

January 2020



Edwardsville | Glen Carbon Chamber of Commerce

Business Builds: Economies. Leaders. Communities.

Common Ground

Business Awards Gala

MARCH 12, 2020

SIUE Morris University Center Meridian Ballroom

6:00pm

Doors
Open

6:30pm

Dinner
Served

7:30pm

Awards
Program

BUSINESS BUILDS:

Economies. Leaders. Communities.

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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.

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**.

2020 Ambassadors

Duston Bahorich, Associated Bank
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Kristen Pfund, Pfund Construction Company

Tina Kassing Meurer, West & Company
Rob Pickerell, Edwardsville Bank
Mary Jo Smith, Hospice of Southern Illinois
Ashleigh Teasley, Express Employment Professionals
Angela Warren, Town and Country Bank
Walter Williams, City of Edwardsville
Lisa Ybarra, Chava's Mexican Restaurant

on the cover

2020 Annual Business Awards Gala: Thursday, March 12

The Edwardsville/Glen Carbon Chamber of Commerce's Annual Business Awards Gala will take place **Thursday, March 12 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 and award nomination forms have been mailed to all Ed/Glen Chamber members and are also available online at www.edglenchamber.com. **All sponsorships are due by March 5, 2020** in order to be included in event print materials.

"As executive director of Soup-n-Share Outreach Program, I believe our relationship with the Ed/Glen Chamber raises the visibility of our mission, which is to eliminate hunger in our community and surrounding areas by distributing food to families who need assistance, offer free clothing, and provide educational resources to individuals who are in need. The chamber's marketing services connect us with other community leaders and provide access to volunteers. I'm proud of the services we provide to the families in the Metro East region and appreciate the chamber for helping to raise awareness of our impact. I highly value their support of our organization."



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2/19 Wed 10am

Ribbon Cutting
Lion's Choice
2384 Troy Road
Edwardsville, IL 62025

2/20 Thu 5-7pm

Business After 5
YCG Accounting
240 South Buchanan Street
Edwardsville, IL 62025
RSVP at edglenchamber.com

2/27 Thu 10-11:30am

**Healthcare
Industry Roundtable**
Cedarhurst - Ruth's House
7325 Marine Road
Edwardsville, IL 62025
RSVP at edglenchamber.com

3/12 Thu 5pm

Annual Business Awards Gala
Morris University Center
Meridian Ballroom
SIUE Campus
Edwardsville, IL 62026
RSVP at edglenchamber.com

3/17 Tue 12-1pm

**nexus@noon: Leaders
Never Split the Difference
by Chris Voss**
Greater Gateway Association of
REALTORS Conference Room
10 Ginger Creek Parkway
Glen Carbon, IL 62034
RSVP at edglenchamber.com

3/19 Thu 5-7pm

Business After 5
FCB Bank
6659 Center Grove Road
Edwardsville, IL 62025
RSVP at edglenchamber.com

3/25 Wed 8-9am

**ACCELERATE
Executive-Led Presentation
w/ Amazon Fulfillment Center
GM Steve Gilbertson**
TownePlace Suites
6101 Center Grove Road
Edwardsville, IL 62025
RSVP at edglenchamber.com

4/1 Wed 4:30pm

Ribbon Cutting
Edwardsville Bank
209 East Schwarz Street
Edwardsville, IL 62025

4/16 Thu 7:30-9am

Mayors' Legislative Breakfast
N.O. Nelson Leclair Room
600 Troy Road
Edwardsville, IL 62025
RSVP at edglenchamber.com

4/16 Thu 5-7pm

Business After 5
The Autism Clinic at Hope
115 Rottingham Court
Edwardsville, IL 62025
RSVP at edglenchamber.com

4/21 Tue 12-1pm

**nexus@noon: Leaders
Never Split the Difference
by Chris Voss**
Greater Gateway Association of
REALTORS Conference Room
10 Ginger Creek Parkway
Glen Carbon, IL 62034
RSVP at edglenchamber.com

4/29 Wed 8-9am

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w/ Pfund Construction
Owners Matt & Kristen Pfund**
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Edwardsville, IL 62025
RSVP at edglenchamber.com

The Ed/Glen Chamber offers a full menu of high-visibility sponsorship opportunities. As you begin planning your 2020 budget, please contact us to learn about our variety of options designed to fit your marketing and community investment budgets.

Call 618-656-7600 or email membership@edglenchamber.com to learn more.

Membership renewal notices were mailed in early January. We appreciate your prompt payment so we may continue serving you -
WE ♥ OUR MEMBERS!

2019 YEAR IN REVIEW

The Edwardsville/Glen Carbon Chamber of Commerce was proud to...

Advocate on Your Behalf

- ✓ Coordinated exclusive events to connect members with local, state and federal elected officials.
- ✓ Promoted a legislative agenda that prioritizes business interests.
- ✓ Participated in 179 public policy meetings to represent your voice.
- ✓ Provided 7,000+ business alerts to keep you informed on key issues impacting business.
- ✓ Served on local, state and national advisory boards to advance business-friendly legislation.

Promote Your Growth

- ✓ Hosted 36 ribbon cutting, ground breaking, and milestone anniversary ceremonies.
- ✓ Offered 67 member-focused events and programs that gathered more than 2,100 business leaders.
- ✓ Recognized eight Business of the Month recipients.
- ✓ Highlighted member activity to 5,707 Facebook fans and 1,215 Twitter followers.
- ✓ Shared member news in 8,195 newsletters.

Facilitate Key Connections

- ✓ Provided B2B and B2C member referral services to callers and visitors seeking specific products and services.
- ✓ Facilitated six educational 'book club' sessions and hosted six executive-led presentations.
- ✓ Welcomed 53 new members.
- ✓ Promoted job openings to more than 1,900 job-seekers from across the region.
- ✓ Highlighted your business to more than 2.1 million website visitors.

2020: Goals in Action – Next Year, We Strive To...

- ✓ Support pro-business legislation and candidates.
- ✓ Enhance member visibility on our website and social media outlets.
- ✓ Advocate for a pro-growth tax code, zoning and regulations.
- ✓ Refresh and innovate programs and services to ensure value and relevance.
- ✓ Demand taxation accountability and focus on health of regional economy.
- ✓ Further personalize the membership experience to better serve you.

BUSINESS BUILDS:
Economies.
Leaders. Communities.



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

© 2020 Ed/Glen Chamber

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
Meridian Village**

10-19 YEARS

**GCS Credit Union
Bank of Springfield
St. Louis Regional Chamber
Walmart of Glen Carbon
Office Source**

**Casual Tees
Annie's Frozen Custard
Baha'i Faith
Salvation Army
Patriot Sunrooms**

5-9 YEARS

**EdwardsvilleOnline
Network Specialists, LLC
Thompson & Lengacher, P.C.
Robert 'Chick' Fritz, Inc.
Integrated Technology Associates
MassageLuXe
Stillwater Senior Living
AAA Swing City Music**

**Cedarhurst Assisted Living & Memory Care
Partners For Pets
CareLink of Metro East
Recess Brewing
Rickey Brothers, Inc.
Associated Bank
Big Frog Custom T-Shirts & More**

1-4 YEARS

**Allen Insurance Group, LLC
Cabinet Solutions
Security Finance
Orion Commercial Properties, LLC
Individual Member
J.S. Excavating & Hauling, LLC**

**HSHS Medical Group
Alzheimer's Association - St. Louis Chapter
Gucciardo CPAs P.C.
Clean Eatz Edwardsville
Informationworks**

**Midwest Engineering Company, LLC DBA
Marschke Engineering
Plum Creek Printing Company
The Reserve
Early Explorations, Inc.
State Farm Insurance - Christina Reynolds**



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to *Ahhhhh!*

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2020 ACCELERATE Speaker Schedule

WEDNESDAY, MARCH 25

The Logistics Of Leadership

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



WEDNESDAY, APRIL 29

The Power Of Community Investment

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



WEDNESDAY, MAY 27

The Impact Of Branding

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



WEDNESDAY, SEPTEMBER 30

Building Successful Community Collaborations

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



WEDNESDAY, OCTOBER 28

Exploring Growth & Expansion

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



WEDNESDAY, NOVEMBER 18

The Journey Of A Small Business Owner

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



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

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

edglen



Edwardsville | Glen Carbon
Chamber of Commerce

Business Awards Gala – March 12, 2020

RSVP by March 5



Edwardsville | Glen Carbon
Chamber of Commerce

BUSINESS BUILDS:
Economies. Leaders. Communities.

Chamber Member: _____ Dinner Seats at \$75 Each
_____ VIP Reception + Dinner Seats at \$100 Each
Chamber Guest : _____ Dinner Seats at \$90 Each
_____ VIP Reception + Dinner Seats at \$125 Each

BUSINESS/ORGANIZATION _____

CONTACT PERSON _____

MAILING ADDRESS _____

PHONE NUMBER _____ EMAIL ADDRESS _____

ATTENDEE NAMES _____

BILL ME: _____ I am enclosing a check for \$ _____

**Please return response card with your payment
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PRESENTING Sponsor: \$2,500

Opportunity to showcase, special recognition, & brief remarks during VIP reception
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CATALYST Sponsor: \$2,000

Complimentary premium seating for eight
Featured in highlight video
Invitation to attend pre-gala VIP reception
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High visibility 2'x3' branded signage provided by chamber + tabletop signage
Company recognized from the podium & in PowerPoint presentation
Full page color ad in event program & chamber newsletter
Social media & website promotion

PARTNER Sponsor: \$1,500

Complimentary premium seating for six
Invitation to attend pre-gala VIP reception
Company provided with attendee list
Branded tabletop signage
Company recognized from the podium & in PowerPoint presentation
1/2 page color ad in event program & chamber newsletter
Social media & website promotion

INVESTOR Sponsor: \$1,000

Complimentary premium seating for four
Invitation to attend pre-gala VIP reception
Company provided with attendee list
Recognition in PowerPoint presentation & in event program
1/4 page color ad in event program & chamber newsletter
Social media & website promotion

COLLABORATOR Sponsor: \$500

Complimentary premium seating for two
Recognition in event program
1/8 page color ad in event program & chamber newsletter
Social media & website promotion

CONNECTOR Sponsor: \$250

Recognition in event program
Social media & website promotion

Call 618.656.7600 to
secure your sponsorship.

To be recognized in
the program booklet &
PowerPoint presentation,
confirmation of sponsorship
must be received by
MARCH 5.



Edwardsville | Glen Carbon
Chamber of Commerce

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

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Edwardsville, IL 62025

phone: 618.656.7600 fax: 618.656.7611

engage

business after 5



December 19: First Presbyterian Church Edwardsville



December 19: First Presbyterian Church Edwardsville



December 19: First Presbyterian Church Edwardsville



December 19: First Presbyterian Church Edwardsville



December 19: First Presbyterian Church Edwardsville



December 19: First Presbyterian Church Edwardsville

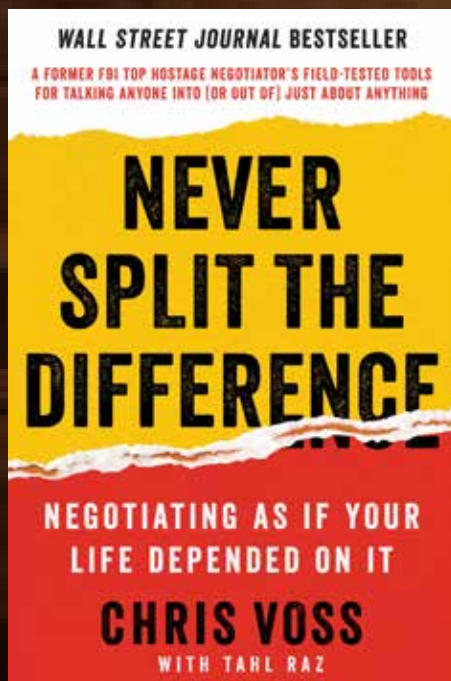
ribbon cuttings



December 12: Arch View Family Dental

#EdGlenChamber
**BUSINESSES BUILD
Economies.**

nexus@noon 2020 SERIES



NOON-1PM

MAR 17 AUG 18

APR 21 SEP 15

MAY 19 OCT 20

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Ameren Illinois Grant Provides Needed Assistance To SIUE's WSIE FM Radio

Ameren Illinois demonstrated its goal towards community mindedness by giving Southern Illinois University Edwardsville's WSIE 88.7 FM The Sound a \$2,000 grant.

Partly, the electric company's mission is to enhance the quality of life in the communities they serve, according to Ameren officials. WSIE is a non-commercial, education-focused radio station, broadcasting at 50,000 watts on the campus of SIUE and reaching most of the Greater St. Louis region. In the past, WSIE enjoyed state support to help offset costs, but after July 1, 2018, that stipend was discontinued because of the former Illinois budget crisis.

Now, the station is reliant on underwriting partners and donations from listeners, as well as grants and corporate donations.

"This heritage station is loved by many, and this donation from Ameren Illinois will help us as we continue to work on funding our operation costs," said WSIE General Manager Jason Church. "Gifts like this are necessary in order to help us continue to provide quality jazz and jazz-centric programming, as well as offering the opportunities for students to get real world experience with a professional radio station."

"WSIE not only offers a nice lifestyle amenity for residents in the region, but also the broadcasters who graduate from their program will one day be delivering the news about topics of importance to our customers," said Vice President of Electric Operations George Justice and fan of the station. "We're proud to provide resources to help the station continue its good work in the Greater St. Louis area."



Call Stephanie Lewis at 618-650-2228
or email stlewis@siue.edu

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We're **BIG** on **SMALL BUSINESS**

More than 28 million small businesses in the United States create nearly two of every three jobs in our economy. Our nation's progress is driven by these pioneers who think big, take risks and work hard. From storefront shops to high-tech startups that keep America on the cutting edge, small businesses are the backbone of our economy and the cornerstone of our nation's promise. We salute our region's small businesses. We're here to support you.

VISIBILITY

Stand out and get noticed in the community:

- Receive referrals to customers who are looking for what you offer – 24/7/365.
- Nearly 65,000 visitors searched the chamber's website for info, events & jobs in 2019.
- More than 50 ribbon cuttings and business celebrations created member awareness.

Chamber's online directory receives more than 2.1 million views annually.

Ed/Glen Chamber members represent 45 communities in the St. Louis MSA and beyond.

CONNECTIONS

It's not just who you know, it's who others know:

- Industry roundtables offer solutions, recommendations, and peer support.
- Business polls and surveys invite members to weigh in on key issues.
- Follow us on social media networks where we share member information, posts and news.

CREDIBILITY

Raise your reputation through membership:

- 80% of consumers will increase future patronage of a chamber member.
- 2/3 of consumers believe your membership means you employ good business practices.
- The chamber provides introductions and connections for you and your employees.

Consumers are more aware of and likely to do business with chamber members.

The chamber offered nearly 175 unique programs and services for members in 2019.

LEARNING OPPORTUNITIES

Gain a competitive edge:

- Chamber Q&A sessions offer insights on how you can best maximize your benefits.
- Meet elected officials and hear how legislation can affect your business.
- Join ACCELERATE to hear from local executives what makes the region great for business.

ADVOCACY

Chamber is voice of business, gain a say in government:

- Chamber monitors more than 100 pieces of legislation to support your business.
- Business Builds PAC supports pro-business legislation and a strong regional economy.
- Local and state candidate questionnaires published to educate members.

The chamber had 319 public policy engagements in 2019.

Anderson Hospital Auxiliary Presents Annual Donation

Anderson Hospital Auxiliary presented Anderson Hospital President & CEO, Keith Page (center of photo) with its annual donation to the hospital during the auxiliary's annual meeting held mid-January. The donation, which reflects funds raised in 2019, totaled \$76,000. This annual donation is made possible through the auxiliary gift shop, medical alert service, fundraising events, vending machine sales, and the newborn photos program.

The auxiliary has more than 200 active members and is an integral part of Anderson Hospital. Volunteers gave nearly 40,000 hours of service to Anderson Hospital in 2019.

Active volunteers provide direct services to the emergency, obstetrics and outpatient surgery departments, as well as being 'on call' from the volunteer office. They manage information desks at public entrances including those at the cancer wellness centers. Volunteers are the sole proprietors of the hospital's gift shop, responsible for managing staff, purchasing inventory, and inventory management.

"The Auxiliary remains as dedicated and instrumental as ever in the continuing operation of Anderson Hospital," said Keith Page, Anderson Hospital president. "We thank them for their many hours of service and commitment to making a difference in Anderson Hospital."



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your business

The Gori Law Firm Opens New Office In Granite City

The Gori Law Firm has expanded its practice with an office at 2862 Madison Avenue, Granite City.

"We have a large number of clients in the Granite City area, so it makes sense to open a new location for their convenience," said Sara Salger, managing partner of The Gori Law Firm. "We also have a tremendously skilled team of attorneys who constantly strive to bring results to those suffering as a result of asbestos exposure, flooding, medical malpractice, and workplace injuries. With the addition of this new location, we are even better suited to accomplish that goal."

Since its inception in 2008 in Edwardsville, The Gori Law Firm has grown and continues to seek opportunities to expand. Although the Granite City location is currently open for appointments only, it will be staffed in the near future.

"Our plans to open this office have been in the works for several months as a way to better serve the residents of Granite City who are in need of our services," said Chris Layloff, partner at The Gori Law Firm. "Along with

myself, my colleagues Mr. Ron Motil and Ms. Tonya Genovese are residents of Granite City, so we all have a strong connection to the community and its residents."

In addition to the expansion announcement, two of the firm's partners, Chris Layloff and Jason Steinmeyer, have been honored for obtaining the highest reported asbestos verdict in Missouri for 2019, according to Missouri Lawyer's Weekly. Layloff and Steinmeyer obtained an \$8.433 million verdict against the Ford Motor Co. for their clients, Al and Pam Bennett. B Layloff and Steinmeyer were recently honored at the Missouri Lawyers Awards 2020 in St. Louis by Missouri Lawyers Media.

"While we appreciate being recognized for our work, we're just happy that we were able to get justice for Al and Pam," said Chris Layloff, partner at The Gori Law Firm. Steinmeyer added, "Chris and I, along with everyone at our firm, fight hard for our clients. Justice was delivered, and the recognition for a 'job well done' is just an added bonus."



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Community Hospital of Staunton | Anderson Hospital | ANDERSON MEDICAL GROUP | Anderson | Mercy Cancer Care | ANDERSON SURGERY CENTER | Maryville Imaging

Edwardsville Bank Welcomes Familiar Faces & Longtime Bankers To Team

Edwardsville Bank recently today the hiring of seasoned bankers Brian Simmons and Tom Baird as the branch manager and vice president of business development, respectively.

Simmons will manage the branch and its day to day operations. He and his team will work to provide customers with tailored solutions to their financial needs. Baird will continue helping clients with all of their banking needs, as he has done for nearly 38 years.

Most recently, Simmons served as the branch manager and assistant vice president of US Bank in Edwardsville for 13 years, where he was honored with their annual Pinnacle Award numerous times. Prior to US Bank, Brian spent seven years as a Branch manager at American General Financial Services. Simmons received a Bachelor of Business Administration in Managerial Finance from the University of Mississippi.

Baird was previously with TheBANK of Edwardsville and is deeply rooted in the community. He is a lifelong resident of Edwardsville/Glen Carbon and

attended SIUE. He is an Edwardsville YMCA board member, past president of the Edwardsville Jaycees, past board member and treasurer of New Opportunities Inc., and a Friends of Scouting volunteer for many years.

Justin Huneke, Metro East community president of Edwardsville Bank, states, "Both Brian and Tom are huge assets to the bank. They are both exceptional bankers in the community, they both have great reputations and are highly respected by their clients. Brian and Tom are Edwardsville champions through and through."

Both Simmons and Baird are long-time Metro East residents and know the community well. Working in Edwardsville, they understand the local economy and culture. With Simmons and Baird on board, you can find comfort in walking into Edwardsville Bank, where you will be treated like an old friend.

Edwardsville bank is a division of Saint Louis Bank and will open its doors in downtown Edwardsville, located at 209 East Schwarz Street 62025. Edwardsville Bank is slated to open in March of 2020.



Beer: *Fruli Strawberry Beer*

Availability: *Bottles, Draught*

Fruli is a high quality Strawberry Belgian fruit beer, produced at a craft brewery near Ghent. It is a unique blend of white beer and strawberry juice packed with strawberry fruit flavour. The juice complements the zestiness of the wheat beer and the result is a balanced, natural and refreshing drink that is simply delicious!

ABV= 4.1%



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Associated Bank & First Staunton Merger Nearing Closure

Associated Banc-Corp and First Staunton Bancshares Inc. in mid-2019 announced they have entered into a definitive merger agreement under which First Staunton will be acquired by Associated. First Staunton's subsidiary, The First National Bank in Staunton, will also merge with Associated's bank subsidiary, Associated Bank, N.A. The all cash transaction is valued at approximately \$76.3 million, and the merger is expected to close in the first quarter of 2020.


Associated and The First National Bank in Staunton share a proud heritage of serving Midwest communities since 1861 and 1934, respectively. Based in Green Bay, Associated Bank N.A. is the largest bank headquartered in Wisconsin. It serves more than one million customers in 120 communities across eight states. First National Bank in Staunton serves more than 30,000 customers in the Metro East region of the St. Louis Metropolitan Area. As a result of this transaction, Associated will strengthen its Illinois network and expand services into additional communities.

"We have great respect for First National Bank in Staunton and their commitment to providing quality financial services to their customers.

Both of our organizations are built around customer-centric strategies and understand the importance of delivering increasing value to both the customers and the communities we serve," said Associated's President & CEO Philip Flynn. "This acquisition provides the opportunity to increase our Illinois presence and improve the scale of our operations. This ultimately positions us to make further investments in the St. Louis metro market and deliver increased network value to our customers and shareholders."

"I believe our organizations possess a shared appreciation of the needs and goals of our communities," said First Staunton chairperson Celeste Hardnock. "I am confident the merger will bring added conveniences, products and services to our customers."

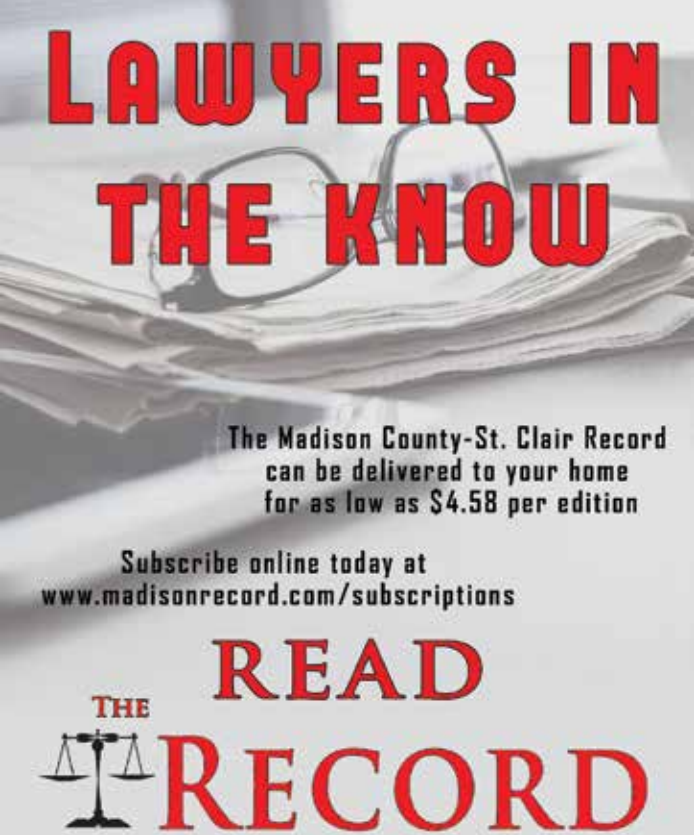
Upon consummation of the merger, First National Bank in Staunton's chief operations officer and director Gina Lotter and chief lending officer Brian Ury will join Associated Bank. In their new roles, they will focus on client retention and employee engagement while also serving as ambassadors for the bank's community involvement.



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