

June 2018



Edwardsville | Glen Carbon Chamber of Commerce

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Guiding Principles

Chambers of Commerce honor and respect **capitalism** and **well-informed private sector job creators** as a central and foundational element of regional and national prosperity. Chambers of Commerce actively facilitate collaboration and open discussion between business and public officials through **education, business advocacy** and **leadership**.

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Vision

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

Mission

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

on the cover

Happy Birthday, America!

Fireworks and get-togethers with family and friends mark July 4th across the United States. But outside of these festivities, how often do you consider what this holiday is really about? This Independence Day we've compiled a few notable quotes. We hope you have a safe holiday, and make the time to consider how fortunate we are to live in land of the free.

"We must be free not because we claim freedom, but because we practice it."
— William Faulkner

"Those who deny freedom to others deserve it not for themselves."
— Abraham Lincoln

"The American Revolution was a beginning, not a consummation."
— Woodrow Wilson

"America is much more than a geographical fact. It is a political and moral fact – the first community in which men set out in principle to institutionalize freedom, responsible government, and human equality."
— Adlai Stevenson



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

8/1 Wed 4pm
Ribbon Cutting
 Variety Storage
 30 Kettle River Drive
 Glen Carbon, IL 62034

8/2 Thu 5-7pm
ChamberNET
 Anderson Hospital
 6810 IL Route 162
 Maryville, IL 62062

8/16 Thu 5-7pm
Business After 5
 Kerber, Eck & Braeckel, LLP
 & EdGlenToday.com
 102 Rottingham Court, Suite C
 Edwardsville, IL 62025

9/11 Tue 12-1pm
nexus@noon
 Edison's Entertainment Complex
 2477 South IL Route 157
 Edwardsville, IL 62025
RSVP at edglenchamber.com

9/20 Thu 5-7pm
Business After 5
 State Farm - Rick Marteeny
 & Envisioning Green
 8550 Forest Boulevard
 Caseyville, IL 62232

9/26 Wed 8-9am
ACCELERATE
Executive-Led Presentation w/
BarberMURPHY Group Broker
Cathy Hamilton
 Comfort Inn
 3080 South IL Route 157
 Edwardsville, IL 62025
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10/9 Tue 12-1pm
nexus@noon
 Edison's Entertainment Complex
 2477 South IL Route 157
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10/11 Thu 8-9:30am
Annual SIUE Day
Community Breakfast
 SIUE Campus
 Edwardsville, IL 62026

10/18 Thu 5-7pm
Business After 5
 1st MidAmerica Credit Union
 1702 Troy Road
 Edwardsville, IL 62025

10/24 Wed 8-9am
ACCELERATE
Executive-Led Presentation w/
Walmart GM Skip Sponeman
 Comfort Inn
 3080 South IL Route 157
 Edwardsville, IL 62025
RSVP at edglenchamber.com
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10/31 Wed 6:30pm
Annual Ed/Glen Chamber
Halloween Parade
 Downtown Edwardsville

11/13 Tue 12-1pm
nexus@noon
 Edison's Entertainment Complex
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 Edwardsville, IL 62025
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11/14 Wed 8-9am
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We would like to recognize the many Ed/Glen Chamber investors who are celebrating membership anniversaries in the month of June. This monthly feature spotlights members for their ongoing support of the Ed/Glen Chamber. We offer our sincerest thanks to each of the following business for their continued membership!

50-59 YEARS

Metzger Law Offices

40-49 YEARS

Scheffel Boyle

20-29 YEARS

Eigenbrodt Vision Center, PC

McDonald's

Glen Carbon Centennial Library

Lahr-Well Christian Academy

10-19 YEARS

American Family Insurance

Edwardsville Children's Museum

Scott Credit Union

Express Employment Professionals

B & R Cleaning

Cold Stone Creamery

Illinois SBDC at SIUE

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5-9 YEARS

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1-4 YEARS

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First Presbyterian Church Edwardsville

Jackson Lewis, P.C.

Wireless Lifestyle

Benchmark Title Company

Sylvan Learning Center

CJD Construction, Inc.

Ginger Creek Dental

business of the month

COMPANY HISTORY: South Side's All-Star Collision Center in Edwardsville, IL opened in July of 2012 under the new ownership of Mike Smith and Norman Beck. Together, they have more than 50 years of experience in the automotive industry. Mike and Norman work diligently with their team of certified technicians to make sure that all the vehicles entrusted to their company are perfectly repaired and look better than pre-accident condition.

ECONOMIC IMPACT: In addition to providing jobs for local residents, South Side's All-Star Collision Center generates sales tax revenues for the city of Edwardsville and pays property taxes that help fund the school district.

COMMUNITY ENHANCEMENT: Through donations, South Side's All-Star Collision Center supports and made donations to a number of community athletics departments in Edwardsville and Troy, in addition to sponsoring local D.A.R.E programming and annual Touch-A-Truck events.

WORKFORCE COMMITMENT: South Side's All-Star Collision Center provides ongoing professional education and training opportunities for its technicians and staff to achieve the I-CAR Gold Standard.

CHARACTER: South Side's All-Star Collision Center builds its business one customer at a time. Their mission is to bring into existence a state-of-the-art, environmentally advanced collision center. The team collectively pursues the highest quality of collision repair, the fastest turnaround time, and stellar customer service that exceeds the expectations of their clients – leaving a memorable, positive, lasting impression.

INNOVATION: South Side's educated and trained technicians stay up-to-date with the latest technology in the ever-changing automotive industry. They also do their part in preserving the planet by using all environmentally-safe detailing products. They treat each of their customers as a part of their family. And they will always take the time to answer customers' questions so that clients will have complete and absolute confidence in their staff and technicians.



LEADERSHIP: South Side's All-Star Collision Center is a member of the Illinois Agricultural Association, National Federation of Independent Business (NFIB), Alliance of Automotive Service Providers (AASP), Automotive Service Excellence (ASE), I-CAR, Troy/Maryville/St. Jacob/Marine Chamber of Commerce, and the Edwardsville/Glen Carbon Chamber of Commerce.

EXCELLENCE: South Side's All-Star Collision Center was the recipient of the city of Edwardsville's 2013 Green Thumb Award in the business category.

FUTURE FOCUS: South Side's All-Star Collision Center is opening a new shop in Staunton, IL this summer. The new location will focus on restoration projects in addition to collision repair.

schmooze

ribbon cuttings & ground breakings



May 16: Mathis, Marifian & Richter, LTD



May 17: San Gabriel Memory Care



May 18: Clark Chiropractic



May 23: First Community Credit Union



May 25: Glen Carbon Schon Park

2018 ACCELERATE Speaker Schedule

WEDNESDAY, MARCH 28

Embracing Young Leadership

As businesses learn how to embrace young leadership, it's more important than ever for emerging leaders to focus on what they can do to be taken seriously in today's workforce. Bhavik Patel has been with Sandberg Phoenix & von Gontard for 14 years and currently serves as the firm's managing partner.



WEDNESDAY, APRIL 25

Successfully Navigating Change

It's not a matter of *if* something will change in your business, but *when*. Learning how to lead through the changes is vital to successfully navigating them. As CEO of Hortica, a brand of the Sentry Insurance Group, Mona Haberer will share her insights on how she recently led Hortica through some significant changes.



WEDNESDAY, MAY 23

Business Growth & Expansion Strategies

HireLevel President & CEO Teresa Katubig may have started her business on a credit card and a prayer, but she has developed key strategies for business success and now operates in eight states. Learn what being better, working harder and reaching higher means to her, and how you, too, can grow.



WEDNESDAY, SEPTEMBER 26

The Economic Development Process

With years of experience in public- and private-sector economic development, BARBERMurphy Group Broker Cathy Hamilton will discuss investment and development from a regional perspective. Learn about the market-driven nature of development, and factors companies take into consideration when locating.



WEDNESDAY, OCTOBER 24

Customer Satisfaction Makes All The Difference

Whether you're trying to increase overall revenues, overcome negative stereotypes or increase community support of your business, customer satisfaction is key. As a store manager for more than 25 years, Skip Sponeman will share what he's learned about effective customer service.



Sponeman Photo Credit: Southern Illinois University Marketing and Communications

WEDNESDAY, NOVEMBER 28

Maintaining Integrity While Building A Business

What does integrity have to do with business? Everything. Eric Gowin, president of Contegra Construction Company will share what it's like to build and operate a successful construction business in multiple states that makes integrity so top-of-mind that the word 'integrity' is included in the business name.



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First Mid Unveils New Logo & Shortened Corporate Name

First Mid-Illinois Bank & Trust (First Mid) has introduced a new logo for the bank and a shorter name that better reflects its growth and the changing financial services environment. First Mid Bank & Trust will be the company's official bank charter name and the logo is a refreshed and more contemporary symbol. The transition to the new logo will occur over the next year, with no direct impact on most customers. Customers can continue to use existing debit cards and checks with the old logo.

"Our growth has already taken us beyond Central Illinois and even out of the state," said First Mid CEO Joe Dively. "The name and logo were geographically limiting and no longer representative of our current and future market areas. Our customers have referred to us as 'First Mid' for many years and that won't change, but the look is new and we're excited about the forward momentum it represents."

To retain First Mid's history, the new logo contains elements of the past, like the familiar gold horizontal lines. The image is designed to be solid and enduring, with the blue columns signifying the growth of customers,

employees and the company. The First Mid Bank & Trust name is one of a family of companies operating under the holding company, First Mid-Illinois Bancshares, Inc., including First Mid Insurance Group and First Mid Wealth Management.

First Mid has had many names and logos over the course of its 153-year history, originating as First National Bank of Mattoon in 1865. The most recent name and logo was established in 1992 when the bank expanded in Central Illinois. In August of 2015, First Mid grew beyond mid-Illinois when it acquired banking centers in Southern Illinois and then in September of 2016 acquired First Clover Leaf Bank, adding six new branches in the St. Louis Metro area, including Clayton, Missouri.



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your business

GCS Donates More Than \$29,000 to STL Honor Flight

GCS Credit Union representatives recently presented a check for \$29,093 to the Greater St. Louis Honor Flight. The money was raised during the credit union's annual golf tournament. The mission of the Greater St. Louis Honor Flight is to recognize local veterans with a day of honor, remembrance and celebration. The veterans experience a one-day, all-expenses-paid trip to Washington, D.C. to visit the memorials that were built in their honor. GCS Credit Union had a goal to raise \$25,000 to fly an entire plane of veterans through the Greater St. Louis Honor Flight.

With the help of more than 50 sponsors and 96 golfers, GCS Credit Union proudly exceeded this goal. Keith Burton, GCS Credit Union president and CEO, stated, "The opportunity to fly an entire plane of our nation's heroes is a great honor. I am so proud of everyone who has made it possible to raise over \$25,000 two years in a row. This is the perfect example of the credit union difference." The Greater St. Louis Honor Flight launched in 2008 and has since safely traveled with more than 1,500 local veterans. This experience is provided at zero cost to veterans.



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IMPACT Strategies Breaks Ground on SSP Fitness Center

IMPACT Strategies recently broke ground on a new Fitness Center for Senior Services Plus at its Alton, IL campus. This almost 10,000-square-foot building will be home to future health and wellness programs.



The exterior of this addition will be a pre-engineered metal building with pre-finished insulated metal panels and masonry veneer. The interior will have resilient sport flooring to accommodate physical activities, an indoor track, restrooms, and office space for support staff. Additional site improvements are currently being incorporated into the project, including new light poles, and an expansion of the parking lot.

IMPACT Strategies is proud to be a part of this project and the lasting effect it will have on the community. Recently an anonymous donor came forward and is matching dollar for dollar any donation to Senior Services Plus up to \$400,000.00. IMPACT Strategies will team up with the Farnsworth Group Inc. and Sheppard, Morgan & Schwaab, Inc. to complete this project by December 2018.

Madison County Seeks Feedback From Leaders

Madison County Community Development is conducting a survey of local community leaders to identify community needs and priorities for the expenditure of federal funds to low-income families, households and neighborhoods. The results of this survey will be used to establish goals for the Community Services Block Grant (CSBG) program. To complete the survey, go to surveymonkey.com/r/RX3GTK2

your business

TheBANK of Edwardsville Participating in America's Birthday Parade at 2018 Fair St. Louis

To help celebrate its 150th anniversary, TheBANK of Edwardsville is taking part in one of the biggest celebrations of the year in the St. Louis area – America's Birthday Parade at the 2018 Fair St. Louis. TheBANK will sponsor a float in the parade, which first began in 1878, 10 years after TheBANK of Edwardsville opened its doors.

"It's really a perfect fit for us as we celebrate our 150th anniversary," said Grady Ambuel, senior vice president of marketing for TheBANK. "Floats and parades have been a tradition for TheBANK for decades. And now, having moved into the St. Louis market, it seems only natural that we would continue that tradition this year on the Missouri side, in a parade that's almost as old as we are."

TheBANK's float – the 60th entry, putting it at approximately the halfway point of the parade – is a street-drivable riverboat with a rotating paddle wheel and functioning riverboat whistle. It will feature the Reunion Jazz Band performing the 'St. Louis Blues March' along the parade route. Also entertaining the crowd with the float will be routines by Kelly's Kuties Baton

and Poms. Walking and leading the float will be members of the Veiled Prophet Organization carrying our banner, 'Rolling on the River with US!'



It has been estimated that more than 20,000 spectators will be in attendance to watch the parade. It's also once again being broadcast by KMOV-TV and their affiliates across the county, with an estimated 37,000 St. Louis households and an additional 25 million households in 60 markets throughout 30 states watching. Because TheBANK has a performance float, it will make a stop in front of the television broadcast area by Kiener Plaza where the performers will have a special dance routine to the music of the jazz band.



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From The Illinois Chamber of Commerce: Supreme Court Delivers Decision in Online Sales Tax

This was published by the Illinois Chamber of Commerce in a June 2018 'Government Affairs Report' email.

SCOTUS DELIVERS DECISION IN ONLINE SALES TAX: Recently the U.S. Supreme Court issued its anticipated decision in *South Dakota v. Wayfair, Inc.* The court overruled the physical presence standard in *Quill v. North Dakota*. The court upheld a South Dakota law that requires out-of-state sellers to collect and remit sales tax a seller, on an annual basis, delivers more than \$100,000 of goods or services into the State or engages in 200 or more separate transactions for the delivery of goods or services into the State.

As explained by the court, the South Dakota law forecloses the retroactive application of the requirement and provided for the law to be stayed until the constitutionality of the law was clearly established.

So what does this mean for Illinois? In anticipation of the Supreme Court's decision in *Wayfair*, as part of the budget implementation bill, the Illinois General Assembly amended the Illinois Use Tax and the Service Use Tax to include language that mirrors the nexus standard established by South Dakota. P.A. 100-587 (The pertinent amendment begins on Page 457 of the public act.)

The Illinois law amends the nexus standards of the Use Tax Act and the Service Use Tax Act. It provides that beginning October 1, 2018, a retailer making sales of tangible personal property to purchasers in Illinois from outside of Illinois will fall within the definition of "retailer maintaining a place of business in this State" and will be required to charge Illinois Use Tax (or service use tax) to its customers if: "(A) the cumulative gross receipts from sales of tangible personal property to purchasers in Illinois are \$100,000 or more, or (B) the retailer enters into 200 or more separate transactions for the sale of tangible personal property to purchasers in Illinois."

The law requires the retailer to determine on a quarterly basis whether he or she meets the criteria of either test for the preceding 12-month period. If so, the retailer is required to collect and remit the tax imposed under the Act and file returns for one year.

At the end of the one-year period, the retailer is to determine whether he or she continued to meet either test. If he or she met either test, the retailer continues filing returns and charging and remitting tax. If the retailer didn't meet either test for the one year period, the retailer is not required to continue to file returns and charge and remit tax, but remains required each quarter to make the determine again.

The *Wayfair* decision doesn't bring complete tax parity in Illinois between Internet sellers and bricks and mortar sellers because of the manner in which Illinois law deals with locally-imposed sales taxes. Locally-imposed sales taxes are, with certain exceptions, are retailers' occupation taxes. Those taxes are required to be charged and collected by Illinois retailers. There are no corresponding locally-imposed use taxes. The local taxes are paid by purchasers in normal retail transactions because the locally-imposed taxes allow retailers to have a right of reimbursement for the local taxes from purchasers.

After the *Wayfair* decision, internet retailers like *Wayfair* will be required to charge and collect the 6.25% Illinois Use Tax on sales to Illinois customers. If, as a resident of Springfield, you decide to buy a sofa from *Wayfair*, you will pay 6.25% tax. For example, if you buy the same sofa from a local retailer, you will pay either 8.5% or 9.5% depending on the location of the retailer in Springfield. That is still a rather large differential on big-ticket purchases.

Another, and related, issue involves the current Illinois statutory system for distributing a portion of sales tax revenues to local governments. Local governments are not going to see a sudden influx of additional sales tax dollars as a result of *Wayfair*.

The locally-imposed retailers' occupation taxes go to the local jurisdiction imposing the tax. In addition, 1.25% of the 6.25% Illinois Use Tax is distributed to local governments, but is distributed on the basis of population. There remains a common misconception many members of the public that the local share of use tax dollars is distributed to location of the purchaser. Some local governments will expect an influx of sales tax dollars and there will be consternation when that doesn't materialize.

Bottom line – we now know the answer to the physical presence requirement of *Quill* – it has been eliminated. It is still unclear precisely how much additional revenues the state will bring in from the decision. In the most recent budget signed into law, the General Assembly included \$150 million in new revenues from this new source.



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