January 2018

Common Ground

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Edwardsville I Glen Carbon Chamber of Commerce *Business Builds: Economies. Leaders. Communities.*



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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**.

Breck Newman, HireLevel

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* denotes committee co-chairs

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Chamber Staff

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

Katie Haas Membership Director membership@edglenchamber.com

Kathy Hentz Administrative Assistant office@edglenchamber.com

Vision

The Edwardsville/Glen Carbon Chamber of Commerce will be the preferred provider of watch-dog, education and advocacy services that form a mission-critical catalyst for business success.

Mission

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

on the cover

2018 Annual Community Awards Gala & Auction: Thursday, March 8

The Edwardsville/Glen Carbon Chamber of Commerce's Annual Community Awards Gala & Auction will take place **Thursday, March 8 in SIUE's Meridian Ballroom** with the theme '**BUSINESS BUILDS: Economies. Leaders. Communities.**' 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 Tallerico Leadership Award and the Lifetime Achievement Award. The Business of the Year award will also be presented.

Sponsorship, auction item donation and award nomination forms have been mailed to all Ed/Glen Chamber members and are also available online at www.edglenchamber.com. **All sponsorships and silent auction donations are due by February 26, 2018** in order to be included in event print materials.

BUSINESS BUILDS:

Economies.

Leaders.

Communities.

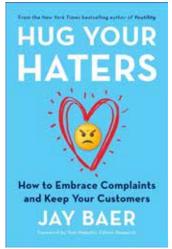
2 | Common Ground January 2018

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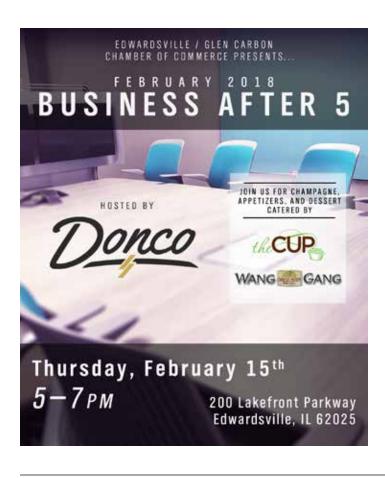
save the date

2018 nexus@noon: Hug Your Haters

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



Cost to attend is just **\$10** for lunch, payable directly to Edison's Entertainment Complex upon arrival. **RSVPs ARE REQUIRED** for each session and must be made no later than 24 hours in advance. Food and handouts will be prepared only for those guests who have submitted an RSVP more than 24 hours in advance.



2/13 Tue 12-1pm nexus@noon

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

2/15 Thu 5-7pm Business After 5

Donco Electrical Construction 200 Lakefront Parkway Edwardsville, IL 62025

2/22 Thu 5-7pm

ChamberNET Gateway Center 1 Gateway Drive Collinsville, IL 62234

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

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

3/13 Tue 12-1pm nexus@noon

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

3/15 Thu 5-7pm Business After 5

Business After 5 Klaussner Home Store 6698 Center Grove Road Edwardsville, IL 62025

MARK YOUR CALENDAR: Ed/Glen Chamber's

Annual Gala & Auction is slated for 5:30pm Thursday, March 8, 2018.

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

4/26 Wed 8-9am ACCELERATE Executive-Led Presentation Comfort Inn 3080 South IL Route 157 Edwardsville, IL 62025 *RSVP at edglenchamber.com ACCELERATE Members Only*

MARK YOUR CALENDAR: Deadline to nominate a business leader for one of our annual awards Wednesday, February 14, 2018.

Membership renewal notices were mailed at the beginning of January, and members are currently receiving reminders via email. We appreciate your prompt payment so we may continue serving you – WE 🎔 OUR MEMBERS!

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Ginger Blasingame Real Estate Professionals 1254 University Drive, Suite 200 Edwardsville, IL 62025 618-307-5616 www.edwardsvillekw.com

Traveling Tails Inn

Cindy McGrew Doggie Day Care, Boarding, Grooming & Training 2764 Route 66 Business Park Drive Edwardsville, IL 62025 618-659-2366 www.travelingtailsinn.com



connect

We would like to recognize the many Ed/Glen Chamber investors 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 Village of Glen Carbon

20–29 YEARS

Ameren Illinois Utilities Sunset Hills Country Club

10–19 YEARS

Meridian Village Individual Member GCS Credit Union Bank of Springfield First National Bank - Maryville St. Louis Regional Chamber Walmart of Glen Carbon Royal Office Products, Inc. Casual Tees Annie's Frozen Custard Baha'i Faith Salvation Army

5-9 YEARS

Patriot Sunrooms EdwardsvilleOnline Network Specialists, LLC Thompson & Lengacher, P.C. Robert 'Chick' Fritz, Inc. Integrated Technology Associates MassageLuXe

CASA of Southwestern Illinois Stillwater Senior Living AAA Swing City Music Cedarhurst Assisted Living & Memory Care Partners For Pets Volkert, Inc. CareLink of Metro East Club Centre, Inc. Recess Brewing Rickey Brothers, Inc. Associated Bank

1-4 YEARS

Big Frog Custom TShirts & More of Edwardsville JK Companies Allen Insurance Group, LLC Cabinet Solutions Midwest Regional Bank Security Finance Orion Commercial Properties, LLC Enterprise Car Sales Alliance Technologies, LLC Catrinas J.S. Excavating & Hauling, LLC Amazon North American Fulfillment Integrated Medical Group The Telegraph HSHS Medical Group The Advisory Group, LLC CPR Cell Phone Repair Edwardsville St. Louis Small Business Monthly Alzheimer's Association - St. Louis Chapter Gucciardo CPAs P.C.

business of the month

COMPANY HISTORY: Mike Viano founded First to the Finish in 1977 while working as a teacher. He sold Converse shoes out of his car at local races. After multiple years, he quit his job and made First to the Finish his main focus. From there, the company grew, in Carlinville, IL, to one of the larger mail order track and field team retailers in the country, offering custom screen printing, discounted shoes, and equipment. Over the years, First to the Finish built a 50,000 square foot fulfillment center in Carlinville. The center served well for many years but in 2016 Mike decided that it was time to move the company offices to Edwardsville, a city where the company could grow and attract prospective employees to. Since then, the company opened a 5,000 square foot retail store in Edwardsville and has become more engrained into the community of Edwardsville.

ECONOMIC IMPACT: In order to move to Edwardsville, First to the Finish purchased seven acres of undeveloped land. Since moving to Edwardsville, First to the Finish has had multiple employees move to Edwardsville, renting and purchasing properties. Each day, between 20 and 30 employees drive to Edwardsville for the day, and purchase meals, gas, and other products and services from local businesses. Also, since opening the new retail store First to the Finish has provided employment opportunities for a number of students – students who, in turn, spend their earned money at SIUE and local businesses.

COMMUNITY ENHANCEMENT: First to the Finish financed and built a bike path extension off of Goshen Trail that connects to the new retail store where runners, walkers, and bikers can stop in for water or rest. This spring the store will host a 5K training program using that trail. Furthermore, the store uses its warehouse to host parent meetings for Edwardsville high school and middle school track and field and cross country teams. As for local donations, First to the Finish is the official sponsor of the Edwardsville Wrestling Center, sponsors fundraisers for Edwardsville athletic programs, and provides sponsorship to many races in the area, including the Route 66 10K. Nationwide, First to the Finish sends out thousands of catalogs promoting the team business. This gives Edwardsville nationwide PR through catalogs and the company's online presence.

WORKFORCE COMMITMENT: First to the Finish is committed to providing a workplace that employees are proud to be a part of. Culturally, the office is provided with free snacks and coffee throughout the day. Employees are offered competitive 401K matching programs and insurance for their families. First to the Finish has many employees who have been with the company for 10 to 20 years, as loyalty is highly rewarded.

CHARACTER: First to the Finish's core value and mission is to provide our customers with the most relevant and competitive place to shop. Our team business is built on years of returning coaches who choose to trust us every year with their team's gear. That trust is built on customer care and focus that our customer service reps put into each order.



www.fttf.com

INNOVATION: First to the Finish operates within one of the most competitive marketplaces in today's sales landscape – the athletic retail market. Competing with brands and large publically traded athletic companies has allowed First to the Finish to evolve through the years. First to the Finish has added products and services to help give customers the best experiences. A couple examples of this are online team stores where fans can buy gear for their athletes team, adding other sports including football, volleyball, and wrestling. First to the Finish's unique selling proposition is that they can take better care of each and every customer than anyone else. Consumers will not find that level of customer care from many other businesses.

EXCELLENCE: First to the Finish was named Business of the Year in Carlinville, and their new Edwardsville location – constructed by fellow Ed/Glen Chamber member Contegra Construction Company – was recognized as St. Louis Building of the Year.

FUTURE FOCUS: Moving forward, First to the Finish is focused on improving, growing, and adapting to the market. We will be constantly looking for new talent to add to our team. People are the key to continuing what First to the Finish has built. The company will focus on improving key aspects of its operations, such as e-commerce, brick and mortar retail, and team business.





Please reserve	chamber member seats at \$70 each.
Please reserve	_ guest seats at \$85 each.
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	osing a check for \$
Please invo	oice me in the amount of \$
	sponse card with your payment office by Monday, February 26.

CATALYST Sponsor: \$2,000 Premium seating for eight (8)

Company provided with copy of attendee list High visibility 2'x3' branded signage provided by chamber Branded tabletop signage 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

PARTNER Sponsor: \$1,500 Premium seating for six (6)

Premium seating for six (6) Company provided with copy of attendee list Branded tabletop signage 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

INVESTOR 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

COLLABORATOR 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

CONNECTOR Sponsor: \$250

Recognition in event program Social media promotion & recognition on website Call 618.656.7600 to secure your sponsorship.

To be recognized in the program booklet & PowerPoint presentation, confirmation of sponsorship must be received by FEBRUARY 26.



Edwardsville I Glen Carbon Chamber of Commerce

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Schmooze business after 5



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your business TheBANK of Edwardsville

Celebrates 150th Anniversary

On January 1, 1868, Edward M. West and his son-in-law, Civil War veteran Major William R. Prickett, opened the doors of a new bank in Edwardsville, located at the site now occupied by the Madison County Administration Building. One hundred and fifty years later, TheBANK of Edwardsville is stronger than ever and looking well into the future.

"This anniversary is not something we take for granted because it's so rare for any business, and especially a bank," said Senior Vice President of Marketing Grady Ambuel. "It's had the same name for much of its existence, and to this day continues to be a locally-owned community bank."

Originally named "West and Prickett" after its founders, it would soon be renamed TheBANK of Edwardsville. It has survived through times when most other banks have failed or been absorbed by larger banks, providing generations of customers with the products and services they need, and doing so with a smile.

"TheBANK is eight years older than the telephone and 11 years older than the Edison lightbulb. It has survived economic depressions, recessions, wars, and an ever-changing banking industry. It's been through everything and has always come through," Ambuel said. "That's because we've always put the customer first. While our array of retail, commercial, mortgage lending, wealth management and online services have grown over the years, dedication and commitment to our customers has always been our main focus."

With 150-year-old roots in the region, a key to TheBANK's success has been being a good corporate citizen and giving back to the communities it serves. While TheBANK continually seeks to support customers with cutting-edge banking products, it has always been community-oriented in supporting numerous charitable, civic and educational organizations throughout the Metro East and St. Louis.

"What makes us unique is that we don't just write checks," says Ambuel. "Our directors, officers and staff are personally involved as chairpersons, committee members and volunteers in over 400 different local charities and community organizations. In addition, we are heavily committed to education. From employees volunteering in grade school reading programs, to sponsoring financial literacy programs for teens and young adults, to funding numerous scholarships for high school, home school, college and trade school students, supporting education is a major priority for TheBANK."



Combining its interest in operating both as a quality bank and good corporate citizen, TheBANK has also created products to assist the unserved and underserved who have not – for a variety of reasons – been a part of mainstream banking.

"To be an integral part of the solution, TheBANK offers a checking account designed to help those who need to rebuild their financial strength and improve their credit scores," says Ambuel. "Likewise, we also have loan products with non-traditional underwriting criteria to help individuals have a path to homeownership and help stabilize communities where homeownership has been a challenge."

As part of its continuing effort to serve the "unbanked and underbanked," TheBANK opened the first fully bilingual, full-service banking location in the St. Louis metro area in Fairmont City in 2015, reaching out to an entire population that had little, if any, access to traditional banking products and services.

"Serving a largely Hispanic population, it's located in the Fairmont City Library, which is the hub of the community, and has attracted customers throughout the St. Louis metro area," says Ambuel. "It has been a tremendous success for TheBANK, and most importantly, for the people the center serves."

Today TheBANK has 20 locations in Illinois and Missouri. The most recent is a loan production office in St. Charles, Mo., which opened in November, joining a full-service Clayton branch in St. Louis. And as TheBANK of Edwardsville commemorates its sesquicentennial, Ambuel said it will continue to examine its own history to see its future – for the benefit of its customers and communities.

"It's been that way for generations," he said. "We will continue to focus on our core values, continue to grow and adapt to an ever-changing world, and will remain true to our customers, our local communities and our historical roots."

your business Scott Credit Union Has Given \$10 Million

Back To Members Over Past 10 Years

Just in time for the holidays, area residents who have savings accounts or loans with Scott Credit Union realized the value of membership with a gift of extra money in their accounts. Scott Credit Union declared a bonus dividend and loan interest rebate in November, giving over \$500,000 back to members. The money was directly deposited recently into Scott Credit Union members' accounts. Scott Credit Union has given over \$10 million back to members in the past 10 years.

In addition to paying higher-than-market rates on its members' accounts, Scott Credit Union gave active members an additional 1.00% APY bonus dividend on their deposits and a rebate of 1.00% of the interest they paid this year on any loan or credit card to thank them for their loyalty. Scott Credit Union continues to be a strong financially sound institution with growth in total membership to nearly 140,000 people.

The Scott Credit Union board of directors approved the bonus dividend and the loan interest rebate as another way to share the success of the credit union in 2017 with its members.

"Since members own the credit union, this is a great way for us to thank them and share our success," said Scott Credit Union President & CEO Frank Padak. "This is one of the benefits of being a member with accounts at Scott Credit Union."

"By the very nature of our cooperative structure, we are driven to generate value for our members," Padak noted. "We are not-for-profit. Our members are our owners and we continuously strive to provide them with the greatest possible value. I encourage anyone to open an account with Scott Credit Union to experience what it means to be a part of an organization motivated to do what is in the best interest of our member/owners."

"We are one of the premier lending institutions in the country and have exceptional programs for mortgages, auto loans and credit cards," Padak added. "We also work very hard to be efficient, so we can keep fees low and increase the overall value we offer our members."

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Cork Tree Creative, Inc. Launches Rebranding

Full-service marketing and public relations firm Cork Tree Creative, Inc. recently announced its rebranding, which includes a new logo and updated website.

"A lot has changed for Cork Tree Creative throughout our nine years in business. We have grown significantly, moved several times, adapted our services to the ever-changing industry and had lots of fun. Through all of this, we decided that we needed a new, updated look to reflect how we have evolved and improved over the years," said Director of Public Relations Laura Reed.

Go to www.corktreecreative.com to view the new and improved website.



Heyl Royster Announces New Partner

Heyl Royster recently announced the addition of Keith Hill to the firm's partnership. Hill has defended clients in cases involving toxic torts, product liability, premises liability, professional liability, automobile accidents, employment and labor law, and civil rights. He has tried numerous cases in state and federal court, and has handled appeals before the Fourth and Fifth District



Appellate Courts and the United States Court of Appeals for the Seventh Circuit. He received his J.D. from the University of Illinois College of Law and a B.A., magna cum laude, from the University of Alabama in Huntsville.



your business

SHCC PGA Professional Jon DePriest Changed 18 Lives Forever, Club Members Embrace Folds Of Honor

On a two-hour plane ride home from the 2017 PGA Merchandise Show in Orlando, FL, Jon DePriest mapped out a fundraising effort for Folds of Honor. His wife Tracee not only lent a great ear but also was the resident scribe for the litany of ideas flowing from Jon's brain to his mouth. The flight seemed to touch down much quicker as their 'to-do's' were in order. Jon had a heightened level of energy and excitement in getting back to the golf shop at Sunset Hills Country Club (SHCC) where he could start executing his plan.

Jon's first call from the golf shop circled back to him with a challenge courtesy of Puma Golf, the official apparel company of Folds of Honor. DePriest's strategy resonated with their CEO, Bob Philion. "I remember the feeling when I heard what Puma Golf was proposing. They challenged me to raise \$25,000. If we did that, they would outfit the entire field of 32 players – head to toe. I have to admit, I am a very conservative PGA Professional, but someone also willing to accept a challenge when presented. I was a little nervous about raising that kind of money. I did not want to let our Puma representative Matt Baranska down and I wasn't 100% sure we could get there. Long and short, I took the challenge." It would only take two more phone calls for Jon to realize he had very little to worry about.

In a matter of two days of accepting Puma Golf's generous commitment, Jon had already raised \$16,000. "I remember thinking that I haven't even taken the horse out of the barn and I'm already half way home," remarked DePriest. Jon's plan would call for a maximum of 16 two-person teams. He would challenge each team to raise \$4,000 – an amount that would carry much more meaning than what Jon had originally assigned. Local businesses in the Edwardsville market, with a veteran workforce of nearly 20% of their employees, accounted for a combined \$15,000 to the cause. Fellow PGA Professionals Jeffrey Field and RC Martin (formerly of SHCC), hitched Fox Run Golf Club to the effort. The local paper, ESPN Radio and others soon joined the momentum. A closer look revealed that a new goal was needed as \$50,000 had already been raised.

On the day of the event, Jon acknowledged to the 32 participants that \$60,000 had been raised as of start time. Before the applause could dissipate, a member and military veteran placed a \$5,000 check in Jon's hand. The new goal had become \$70,000! "At this point, I remember my members, who had graciously volunteered to help, walking around with a clipboard asking for more donations. Before we completed the 45 holes, the mark had been pushed to \$72,043 – our final total," recalled DePriest. "The whole day was just amazing. We had so many members who embraced what we were doing. It was very compelling to me that individuals either knew

exactly the mission of Folds of Honor was or had no idea – no middle ground. It provided a great opportunity to further the message and drive home the goal of additional scholarships to the dependents of those who sacrificed the most for our freedom. We asked Folds for one thing: we requested to keep the scholarships in Illinois and Missouri. Not only did they grant this request, but I would come to find out that scholarships are provided in \$4,000 denominations – our exact fundraising challenge to each team. The net of the event will be 18 scholarships in the bi-state region."

It is not often you hear about a \$25,000 goal turning into a \$72,000 success. The moral of the story is that when a passionate PGA Professional with an engaged membership decides to support a remarkable cause – the unlikely gets passed and the sky becomes the limit. Members of Sunset Hills Country Club and the Edwardsville community have embraced the Folds of Honor charity and want a grander scale event for 2018. The last time Jon was spotted, his wife Tracee had a clean piece of paper and there were rumors of new goals that made a conservative PGA Professional just a little nervous.



CMT Welcomes Scott Hanson

Crawford, Murphy & Tilly (CMT) has added to its team a senior level urban and regional planning professional to help expand its Missouri and Illinois market capabilities. Scott Hanson, MPA, MSP, AICP brings more than 15 years of local government planning and community development experience with fast-growing municipalities known for strong economies, steady growth and well-planned urban environments.

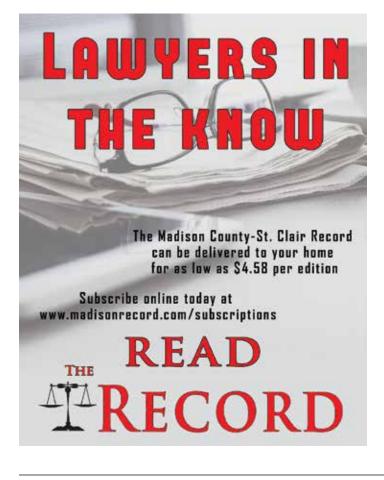
Scott's past experience includes consulting with the municipalities of Highland, Columbia, and Hamel on a comprehensive planning services; city planner for the city of Edwardsville, and a long-ranger planner for the city of Columbia, MO.

"We are really excited about Scott joining the CMT Team" says Dan Meckes, CMT president and CEO. "This announcement serves to demonstrate CMT's commitment to providing holistic planning, engineering and development services for our clients' needs."





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Illinois Chamber of Commerce: Senate Package Net-Negative For Business Community

This was published by the Illinois Chamber of Commerce in a January 2018 'Message from the President' email.

Dear Business Leader,

Today, we live in a world overflowing with innovative and ever-changing technology. We see this as an opportunity for Illinois' advancement. The Illinois Chamber of Commerce has launched its Technology and Innovation Council to keep you informed and to be part of the conversation in the development of sound public policy.



The council's co-chairs are President and CEO Krishna Bansal at Q1 Technologies, Inc., and Manager of State Policy Dan Sachs at Facebook. Tyler Diers, the Illinois Chamber of Commerce's director of legislative relations will be staffing the council, which had its inaugural meeting on Jan. 25 and will continue to meet to discuss the hottest issues facing the technology sector.

Within the last year, the Illinois General Assembly has seen a high amount of introduced regulations aimed at engineering an expansion of liability in the areas of privacy and data security. Because of this, the council seeks to aggressively and proactively promote the interests of the Illinois technology community by advocating for public policy that fosters innovation and promotes economic growth. The mission: Keep Illinois as a nationwide leader in technology innovation. For utmost success, the council is guided by the below six policy principles:

- Avoid overregulation and taxation that will hold Illinois back from being an innovation leader.
- · Support innovators' access to the capital they need to grow.
- Promote workforce development policies to create the talent pool that is essential to success.
- Balance consumers' privacy needs with the convenience and productivity offered by modern technology.
- Advocate for world-class technology infrastructure in Illinois.
- Acknowledge that with data moving into the cloud and the digital economy expanding, cybersecurity is now one of the most critical issues facing the nation.

We look forward to continuing to lead the way in technology innovation and promoting the economic growth of Illinois. For more information on the Technology and Innovation Council, please contact director of legislative relations and council lead Tyler Diers at tdiers@ilchamber.org.

Todd Maisch, President & CEO Illinois Chamber of Commerce



OF COMMERCE

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