

November 2019



Edwardsville | Glen Carbon Chamber of Commerce

*Business Builds. Economies. Leaders. Communities.*

# Common Ground

#EdGlenChamber Members:

**THANK YOU!**

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**Desirée Bennyhoff, IOM, ACE**, President & CEO  
Edwardsville/Glen Carbon Chamber of Commerce

## 2019 Directors

**Jonathan Fowler**, Vice President  
J.F. Electric

**Eric Gowin**, President  
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**Lisa Klaustermeier**, Chief Nursing Officer  
Anderson Hospital

**Matt Pfund**, Owner  
Pfund Construction

**Bruce Riedle, CPA**, Treasurer  
R.P. Lumber Co., Inc. & Plummer Companies

## 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

### Gratitude From The Ed/Glen Chamber

With the holiday season upon us, members are on our minds. The efforts businesses put toward building the local economy, investing in their leaders and impacting the local community are astounding. So as you read this, please accept our sincere gratitude.

**Your Business Matters:** The Edwardsville/Glen Carbon Chamber of Commerce exists because of you. Businesses of all shapes and sizes contribute to the economic landscape we live in and everyone matters. If this is your first year in business or your 150th year in business, thank you for choosing to invest here.

**Your Contributions Matter:** Engagement with this chamber comes in many forms. Whether you choose to volunteer, sponsor a signature event, provide referrals, host a gathering or provide key insights about your business, every engagement supports our mission and ensures a bright future for all.

**Your Work Matters:** The philanthropic thread that binds us is stronger because of the work you do in our community. Whether it is for a profit or not, the impact is undeniable. In the face of challenges, you continue choosing to invest in programs that impact the lives of your neighbors.

**THANK YOU** for all that you do!

## 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**.

## 2019 Ambassadors

**Duston Bahorich**, Associated Bank

**Brendan Barone**, Kunkel Commercial Group

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

**James DeMoulin**, FCB Banks

**Alissa Fuhrmann**, American Cancer Society

**Angie Lange**, Express Employment Professionals

**Tina Kassing Meurer**, West & Company

**Rob Pickerell**, St. Louis Bank

**Sara Sanderson**, Clean Eatz Edwardsville

**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

#EdGlenChamber Members:  
**THANK YOU!**

## the newly connected

### Joe's Pizza & Pasta

Corey McMahan  
Italian Restaurant – Pizza, Pasta,  
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4 Club Centre Court, Suite E  
Edwardsville, IL 62025  
618-655-9400  
[www.orderjoes.com](http://www.orderjoes.com)

### The Autism Clinic at Hope

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Social Skills Groups  
115 Nottingham Court  
Edwardsville, IL 62025  
217-525-8332 Ext. 20008  
[www.theautismclinic.org](http://www.theautismclinic.org)

### EXO

Marcus Owen  
Upscale Lounge & Nail Bar  
#2 157 Center  
Edwardsville, IL 62025  
618-692-9696  
[www.visitexo.com](http://www.visitexo.com)

### Moussalli's Prime

Jonathan Fowler  
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7415 IL Route 143  
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## save the date

12/12 Thu 4pm

### Ribbon Cutting

Arch View Family Dental  
2133 South IL Route 157  
Edwardsville, IL 62025

12/19 Thu 5-7pm

### Business After 5

First Presbyterian Church  
3601 Ridge View Road  
Edwardsville, IL 62025  
RSVP at [edglenchamber.com](http://edglenchamber.com)

#### SAVE THE DATE:

Ed/Glen Chamber's  
Annual Membership  
Meeting is slated  
for 11:30am Friday,  
January 31, 2020.

#### SAVE THE DATE:

Ed/Glen Chamber's  
Annual Awards Gala  
is slated for  
5:30pm Thursday,  
March 12, 2020.

## TOP 5 REASONS TO HOST BUSINESS AFTER 5

- 1 – Showcase your facility, staff, growth & impact.
- 2 – Build relationships with fellow leaders.
- 3 – Support the growth of our regional economy.
- 4 – Maximize your chamber membership.
- 5 – Market your products & services.

## AVAILABLE 2020 DATES:

May 21 – August 20 – October 15  
November 19 – December 17

Call 618.656.7600 to reserve your date.

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](mailto:membership@edglenchamber.com)  
to learn more.

"The Historic Lincoln School Alumni Foundation was established in 1986 by former Lincoln School students to enhance the educational opportunities for the youth in



Edwardsville School District 7. As president I believe our mission of promoting education is the foundation of our relationship with the Edwardsville/Glen Carbon Chamber of Commerce. Together our organizations are committed to improving the quality of life for area residents."

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

**Anderson Healthcare**  
**Bev George & Associates**

## 20-29 YEARS

**H.P. Management (IL), Inc.**  
**Republic Services**  
**Madison County Employment & Training Department**  
**Bank of Hillsboro**  
**Faith In Action**

## 10-19 YEARS

**Bella Milano Edwardsville**  
**Pfund Construction Company, Inc.**  
**Exactime Watch & Clock**  
**West & Company, LLC**  
**Peel Wood Fired Pizza**

## 5-9 YEARS

**CertaPro Painters**  
**Individual Member**  
**Ark Animal Hospital**  
**A Wildflower Shop, Inc.**

## 1-4 YEARS

**Signarama**  
**Plocher Construction Company, Inc.**  
**Illinois Center for Autism**

**AAIC, Inc.**  
**Traveling Tails Inn**  
**Meineke Car Care Center**

**Barcom Security**  
**Trusty Chords Record Shop**  
**J.D. Byrider**



# 2020 Sponsorships At-A-Glance

OPPORTUNITY	DESCRIPTION	EST. ATTENDANCE	RANGE	AVAILABLE
<b>ACCELERATE</b>	Leadership program connecting local executives to future workforce.	20 - 25	\$1,000 \$ 500	2 8
<b>Awards Gala</b>	Premier annual event designed to bring together businesses and economic development partners for a celebration of the year's successes, and honoring private sector leaders who have made a significant impact on the community.	300	\$2,500 \$2,000 \$1,500 \$1,000 \$ 500 \$ 250	4 6 8 Unlimited Unlimited Unlimited
<b>Golf Tournament</b>	Each summer, golf enthusiasts take to the course to build business relationships and engage in friendly competition.	125	\$2,500 \$1,500 \$ 650 \$ 250 \$ 125	1 4 13 Unlimited Unlimited
<b>Halloween Parade</b>	Popular tradition for nearly a century. Featuring more than 100 businesses, civic and youth organizations, and bands.	25,000	\$5,000 \$2,500 \$1,000 \$ 500 \$ 250	1 4 8 Unlimited Unlimited
<b>Mayors' Legislative Breakfast</b>	Annual presentation from city and village mayors including 'state of the city/village' addresses, economic development updates, and a recap of projects, permits and tax revenues.	200	\$1,500 \$1,000 \$ 500	1 4 8
<b>Meet the Candidates &amp; Elected Officials</b>	This event brings policy to the forefront of the business community, providing the opportunity for our business leaders to engage in open dialogue with policy makers in a casual setting.	150	\$1,500 \$1,000 \$ 500	2 4 8
<b>SAVOR: Restaurant Week</b>	An annual marketing campaign designed to drive trips and transactions to member restaurants, and further brand the market as a regional dining destination.	25,000	\$1,500 \$ 750	2 4
<b>Scholarships</b>	Member businesses may support local high school and college students through contributions to the chamber's scholarship program.	N/A	Contributions of \$100 to \$3,500	Unlimited
<b>Support Local</b>	Ongoing marketing campaign designed to keep tax dollars local, increase traffic at Ed/Glen businesses, and spotlight businesses in our community, with a seasonal emphasis on shopping with member retailers.	25,000	\$1,000 \$ 500	1 8

## business of the month

**COMPANY HISTORY:** 1818 Chophouse was Established in 2012, by Edwardsville natives John Pashea, Megan Pashea and Adam Washburn. Washburn, a New England Culinary Institute graduate, has always been a driving force in any kitchen. He has gained experience from Vermont to Napa Valley and back to his hometown roots in Southern Illinois. The idea to open 1818 Chophouse seemed natural, and felt right to all parties involved. The owners set out to fill a niche in town that seemed to be missing, focusing on top quality ingredients, with steak and seafood being the primary focus. This family-owned and operated business has spent the last seven years working hard to provide their guests' exceptional customer service, and a memorable experience every visit.

**ECONOMIC IMPACT:** The owners' decision to invest in Edwardsville with the opening of 1818 Chophouse has had a positive economic impact on the city in many ways. With 1818's location identified as an initial anchor tenant at Park Plaza, it allowed the developer to move forward with a multi-million dollar development that is a thriving mixed-use development for the patrons of the community. This provided numerous construction jobs, increased real estate tax dollars, increased the number of downtown residents, and brought in new municipal sales tax revenue.

**COMMUNITY ENHANCEMENT:** The 1818 team believes a common purpose between ownership and employees is very beneficial. A principle component of 1818 Chophouse's community benefit program is charitable giving, varying from large to small contributions. The ownership team shows interest in employees by supporting their community concerns. With consideration, they will provide and/or match the support of employees' monetary contributions. Additionally, allowing time off for service and volunteer work also holds true. This includes extended time off to restore communities and power in Southeast Texas after Hurricane Harvey, and in Puerto Rico following the devastation of Hurricane Maria. The 1818 team is humbled to contribute to multiple organizations and non-profits in the Edwardsville/Glen Carbon area. They are also very excited to be a part of the newest philanthropic organization in the area, 100+ Women Who Care from the 618.

**INNOVATION:** 1818 Chophouse is proud to serve high-quality eats and drinks. Nearly anything you order from 1818's menu is made from scratch. A 28-day minimum wet-age spec on all 100% Black Angus that comes through the door, along with in-house butchering, guarantees quality and precision regardless the date of your visit. Seafood deliveries every 24 to 48 hours guarantee freshness and quality unlike most competitors. 1818's chefs ensure culinary excellence with original recipes to keep our guests visiting time and time again. The cocktail program at 1818 Chophouse is ever-evolving, with hand-crafted cocktails and some of the best wines in the world offered at a variety of price points.



**EXCELLENCE:** 1818 Chophouse has received recognitions and awards year after year including 'Best Steakhouse,' 'Best Brunch,' 'Favorite Happy Hour,' and 'Best Fine Dining in the Southern Illinois and Metro STL Area' from a multitude of platforms. The restaurant has maintained positive and productive relationships with its staff and guests for seven years. The management team is regularly developing talent, setting goals with staff, and proactive learning. This approach allows them to focus on what is important and what they can control, in turn allowing them to provide a consistent and proper dining experience for customers. 1818 Chophouse maintains a 15% turnover rate annually, indicating extreme loyalty. This allows management to spend more time growing with staff and focusing attention on guests.

**CHARACTER:** The mission at 1818 Chophouse is to provide hospitable, friendly, warm and inviting experience that guests deserve when making the decision to dine out. Going above and beyond is the standard at 1818 Chophouse, a mark of the company's character. Guests come to the establishment to spend precious time with loved ones, gather for professional meetings, celebrate special occasions, and relax in a comfortable atmosphere. The 1818 Chophouse team is always proud to provide premium food options and diverse bar offerings, but it's their service and hospitality that define who they are. The team has shared countless laughs, tears and celebrations with guests, and for that they are forever grateful.



# engage

## business after 5



October 17: 1st MidAmerica Credit Union



October 17: 1st MidAmerica Credit Union



October 17: 1st MidAmerica Credit Union



October 17: 1st MidAmerica Credit Union



October 17: 1st MidAmerica Credit Union



October 17: 1st MidAmerica Credit Union



# ribbon cuttings & more



**October 3: Infinite Wellness Integrative Medical Center**



**October 10: Edwardsville Bank, A Division of St. Louis Bank**



**October 23: Edwardsville Intelligencer**



**October 23: ACCELERATE w/ Ferguson Roofing President Jason Shupp**



**October 31: Halloween Parade Grand Champion – First Mid Bank & Trust**



**October 31: Halloween Parade Fan Favorite – Red Hill Church**



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# your business

## West & Company, LLC Has Acquired CPA Firm Michael J. Smith & Associates

Michael Smith founded his firm in 1999 and has provided services to a wide range of clients including individuals, closely-held businesses, and non-profit organizations.

"For more than 20 years we have been committed to providing quality client service with a personal touch. We are pleased to join West & Company, a firm that shares that commitment," said Smith. "I believe our clients will have a smooth transition," he added.

"The decision to merge with Mike's firm was an easy one," said Brian Daniell, managing partner of West & Company. "Our firm and Mike's share many of the same values and we intend to continue the same high level of service his clients are accustomed to. We are pleased that several of Mike's staff will be joining West & Company."

West & Company, LLC was founded in 1968 and has grown into a regional accounting firm with six offices and approximately 75 employees.



**Beverage:** Boulevard Bourbon Barrel Quad

**Style:** Belgian Quadrupel

**Availability:** Bottles & Draught

The Sixth Glass, this abbey-style quadrupel is separated into a number of oak bourbon barrels where it ages for varying lengths of time, some for up to three years. Cherries are added to make up for the "angel's share" of beer lost during barrel aging. Selected barrels are then blended for optimum flavor. The resulting beer retains only very subtle cherry characteristics, with toffee and vanilla notes coming to the fore.

**ABV= 11.2%**



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## Growing to serve you.



On May 23, representatives from Anderson Healthcare, SSM Health Cardinal Glennon Children's Hospital, City of Edwardsville, Korte Construction and other community supporters ceremoniously broke ground on an 18,000 square foot building that will house the Anderson Surgery Center and Cardinal Glennon Specialty Clinic to open in 2020.

# Anderson Healthcare





# your business

## Huneke Named Metro East Community President Of Edwardsville Bank, A Division Of St. Louis Bank

As part of its commitment to investing in the community and a focus on growth, Saint Louis Bank is pleased to announce the addition of Justin Huneke as metro east community president.




Huneke will be responsible for leading and growing the Edwardsville market. With nearly two decades of banking experience, Huneke most recently served as community bank president, for Bank of Springfield in Glen Carbon. Prior to that, he was a top mortgage producer at TheBANK of Edwardsville. He is highly respected in the community and deeply rooted in the Edwardsville a community.



"Justin is a proven leader who shares our values and commitment to the community. He has built his reputation on relationships and trust, which is critical to how we do business. We are delighted with the confidence he has shown in Saint Louis Bank, stated Travis Liebig, the bank's president and chief executive officer. Huneke received his Bachelor of Science Degree in Business Management from SIUE's School of Business.

Huneke is a board member of Allison's Friends of Hope, chairman of the Greater Gateway Association of REALTORS golf tournament, a member of Sunset Hills Country Club, a member of the Edwardsville/Glen Carbon Chamber of Commerce, and resides in Edwardsville, with his wife Kristi and their three children.

Founded in 2005, St. Louis Bancshares, Inc., is the holding company for St. Louis Bank and has \$438 million in assets. Targeting the needs of small- to mid-sized businesses and individuals, St. Louis Bank engages in a range of community and commercial banking services. The bank is headquartered in Town and Country, MO. To learn more, go to [www.stlouisbank.com](http://www.stlouisbank.com).



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# your business

## Envisioning Green Featured In Best-Selling Quthor Mark Sanborn's New Book: *The Intention Imperative*

Landscape construction company Envisioning Green, based in Caseyville, has grown its business from the ground up by what its owner says was intentionally creating a corporate culture that embraces joy, hard work and positivity. Those are values that a best-selling author chose to spotlight.

This 'people first' attitude has not only resonated with satisfied homeowners across the St. Louis region, but also caught the attention of *New York Times* bestselling author Mark Sanborn, who chose to spotlight Envisioning Green to exemplify the power of clarity in business in his latest book, *The Intention Imperative: Three Essential Changes That Will Make You a Successful Leader Today*. Sanborn, an award-winning keynote leadership speaker, has authored nine books, including *The Fred Factor*. In *The Intention Imperative*, Sanborn explains how different businesses use clarity of purpose and consistent action to achieve extraordinary results. After hosting a training seminar with the Envisioning Green team, including owners Steven and Erika Johns, in 2017, Sanborn recognized that the company exemplified the very message he was trying to impart on his readers, especially those small business owners.

The chapter dedicated to Envisioning Green reads, "You can often judge the success of a company by the style and substance of its leaders, and it was easy to see that Envisioning Green is a standout company in what is often a tired and uninspired green business. The difference? Both Erika and Steven understand the power of clarity in their company: 'Clarity to us is like success,' they agreed. They know that you don't really get one without the other."

Through the Envisioning Green case study, Sanborn highlights how the company defined its role as a people-centered business, both in terms of its employees and clients. Its efforts have included finding ways for their employees to work in a notoriously seasonal industry, hiring workers for their attitude and training them for their skills, and instilling confidence in its employees that translates into better customer service for its clients.

For the Johnses, the profile is a testament to the success they've been striving toward. "We're honestly so humbled and honored to be included in Mark's book," said Erika Johns. "We believe that business is built through relationships, so everything we do goes through that filter of 'how can we be the best part of someone's day?'"



Call Stephanie Lewis at 618-650-2228  
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way to get your business' information to our  
unique audience.

## Illinois Chamber of Commerce Government Affairs Update

**This information was included in an Illinois Chamber of Commerce 'Government Affairs Report' and is re-printed with permission. Several fall veto session updates are required below.**

**Cannabis Cleanup:** The Illinois Chamber successfully obtained language in the cannabis trailer bill to codify the workplace protections that were raised in legislative intent from the spring session. The changes secured by the chamber codify several key issues for employers and protects from litigation actions taken by an employer for random drug testing, pre-employment testing and for failure of a drug test. It clears up the concern that an employer might have to prove impairment when an employee fails a drug test. An employer still will need its drug and alcohol policy to meet the standards of reasonableness and non-discrimination. These changes provide greater clarity and protections to employers that need and want safe employees, safe workplaces and a safe public. While the chamber was unable to secure exemption of the medicinal marijuana law from the Privacy in the Workplace Act, it has commitments from the legislative sponsors and the governor's office that the issue will be dealt with next session.

**Paid Sick Leave Passes Committee But Held On Floor: SB 471** (Gordon-Booth) was advanced out of the House Labor Committee on a partisan vote this week. This legislation would require all employers to provide paid time off to all employees. For each 40 hours worked, an employee is to receive 1 hour of paid time off up to 40 hours per year. It limits how an employer can implement the law and significantly reduces flexibility for employers as to how they design their leave and paid time off benefits. The House sponsor met with the Chamber, other members of the business community, organized labor and women advocacy groups prior to the House Labor Committee hearing. There was an agreement to move the bill to the House floor and hold the legislation for an amendment that business and organized labor try to hammer out between now and when the General Assembly returns in 2020. The Illinois Chamber, with input from members of the Employment Law Council and other business groups, drafted an amendment that focused on providing employers the flexibility to implement the requirement. Attached is a copy of the amendment. It does the following: retains 40 hour paid sick time mandate, but provides greater flexibility for employer compliance; employer definition the same as Wage Payment & Collection Act and limiting to Illinois employers of 25 or more and to Illinois employees; preemption of similar local ordinances; clarifies the calculation of how leave is earned, whether it can be carried-over and how an illness is certified; clarifies that the new Act does not provide additional time off for VESSA or the Federal FMLA; reduces statute of limitations from three to two years, removes punitive damages from remedies and provide recovery of legal fees for employers when faced with a frivolous or meritless claim determined in a civil action at circuit court; repeal of the Employee Sick Leave Act; and effective date of July 1, 2020.

**Tax: HB 3902 (Bristow)** passed the Senate. This legislation permanently reinstates the sales tax exemption for materials, parts, equipment, components, and furnishings incorporated into or upon an aircraft. The Illinois Chamber supported this legislation, however, the governor has made public comments that he intends to veto the legislation. Shall the governor issue a veto, we would expect the legislature to override his motion.

Both houses approved **SB 119** this week. This legislation contains clean up to various tax provisions that were passed during the spring session including but not limited to data centers, manufacturer's exemption, and collection of sales taxes. The bill now heads to the Governor.

Last, Chicago Mayor Lori Lightfoot's request for a graduated real estate transfer tax (or RETT) failed to garner support this session.

**Healthcare:** HB 3888 (Mayfield) failed to pass out of the Senate Executive Committee this week. This legislation would have sought to further regulate and phase out the use of ethylene oxide (ETO). The Chamber testified in opposition to this legislation. You can view the video of our testimony [here](#).

**Energy: SB 671** passed out of the Senate and was referred to the House. The bill would make changes to **SB 9**, coal ash legislation that passed this spring. The chamber opposed the bill as it does not make the necessary fixes called for during consideration in the spring and could have real implications for the operation of this program. Senator Bennett agreed to hold a stakeholder process over the summer, but that did not happen. We will continue to work to achieve needed fixes to the legislation.

**Building Regulations:** Both the House and Senate passed **SB 659 (Willis)**. This legislation would add additional requirements for sprinkler and fire alarm inspectors. The chamber is opposed to this legislation. The bill now heads to the governor where we will be requesting a veto.

**Pensions:** Both the House and Senate approved **SB 1300 (Hoffman)** this week. This legislation is the governor's initiative for local fire and police pension consolidation. The chamber was supportive of its passage. The bill now heads to the governor.

**Ethics Reform:** Given the recent developments and recent federal probes into activity at the Illinois statehouse, legislators approved legislation to provide for ethics reform. The two proposals are laid out under **SB 730** and **HJR 93**.



ILLINOIS CHAMBER  
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