laura Schaub
Child Care & Pre-School,
School Age Before & After Care
500 Goshen Road
Edwardsville, IL 62025
618.656.0268
www.kindercare.com

MorMat Electrical & Construction Services, LLC

Christopher Carney
Electrical Contractor
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Moro, IL 62067
618.670.9381
www.mormatelectrical.com

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ACCELERATE

edwardsville  glen carbon

ACCELERATE Edwardsville/Glen Carbon is a new Ed/Glen Chamber initiative designed to build and solidify our region's vibrant future workforce.

ACCELERATE Edwardsville/Glen Carbon is a **business-centric initiative** designed to provide professionals like you with the tools to **accelerate your leadership acumen, hone your communication skills, expand your professional network, connect you with mentors,** and ultimately **strengthen our business community** as a whole.

Your Contact Information

First Name: _____ Last Name: _____

Company: _____ Title: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ Email Address: _____



Edwardsville | Glen Carbon
Chamber of Commerce

\$50 Participation Fee Enclosed *(Make checks payable to Edwardsville/Glen Carbon Chamber of Commerce)*

Signature: _____ Date: _____

*** * * PAYMENT DUE UPON RECEIPT OF APPLICATION * * ***

Return Application & Dues to: Edwardsville/Glen Carbon Chamber of Commerce
1 North Research Drive Edwardsville, IL 62025 618.656.7600 (p) | 618.656.7611 (f)

Convenient Care, when you need it and without a high co-pay.

Knowledgeable, compassionate BJC doctors and physician assistants are on hand during the daytime, evenings and weekends, ready to help you with a variety of non-acute health problems. You don't need to make an appointment, we accept most major insurance plans and our staff will accommodate your needs quickly and efficiently. **Plus, our co-pay is the same price as a primary care visit, which is often less expensive than a visit to an urgent care or emergency room.**

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We also provide these services:

- X-rays
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In cooperation with Christian Hospital and BJC HealthCare



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

40+ YEARS

**Coldwell Banker Brown Realtors
Richards Brick Company**

30-39 YEARS

Village of Glen Carbon

20-29 YEARS

**Jan's Hallmark Shop
Ameren Illinois Utilities
The Alton Telegraph**

10-19 YEARS

**Sunset Hills Country Club
Meridian Village
GCS Credit Union
Bank of Springfield
First National Bank - Maryville
St. Louis Regional Chamber**

**Walmart of Glen Carbon
Royal Office Products, Inc.
Days Inn
Casual Tees
Annie's Frozen Custard**

5-9 YEARS

**Baha'i Faith
Salvation Army
Patriot Sunrooms**

**EdwardsvilleOnline
Network Specialists, LLC
Papa Murphy's Take 'N' Bake Pizza**

1-4 YEARS

**Thompson & Lengacher, P.C.
Robert 'Chick' Fritz, Inc.
Anytime Fitness
Integrated Technology Associates
MassageLuXe
CASA of Southwestern Illinois
ChrisLands, Inc.
Stillwater Senior Living**

**ASAP Coalition
AAA Swing City Music
Cedarhurst Assisted Living & Memory Care
Partners For Pets
Volkert, Inc.
BARBERVoss Home Care
Club Centre, Inc.
Recess Brewing**

**Clarence Albert Illustrations
Comfort Dental
Accelerate Health & Fitness
Live' Tanning Salon Spa, Inc.
Rickey Brothers, Inc.
Associated Bank
Big Frog Custom T-Shirts & More
JK Companies**

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business of the month

COMPANY HISTORY: Grogan's Martial Arts & Fitness was founded in 1997 by Master Rich Grogan. Their core product at the time was martial arts & fitness classes, along a line of exercise videos titled "Kick To Get Fit." The business was run out of owners Rich and Desi's home, and they taught classes at a variety of gyms and health clubs in the region. In 2005 Rich and Desi opened their first studio location in Edwardsville, then in 2008 the company moved into larger location in downtown Edwardsville with great visibility, and made a huge decision to change the business name to Grogan's Academy of Martial Arts – a reflection of the company's new direction and core values.

ECONOMIC IMPACT: The company's first studio location was a small 600 square foot rental space. They expanded to a newer location (900 square feet) in Edwardsville in 2008. Grogan's Academy of Martial Arts has now expanded to its newest location in downtown Edwardsville, with 3,600 square feet and are in the process of purchasing the building and renovating to create more opportunities for members and additional jobs. They employ a staff of seven, and will be adding more when renovations are complete.

COMMUNITY ENHANCEMENT: Rich and Desi are very proactive in giving back and helping the community and those in need. Grogan's Academy of Martial Arts' community involvement includes: demonstrations and booths at community, fundraising and health fair events; co-hosting a "Be A Buddy, Not A Bully" night at Edison's Entertainment Complex; seminars for police and first responders; annual participation in health fairs; a parents' night out event at which the cost of admission was warm outerwear for those in need; regular board-breaking events with 100% of proceeds going to a charitable foundation; and free 10-minute power chats to all grade school classes.

WORKFORCE COMMITMENT: Grogan's Academy of Martial Arts has a TNT program (Teacher In Training), where students are continually trained on how to become leaders in their classroom at school, on their sports teams, and at the academy, by providing them with opportunities to take on advanced leadership roles. The culture Rich and Desi have created radiates positive energy, which is extremely fun and uplifting, creating an environment that people want to be a part of. Staff are trained through their leadership program with weekly meetings, with every meeting consisting of tips and techniques on how to become their very best, so that they can help others become their very best.

LEADERSHIP: The business belongs to several organizations for continued positive growth and development, including the Professional Martial Arts College of higher learning and Martial Artists Against Bullying. These are just two of the national organizations Rich and Desi belong to to help them accomplish their mission of helping each student live their best possible life.



INNOVATION: The mission of Grogan's Academy of Martial Arts is to help each student live their best possible life through exceptional martial arts instruction. The business is a one-of-a-kind life skills and character development academy that specializes in positive motivation, physical fitness and practical self-defense. Grogan's Academy does far more than teach punching & kicking. The focus is on improving manners, discipline and respect above everything else – teaching students to respect themselves is the first step to helping them to respect others. Classes are fun, engaging and educational for the students, but also provide tremendous life skills and character development lessons, which is a great value for parents.

EXCELLENCE: Rich and Desi truly want to help each student succeed and live their best possible life. They don't use contracts, so no student is locked into a long term arrangement, and membership agreements are month-to-month which helps them focus on providing the absolute best each and every class so students continue to attend because they want to learn, not because they have to. In addition, they have private conversations with parents and students who may need some extra help to get through some difficult life challenges, possibly at school, home or work.

CHARACTER: Rich and Desi articulate their core values as manners, discipline and respect; the confidence to believe in yourself so that you can live your best possible life; honor, integrity and perseverance; to do the right thing, especially when it's hard, to battle thought when things are tough, and to never give up on your dreams.

FUTURE FOCUS: Rich and Desi are in the final stages of purchasing their building and expanding. They will add an additional training area, and do small renovations to the existing space that will allow them to provide additional safety/self-defense classes and present more 'be a buddy, not a bully' seminars. The Grogans also plan to start an after school program, which will carry their unique values, vision and purpose philosophy to help provide a fun, safe and structured alternative for parents who need after school care for their children.

RSVP by March 1

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the future

Annual Community Awards Gala & Auction

March 12, 2016

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Edwardsville | Glen Carbon
Chamber of Commerce

Please reserve _____ chamber member places at \$60 each.

Please reserve _____ guest places at \$70 each.

Business _____

Contact _____

Address _____

Phone _____ **Email** _____

Names of Attendees _____

I am enclosing a check for \$ _____

Please invoice me in the amount of \$ _____

**Please return response card with your payment
to the chamber office by Tuesday, March 1.**

Rendering Sponsor: \$2,000

Premium seating for eight (8)
Company provided with copy of attendee list
Company recognized from the podium & in PowerPoint presentation
Full page color ad in event program & Ed/Glen Chamber newsletter
Social media promotion & recognition on website

Schematic Sponsor: \$1,500

Premium seating for six (6)
Company provided with copy of attendee list
Company recognized from the podium & in PowerPoint presentation
Half page color ad in event program & Ed/Glen Chamber newsletter
Social media promotion & recognition on website

Blueprint Sponsor: \$1,000

Four (4) complimentary tickets to attend event
Company provided with copy of attendee list
Recognition in PowerPoint presentation & event program
Quarter page color ad in event program & Ed/Glen Chamber newsletter
Social media promotion & recognition on website

Pencil Sketch Sponsor: \$500

Two (2) complimentary tickets to attend event
Recognition in event program
Eighth page color ad in event program & Ed/Glen Chamber newsletter
Social media promotion & recognition on website

Concept Sponsor: \$250

Recognition in event program
Social media promotion & recognition on website

To be recognized
in the program
booklet &
PowerPoint
presentation,
confirmation of
sponsorship must
be received by
March 1.



Edwardsville | Glen Carbon
Chamber of Commerce

Sponsorship Form

Business/Organization _____

Contact Name _____

Address _____

Phone _____

Email _____

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

Please return with check by March 1, with check payable to:

**Edwardsville/Glen Carbon Chamber of Commerce
1 North Research Drive
Edwardsville, IL 62025**

phone: 618.656.7600 fax: 618.656.7611



(From left) Kyle David, Assistant Vice President, TheBANK of Edwardsville's Commercial Banking Group; and Dave Viox, Owner, AAdvantage Insurance Group.



Dave Viox:

About TheBANK of Edwardsville's Commercial Banking Group

I moved into the area in 1989 and didn't know anything about the banking situation. So I started checking around and contacted TheBANK of Edwardsville, and I was pleasantly surprised at how welcoming they were and the way they did business. **I was completely sold right from the start.**

So when I was looking for new office space for my business, I never even thought about going to any other institution. I was happy to work with TheBANK. I sat down with my commercial banker, Kyle David, and he explained the different programs available for my situation. There were several different options available, and the one we worked out was perfect for what I needed. **The entire process was extremely satisfying. Everything was taken care of.**

Over the years I've been able to get to know so many good people that work at TheBANK. They're not only great business partners to have, but many are good friends. That's such a big part of being comfortable with your bank. When you know the people you're doing business with – when you know them personally and know that they're quality people – you don't have those questions, wondering if you're going to be treated right.



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Anderson Hospital Surgeon Receives Excellence Award

Surgeon and chief medical officer of Anderson Hospital, Dr. Charles Lane, was recently honored as recipient of the 'Excellence in Quality Award for Surgeon Champion' presented by The Illinois Surgical Quality Improvement Collaborative (ISQIC). As a surgeon champion of the ISQIC, Dr. Lane brings Anderson Hospital best practices for rapid and sustained improvement of surgical patients. The knowledge he gains and shares within the collaborative, results in continuous improvement of surgical care throughout Illinois.



"Dr. Lane has gone above and beyond the requirements and expectations set forth by the ISQIC Coordinating Center and we are honored to have him on staff and leading these efforts at Anderson Hospital," said Keith Page, Anderson Hospital President and CEO.

IMPACT Strategies Completes Project

Construction-management firm IMPACT Strategies recently announced it completed construction of a new retail building and Dollar Tree Store in Collinsville, IL. The building is located at 609 Beltline Road, adjacent to Kohl's and Schnucks Plaza.

USPG Collinsville, LLC developed the 19,590-square-foot retail building. IMPACT Strategies finished approximately 9,000 square feet for Dollar Tree, and the remaining space is unfinished and available for lease. The project architect was TRi Architects of St. Louis, Mo.

In 2011, USPG Collinsville, LLC worked with IMPACT Strategies to develop the Collinsville Retail "A" building adjacent to Kohl's. Maurice's and Clarkson Eye Care are current tenants, and approximately 1,600 square feet remains available for future lease. The new Dollar Tree building completes the development site for the client.

Our focus is to protect your life's journey

Protecting your lifelong assets and providing security for your legacy is a crucial part of every business owners' well-being. When you turn to a MM&R estate planning attorney, you know you have the most knowledgeable and experienced professionals on your side.

Whether you have a family member with special needs, require assistance in transitioning your family business to the next generation or seek to minimize the potential tax burden to your heirs, we are dedicated to developing and implementing an effective and comprehensive estate plan which provides you with comfort and assurance.

MM&R has proven experience in the administration of every aspect of estate planning, including:

- Wills
- Trusts
- Charitable gift planning
- Estate tax planning
- Post-mortem estate planning
- Business succession planning
- Buy-sell agreements
- Guardianships
- Gift planning
- Probate administration
- Probate litigation
- Special needs trusts for disabled beneficiaries

Shareholders
Patrick B. Mathis
George E. Marifian
Kevin J. Richter
Kevin J. Stine
Mark J. Stegman
Mark S. Schuver
Gregory W. Coffey
William J. Niehoff
Kelli E. Madigan
Bradley W. Small
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Franklin & Vaughn, LLC And Croxford & Company, PC Announce That The Two Firms Have Joined Forces

Metro-East/St. Louis area public accounting firms Franklin & Vaughn, LLC and Croxford & Company, PC are pleased to announce their combination effective October 1, 2015. All activities of the combined firm now operate as Franklin & Vaughn, LLC.

Franklin & Vaughn, LLC principals Nathan Franklin and Mark Vaughn are excited about the benefits created by adding new clients and staff to their existing firm. Franklin states that "by joining our two firms together, the ability of our expanded staff to work collaboratively provides us the expertise to surpass all of our clients' expectations more effectively."

Retiring owner of Croxford & Company, PC Rod Croxford will remain involved in the new entity to meet with various clients and offer consulting services throughout the transition. Croxford says, "The ability to provide my clients with more resources and support available with Franklin & Vaughn, LLC allows me the comfort I need to know my clients will continue to be well-served as I phase into retirement."

Franklin & Vaughn, LLC now has offices located in Alton, Illinois, Edwardsville, Illinois, and South County St. Louis, Missouri. "We have grown our firm to fully cover both sides of the river with strategically located offices, five certified public accountants, two enrolled agents, and four other staff members," commented Vaughn.

To learn more about how Franklin & Vaughn, LLC can serve you or your business's needs, go to www.franklinvaughncpa.com, e-mail mail@franklinvaughncpa.com or phone directly 618.614.3194 or 314.707.7872.



L to R: Vaughn, Croxford & Franklin



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MM&R Featured as a Top Ranked Firm in *Fortune*

Mathis, Marifian & Richter was recently selected as a Martindale-Hubbell 2016 U.S. Top Ranked Law Firm and was featured in a special section of *Fortune* Magazine's End-Of-Year Special Edition Investor's Guide 2016.

To receive Martindale-Hubbell's prestigious award, a firm must have one-third of its attorneys achieve an AV Preeminent® peer rating, which demonstrates that a lawyer has earned the highest rating in legal ability and ethical standards. MM&R was one of only 2,510 U.S. law firms selected.

"It is an incredible honor to be featured among the very best law firms in the country, in a publication read by America's top executives and business leaders," said Pat Mathis, shareholder of MM&R.

Fortune's annual end-of-year Investor's Guide, published on December 15, 2015, provides 3.5 million readers with insights and expert advice for successful investing in 2016.

Established in 1984, Mathis, Marifian & Richter, Ltd. has emerged as one of the most trusted and respected law firms in the southern Illinois and St. Louis areas. The firm has offices in Belleville, Edwardsville and Nashville, IL, as well as Clayton, MO.

MM&R's shareholders and associates possess knowledge and experience in practice areas that include business law, taxation, estate planning, employee benefits, banking law, bankruptcy, and commercial and tort litigation. For more information, go to www.mmrltd.com.



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First Mid Recognized With Two Visa Awards

First Mid-Illinois Bank & Trust has been recognized as an inaugural recipient of two 2015 Visa Debit Processing Service (DPS) Achievement Awards: The Lowest Fraud Rate (Debit) and The Overall Portfolio Excellence (Debit). These awards give accolades to clients who achieve the pinnacle of performance in key areas driving business growth and cardholder satisfaction.

Shelly Rowland, vice president card & ATM manager, stated, "To be named one of Visa's highest performing clients for our consistent and superior operation performance is truly an honor and a proud achievement for First Mid. We are committed to providing superior service to our customers and Visa is a key player in helping us deliver on that commitment."

The Lowest Fraud Rate (Debit) award acknowledges programs proactively partnering with DPS to use tools such as Falcon Fraud to maintain low rates of fraudulent transactions. The Overall Portfolio Excellence (Debit) award honors programs maintaining strong, well-balanced performance in the areas of authorization approval rate, fraud rate, and portfolio growth.

First Mid-Illinois Bancshares, Inc. is the parent company of First Mid-Illinois Bank & Trust, N.A. (First Mid) and First Mid Insurance Group. A community bank with more than \$2 billion in assets headquartered in Mattoon, IL, First Mid offers comprehensive banking, trust and wealth management services, and insurance services.

First Mid's mission is to fulfill the financial needs of our communities with exceptional personal service, professionalism and integrity, and deliver meaningful value and results for customers and shareholders. First Mid-Illinois Bancshares, Inc. stock is traded on the NASDAQ under the symbol FMBH. More information about First Mid is available at www.firstmid.com.



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TheBANK of Edwardsville Opens Bilingual Banking Center in Fairmont City

In November, TheBANK of Edwardsville introduced the first full service, fully bilingual banking center in the St. Louis metro area, with the grand opening ceremony of its Fairmont City Center, located inside the Fairmont City Library.

"Today is an exciting day for everyone at TheBANK of Edwardsville," said Rob Schwartz, senior VP of retail banking. "This is a culmination of a great deal of hard work by a core group of people at our bank, and also the beginning of a remarkable partnership with the Fairmont City Library."

TheBANK of Edwardsville began developing a plan to reach the growing Hispanic population – a market historically underserved by the financial industry – in the St. Louis metro area more than two years ago. After more than a year of planning and developing products and services specifically catering to the needs of the Hispanic population, and hiring a full team of bilingual bankers fluent in Spanish and English, TheBANK and the Mississippi Valley District Library Board, which oversees the Fairmont City Library, worked together to come to locate the new banking center in the library, which has developed into the hub of activity for the Fairmont City community.

"As we worked with the library board to work out an arrangement that would benefit all parties involved, it became clear that the Fairmont City Library plays a huge role in making this community a great place to live, to raise children and to do business," Schwartz said. "With TheBANK's focus on financial education, offering products that encourage home ownership and financial independence, and with our history of community involvement, this is truly a perfect fit for us."

Guest speaker Karlos Ramirez, executive director of the Hispanic Chamber of Commerce of Metropolitan St. Louis, said TheBANK of Edwardsville's willingness to cater to the fast-growing Hispanic population puts it at the forefront in the financial community.

Guest speaker Vin Ko, program manager of the St. Louis Mosaic Project, a regional initiative which has the goal of making the St. Louis metro area the fastest growing region in terms of immigration by the year 2020, said TheBANK opening a center in a largely Hispanic community will help his organization reach that goal.

TheBANK's decision to develop products and services and open a banking center that can meet the needs of the Hispanic population had the full backing of its board of directors from the beginning of the project more than two years ago.



"Our bank is, and has always been, community involved," said Robert Plummer, chairman of TheBANK of Edwardsville's board of directors. "Everyone in the bank, from the directors to the officers to the staff, has really been looking forward to this. We wanted to do this and we are going to work hard and bring every resource we have to make this a success. It's part of who we are as a bank. We have such a dedicated staff that works every day to do what is right for the customer, and we truly appreciate being invited into Fairmont City to offer our services to the fine people of this great community."

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Scheffel Financial Services' Jeff Westerhold Recognized On "Best Wealth Managers" List

St. Louis Small Business Monthly (SBMON) recently selected Jeff Westerhold, MBA, CFP®, CLU, as one of the St. Louis region's 'Best Wealth Managers.*' Westerhold, principal of Scheffel Financial Services, will be featured along with the other recipients in the February edition of the publication.



Illinois University in 1987, and his MBA in 1989. He earned his Chartered Life Underwriter (CLU) in 2000 and his Certified Financial Planner (CFP®) designation in 2001. Outside of his work at Scheffel Financial Services, Westerhold is active in multiple community and nonprofit associations, including Edwardsville Rotary club, Habitat for Humanity, and the Edwardsville/Glen Carbon Chamber of Commerce.

Since being founded in 2001, the team at Scheffel Financial Services offers independent, unbiased, customizable wealth management strategies to their clients. Their services include investment management, portfolio analysis, financial planning, estate and retirement planning, and both life and long-term insurance analysis. They are located in downtown Edwardsville and serve clients throughout the St. Louis and Southern Illinois regions. To contact Westerhold and his team, call 618.656.1207. Securities and advisory services offered through LPL Financial, a Registered Investment Advisor, Member FINRA/SIPC.

Westerhold has been working in the financial services industry for more than 25 years. At Scheffel Financial Services, he leads his team in assisting individuals and business owners in developing custom-tailored financial strategies to suit their needs. Westerhold's client services include estate and retirement planning, wealth management strategies, investment services, insurance analysis, and financial planning.

Westerhold received his undergraduate degree in finance from Eastern

** The SBMON readership nominated individuals for this award and recipients were chosen based on number of nominations they received.*



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Illinois Chamber of Commerce Monthly Advocacy Report

This article was published by the Illinois Chamber of Commerce in as a monthly advocacy report email.



The Illinois Chamber of Commerce and the Illinois Association of Chamber of Commerce Executives (IACCE) featured several state government officials, including Gov. Bruce Ryan, at its legislative summit Jan. 29 in Springfield. The nearly 70 attendees shared their local issues and heard about transportation infrastructure, economic development, and the Independent Maps campaign.

Other speakers were Ill. Dept of Transportation Secretary Randy Blankenhorn, Ill. Dept. of Commerce and Economic Opportunity Jim Schultz (former Chamber board president), and Ill. Commission on Government Forecasting and Accountability Executive Director Dan Long.

SOTS: Gov. Bruce Rauner offered his State of the State speech Jan. 28 at the Capitol, focusing on the economy and what Illinois should do to improve it. He pointed to workers' compensation reform, pension reform, and cutting red tape and inefficiencies in state government as ways to boost the business climate. The bottom line is that Illinois needs to be pro-growth. Read the Chamber's statement at www.ilchamber.org.

MAP Bill: The Senate concurred with the House late in January on SB 2043 (Burke), which appropriated \$721 million for the Monetary Award Program (MAP) and community college programs. The roll call for the House was 67-42-6 and the roll call for the Senate was 36-12-3. The Governor's Office of Management and Budget (GOMB) opposes the measure signaling that the bill would add \$721 million to the deficit, increase the bill backlog by the same and delay payments to providers, vendors, and contractors. The governor is expected to veto the bill.

Next Session Days: Both the House and Senate will return to session on Wed., Feb. 10 and Thurs. Feb. 11. Pres. Barack Obama is scheduled to speak to the General Assembly Feb. 10. This marks the first time in nearly 38 years since a sitting president will address the G.A.

Bill Analysis: Chamber staff are pouring through the new bills and amendments that have so far been introduced this spring. As the analysis is complete, the Chamber's positions on bills will be posted on the website under "Key Legislation."

TFIC & FAST: The Illinois Chamber's Infrastructure Council's Ben Brockschmidt attended the Transportation for Illinois Coalition meeting on Tuesday, where U.S. Sen. Dick Durbin talked about the Fixing America's Surface Transportation (FAST) Act, which will spur infrastructure development. In the photo are Mike Kleinick, Chicago Laborer's District Council - LMCC, Mark Poulos, Indiana-Illinois-Iowa Foundation for Fair Contracting, Rep. Cheri Bustos, and Mike Sturino, Illinois Road Builders.

STAFF CHANGES: We are delighted to announce two new staff members, and an addition to our Chicago office.

Tyler Diers joined us in January as director of advocacy. Diers worked previously for the Illinois Senate Republican staff as a legislative analyst for the Senate Local Government Committee. He provided legislative information to caucus members, resolved local government issues with respective interest groups and state legislators, and helped facilitate project management for elected officials. Prior to that, Diers was a government affairs intern at the Illinois Chamber of Commerce.

Already establishing herself as a hard-working organizer is **Callie Cimarossa**. She has an administrative background and comes to us from Blue Cross Blue Shield, where she worked with members who had Affordable Care Act policies. A native of Pleasant Plains, she is our Springfield office manager and has immediately helped the team run more smoothly.

Rebecca Shi, executive director of the Illinois Business Immigration Coalition (IBIC), will be using one of the offices in the Illinois Chamber's Chicago space. The Illinois Chamber works with IBIC and is a partner organization and Chamber President and CEO Todd Maisch is a co-chair of the IBIC steering committee.



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