

October 2017



Edwardsville | Glen Carbon Chamber of Commerce

*Business Builds: Economies. Leaders. Communities.*

# Common Ground



## SUPPORT YOUR LOCAL BUSINESSES!



**NOVEMBER 25 IS SHOP CHAMBER KICKOFF & SMALL BUSINESS SATURDAY!**

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# connect

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

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**Bruce Riedle, CPA**, Treasurer  
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**Dave Viox**, Owner  
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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**.

## 2017 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  
**Justin Miner**, Commerce Bank

## 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

### November 25: Small Business Saturday & Shop Chamber Campaign Kick-Off

The Edwardsville/Glen Carbon Chamber of Commerce's annual **Shop Chamber** campaign kicks off on **Small Business Saturday – November 25!**

The Ed/Glen Chamber encourages you to SHOP SMALL on November 25 as the holiday shopping season commences.



Be on the lookout for Shop Chamber signage at local shopping and dining establishments beginning on **Small Business Saturday**. Retail and dining establishments are asked to contact **Membership Director Katie Haas** (618.656.7600 or membership@edglenchamber.com) to learn more about participating in the Shop Chamber campaign. Participating restaurants and merchants will receive a campaign-specific marketing toolbox and signage, along with a great deal of social media promotion. The **Shop Chamber** campaign is an annual effort to celebrate our thriving business community and encourage residents to 'think local' as they make holiday purchasing decisions.

As you begin to prepare for a busy holiday season of party hosting, tokens of appreciation for clients and staff, and thoughtful gifts for family and friends, please **make a concerted effort to shop locally!** If you're searching for a product, service or venue and would like some guidance and recommendations, call the **Ed/Glen Chamber** office at **618.656.7600** and our friendly staff members will assist you.

**Love LOCAL. Shop CHAMBER!**

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**Call 618.656.7600 for details.**

# Common Ground

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# special investors

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US Bank  
Vision For Life  
Visionary Wealth Advisors  
Viviano Heating & Air Conditioning, Inc.  
Wang Gang Asian

# save the date

**10/31 Tuesday 6:30pm**

**Annual Ed/Glen Chamber  
Halloween Parade**  
Downtown Edwardsville

**11/7 Tuesday 8-9am**

**ACCELERATE w/ ECUSD#7**  
**Superintendent Dr. Lynda Andre**  
Holiday Inn Express & Suites  
1000 Plummer Drive  
Edwardsville, IL 62025

**11/8 Wednesday 8-9pm**

**Chamber Q&A: Maximize  
Your Membership**  
Ed/Glen Chamber Office  
1 North Research Drive  
Edwardsville, IL 62025  
*RSVP at edglenchamber.com*

**11/9 Thursday 4pm**

**Ribbon Cutting**  
Central Illinois Care Services  
9 Junction Drive, Suite 1  
Glen Carbon, IL 62034

**11/14 Tuesday 12-1pm**

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

**11/15 Wednesday 11:30am**

**Ribbon Cutting**  
Egyptian Workspace Partners  
129 West Main Street  
Belleville, IL 62226

**11/16 Thursday 5-7pm**

**Business After 5**  
SIUE: Birger Hall Events Rom  
30 North Circle Drive  
Edwardsville, IL 62026

**11/25 Saturday 8am**

**Small Business Saturday &  
Ed/Glen Chamber's LOVE  
Local, SHOP Chamber Kickoff**  
Local Business Venues

**12/6 Wednesday 8-9pm**

**Chamber Q&A: Maximize  
Your Membership**  
Ed/Glen Chamber Office  
1 North Research Drive  
Edwardsville, IL 62025  
*RSVP at edglenchamber.com*

**12/12 Tuesday 7:15-8am**

**Morning B2B Connections**  
Source Juicery  
220 North Main Street  
Edwardsville, IL 62025  
*RSVP at edglenchamber.com*

**12/21 Thursday 5-7pm**

**Business After 5**  
DoubleTree by Hilton  
1000 Eastport Drive  
Collinsville, IL 62234

## SAVE THE DATE:

**Ed/Glen Chamber's  
Annual Gala &  
Auction is slated for  
5:30pm Thursday,  
March 8, 2018.**



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# parade sponsors

Special thanks to the City of Edwardsville, Edwardsville Police Department, Edwardsville Public Works Department, ECTV, Edwardsville Community Unit School District 7, Edwardsville Rotary Club, SIUE Police Department, Glen Carbon Police Department, Walmart of Glen Carbon, Jerry's Tire Sales, Cassens & Sons, Mojo's Music, S & K Towing, First Mid-Illinois Bank & Trust, 88.7 WSIE FM The Sound, and Republic Services for their continued support of the Halloween parade.

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# connect

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

## 60+ YEARS

**Weber & Rodney Funeral Home**

## 50-59 YEARS

**Madison County Journal**

## 40-49 YEARS

**J.F. Electric, Inc.  
Juneau Associates Inc., P.C.**

## 20-29 YEARS

**Abstracts & Titles Inc.  
Andria's Countryside Restaurant**

## 10-19 YEARS

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Trinity Lutheran School  
Metro East Mini Storage  
Edwardsville Public Library  
Minuteman Press**

**Pristine Cleaning, LLC  
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Frye Functional Health Center  
Hudson Jewelers  
Sunset Hills Family Dental**

## 5-9 YEARS

**American Cancer Society  
Children's Home + Aid  
Edwardsville Gun Club  
Edwardsville Rotary Club  
Goddard School  
Little Tigers Football  
Royal Solutions, LLC**

**Bauer Hite Orthodontic Specialists  
The Cup  
Shari Kindle Inc. - Sunshine Realty Solutions  
Global Brew Tap House  
MidAmerica Plastic Surgery  
Reputation Salon**

## 1-4 YEARS

**RE/MAX Alliance - The Malawy Team  
Walgreens  
Chestnut Health Systems  
The Gingham Buffalo  
Doc's Smokehouse & Catering  
J.T. McDermott Remodeling Contractors**

**Land of Goshen Rotary Club  
ADT Security Services  
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Our business is to grow your business.

As one of the largest law firms in Southern Illinois, MM&R understands what it takes for businesses to **grow and succeed**. Our attorneys understand the issues businesses face every day, whether a start-up or an established company. From medical practices to manufacturers, we have the **diverse background and experience** to assist your business.

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## business of the month

**COMPANY HISTORY:** Cedarhurst of Edwardsville opened in April 2014. Owners Joshua Jennings and Joshua Stevens developed the memory care facility to serve those who are living with Alzheimer's and other dementias. Cedarhurst's community offers a warm home environment where residents receive unconditional love, support and encouragement, creating moments of happiness throughout a day. Since the opening of Cedarhurst of Collinsville in 2009, the founders have continued to grow with eight open communities and eight under new construction.

**ECONOMIC IMPACT:** Cedarhurst of Edwardsville has created more than 50 new jobs in the Edwardsville/Glen Carbon market, consisting of positions in management, caregiving, nursing, maintenance, culinary, activities and housekeeping. In addition, Cedarhurst of Edwardsville recently opened Ruth's House, a beautiful facility located at the site formerly known as Hospice of Southern Illinois' Relais Bonne Eau.

**COMMUNITY ENHANCEMENT:** Cedarhurst of Edwardsville generously supports the following: Edwardsville/Glen Carbon Chamber of Commerce's annual gala, Col. Benjamin Stephenson House's annual event, Junior Service Club's annual gala, Trinity Lutheran School's annual dinner & auction, the Alzheimer's Association's annual walk, the Make-A-Wish Foundation walk, Madison County's stockings for seniors program, YMCA youth soccer, little league teams, and sporting events at Edwardsville High School, Father McGivney Catholic High School, Metro-East Lutheran High School, and Lincoln/Liberty Middle Schools. Cedarhurst provides volunteer hours for SIUE service learning, exercise science, and nursing students, along with providing volunteer opportunities for a number of local religious organizations and youth groups.

**WORKFORCE COMMITMENT:** Cedarhurst supports professional development by concentrating on each individual's strengths and placing them in positions where they can continue to grow personally and professionally. Staff loyalty is rewarded through acknowledging jobs well done and promoting from within. Cedarhurst of Edwardsville is unique in the amount of training provided directly by the Alzheimer's Association. Daily management team meetings, weekly learning circle meetings with caregivers, and monthly staff meetings are all routine at Cedarhurst. Residents are offered intergenerational programming that enhances interaction with students and fits well with the organizational goal of educating younger generations not only about seniors, but more importantly what living with Alzheimer's and other dementias can look like in a positive way. Cedarhurst positively acknowledges its employees by highlighting them in the monthly newsletter and rewarding with local gift certificates.

**CHARACTER:** Cedarhurst of Edwardsville operates with integrity, respect, and compassion for those living with Alzheimer's and dementia.

**LEADERSHIP:** Community Relations Director Sara Hoelscher has served with Rotary International, volunteered for Meals on Wheels and as served as coordinator for Madison County's Stockings for Seniors program.



**cedarhurst**  
ASSISTED LIVING and MEMORY CARE

**INNOVATION:** Cedarhurst of Edwardsville remains competitive and relevant by maintaining a high level of understanding of those they serve with continuous education and endless compassion for resident and their families. The Cedarhurst team is dedicated to person-centered care, and they build trusted relationships that provide an intimate, personal knowledge of who residents are as individuals, their likes, dislikes, and the daily routine they prefer. Residents are empowered to live each day to the fullest, with respect and dignity. What separates Cedarhurst of Edwardsville is its entire team of dedicated professionals who serve residents as family – not patients. Cedarhurst of Edwardsville is residents' homes, and staff just happen to work there. Employees are always mindful that they are guests in residents' home – residents are not in staff members' workspace.

**EXCELLENCE:** Cedarhurst's regional director of operations was recognized by the *St. Louis Business Journal* as 30 Under 30, which recognizes professionals who are outstanding in their field. The Illinois Department of Public Health consistently rates Cedarhurst of Edwardsville as being in 100% compliance at all levels. Three examples of how Cedarhurst exceeds industry best practices is through its rigorous training by the Alzheimer's Association, connecting with the communities they serve on interactive basis, and connecting with other like-minded communities to always best serve those living with Alzheimer's and other dementias.

**FUTURE FOCUS:** Cedarhurst of Edwardsville continues to offer the best for its residents through expanding outdoor greenspace, adding a physical therapist to its team, and the addition of Ruth's House. With that expansion, new jobs have been created, and partnerships within the Edwardsville/Glen Carbon region have been enhanced.







## ***We are Invested.***

Anderson has been invested in the healthcare of Madison County residents since 1977.

We are an independent, not-for-profit hospital dedicated to creating a health care setting in which quality of life and service excellence are experienced by our patients, their families, the medical staff and the community.

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Our quality services are evident by our accreditations, certifications and designations which endorse our expertise.

We are a pillar in this community with roots firmly planted in the communities we serve. Our legacy in the establishment of Anderson Hospital has remained a key element in our mission and vision. Each new service and every expansion has been in direct response to community needs.



# Anderson Hospital



# connect

## the newly connected

### **Central Illinois Care Services**

Jeff Stassi  
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[agents.allstate.com/michael-cluck-glen-carbon-il.html](http://agents.allstate.com/michael-cluck-glen-carbon-il.html)

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# schmooze

## business after 5



BA5 @ Hortica, September 21



BA5 @ Hortica, September 21



BA5 @ Hortica, September 21



BA5 @ Hortica, September 21



BA5 @ Hortica, September 21



BA5 @ Hortica, September 21



# ribbon cuttings & awards



Sylvan Learning Center, September 18



Donco Electrical Construction, September 27



The Cluck Family Agency - Allstate Insurance, September 28



Amazon Economic Development Award Presentation, September 28



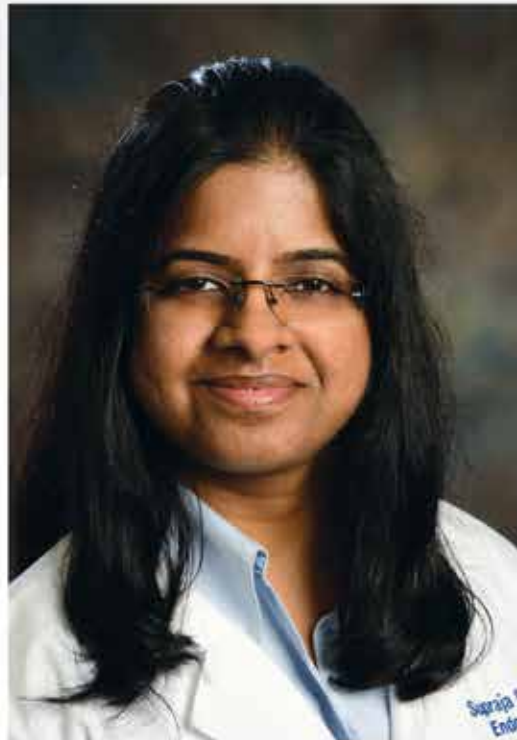
Amazon Economic Development Award Presentation, September 28

Chamber of Commerce



Amazon Economic Development Award Presentation, September 28

# Welcome Our Newest Provider



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# your business

## Louer Facility Planning Among Largest Women-Owned Businesses in 2017

Louer Facility Planning, Inc. has been named by the *St. Louis Business Journal* as one of the bi-state region's largest women-owned businesses.

The publication's list rankings were based upon total revenue in 2016. Louer Facility Planning's annual revenues last year totaled \$6.5 million.

The company, founded and owned by Jane Louer, provides customized furniture and interiors solutions for clients across the St. Louis metropolitan region and the U.S.



Louer Facility Planning, Inc. was founded in 1996. Its offices and showroom are located in the Eastport Business District in Collinsville. The company is a furniture dealership that represents a wide variety of manufacturers to offer the optimal solution for clients.

"We're thrilled to have secured a spot on the *St. Louis Business Journal's* list recognizing the largest women-owned businesses in all industries," said Louer, who is celebrating 22 years in operation. "We appreciate this honor and are especially proud to represent women business owners in Southwestern Illinois."

A smart workplace solutions firm, Louer Facility Planning has also been recognized by the *St. Louis Business Journal* as one of the Top 10 Largest Office Furniture Companies (2016) in the St. Louis region. The company's clients include corporate, financial, healthcare, government, worship and educational sectors. Go to [www.louerplan.com](http://www.louerplan.com) for more information.



**Beer:** Leinenkugel's Snowdrift Vanilla Porter  
**Availability:** Winter; Draught, Cans & bottles  
**American Porter.**

Leinenkugel's Snowdrift Vanilla Porter is a robust and velvety addition to Leinenkugel's seasonal selection. This porter-style beer is aged on real vanilla to reveal rich layers of caramel, coffee and chocolate that is ideal for the winter season. Pours dark brown with a foamy tan head. Flavor of roasted malts as well as, vanilla.

**ABV= 6.0%**



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# your business

## Local Construction Company Adds Business Development Coordinator & Project Engineer


IMPACT Strategies, a Fairview Heights-based construction management firm, has announced the recent hiring of Stephanie Sullivan as business development coordinator and Travis Schwartz as project engineer.

In the newly formed business development coordinator position, Sullivan is responsible for all marketing coordination and oversight, as well as providing administrative support to company management. She previously worked for a local creative company as a managing director in charge of client relationships and assisting customers with developing new brand identities and strategies. Sullivan is a resident of Highland, Illinois.

Schwartz, a resident of Prairie du Rocher, graduated from Southern Illinois University Edwardsville in 2016 with a bachelor's degree in construction management. His past industry experience includes work as an intern and project engineer.


Mark Hinrichs, president of IMPACT Strategies, said, "Stephanie and Travis have taken on fundamental positions within the company that will enable us to better meet the needs of our existing clients while also positioning us for future growth. Their talent, skill and experience will undoubtedly benefit our company."






# Go from **Ouch...** to *Ahhhhh!*

*Come and let our knowledgeable staff turn Ouch to Ahhhhhh!*



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**618-288-9297**



# Scheffel Boyle Raises Thousands For Local Food Pantries

Scheffel Boyle CPAs recently teamed together for its annual Scheffel Boyle Shares project. The firm plans philanthropic activities each year throughout its offices to give back to its local communities. This year, employees organized the Write-Off Hunger food drive, which culminated in the collection of more than 5,500 food items to be donated to local food pantries.

"As a local business, it's our obligation and privilege to serve our community," said Dennis Ulrich, Managing Principal of Scheffel Boyle. "We live where we work and work where we live. Our culture thrives on helping others and supporting those around us. It's at the foundation of who we are."

Each of the firm's offices strategized and found creative ways to raise the most donations possible. One office organized a "Cars for Cans" car wash in their parking lot where the fee for a wash was \$5 or 5 items of non-perishable food items. Another took to social media to raise funds and "coupon shopped" to get the most out of their donated dollars. Each office exercised their entrepreneurial spirit to find innovative ways of collecting donations for the drive.

Firm leadership also organized two "Cardinals for Cans" days, where employees could wear their St. Louis Cardinal gear for a fee of \$5 or 5 cans. In addition, they also hosted a "Dress for Success" day where if an employee were to forego their normal casual Friday and dress for success instead, the firm would give \$5 in their name toward their office's donation fund.

While it was a firm-wide project, each office will donate what they raised to their own local community food bank. Some organizations that will receive donations from Write-Off Hunger include the Salvation Army Food Pantry of Jerseyville, the Glen-Ed Food Pantry, the Crisis Food Center, the Carrollton Food Pantry, Community Care Center, the Highland Area Christian Service Ministry, and the Community Hope Center, among others.





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# your business

## SIUE On-Campus Interviews Available – Job Postings Also Available Through Career Development Center

On-Campus Interviews are now being scheduled in the Career Development Center (CDC) at Southern Illinois University Edwardsville for the Fall 2017 season. You may choose a date between now and December 1, 2017 (Please note: fall break is the week of November 20-24.)

There is no charge to employers for this service. However, you must be recruiting for a full-time position that requires a degree or a degree related co-op/internship position.

To submit your request for an interview date(s), please access the CDC's electronic request form at: [www.siu.edu/cougarjobline/pdf/oncampus\\_interview\\_reservation\\_form.shtml](http://www.siu.edu/cougarjobline/pdf/oncampus_interview_reservation_form.shtml)

Please submit your request as soon as possible to ensure a wide choice of dates. Reservation requests are filled on a first come, first served basis.

Do you have open positions at your company? The CDC has an online job board called the Cougar Jobline, to which businesses can post job postings online for students and alumni to view.

Businesses can post full-time, co-op, or internships. The CDC is now posting jobs for the Fall 2017 semester. If you have one, or several, positions you would like the CDC to post, please email job description(s) and application instructions to [csmolar@siue.edu](mailto:csmolar@siue.edu) in a Word document, or email the link to the job posting. If you prefer to post the jobs yourself, businesses can log in to their Cougar Jobline account and post the jobs under "My Jobs" tab.

Please contact Carrie Smolar ([csmolar@siue.edu](mailto:csmolar@siue.edu)) or Meagan Arnold ([meaarno@siue.edu](mailto:meaarno@siue.edu)) with questions via email or phone: 618.650.3708.



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# Circle of Excellence Award Presented to Goddard School Owner Barbara Burrows

Barbara Burrows, owner of The Goddard School® in Edwardsville, has been awarded the Circle of Excellence Award by Goddard Systems, Inc. (GSI), franchisor of The Goddard School.

The award acknowledges Goddard School owners for being exceptional in the areas of quality assurance and health and safety.

Burrows and her team believe that teacher accountability and adhering to health and safety policies and procedures help to create a great work environment.

"We continually strive to provide an educational program that not only prepares children for success in school, but for success in life as well," Burrows said. All the employees of our school work diligently daily to achieve the highest standards possible. They work individually as well as a team. I could not be more proud of them as this award is only given to the top 5% of all Goddard School nationwide. I am thrilled that Edwardsville can be known as a city that provides the best childcare experience possible.

"The health and safety of the children is of the utmost importance," she added. "Our top priority is to provide a safe, nurturing learning environment and we focus on that each and every minute. Additionally, we have a back-up generator, 3M window safety and security film, a basement for storm shelter, emergency monthly drills (fire, intruder, tornado and earthquake) and all of our teachers and staff are trained in pediatric CPR and first aid.


"We are so thankful to receive this prestigious award and plan on continuing to deliver this excellence year after year," Burrows said.

Burrows is a past member of the Edwardsville/Glen Carbon Chamber of Commerce board of directors, and The Goddard School in Edwardsville was named Business of the Month by the Ed/Glen Chamber in 2016.

"Congratulations to Barbara and her team on this recognition. It is a great honor for an Edwardsville business to be honored nationally. We wish The Goddard School continued success in our community," said Ed/Glen Chamber President/CEO Desiree Bennyhoff.

To learn more about The Goddard School, located at 801 South Arbor Vitae in Edwardsville, please call Barbara at 618-692-9464 or go to [www.GoddardSchool.com/EdwardsvilleIL](http://www.GoddardSchool.com/EdwardsvilleIL).





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# your business

## Thouvenot, Wade & Moerchen Welcomes Copeland To Engineering Team

Engineering and surveying firm Thouvenot, Wade & Moerchen, Inc. is proud to announce Heather Copeland, P.E., as the latest addition to the growing team of transportation engineers. Copeland of St. Louis comes to TWM with a wealth of expertise in various roles working for the Missouri Department of Transportation. She has acted as a senior highway designer, a hybrid designer/inspector and most recently as a senior construction inspector/project engineer for design-build transportation projects.



Some of her most noteworthy accomplishments include: deputy director for a \$24 million design-build safety improvement project on various state routes in St. Charles and Franklin counties; and project engineer for a \$114 million Daniel Boone Bridge design-build project.

Copeland served as a MoDOT liaison with contractors and engineering firms such as West Contracting, Alberici, The Walsh Group, Burns & McDonnell, CH2M, EFK Moen and Civil Design, Inc. Additionally, her experience extends to designing ADA-compliant sidewalks and curb ramps, inspecting various roadway and bridge projects, creating designs with CADD technology, and assisting with permits, cost estimates and budgets.

When Copeland was ready to tackle a new role, she decided to contact TWM. "I wanted to join a team whose work I respected," she said. "MoDOT had partnered with TWM on many projects over the years, and I always had a good experience with them. Quality of work is only part of the equation though. I knew working for TWM would be a good fit because of their people."

TWM is a 100% employee-owned firm providing civil, structural and railway engineering, land surveying and a full array of geospatial services. Celebrating 71 years in business, TWM serves clients locally and throughout the U.S. The firm was ranked the 7th Largest Engineering Firm in the metropolitan area by the *St. Louis Business Journal* in 2017.



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## Illinois Chamber of Commerce: Time For Leaders To Keep Their Promises On Reform

*This was published by the Illinois Chamber of Commerce in an October 2017 'Message from the President' email.*

The Illinois Chamber of Commerce recognizes **federal tax reform** as an opportunity to enhance Illinois' global competitiveness. Illinois is home to tons of businesses that compete on a global scale resulting in thousands of jobs for Illinoisans across the state.

Because of Illinois' **abundance of globally renowned companies**, the state has an advantage of benefiting from policies that make the nation more competitive globally – an opportunity that should not be taken lightly.



The Illinois Chamber's Tax Institute members and Executive Director Keith Staats have been dedicated to this issue and are continuing to advocate for reform. Please read the below text, as seen in Crain's, for the Illinois Chamber of Commerce's call to Illinois policymakers for federal tax reform.

**WHAT ILLINOIS NEEDS MOST FROM FEDERAL TAX REFORM:** Federal tax reform is a once-in-a generation opportunity to strengthen the global competitiveness of Illinois businesses. Now Illinois policymakers have the chance to successfully advocate for the state by pursuing and defending pro-growth policies that are best for our job creators and economy.

While the congressional tax plan is extensive, the Illinois Chamber of Commerce encourages policymakers to focus on **two overarching issues** that are needed most.

Cutting the corporate income tax rate and reducing the number of individual tax rates. Small businesses are **major job creators** in Illinois and must not be overlooked. While we support cutting the corporate tax rate to 20 percent, we must remind policymakers to look out for our small businesses.

Lower corporate tax rates would provide an incentive for companies to retain and locate new operations in the U.S., and Illinois in particular. The reduction will bring U.S. rates more in line with the corporate tax rates in other countries and make the U.S. business climate more globally competitive. We must ensure that our small businesses that create most jobs in Illinois are **positioned for growth**.

A rate reduction to 25 percent of the income of pass-through entities passed down to partners and shareholders would encourage formation and growth of small and mid-size businesses. Additionally, while reducing the corporate tax rate, Congress should lower the income taxes imposed on individuals. **Keeping more income in the hands of individuals is better for the economy.**

Protecting those deductions and tax credits that are good for Illinois businesses. While we recognize the need to reduce some existing deductions and credits, we encourage Congress to **protect the following deduction and credits** that, if eliminated, would harm Illinois businesses.

**Domestic Production Activities Deduction:** While many policymakers understand that the deduction helps manufacturing, not many people know it is very important to telecommunications, software developers and the agriculture community- the No. 1 industry in Illinois in terms of economic impact.

**Orphan Drug Tax Credit:** Illinois has a strong pharmaceutical industry, and this tax credit is critical to research and development activities that would not be economically viable without the credit.

**Full Interest Deductibility:** Interest deductibility is of critical importance to businesses of all sizes that are required to access the credit markets to finance expansion and day-to-day operations.

Recently, the Illinois Chamber of Commerce met with Gary Cohn, director of the National Economic Council, at the White House; U.S. House Speaker Paul Ryan's senior staff at the U.S. Capitol; and staff at the U.S. Department of the Treasury-with the support of Ways & Means Tax Policy Chairman Peter Roskam, R-Wheaton-to discuss tax reform.

The Illinois Chamber will continue to work with officials on this issue. Implementing the reform is the much-needed next step. Congress has a tremendous opportunity to enhance Illinois' global competitiveness. We encourage policymakers to seize this opportunity to enhance Illinois' global competitiveness by passing and protecting pro-growth policies in the tax reform package.

**Todd Maisch, President & CEO**  
**Illinois Chamber of Commerce**



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