October 2019

# Common Ground

## ed glen

Edwardsville I Glen Carbon Chamber of Commerce

Business Builds: Economies. Leaders. Communities.



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# connect

### 2019 Officers

CHAIRMAN OF THE BOARD **Sam Guarino**, Partner Bella Milano Restaurants

PAST CHAIRMAN **Cathy Hamilton**, Broker
BARBERMurphy Group

TREASURER

Josh Lowe, CPA, CFP, Partner
West & Company, LLC

LEGAL COUNSEL **Philip Lading**, Shareholder

Sandberg, Phoenix & von Gontard, P.C.

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

### **2019 Directors**

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

**Eric Gowin**, President Contegra Construction Company, LLC

**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

### **Small Business Saturday: November 30**

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.



### **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 CustomTShirts & 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

2 | Common Ground October 2019 Edwardsville | Glen Carbon

# the newly connected save the date

#### 222 Artisan Bakery

Kimberli Goodner Bakery, Coffee Shop & Cafe 222 North Main Street Edwardsville, IL 62025 618-659-1122 www.222artisanbakerv.com

#### **Terminix Commercial**

Saba Cetawayo Pest Control, Wildlife, Air Fresheners 2188 Welsh Industrial Court St. Louis, MO 63146 314-300-9024 www.terminix.com

### **Unger Eye Care**

Sherri Flannery Providing The Best Eye Care Solutions Since 1991 534 Edwardsville Road Troy, IL 62294 618-667-2020 www.ungereyecare.com

### Weeping Willow Tea Room

**Brittany Butler** Tea Room, Lunch & Desserts 123 Glen Crossing Road Glen Carbon, IL 62034 www.weepingwillowtearoom.com

### Whispering Heights

Ashley Schmidt Luxury Apartments 1010 Enclave Boulevard 618-515-5230 www.whispering-heights.com

### 11/15 Tue 9:30am **Ribbon Cutting**

Weeping Willow Tea Room 123 Glen Crossing Drive Glen Carbon, IL 62034

#### 11/20 Wed 8-9am **ACCELERATE**

**Executive-Led Presentation** w/ Fireside Financial Partner **Kristie Bailey** 

TownePlace Suites 6101 Center Grove Road Edwardsville, IL 62025 RSVP at edglenchamber.com

#### 11/21 Thu 5-7pm **Business After 5**

Stillwater Senior Living 1111 University Drive Edwardsville, IL 62025 RSVP at edglenchamber.com

#### 12/12 Thu 4pm Ribbon Cuttina

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

"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

**SAVE THE DATE: Ed/Glen Chamber's Annual Membership** Meeting is slated January 31, 2020.

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

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 to learn more.

**Chamber of Commerce** Common Ground October 2019 | 3





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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**

**20-29 YEARS** 

Abstracts & Titles Inc.
Brickman Orthodontics

**40-49 YEARS** 

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

### 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

Children's Home + Aid
Edwardsville Gun Club
Edwardsville Rotary Club
Goddard School - Edwardsville
Little Tigers Football
Royal Solutions, LLC
Bauer Hite Orthodontic Specialists
The Cup
Shari Kindle Inc. - Sunshine Realty

## **5-9 YEARS**

Global Brew Tap House
MidAmerica Plastic Surgery
Reputation Salon
RE/MAX Alliance - The Malawy Team

Walgreens Chestnut Health Systems The Gingham Buffalo

1-4 YEARS

Doc's Smokehouse & Catering
Land of Goshen Rotary Club
Holiday Inn Express & Suites

STL Interactives LLC Supercuts

Aaron Hodge Allstate Miracle Ear Bann Thai, Inc.

# Marketing At-A-Glance

### **PROMOTIONAL 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

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

# PREMIER SERVICES

ed gen

\* \* \* \*

Edwardsville I Glen Carbon
Chamber of Commerce

NHANCED SERVICES

# STANDARD SERVICES



**PACKAGES** 

INCLUDED WITH MEMBERSHIP PACKAGES \$1,195 & ABOVE

AVAILABLE WITH
SOME
ADDITIONAL COST

# connect

## business of the month

**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 includes 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 project 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.

Chamber of Commerce Common Ground October 2019 | 7

# schmooze

## business after 5



September 19: Lexow Financial Group



September 19: Lexow Financial Group



September 19: Lexow Financial Group



September 19: Lexow Financial Group

# ribbon cuttings & ground breakings







September 26: Unger Eye Care

# LOVE LOCAL

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# your business

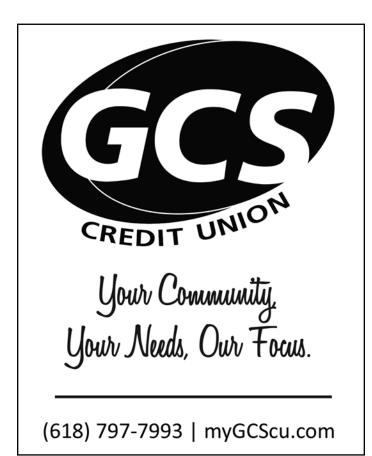
# IMPACT Strategies' Growth Results In Promotion for Nick Walker

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."







# SAVE BIG on business insurance!

We are pleased to offer special discount rates on business insurance to members of the Edwardsville Glen Carbon Chamber of Commerce.

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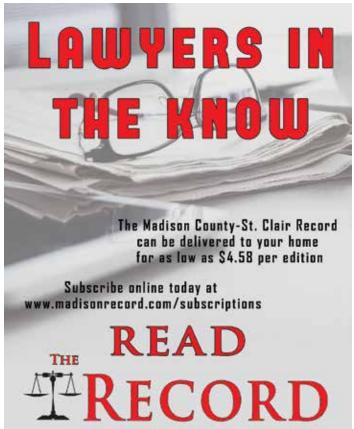
Chamber of Commerce Common Ground October 2019 | 11



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# your business

# 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 thelast 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.



# your business

## Donco Receives 'Fast 50' Business Award & Announces Corporate Renaming

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.







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