

March 2018



Edwardsville | Glen Carbon Chamber of Commerce

*Business Builds: Economies. Leaders. Communities.*

# Common Ground

April 26, 2018

7:30am

## Legislative Breakfast *with the* Mayors



*City of*  
**Edwardsville**



7:30am Full Breakfast Buffet

8:00am Introductions, Welcome & Program

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

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# connect

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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

## Annual Mayors' Breakfast: April 26, 2018

The Edwardsville/Glen Carbon Chamber of Commerce's Mayors' Legislative Breakfast, an annual event planned by the chamber's government affairs committee, is scheduled for **Thursday, April 26** in the **LeClaire Room** at **Lewis and Clark Community College's N.O. Nelson campus**.

This is an excellent opportunity to **build relationships with fellow business people**, learn about current affairs in Edwardsville/Glen Carbon, and celebrate the many **accomplishments** of the communities we serve. **Edwardsville Mayor Hal Patton & Glen Carbon Mayor Rob Jackstadt** will provide guests an update on **current economic development projects** within their respective municipalities, and a **recap of 2017 project, permit and sales tax data**. This annual breakfast provides our two local municipalities the opportunity to present 'state of the city/village' information as it relates to our business constituency.

**7:30am Hot Breakfast Buffet**

**8:00am Program Begins**

**\$29 Per Person** (Ed/Glen Chamber members)

**\$39 Per Person** (guests)

The 2018 Mayors' Legislative Breakfast is proudly brought to you by **IMPACT Strategies, Inc.** To learn more about **IMPACT Strategies, Inc.**, go to **www.BuildWithIMPACT.com**.

RSVP online at [edglenchamber.com](http://edglenchamber.com), or by faxing the form on page 7 of this publication. Additional sponsorship opportunities are available – call 618.656.7600 to learn more.

## Guiding Principles

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

## 2018 Ambassadors

**Lisa Allen**, Allen Insurance Group

**Brendan Barone**, Kunkel Commercial Group

**Jeremy Colton**, Big Frog Custom T-Shirts & More

**James DeMoulin**, FCB Edwardsville Bank

**Tomiera Harris**, Scott Credit Union

**Angie Lange**, Express Employment Professionals

**Tim Mahnesmith**, Edward Jones Investments

**Breck Newman**, HireLevel

**Rob Pickerell**, Midwest Regional Bank\*

**Sara Sanderson**, Clean Eat's Edwardsville\*

**Mary Jo Smith**, Hospice of Southern Illinois

**Ashleigh Teasley**, Sivia Business & Legal Services

**Walter Williams**, City of Edwardsville

\* denotes committee co-chairs



## save the date

**4/10 Tue 12-1pm**

**nexus@noon**

Edison's Entertainment Complex  
2477 South IL Route 157  
Edwardsville, IL 62025

*RSVP at [edglenchamber.com](http://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, Gori Julian &  
Associates, Robert 'Chick' Fritz  
Distributing, and First Mid-Illinois  
Bank & Trust

N.O. Nelson Leclair Room  
600 Troy Road  
Edwardsville, IL 62025

**4/25 Wed 8-9am**

**ACCELERATE**

**Executive-Led Presentation w/  
Hortica CEO Mona Haberer**

Comfort Inn  
3080 South IL Route 157  
Edwardsville, IL 62025

*RSVP at [edglenchamber.com](http://edglenchamber.com)*

*ACCELERATE Members Only*

**4/26 Thu 7:30-9am**

**Mayors' Legislative Breakfast**

Leclair Room @ N.O. Nelson  
600 Troy Road  
Edwardsville, IL 62025

*RSVP at [edglenchamber.com](http://edglenchamber.com)*

**4/26 Thu 4pm**

**Ribbon Cutting**

Minas Espresso, Inc.  
4767 Signature Industrial Drive  
Suite C  
Edwardsville, IL 62025

**4/30 Thu 10-11:30am**

**Non-Profit Industry Roundtable**

Hosted at Ruth's House  
7325 Marine Road  
Edwardsville, IL 62025

*RSVP at [edglenchamber.com](http://edglenchamber.com)*

**5/2 Thu 8-9am**

**Chamber Q&A: Maximize  
Your Membership**

Ed/Glen Chamber Office  
1 North Research Drive  
Edwardsville, IL 62025

**4/26 Thu 4pm**

**Ribbon Cutting**

ChiroPro of Glen Ed  
7 Junction Drive  
Glen Carbon, IL 62034

**5/8 Tue 12-1pm**

**nexus@noon**

Edison's Entertainment Complex  
2477 South IL Route 157  
Edwardsville, IL 62025

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**5/15 Tue 9-11:30am**

**Workplace Harassment &  
Human Resources Panel**

Holiday Inn Express & Suites  
1000 Plummer Drive  
Edwardsville, IL 62025

*RSVP to [rkrekel@ilchamber.org](mailto:rkrekel@ilchamber.org)  
or Call 217.522.5512 Ext. 227*

**5/17 Thu 5-7pm**

**Business After 5**

Gateway Regional  
Medical Center  
1121 University Drive  
Edwardsville, IL 62025

**5/23 Wed 8-9am**

**ACCELERATE**

**Executive-Led Presentation w/  
HireLevel CEO Teresa Katubig**

Comfort Inn  
3080 South IL Route 157  
Edwardsville, IL 62025

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**6/21 Thu 5-7pm**

**Business After 5**

Lexow Financial Group &  
88.7 WSIE The Sound  
60 South IL Route 157  
Edwardsville, IL 62025

**6/29 Fri 7:30am**

**Annual Golf Challenge**

Fox Creek Golf Club  
6555 Fox Creek Drive  
Edwardsville, IL 62025

## the newly connected

**ChiroPro of Glen Ed**

Christina Schlesinger

*Chiropractic Office*

7 Junction Drive

Glen Carbon, IL 62034

*[www.chiropro.com](http://www.chiropro.com)*

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**Antagnoli, P.C.**

John McCracken

*Law Firm*

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**Management**

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618-692-2023

**Renewal by Andersen**

Jennifer Dixon

*Window & Door Replacement*

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Maryland Heights, MO 63043

618-917-2504

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

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

# connect

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

## 30+ YEARS

### Tri County Storage

## 20-29 YEARS

R. P. Lumber Company, Inc.  
Eden Church  
CliftonLarsonAllen LLP  
George Alarm Company, Inc.

## 10-19 YEARS

Louer Facility Planning, Inc. Gateway Grizzlies Watershed Nature Center Two Men & A Truck	Bard & Didriksen Pediatrics, PC Kellerman Cosmetic & Family Dentistry Allison's Comfort Shoes & Boots Schaberg Dermatology
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## 5-9 YEARS

Ameriprise Financial Services, Inc. Metro-East Lutheran High School Edwardsville American Legion Post 199 Edwardsville Neighbors in Need Fireside Financial, LLC Holmes Insurance Agency DK Power, Heating & Cooling, LLC	1st MidAmerica Credit Union Grand River Jackpot, LLC Riverbend Family Ministries Brain Balance Achievement Centers Bodies Kneaded Marine Coin & Jewelry Company
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## 1-4 YEARS

Homestead Financial Mortgage C.J. Schlosser & Company, LLC Hair She Blows, Inc. Pet Grooming Salon Contegra Construction Company, LLC	Madison County Treasurer's Office Envisioning Green	Pinot's Palette Associate Judge Martin Mengarelli Fusion Realty, LLC Klaussner Home Store
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# business of the month

**COMPANY HISTORY:** The firm that is now Heyl, Royster, Voelker & Allen, P.C. was established in 1910 when attorney Clarence W. Heyl opened a law practice in Peoria, Illinois. Over the years, the firm has grown and prospered by providing a wide range of clients with consistent, high-quality legal representation. Starting in the 1970s, the firm opened offices in major population centers in Illinois: Springfield (1970), Champaign/Urbana (1981), Rockford (1985), Edwardsville (1987), and Chicago (2011). The 120 lawyers firm-wide have successfully defended clients in all of the federal courts and in each of the 102 counties in the state of Illinois, as well as in courtrooms in Missouri, Indiana, Iowa and Wisconsin. The firm is primarily a litigation defense firm that provides services to businesses and corporations, professionals, healthcare organizations, governmental entities, universities, insurance carriers, and other major institutions in more than 35 practice- and industry-specific groups.

**ECONOMIC IMPACT:** During the mid-1980s, asbestos litigation and similar environmental cases became an increasing national phenomenon, and Heyl Royster developed a significant defense practice in this area of practice. Because much of this litigation is focused in the St. Louis Metro-East area the firm opened an Edwardsville office in 1987 to defend businesses – including Fortune 100 companies, national and international manufacturers, small companies and local employers, contractors, power companies, brake manufacturers, equipment manufacturers, plastics manufacturers, and premises owners. The Edwardsville office is now the firm's second-largest, with 25 attorneys and 46 staff. In addition to defending asbestos and toxic tort cases, the firm's Edwardsville office provides a wide range of service to employers in the area, including commercial litigation, product liability defense, labor and employment counseling and litigation, and workers' compensation defense.

**COMMUNITY ENHANCEMENT:** Heyl Royster encourages all of its employees – lawyers, paralegals and staff – to participate in community service activities. The firm's attorneys provide hundreds of hours of pro bono volunteer legal services every year, and they serve, and have served, as officers and board members of many civic and community organizations, including for social service organizations, not-for-profit hospitals, and a wide array of charitable organizations. For nearly a decade, the firm's Edwardsville office has partnered with Land of Lincoln Legal Assistance Foundation, an organization that provides free civil legal services to low-income persons and senior citizens to provide legal services to individuals needing representation in family law matters. Heyl Royster's Women's Forum has sponsored the United Way's Southwest Illinois Division's "Power of the Purse" fundraising events. The Edwardsville office takes part in a high school student internship program sponsored by the Third Judicial Circuit Pro Bono Committee and the Madison County Bar Association. Those efforts are headed up by partner Jennifer Johnson, who is a member of the Madison County Internship Program Committee. The program pairs students who are interested in careers in the legal field with volunteer attorneys for month-long internships intended to offer exposure to various facets of the practice of law. This year, there were 12 high school students in the program. In addition to sponsoring a high school intern, Heyl Royster's Edwardsville office hosts an orientation session for the students prior to the start of their internships.

**WORKFORCE COMMITMENT:** Heyl Royster invests substantial time in training of its attorneys through a combination of in-house programs that start with new attorneys and include all-attorney sessions on specific topics or legal developments throughout the year. Attorneys are also regular participants and faculty in trial training programs sponsored by the IDC, CLE programs presented by the FDCC, DRI programs, Association of Defense Trial Attorneys programs, and IADC Trial Academy.

**CHARACTER:** A part of the firm's strategic planning process, we developed the following vision statement: Heyl Royster will be a growing multi-state law firm with national reach and an unmatched commitment to meeting our clients' needs and expectations by providing exceptional solutions and value. To do this, we will: be where our clients need us when they need us to be there; pursue and serve a diverse base of high quality clients; recruit, develop, include and retain the highest quality attorneys and staff; produce consistent and growing profitability; live by and exemplify our core Midwestern values.

**LEADERSHIP:** Many of the firm's partners hold or have held leadership positions in local, state and national bar and defense organizations. In recent years, partners have headed the International Association of Defense Counsel, (IADC) the Federation of Defense and Corporate Counsel (FDCC); and Lawyers for Civil Justice. Several partners have served on the Defense Research Institute (DRI) board of directors, and other partners have been chairs of DRI substantive law committees. Three partners have served as president of the Illinois Association of Defense Trial Counsel (IDC), and many others have been active in that organization in one capacity or another. The firm's managing partner was president of the Illinois State Bar Association and served on the American Bar Association Board of Governors.

**INNOVATION:** Heyl Royster is like no other Illinois law firm. We possess the litigation resources and experience that allow the firm to provide clients with the same service and responsiveness that would be expected at a large metropolitan firm, but at costs associated with a downstate firm. By leveraging technology, they can implement a multi-office staffing model that provides clients with the requisite skills, regardless of where a case is venued. Team concepts are stressed not only within the firm, but also in representing clients. The client is best served when everyone on the team – the partner, the claims professional and/or in-house counsel, the associate and the paralegal – is contributing information and ideas and has a role to play.

**EXCELLENCE:** Heyl Royster's attorneys have been recognized by peers and the legal profession as top-rated by various lawyer-rating services including: Martindale-Hubbell U.S. Top Ranked Law Firm™; listed on BTI Consulting's 2016 Client Service A-Team; selected as an "ACC Value Champion" by the Association of Corporate Counsel for its role on Caterpillar's "Re-engineering Legal Support" initiative that yielded law department savings exceeding \$13.5 million and resulted in greater customer satisfaction and higher employee engagement and autonomy; received a Tier 1 Best Law Firm ranking in the areas of Commercial Litigation and Chicago Medical Malpractice Law–Defendants from U.S. News & World Report and Best Lawyers; 15 of the firm's attorneys are listed as Illinois Super Lawyers and nine have been named Illinois Rising Stars.

**FUTURE FOCUS:** The plan for the future of the firm is to continue to grow in a number of ways: by adding more lawyers, by increasing our geographic footprint in other states, and by developing and enhancing those legal services that are of the most benefit to our clients.

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Anderson Hospital's Annual

# Baby Fair

MAY 6, 2018



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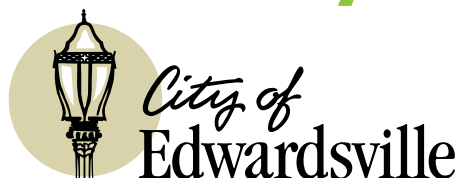
## Comfort Shoes & Boots

4225 S St. Rt. 159 Suite 1  
Glen Carbon, IL 62034

**618-288-9297**

April 26, 2018 7:30am

# Legislative Breakfast *with the* Mayors



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

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

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

## Breakfast *with the* Mayors

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

Business Name \_\_\_\_\_

Business Address & Phone \_\_\_\_\_

Names of Attendees \_\_\_\_\_

Contact Email Address \_\_\_\_\_

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

Fax RSVP Form to: 618.656.7611

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

Questions? Call 618.656.7600 or email [office@edglenchamber.com](mailto:office@edglenchamber.com).



Mayors' Legislative Breakfast Is Proudly  
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# schmooze

## business after 5



Donco Electrical Construction, February 15



Donco Electrical Construction, February 15



Donco Electrical Construction, February 15



Donco Electrical Construction, February 15



Donco Electrical Construction, February 15



Donco Electrical Construction, February 15



## ribbon cutting



New American Funding, February 15

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# your business

## Korte & Luitjohan Completes Work at Richland Community College

Korte & Luitjohan (K&L) announces the completion of the new Student Success Center at Richland Community College in Decatur, Illinois. The new Student Success Center shares 10,000-square-foot of renovated space along with a 17,000-square foot addition with administrative offices and meeting spaces.

This LEED Silver certified building will save the college money in operating costs while making a positive impact on the environment. Students and staff will enjoy the convenience of centrally located services, and a modern, comfortable and collaborative space.

Korte & Luitjohan (K&L) is a design-build, construction management, and general contracting firm based in Highland, Illinois. Founded in 1958, the company provides quality construction for commercial buildings, industrial facilities and infrastructure throughout Southern and Central Illinois and the St. Louis Metro area.

Bringing good old-fashioned values and work ethic to every project, K&L utilizes its broad experience and skilled management to deliver first class building projects to our clients. For more information, go to [www.korteluitjohan.com](http://www.korteluitjohan.com).



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Clyde L. Kuehn



# your business

## Public Invited to Explore Top Research & Creative Activities Featured at SIUE Showcase

Outstanding research and creative activities are featured annually during Southern Illinois University Edwardsville's Undergraduate Scholars Showcase. The public is invited to attend this year's event being held from 2-4PM. Thursday, April 26 in the Morris University Center. More than 100 students, representing nearly 25 different programs, will present the University's top senior projects through live performances and displays, readings, and multimedia and poster presentations.

"This event offers a great opportunity for these talented students to showcase the projects they've been working on through the semester, year, and in many instances, for several years," said Erin Behnen, assistant provost for academic innovation and effectiveness. "We hope people will be inspired by the high level of research and creative work our students are capable of producing."

"The University welcomes ideas for community collaborations that may provide learning experiences for our students, while offering a high-impact return for local organizations and companies who could benefit from such research and creative assistance."

SIUE's Senior Assignment and URCA programs are high-impact practices that allow students to use their foundational academic knowledge to conduct active, applicable research projects and engage in creative activities. For more information, contact Behnen at [etimpe@siue.edu](mailto:etimpe@siue.edu) or 618-650-3639.



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# Intellectual Property Firm Polster Lieder Combines with Sandberg, Phoenix & von Gontard, PC

Philip Lading, Sandberg Phoenix's Edwardsville Office Managing Shareholder is pleased to announce that effective March 1, Sandberg Phoenix combined with St. Louis-based Intellectual Property boutique Polster, Lieder, Woodruff & Lucchesi LC. Known for its full suite of IP services, the 11 Polster Lieder attorneys focus on Patent, Trademark, Copyright, Trade Secret, Unfair Competition and Litigation.

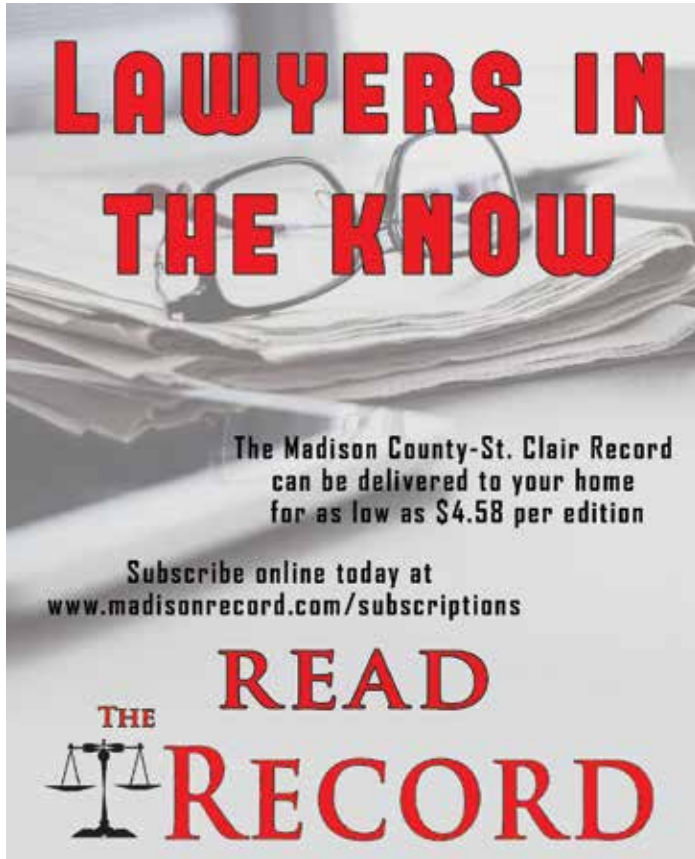
"Polster Lieder is one of the oldest and most respected law firms in the St. Louis business community, tracing its origins to 1879. We are excited to be able to offer the depth of talent and experience in the Intellectual Property arena to our clients in the Illinois market," said Lading. "Intellectual Property rights are some of the most overlooked assets owned by our business clients. The ability to work directly and in person with Illinois clients to protect their Intellectual Property is invaluable."

McPherson Moore, David Howard, Jonathan Soifer, and Scott Gray will join the firm as Shareholders while G. Harley Blosser, Douglas Churovich, William Cunningham, Lionel Lucchesi, J. Philip Polster and J. Joseph Muller will join

as Counsels. Associate Rafay Asrar as well as ten support staff will also join the team who will all work in Sandberg Phoenix's Business Practice Group, now the fastest growing area in the firm.

"Polster Lieder has been a significant force in intellectual property law in St. Louis and the Midwest, and we saw a great opportunity to combine our talents to provide a full suite of services to our clients," says Sandberg Phoenix's Chairman and CEO Bhavik Patel. "We were committed to finding 'the right firm' to bring to Sandberg Phoenix, one that has a long track record of success, a very thorough and genuine commitment to client service, and a culture that matches ours."

Polster Lieder's Managing Member Jonathan Soifer noted, "We have long wanted to better serve the broader needs of our clients. Sandberg Phoenix is a firm that has a great reputation in the legal and business community. We are looking forward to the synergy that will result from our combination with Sandberg Phoenix so that we can better serve the IP and business needs of all our clients."



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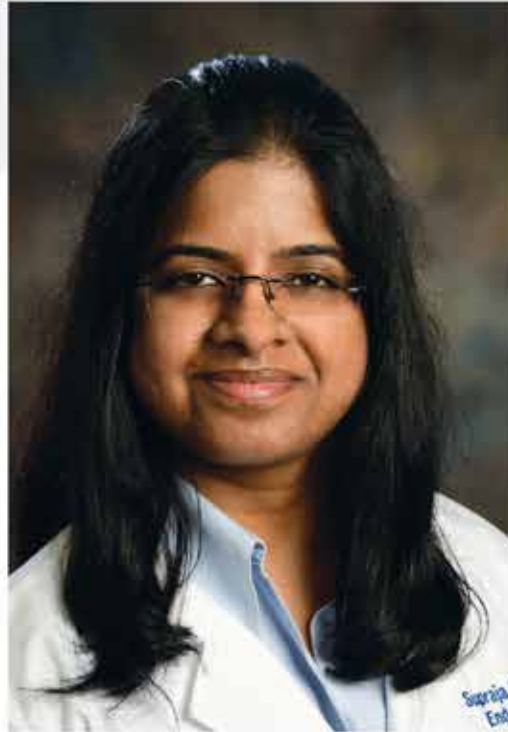


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## Illinois Chamber PAC Goes 9 for 11 in March 20 Illinois Primary Election

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

Both the House and Senate are on spring break recess. Recent news was dominated by the general primary election. The House is scheduled to return April 9th and the Senate is scheduled to return April 10.

**CHAMBER PAC GOES 9 FOR 11 IN PRIMARY:** The Illinois Chamber's political arm, the Illinois Chamber PAC, successfully went 9 for 11 on races in which the PAC provided financial assistance and endorsements to pro-business candidates in the 2018 primary election.

First up was the re-election of Chamber-backed incumbent and House GOP Leader Jim Durkin (R- Western Springs). Leader Durkin faced off against the mayor of Burr Ridge, Mickey Straub. Durkin won the district by over 35 percent. He will go on to face Democrat Tom Chlystek in what is traditionally a Republican district. Next was the 93rd House district race between incumbent and Chamber-back Norine Hammond (R- Macomb). She defeated her opponent, Joshua Griffith by 6 percentage points. She will face off against John Curtis in the November general election.

Former state representative Dwight Kay cruised to victory against Wendy Erhart. Kay was a multiple Chamber Champion of Free Enterprise award recipient during his tenure in the legislature. He will face off against incumbent Katie Stuart in the November election. Brian Wilhour defeated Laura Myers by more than 20 percentage points. Wilhour is seeking to replace retiring Representative John Cavaletto (R- Salem). He will go up against Democrat David Seiler of Effingham in the November general election. Murphysboro Republican and Chamber-backed incumbent Terri Bryant beat Dr. Paul Jacobs by 9 percentage points. She will face Marsha Griffin in a rematch of the 2016 election.

Chamber-backed Andrew Chesney of Freeport beat his opponent, Steve Fricke by 6 percentage points. Chesney will replace Rep. Brian Stewart (R-Freeport) who is running for the state Senate. Chesney will face Democrat Nicholas Hyde in the general in a very Republican district. Chamber-backed Eddie Corrigan defeated his opponent Katie Miller by 23 points. Corrigan is seeking to fill the vacancy left by retiring state Representative David Harris (R- Arlington Heights). Corrigan will face off against former Democrat state Representative Mark Walker. And in the Senate, Chamber-backed Jason Plummer defeated three opponents by carrying a plurality of the votes in southern Illinois 54th Senate district. He will be running unopposed in the general election. He will replace retiring state Senator Kyle McCarter.

However, the Chamber did lose two primaries. The first was incumbent and downstate state Representative David Reis. David lost his race by 6 points to Darren Bailey. Second is former Democrat state Representative Ken Dunkin. Ken was running in a crowded field of 6 candidates. He placed third in the overall vote, losing to Lamont Robinson. The 5th House district seat was vacated by lieutenant gubernatorial candidate Juliana Stratton.

**OTHER PRIMARY RESULTS:** JB Pritzker cruised to a resounding victory with 45% of the vote on Tuesday and will be the Democratic Party's nominee for governor this fall. Governor Bruce Rauner squeaked by conservative challenger State Rep. Jeanne Ives by 2.8% (51.4% to 48.6%) in what was a much closer race than expected even a few months ago. Both sides have already begun posturing for what promises to be a very rough and tumble race. In the attorney general race, Democrat State Sen. Kwame Raoul will face off against Republican Erika Harold.

In the General Assembly, a few notable incumbents were defeated by primary challengers. As mentioned above State Rep. David Reis lost his primary 43.2 percent to 56.8 percent to challenger Darren Bailey. On the Democratic side, State Rep. Dan Burke lost to Aaron Ortiz 46.5% to 53.5%, and State Sen. Ira Silverstein lost to Ram Villivalam 30% to 51.3%.

**AGENDA: CHAMBER DAY 2018:** Are you registered for Chamber Day? If not, there is still time to register. On April 11th, join the Illinois Chamber of Commerce and a number of local chambers of commerce – including the Edwardsville/Glen Carbon Chamber of Commerce – on their first ever Chamber Day - an advocacy effort to let lawmakers know we must be heard in any major policy decision impacting Illinois employers. The agenda features Gov. Bruce Rauner, the Democratic and Republican candidates for the attorney general race, tax reform implications, healthcare and immigration updates, hot issues at the Illinois capitol, breakout sessions, statehouse lobbying, and an evening reception.



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