
Common Ground

Smaller Business Saturday®
November 30, 2019
2019 Officers

CHAIRMAN OF THE BOARD
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Bella Milano Restaurants

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Edwardsville/Glen Carbon Chamber of Commerce

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J.F. Electric

Eric Gowin, President
Contegra Construction Company, LLC

Lisa Klüstermeier, Chief Nursing Officer
Anderson Hospital

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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.

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 TShirts & 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

“As a small business owner, I rely heavily on the Ed/Glen Chamber to be my advocate. I appreciate the business alerts the chamber sends out, so I know when there is an issue circulating that could impact my business. Without the chamber, I’d miss the opportunity to contribute to those important conversations. The economic impact of my business is supported by my chamber membership.”

LISA YBARRA
Chava’s Mexican Restaurant

Small Business Saturday is November 30, 2019, which means it’s almost time to celebrate and support your favorite local businesses. When you support local, you make a significant impact on our business community. Business owners’ and their teams’ livelihoods depend on your loyalty, and every dollar spent locally counts.
As executive director of Soup-n-Share Outreach Program, I believe our relationship with the Ed/Glen Chamber raises the visibility of our mission, which is to eliminate hunger in our community and surrounding areas by distributing food to families who need assistance, offer free clothing, and provide educational resources to individuals who are in need. The chamber’s marketing services connect us with other community leaders and provide access to volunteers. I’m proud of the services we provide to the families in the Metro East region and appreciate the chamber for helping to raise awareness of our impact. I highly value their support of our organization.

SHERRIE M. HARE
Soup-n-Share Outreach Program
Your Hometown Financial Institution

2 LOCATIONS IN GLEN CARBON!

2120 S. State Rte. 157
(at the corner of Rte. 157 and Meridian)

400 Junction Dr.
(Inside Walmart)

636-728-3333  •  800-767-8880  •  www.firstcommunity.com

8 ILLINOIS LOCATIONS
Belleville Walmart • Collinsville Walmart
Fairview Heights • Glen Carbon • Glen Carbon Walmart
Godfrey Walmart • Granite City Walmart • Waterloo

Proud supporter of SIUE Athletics

*1 share deposit required. Must qualify for membership. Federally insured by NCUA.
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

### 20–29 YEARS
- Abstracts & Titles Inc.
- Brickman Orthodontics

### 10–19 YEARS
- Trinity Lutheran School
- Metro East Mini Storage
- Edwardsville Public Library
- Dr. Hal R. Patton, DDS
- Thouvenot, Wade & Moerchen, Inc.
- Frye Functional Health Center
- Hudson Jewelers
- Sunset Hills Family Dental
- American Cancer Society

### 40–49 YEARS
- J.F. Electric, Inc.
- Juneau Associates Inc., P.C.

### 5–9 YEARS
- Global Brew Tap House
- MidAmerica Plastic Surgery
- Reputation Salon
- RE/MAX Alliance - The Malawy Team

### 1–4 YEARS
- Doc's Smokehouse & Catering
- Land of Goshen Rotary Club
- Holiday Inn Express & Suites

- Walgreens
- Chestnut Health Systems
- The Gingham Buffalo

- STL Interactives LLC
- Supercuts

- Aaron Hodge Allstate
- Miracle Ear
- Bann Thai, Inc.
Marketing At-A-Glance

PROMOTIONAL SERVICES

**PREMIER SERVICES**
- Premier branding on chamber marketing materials
- 500-word profile and CEO photo on chamber website
- Custom engraved plaque recognizing chamber alliance
- Submit expert articles for Common Ground newsletter
- Quarterly digital advertising features
- Highlighted business in Community Neighbors program
- Full color ads featured in Common Ground newsletter
- ‘Meet Our Members’ video feature
- One set of printed address labels for M2M marketing
- Variety of high-value sponsorship opportunities
- Eligibility for Business of the Month award
- Advertising features in community guide & map
- Opportunity to host Business After 5 event at your business

**ENHANCED SERVICES**
- Unlimited online job postings
- Access to chamber member directory & mailing list
- Business listings in online directory
- Subscription to monthly Common Ground newsletter
- Complimentary use of bulk mail permit
- ‘Proud Member’ window decal and website badge
- Display marketing materials in chamber lobby
- Post press releases and upcoming events online
- Business referral services exclusively for members
- Ribbon cutting & ground breaking ceremonies
- Cross-promotion via chamber’s social media platforms
- Chamber staff representing your interests in the community

**STANDARD SERVICES**

INCLUDED WITH MEMBERSHIP PACKAGES $1,195 & ABOVE
- AVAILABLE WITH SOME ADDITIONAL COST
- INCLUDED WITH MEMBERSHIP PACKAGES
**COMPANY HISTORY:** Founded in 2003, Contegra was forged from the idea that the clients’ interests always come first. The company’s leadership has more than 100 years of combined experience in the general contracting, design/build, and construction management industry and understands what it takes to develop and complete quality construction projects safely, on time, and within budget. The Contegra Team’s project experiences include a broad range of construction types including schools, “big box” retail, high rise office buildings, large warehouse and refrigerated distribution centers, healthcare, heavy industrial and site development.

The continued growth of the company has allowed it to add some of the best and brightest professionals in the industry. In turn, these individuals have allowed Contegra to diversify into other markets, strengthening its foundation for the next decade of growth.

**ECONOMIC IMPACT:** Examples include: construction of warehouse/distribution centers in the Gateway Commerce Center that has created total employment of approximately 6,500 people; development of new retail center; construction of multiple new buildings in the Edwardsville/Glen Carbon community including the Edwardsville Splash Pad, Poag Road Richland Residential, First to the Finish, Timberlake Retail, Ironworks, World Wide Technology. Each of these projects has resulted in job creation in the Ed/Glen market. Over the last year, Contegra’s work represented nearly 48% of new development in the community.

**COMMUNITY ENHANCEMENT:** Contegra has created Contegra Cares to strengthen the community and improve lives of those who live and work in the areas where the firm builds. The Contegra Cares team strives to support charitable initiatives and provide meaningful impact – not only by supplying financial assets, but through volunteering within our community. Contegra’s associates play an active role in many local charities such as the Edwardsville Rotary, Ronald McDonald House, Pedal the Cause, Backstoppers, the St. Louis Children’s Hospital (KIDstruction), Anderson Hospital, City of Edwardsville Gym Equipment, Local Police and Fire Department Support, Edwardsville Township Park, to name a few. In addition, Contegra President Eric Gowin serves on the Edwardsville/Glen Carbon Chamber of Commerce board of directors. Contegra is fortunate to have built a successful business that has grown rapidly over many years, and the team believes it is important to give back.

**WORKFORCE COMMITMENT:** Contegra hires eight interns from Southern Illinois University Edwardsville every year. As part of the Contegra Construction Continued Education Program, many employees have graduated from the SIUE Construction Leadership Institute. Monthly Safety Recognition for NO safety violations, NO incidents, NO accidents, 100% PPE maintained and 100% Documentation is routine. In addition, Contegra is committed to the company’s expanding workforces’ health and well-being by implementing the following: transformed 4,000 square feet of warehouse space into a Crossfit gym that is free to all employees and includes a personal trainer; flat screen TVs in the breakroom area, Starbucks style coffee bar, catering in lunch once a week, the occasional employee happy hour; multiple company-sponsored events outside of work, (e.g., fall family party, golf outings, Cardinal games, Blues games, Christmas party, summer get-togethers for families, BBQs and fish fries).

**LEADERSHIP:** Members of the Contegra team are committed to business and community leadership. Current and past organizations served include: City of Edwardsville Economic Advisory Board, Edwardsville/Glen Carbon Chamber of Commerce Board of Directors, Lewis and Clark Community College Foundation Board, Leadership Council of Southwestern Illinois, Kids & Clays Committee, Bradley University Civil Engineering & Construction Advisory Board, Southern Illinois University Edwardsville Construction Leadership Institute Advisory Board, St. Patrick Wentzville Parish Council President, Southern Illinois Builders Association Board Member, Athletic Association Board, Knights of Columbus of Wentzville Inc. Board, Southern Illinois University Edwardsville, School of Engineering, Dept. of Construction Advisory Board.

**INNOVATION:** Contegra continually adopts new construction materials and methodology to remain innovative and competitive in the marketplace, adapting to the latest technological trends and train employees on the latest software enhancements serving the industry. The Contegra team believes its approach to projects is unique based on their ability to think like clients do. They are fluent in land development and turnkey construction, and their approach is lock-step with the needs of developer clients.

**EXCELLENCE:** Recognitions include American Subcontractors Association (ASA) - Nominated as General Contractor of the Year, ASA – Field Employee of the Year, Southern Illinois Builders Association Safety Award, City of Edwardsville Business of the Year Award.

**CHARACTER:** Integrity is an essential part of the Contegra culture, and drives the team’s dedication to excellent service, which results in project success. Contegra works closely with clients and fellow professionals. By committing to a true partnership, they look out for everyone’s best interest.

**FUTURE FOCUS:** Contegra plans to continue on a path of growth, including adding new positions in 2019; expand on retail development in Edwardsville; and complete World Wide Technology – which will bring even more jobs to the area.
schmooze

business after 5

September 19: Lexow Financial Group

September 19: Lexow Financial Group
ribbon cuttings & ground breakings

August 22: Colonial Life

September 26: Unger Eye Care

LOVE LOCAL
SHOP CHAMBER
#ShopEdGlen
88.7, The Sound, is a non-commercial station delivering jazz, smooth jazz, blues and R&B.

Reaching greater St. Louis and the Metro East with a powerful 50,000 watt signal, as well as streaming worldwide from wsie.com

We are in your community, located at SIUE in Edwardsville, Ill. Let us show you a cost effective way to get your business’ information to our unique audience.
IMPACT Strategies’ Growth Results
In Promotion for Nick Walker

IMPACT Strategies is excited to announce the promotion of Nick Walker, AIA, MBA to vice president, project development & strategy. This expanded role fits the diverse experience and collaboration he has to offer IMPACT’s clients through the project development and construction process. Walker joined the IMPACT Strategies team in 2016 as their director of development and construction services. His 20–plus years of experience as both an architect and a construction manager has provided IMPACT Strategies a foundation to lead innovation and grow their presence as a regional provider of premier construction services.

Walker was an integral part of IMPACT Strategies’ rebranding process in 2017. His expertise helped guide and align IMPACT’s brand to better reflect their capabilities and talented team members. Through Walker’s leadership, IMPACT’s brand awareness continues to grow and create new opportunities for future growth. Mark Hinrichs, president of IMPACT Strategies, says “Nick has played a critical role in executing our strategic plans for company growth over the past few years. We couldn’t be prouder to have him as part of the IMPACT Team.”
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.
GCS Credit Union Supports Glen Ed Pantry

GCS Credit Union employees recently raise $725 to benefit Glen Ed Pantry. In an ongoing effort to support the local community, GCS employees participate in ‘jeans days’ each month. In exchange for a donation of $15 or more, employees can wear jeans on Fridays and Saturdays.

FCB Seeking Winter Wear Donations

FCB Banks is sponsoring its annual coat drive to collect clean, new or gently used warm coats through November 15 at any FCB Banks location. Customers and community residents are invited to join FCB Banks in making a difference in by donating winter wear items – coats, hats, gloves and scarves – to its Coats for Cuties program.

FCB Banks is dedicated to supporting local communities with its Coats for Cuties campaign. Every item collected will be distributed in to help kids in the bank’s service area keep warm.

Over the last several years, more than 5,000 coats have been collected and distributed across the FCB Banks service area to children and families in need. FCB Banks employees, customers and neighbors who support Coats for Cuties make it possible for so many children to receive a warm coat for the winter.

Call the FCB Banks Edwardsville location at 618-656-9090 to learn more.

Beverage: Boulevard Tank 7
Style: Belgian-Saison Farmhouse Ale
Availability: Year-Round, Bottles & Draught

Here at Boulevard we have fermenter number seven, when our brewers were experimenting with variations on a traditional Belgian-style farmhouse ale, the perfect combination of elements came together in that very vessel. They called it Tank 7. Beginning with a big surge of fruity aromatics and grapefruit-hoppy notes, the flavor of this complex, straw-colored ale tapers off to a peppery, dry finish.

ABV= 8.5%
Brought to you by... Your Friendly Beer Distributor
Donco, LLC has been named #8 among the Fast 50, the *St. Louis Business Journal*’s ranking of the fastest-growing privately-held companies that have experienced significant revenue growth in the past year. These awards span all industries and sizes. To be considered for this list, companies must have had a three-year sales history with an increase in fiscal 2018 over fiscal 2017, revenue of more than $1 million in fiscal 2016 and be a locally-based independent, privately-held business, not a subsidiary division or franchise.

The company was recognized during an awards breakfast ceremony. Donco, LLC Chairwoman & CEO Candice Fowler said she attributes the company’s growth and success to their dedicated employees.

“Over the years, we’ve diversified our services to become leaders in the utility and technology industries,” said Fowler. “We now have over 300 employees in five divisions and many of those employees have been with the company for years. That level of commitment helped us become one of the Top 10 Fast 50 companies with an extraordinary 163 percent revenue growth from 2016-2018.”

As the company celebrates this achievement, Fowler said she is also taking the opportunity to publicly unveil Donco’s new name, “Utilitra,” which the company will officially launch in 2020. Fowler said as the company has grown, she realized their old name no longer fit.

“Our success and growth had forced us to step back and evaluate a name that truly embodies our company goals,” said Fowler. ‘Utili’ rooted in Italian and ‘Utila’ in Latin together means ‘useful tools.’ Utilitra emphasizes the company’s quest to always provide the highest, ultra-service, smart technology and efficient utility solutions. Regardless of name, the company strives to be a premier partner and leader, while maintaining their values of family, integrity and collaboration.”
What does ACCREDITATION mean for you?

A five-star accreditation from the U.S. Chamber of Commerce signifies excellence in alignment with industry best practices and represents a high level of commitment to our most valuable resource – YOU.

PROFESSIONAL STANDARD
This drives the Ed/Glen Chamber to relentlessly pursue a pro-business regional economy on behalf of your business. It allows for maximum collaboration because it clearly defines a chamber’s role in the community while allowing other contributors to do what they do best. Fewer than 2% of chambers in the country have earned this distinction.

TRUSTWORTHY
By earning the highest designation available, members of the Ed/Glen Chamber can trust that we are representing your interests every day, and that decisions are in alignment with what is necessary to ensure a business-friendly climate. You are able to focus on what your business needs most from you on a daily basis.

MISSION-FOCUSED
The Ed/Glen Chamber must make decisions that propel our mission forward. This includes representing your voice before all levels of government, keeping you informed as decisions are made and encouraging the growth of the local business community. Our commitment to you is visible in five-star accreditation.

FISCAL RESPONSIBILITY
Your membership dollars are a legitimate cost of doing business when you invest with the Ed/Glen Chamber. Accreditation means we exercise stewardship of your dollars. Your investment supports advocacy initiatives, high-quality programs and five-star customer service. It also allows for re-investment into our growing business ecosystem.

ACCOUNTABILITY
Accreditation means that the U.S. Chamber of Commerce is holding the Ed/Glen Chamber accountable for continuing to support your business growth. Adherence to the industry best practices and commitment to maintaining relevance is critical to maintaining this designation. A high level of integrity is what you expect and deserve.
1. Choose a provider

2. Choose a reason

3. Choose a time and date

With Online Self-Scheduling making a primary care appointment is easy as 1-2-3.

We are dedicated to making healthcare more convenient and more accessible to you and your family members.

With online self-scheduling, we’re putting more control in your hands.

Now you can quickly set up a primary care provider appointment by going to one website. At GatewayAnytime.com, just find a provider that has a time slot available when your schedule is free, and book the appointment yourself. And just like that, you are scheduled for care.

It couldn’t be any easier! See for yourself!

GatewayAnytime.com

Physicians linked from GatewayAnytime.com are members of the Medical Staff at Gateway Regional Medical Center.