

July 2009



Edwardsville | Glen Carbon Chamber of Commerce

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Common Ground



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Mission Statement

Through commitment and involvement of its Members, the Edwardsville | Glen Carbon Chamber of Commerce provides leadership for the benefit of the business community by:

- Promoting economic opportunities
- Advocating the interests of business
- Providing members with education and resources
- Encouraging mutual support

on the cover

St. Boniface Parish, Church and School

St. Boniface Parish is celebrating their 140th anniversary. Standing as a landmark in the center of Edwardsville, the significant presence of St. Boniface Parish in the community is also celebrated.

The parish was officially established on January 1, 1869, with the blessing of the church cornerstone on June 2, 1869. In 1871, the parish saw the addition of a combination rectory and school building. The lower floor served as the first Catholic grade school in the area. In 1881 the task of building a new school began, with the school and bell being blessed on November 30, 1882. Record books show that in 1882, St. Boniface Parish consisted of 175 families. Over time many additions, improvements, and changes to the parish have taken place, the most impressive being the construction of the new church which was dedicated on November 22, 2002.

Looking to the future needs of the growing parish, St. Boniface Parish continues to meet and contemplate the challenges of providing adequate facilities and programs for the parish. Evidence of this is seen in the visible enhancements and upgrades of the entire parish campus. St. Boniface Parish community has reaffirmed their commitment to their parish through a wide range of opportunities of participation and a sharing of time and talent. Records now show a parish of over 1350 households.

St. Boniface also offers a long-standing tradition of excellence in education. For over 100 years, St. Boniface Catholic School has provided quality academic and extracurricular enrichment to area youth. For more information, visit www.st-boniface.com or call 656-6917.



Newsletter Notes

Articles for the Chamber of Commerce newsletter must be submitted by the second Monday of the preceding month for placement in the next month's issue.

Monthly distribution: 1,000 issues.

Send comments or questions about Common Ground to dbennyhoff@edglenchamber.com

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Valley View Cemetery, Mausoleum & Funeral Home
Verizon Wireless
Wells Fargo Home Mortgage
Wenzel & Associates
Wise Choice Coffees

events

7/9 Thursday 5-7pm

Business After Hours
Stone Cliff Manor
Off Marine Road
Edwardsville, Illinois 62025

7/15 Wednesday 4-5:30pm

Professional Education
Getting Started
with Email Marketing
Chamber Office (Lower Level)
Edwardsville, Illinois 62025

7/15 Wednesday 5pm

Ribbon Cutting
The Chef's Shoppe
2320 Troy Road
Edwardsville, Illinois 62025

7/16 Thursday 12-1pm

Survive and Thrive in Today's
Challenging Economy
with Dana Klassen of
Prosperity Partners (YPG Only)
Chamber Office (Lower Level)
Edwardsville, Illinois 62025

7/17 Friday noon

networking@noon
hosted by Lahr-Well Academy
at Bella Milano
1063 South State Route 157
Edwardsville, IL 62025

7/23 Thursday 5-7pm

Business After Hours
Lexow Financial Group
60 South State Route 157
Edwardsville, Illinois 62025

7/29 Wednesday 5pm

Ribbon Cutting
Premier Digital Printing
2549 Vandalia Street
Collinsville, Illinois 62234

7/30 Thursday 5pm

Ribbon Cutting
Complete Fitness
1051 Century Drive
Edwardsville, Illinois 62025

7/31 Friday noon

networking@noon
hosted by Mr. Handyman
at GC Cuisine
1230 University Drive
Edwardsville, Illinois 62025

7/31 Friday 5-7pm

YPG Final Friday Drop-In
at Big Daddy's (Visitors Welcome)
132 North Main Street
Edwardsville, IL 62025

save the date

8/6 Thursday 5-7pm

Business After Hours
Anderson Hospital
Building II Patio
6820 State Route 162
Maryville, Illinois 62062

8/20 Thursday 5-7pm

Business After Hours
Faller Photography Group
110 Cottonwood Road
Glen Carbon, Illinois 62034

8/14 Friday noon

networking@noon
hosted by The Tech Spot
at GC Cuisine
1230 University Drive
Edwardsville, Illinois 62025

8/28 Friday 6pm

SIUE Block Party
Downtown Edwardsville
Edwardsville, IL 62025

connect

business after hours schedule

The purpose of a networking mixer is to meet new people, make new contacts, promote your business, and talk with other business people facing the same challenges as you. All are welcomed and invited to attend. Hors d'oeuvres and beverages are provided. A business card raffle and 50/50 drawing will occur at approximately 6:00 pm. Entry fee is \$5. This is an excellent networking opportunity!

7/9 Thursday 5-7 pm
Stone Cliff Manor
Off Marine Road/Highway 143
Edwardsville, Illinois 62025

7/23 Thursday 5-7 pm
Lexow Financial Group
60 South State Route 157
Edwardsville, Illinois 62025

networking@noon schedule

Can't make a Business After Hours? Networking@noon is a great way to meet other business people in a smaller group setting without taking time away from your busy day. This fun, fast-paced, members-only "speed networking" event is designed to get you in, fed, connected, and on your way in 60 minutes or less.

7/17 Friday noon
hosted by Lahr-Well Academy
at Bella Milano
1063 South State Route 157
Edwardsville, Illinois 62025

7/31 Friday noon
hosted by Mr. Handyman of Madison County
at GC Cuisine
1230 University Drive
Edwardsville, IL 62025



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618.659.8770
www.pmi2000.com

From The Desk of Carol Foreman

The Chamber is sensitive to the fact that our members struggle with difficult budget decisions in these challenging economic times. We hope to help members thrive through two exciting new programs: a partnership with Constant Contact and a Member to Member Privilege Program.



E-mail marketing allows businesses to affordably and effectively target current and potential customers. We negotiated a contract to partner with Constant Contact, a leading e-mail marketing service, to offer Chamber members significant savings of 20-25% on prepaid accounts. See page 25 to learn more about utilizing Constant Contact's services.

Would you like to use e-mail marketing but don't know where to start? We're here to help! Our Professional Education Committee is offering an e-marketing how-to session, "Getting Started with E-mail Marketing," July 15. Make the most of this opportunity and learn about Constant Contact as Jan Carpenter of Cork Tree Creative demonstrates some basic functions and discusses ways to make e-marketing work for your business. For more information about the workshop, see page 9.

We are excited to introduce another significant benefit, our new Member to Member Privilege Program. The program is designed to promote mutual support between Chamber businesses. Chamber staff will soon begin distributing 20,000 cards to employees of every Chamber member. We expect the program to continue growing and hope that you will see increased traffic to your business as a result of the program. Be thinking of how you would like to participate in our Member to Member Privilege Program. Turn to page 9 for more information.

As we develop new ways to serve you and promote growth, know that we would love to hear from you. How are we doing? What else can we do to help your business? And remember to make the most of your Chamber membership!

Sincerely,

A handwritten signature in cursive that reads "Carol Foreman".

Carol Foreman, Executive Director

Thursday, August 6 5 -7pm

The logo for Anderson Hospital, featuring a stylized building icon above the text "Anderson Hospital" in a serif font.

Join us on the patio for networking, food & fun!

Business After Hours Event Includes:
Free Admission • 50/50 Raffle
Collinsville Chamber • Ed/Glen Chamber
Troy/Maryville/St. Jacob Chamber

Physician's Office Building II Patio • 6820 Route 162 in Maryville

ambassadors

Meet Your Ambassadors:

Linda Kuhlmann

Where are you from and where do you currently reside? I was born and raised in St. Louis, MO, and now live in Edwardsville.



What are your hobbies? I enjoy spending time with my sons, Aaron (17) and Joel (15), going out with friends, barbecues, camping, horseback riding, projects around the house, sitting around a fire pit and lounging in my hammock with a good book when time allows.

Where did you go to college and what is your current position? As a single parent, I decided to return to college and finish my degree online with University of Phoenix where I completed my Bachelor of Science in Business Accounting. I am a Bookkeeper/Accountant and QuickBooks ProAdvisor

What's one thing about you that most people don't know? As a previous partner in a commercial photography studio, I was tasked with the challenges that come from financial reporting. I now have over 10 years of experience in the field and opened my own business about 1.5 years ago, assisting small business owners with these same challenges.

Are you on any other boards or actively participating in another organization that is important to you? I am a member of the American Institute for Professional Bookkeepers (AIPB)

Why did you find it important to join the Ed/Glen Chamber of Commerce? I wanted to connect with other business owners in the community and build on relationships as I may benefit from their product/service and/or them from mine. In addition, I like to give referrals whenever possible. The Chamber allows business owners to market their business through multiple events and provides opportunities for continued growth through programs and newsletters. it is an excellent way to grow your business!

What is your favorite part of being a Chamber Ambassador? I have always been involved with different types of organizations, i.e. school, scouts, church, etc. My passion is to help others as I can. I like being a Chamber Ambassador because I want to encourage and share the opportunities this organization brings to business owners that are willing to invest some time and effort into such events. Success and growth requires time and effort; as we contribute to our community, we benefit from our community.

Ambassadors

Dana Klassen, Chair
C.A.F.E. Community Association
for Financial Education

Sue Mancuso, Co-Chair
Suburban Journals

Danelle Brown
The Tech Spot

Ashleigh Deatherage
Scott Credit Union

Melissa DeLassus
Southern Illinois Chiropractic Center

Ed Faller
Faller Photography Group

Natalie A. Head
Anderson Hospital

Ryan High
RE/MAX Preferred Partners

Gary Hoggatt
National Bank

Justin Huneke
TheBANK Of Edwardsville

Bonnie Kotsybar
Chamber Staff

Linda Kuhlmann
Kuhlmann Business Services

Ryan Matthews
Hortica Insurance &
Employee Benefits

Chad Opel
Merrill Lynch

Sara Sanderson
Liberty Mutual

Donna Sheard
Avon on Main

Dr. Matt Uchtman
Infinite Wellness Chiropractic, Ltd.

Diana Voegele
Express Employment Professionals

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Commerce Bank

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edoglen ypg

Young Professionals Group

The Young Professionals Group (YPG) kicked off the summer Personal and Professional Development series June 23 with its Learn from a Leader Breakfast. YPG would like to again thank Mr. Robert Plummer of R.P. Lumber, keynote speaker for the event, for taking the time to share some of his core values and successful business practices with members of YPG. Mr. Plummer touched on some of the keys to the growth of his business(es) throughout the years, as well as some of the challenges he has faced while trying to remain successful in a constantly changing business environment. Through that success, Mr. Plummer notes that some of the most desired traits he practices on a daily basis (and those that he seeks in others) are often very simple if practiced regularly: be friendly, be early (not just on-time), and always strive to be the best regardless of what you are doing.



YPG donation to Ed/Glen Little League, June 26



YPG Learn from a Leader Breakfast, June 23

The next event for the summer Personal and Professional Development series is Thursday, July 16, from 12-1pm in Room 1104 in the basement of the Chamber office. This event will focus on How to Survive and Thrive in Today's Challenging Economy. The featured speaker at this event will be Dana Klassen with Prosperity Partners. YPG members, please RSVP to Mark Richardson mrichardson@finsvcs.com if you would like to attend. Cost is \$10 per person.

upcoming YPG events

7/16 Thursday 12-1pm
Survive and Thrive in Today's Challenging Economy with Dana Klassen of Prosperity Partners
Chamber Office (Lower Level)
Edwardsville, Illinois 62025

8/1 Saturday 12-3pm
School Supply Fund Raiser at Wal-Mart
400 Junction Drive
Glen Carbon, IL 62034

7/31 Friday 5-7pm
YPG Final Friday Drop-In at Big Daddy's
132 North Main Street
Edwardsville, IL 62025

8/22 Saturday 9am
Bike Ride with Jerry Kane
Madison County Trails
Edwardsville, IL 62025



YPG Learn from a Leader Breakfast, June 23

connect

Meet Your Board Member:

Mike Marshall

Mike Marshall, CFO of Anderson Hospital, is a native of the Metro-east area and currently lives in Moro with his wife and two children, Travis (14) and Sydney (9). Mike enjoys reading, golfing and football in his free time. On Friday nights you may find him working as an official at a local high school game.

Mike began his education at Western Illinois University, graduating with a degree in Accounting. He received an MBA from Webster University and is a CPA in the state of Illinois. Mike has been with Anderson Hospital for 4 years and has spent the last 19 years in Hospital Administration and Financial Management.

Mike is currently the Ed/Glen Chamber Treasurer and enjoys working with the Executive Committee and Board of Directors in an effort to support Chamber members with growing their businesses.

Mike's Advice:

Seek out educational opportunities within the Chamber. The Executive Committee and Education Committee are focused on providing excellent education to our members with programs such as the Disney Institute, Business Strategies seminars, and Networking at Noon.



It's Our 120th Birthday!

Come celebrate the 120th Anniversary of First Clover Leaf Bank. We are a true community bank with 120 years of banking experience to share with you!

Join Us Friday, July 17th for:
Birthday Cake • Refreshments • Great Give-Aways

Stop in and say "Hello!" If you are new to First Clover Leaf Bank, feel free to ask us about our fantastic products, like My Great Rate Checking. Let us know how we can help you!



 <p>Downtown 300 St. Louis Street, Edwardsville, IL 656-6200</p>	 <p>Wood River 1046 Madison Ave. Wood River, IL 254-8445</p>	 <p>Goshen Center 6814 Goshen Road Edwardsville, IL 656-6122</p>	 <p>157 Center 2143 S. Route 157 Edwardsville, IL 692-9900</p>	 <p>First Clover Leaf BankTM We're Better Together. www.firstcloverleafbank.com</p>
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Professional Education Committee offers “Getting Started with E-mail Marketing”

Is print advertising no longer in your budget? Have you found that traditional means of communication aren't reaching your customers quite as effectively as you'd like? Ready to get started with e-mail marketing but don't know where to begin?

E-mail newsletters, e-mail promotions, and e-mail event invitations are an important part of an effective e-mail marketing plan. There's no need to be intimidated by trendy new e-technologies. It's time to give e-mail marketing a try!

Join Jan Carpenter, a partner at Cork Tree Creative, Inc., for a hands-on, beginning session in how to get started marketing to your customers using email. Jan will introduce Constant Contact, a popular e-mail marketing tool, and give an overview of how to set up an account, build and maintain an e-mail database, and use templates to create newsletters, announcements, and invitations.



Focus Your Next Step Disney Follow-Up with Rebecca Clark, June 3

As a special incentive to get started with e-mail marketing, the Ed/Glen Chamber has partnered with Constant Contact to offer Chamber members:

- 25% off 12 month prepaid Constant Contact account
- 20% off 6 month prepaid Constant Contact account

The program is set for Wednesday, July 15, 4-5:30 p.m., in the Chamber office classroom (downstairs). The \$10 course fee includes refreshments. Seating is limited; call the Chamber Office at 656-7600 to reserve your seat.



COMING SOON!

Member to Member Privilege Program

The Ed/Glen Chamber is introducing a significant member benefit – a Member to Member Privilege Program. The program is designed to promote mutual support between Chamber businesses. Participation in the program is 100% FREE and voluntary. Program benefits can be offered by Chamber members in good standing to other Chamber members and the member business's employees.

In July, Chamber staff will begin distributing 20,000 privilege cards to every employee of every Ed/Glen Chamber member. Look for more information in Friday Reminders and on www.edglenchamber.com

connect

Business of the Month:



Bella Milano, established December 2003, offers an affordable Italian dining experience with the ambiance, service, food preparation and presentation of a fine dining restaurant. Bella Milano owners Sam Guarino and Craig Kalogerou refer to the dining experience as “fine casual” – a relaxed and comfortable dining atmosphere with a casual feel and price. Both men are passionate about quality food and fun – “We both enjoy food and entertainment. There is nothing more rewarding than hosting a party everyday with 400–500 satisfied guests.”

Food service is nothing new to neither Sam nor Craig – in fact, food is what brought them together in 1999 when Sam bought a Dairy Queen in Wood River and Craig was the area director for Dairy Queen Enterprises. Craig owns three Dairy Queens, one each in Edwardsville, Staunton and Collinsville. Sam and Craig own Bella Milano Restaurant together in Edwardsville, and another location in Springfield, which opened in November 2005. They also operate Bella Catering, a full service catering company that also exclusively manages the LeClaire Banquet Center at Lewis and Clark Community College’s N.O. Nelson campus.

Bella Milano draws a diverse crowd, from high school students to business people. Sam and Craig designed the restaurant to be attractive to several demographics and believe they have achieved their goal of being upscale enough for the nicest dinner but not so pretentious that it would discourage the more casual diner. It is a favorite date and prom destination for local high school students, adults looking to escape for a quiet or trendy meal, and groups of friends together for an evening out. Bella Milano also attracts a strong business crowd for lunches, small parties and corporate gatherings.

Bella Milano has evolved a great deal since opening its doors in 2003. Bella Milano’s lunch, dinner, seasonal, wine and drink menus are constantly tweaked and upgraded to stay current and address the desires of their varied demographics. A patio was built in 2004 and in 2006 they added an additional 1200 square feet, allowing for prep kitchen expansion and extra seating.

Bella Milano works with a number of area charities and have done many fundraisers for Southern Illinois Hospice, Habitat for Humanity, Relay for Life, and others. They also donate to as many area events as possible given the volume of requests received. Both Craig and Sam sat on the Dairy Queen

Children’s Miracle Network committee for several years and remain involved in other organizations and associations. Sam currently sits as a volunteer board member and former president of the MVCHA, which oversees high school hockey in Southern Illinois, as well as the Madison County Workforce Board.

Bella Milano joined the Ed/Glen Chamber in November 2003, before the restaurant was even open for business. Both Sam and Craig feel that Chamber membership has played a key role in the success of Bella Milano. Chamber membership has helped them engage with the community by providing opportunities to become involved, as well as sponsoring networking events that allowed them to introduce Bella Milano to residents and fellow businesses in the Edwardsville/Glen Carbon area. In addition to networking opportunities and offering advice and suggestions to better run Bella Milano, Sam stated, “Our relationship with the Chamber has been one of the most rewarding experiences of doing business in Edwardsville and perfectly complements the excellent governmental staff of the city and quality and character of Edwardsville’s residents.”

Be on the lookout for some exciting new menu choices in the coming weeks – new additions will be added without eliminating any of Bella Milano’s favorite dishes, and an expanded “Bella To Go” menu is coming for the busy family. Sam and Craig also plan to continue expanding Bella Milano’s catering services for both corporate and personal events, with small events hosting 60 or fewer guests at the restaurant, seating for up to 300 at N.O. Nelson’s LeClaire Center, and catering available to any venue in the Metro St. Louis area. They also plan to implement a new gift card program to replace gift certificates as an added convenience for guests. Finally, a very special event is planned in September to celebrate Bella Milano’s six years in Edwardsville and four years in Springfield, with a formal announcement coming in August.



Above: Sam Guarino and Craig Kalogerou

Bella Milano is located at 1063 Highway 157 in Edwardsville, IL. For more information, please visit www.bellamilanos.com

Tourism Spurs Recovery

by Tom Donohue, President and CEO, U.S. Chamber of Commerce

Hundreds of cities and tens of thousands of small businesses depend on travel and tourism for their very survival, including the city I work in, Washington, D.C. In fact, travel and tourism is a \$740 billion industry that employs 7.5 million people. It's been hard hit by the economic recession.

According to the U.S. Department of Commerce, the number of international visitors who traveled to the United States in January 2009 fell 9% from the previous year. This is a real loss – the international traveler spends on average about \$4,500 each time he or she enters the United States. In addition, congestion, crumbling infrastructure, and airport delays are discouraging domestic travel.

One thing we can do to stimulate the economy is to promote the vital travel and tourism industry. We can start by making America a more inviting place for international travelers to visit and conduct business. Passage of the Travel Promotion Act would be a huge step in the right direction. It would do two things.

First, it would create a private-public partnership – without any U.S. taxpayer funds – to promote the United States as a travel destination abroad. Most other countries already have nationally coordinated promotion efforts. Oxford Economics estimates that a well-executed program would attract 1.6 million new international visitors annually. This means more U.S. jobs.

Second, the Travel Promotion Act would help communicate changes in U.S. travel policies to alleviate much of the confusion and inconvenience sometimes associated with traveling to the United States, especially regarding new and intrusive security requirements that create the perception that foreign visitors are not welcome.

In addition to attracting international visitors, we need to remove impediments that make it difficult for our own citizens to travel within our borders. Highway congestion, airport delays, and other inconveniences are increasingly causing many Americans to rethink travel plans. If we invest in a modernized infrastructure, we could create jobs during the recession as well as encourage more domestic travel when times are better.

Attracting visitors to our country is a lot like attracting capital – they go where they feel welcome, safe, and can get their money's worth. We want the United States to be the travel destination of the world, while making it easier for our citizens to get from point A to point B. Passage of the Travel Promotion Act would help achieve this at no cost to U.S. taxpayers.

Are You Participating in Greeter Service?

As a Chamber member, you have the opportunity to reach out to new community residents through our Greeter Service. Each month, we assemble bags full of promotional items and materials for area newcomers. Bags include information that will lead new families to area businesses to they can take full advantage of everything Edwardsville and Glen Carbon have to offer.

Get your name into the hands of new residents as they search for daycare, family physicians, dentists, churches, insurance providers, banking institutions and a host of other services. The cost to participate is \$60 for three months. After bags are delivered, you will receive our distribution list to conduct your own follow-up.

To participate in Greeter Service, contact Bonnie at bkotsybar@edglenchamber.com 618.656.7600.



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Chamber Scholarship Award Winners

The Chamber is pleased to announce the winners of the 2009 Chamber of Commerce Scholarships. Emma Birky is the recipient of the High School award. Michael Geisler is the recipient of the College Award. Each will receive \$1,000.

Emma is a 2009 graduate of Edwardsville High School where she excelled in tennis and was a member of the National Honor Society, Global Ambassadors, Spanish Honor Society, Math Team, and A.L.P.H.A. – Adolescents Learning Positive Health Alternatives. She represented EHS at the 2007 Youth Leadership Conference in Washington, DC, and helps raise funds for breast cancer research through Horizon of Hope, a joint partnership with the American Cancer Society. Emma will be studying at Tulane University, majoring in psychology and eventually entering a masters program in criminology. Her ultimate goal is to work for the FBI as a criminologist.

Michael is enrolled at the SIUE School of Pharmacy majoring in biomedical/pharmacy with a chemistry minor. He holds multiple leadership roles including President of the Class of 2011 and holds offices in university and health-related associations. He is a member of the Phi Kappa Phi Honor Society and remains on the University's dean's list. He has also

been published in Illinois pharmacy journals. In addition to his academic achievements, Michael participates in the community by volunteering at the Humane Society and the Two Rivers Foundation among others. His goal is to work within pharmacy practice to improve patient care through effective consultation and actively advocating for the patient within the governmental framework.



Above: Michael Geisler, Kelly Wagner and Emma Birky

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GROWING FOR THE FUTURE

HELP US EXPAND AND UPGRADE THE INTENSIVE CARE UNIT AT ANDERSON HOSPITAL

BY CONTRIBUTING TO OUR CAPITAL CAMPAIGN

Anderson Hospital is once again enhancing the level of patient care in our community through the addition of a \$4.1 million, state-of-the-art intensive care unit.

The Dr. Melbourne and Cleora Grimm Intensive Care Unit will replace the current ICU, a space original to the hospital built in 1977. The growing and aging patient population has increased demand for critical care services throughout the U.S. Here at Anderson, our ICU is often near capacity and occasionally no critical care beds are available. To meet the needs of our community, we must expand this critical service.



A personal experience in the Intensive Care Unit is proof of its value.

Collinsville resident Ginger Trucano and her family know first-hand the importance of Anderson's ICU. Their lives changed after a car accident on Christmas Eve. "Although my son had a long road to recovery, we had faith in Anderson Hospital. The value of the ICU is priceless -- to our family it was worth our son's life."

The new ICU will benefit patients and families alike.

The new ICU will be a modern, efficient unit that combines the latest in technology with a high-level of comfort for patients and their families. The design incorporates key features that support intensive, focused care to monitor and treat the most serious conditions.

For more information regarding the "Growing for the Future Campaign," call Alice Drobisch, Chief Development Officer with Anderson Hospital at (618) 391-5117.

 **Anderson Hospital**
www.andersonhospital.org Maryville, IL 288-5711

schmooze

business after hours



Crushed Grapes/American Family Insurance, May 28



Crushed Grapes/American Family Insurance, May 28



Crushed Grapes/American Family Insurance, May 28



Big Daddy's, June 11



Big Daddy's, June 11



Big Daddy's, June 11

business after hours



Neruda/Business & Professional Women, June 25



Neruda/Business & Professional Women, June 25

ribbon cutting



Neruda/Business & Professional Women, June 25



Mr. Handyman of Madison County, June 17

networking@noon



Lexow Financial Group, June 5



Infinite Wellness, June 19

your business

SBA Announces New Temporary Loan Program

The Small Business Administration has announced a new loan program to provide temporary financial relief to small businesses suffering immediate financial hardship so they can keep their doors open and get their cash flow back on track.

America's Recovery Capital, or ARC, loan program started June 15 and offers small businesses up to \$35,000 to pay off existing loans. The program was funded as part of the \$787 billion federal stimulus bill earlier this year.

The 100% SBA-guaranteed ARC loans are intended to help businesses make principal and interest payments on existing, qualifying debt or loans. Borrowers will not have to make any payments for the first year and will have an additional 5 years to pay back their loan. Only one loan per applicant is allowed, and potential borrowers must not have any existing SBA loans.

To qualify, a business must have evidence of profitability or positive cash flow in at least one of the past two years and be able to show a change in its financial condition, "such as declining sales, frozen credit lines, difficulty meeting payroll, paying rent, difficulty making loan payments or perhaps something else," according to the SBA.

ARC loans are available through SBA-approved lenders as long as funding is available or through Sept. 30, 2010, whichever comes first. For more about ARC loans go to www.sba.gov/

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Pavilion for Women Wins Five Star Excellence Award

Over the years, Anderson Hospital has built an outstanding reputation for its obstetrics department, the Pavilion for Women. In fact, Anderson Hospital delivers more babies at its facility than any other hospital in Southern Illinois!

The Pavilion recently celebrated yet another achievement, earning the 2009 Five Star Excellence Award from Professional Research Consultants, Inc (PRC). The award recognized the Pavilion for Women for scoring in the top 10% of hospitals across the country whose patients ranked them as "excellent" for overall quality of care in the PRC survey.

"The physicians and staff of Anderson's Pavilion for Women continue to demonstrate why more families choose Anderson Hospital than any other hospital in Southern Illinois for their birth experience," said Keith Page, Anderson Hospital President and CEO. "I am very proud of the commitment and dedication of our staff."

PRC is a nationally-known healthcare marketing research company headquartered in Omaha, Nebraska.



Above: The physicians and staff of the Pavilion for Women were honored to receive this national recognition. They say "Thank You" to all the patients who recognize the excellent service and care they provide.

Smile Center Welcomes Two New Employees

Dr. Renata Regalado of Smile Center Orthodontics is pleased to announce two new Clinical Assistants, Jeannie and Emily.

Emily graduated with a Dental Assisting degree from Sanford Brown College. She loves Cardinal Baseball, visiting her family in her hometown of Peru, IL and meeting new people – including You.

Jeannie has 13 years of orthodontic experience. When not taking care of patients, she loves spending time with her family and her dogs.

Smile Center Orthodontics is located at 4218 S. State Route 159, Suite 1 in Glen Carbon. For more information, visit www.smilecenterorthodontics.com or call 618.288.7000.



Above: Emily (left) and Jeannie (right).

Minimum Wage Increase Effective July 1, 2009

On December 18, 2006, Governor Blagojevich signed into law legislation increasing the state minimum wage to \$8.00 per hour on July 1, 2009.

The changes to Illinois law legislation are summarized in the following chart:

Category of Employees	7/1/2009 – 6/30/2010
Adults (18 or Older)	\$8.00
<i>Tipped Employees</i>	\$4.80
<i>First 90 Days w/ Employer</i>	\$7.50
Youths (Under 18 Years)	\$7.50
<i>Tipped Employees</i>	\$4.50

In addition, the Federal minimum wage will increase to \$7.25 per hour on July 24, 2009. This will affect wages paid in states whose wages rates are tied to the federal Fair Labor Standards Act.

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One of the most difficult obstacles to overcome as a new business or even as a growing business is getting your company's name out to potential customers. Most companies spend a lot of their time and money on advertising because it is a necessary part of being successful in the business world.

As a business owner you want advertising that is constantly working to get your company noticed. A very popular and effective way to generate buzz and recognition for your business are vehicle wraps. If designed and installed properly, a wrap is a consistent selling tool getting the word out about your business wherever the vehicle is driven. From the interstate to the

restaurant, a vehicle wrap is constantly in view. There is no limit to how many potential customers a wrap can reach every minute of everyday.

Wraps are a great selling tool for any business of any size. From partial wraps to full wraps, there are coverage options and design options for every vehicle and every budget. Vehicle wraps are becoming very popular, and many local companies are using them with fantastic results.

While often mistaken for paint, Guardian Graphics actually construct their wraps from vinyl. Vehicle wraps can last up to five years when properly cared for, and are cleanly removed without any damage to paint when done by a professional.

A recent Guardian Graphics project was a custom wrap for the Lebanon, IL DARE program. During the 2008-2009 school year, Lebanon Police Department DARE Officer David Tutterow put into action the idea of having specialized graphics installed onto his patrol car to signify the Department's commitment to the DARE program. Officer Tutterow wanted to have a unique, one-of-a-kind design for his patrol car and contacted Guardian Graphics to enlist their help. After several weeks of planning and collecting donations, the vinyl graphics installation was finally complete.

Officer Tutterow has received many positive comments from the general public, school officials, fellow police officers, and most importantly the children of the Lebanon Grade School. Recently, Officer Tutterow participated in a DARE vehicle parade around the interior of Busch Stadium, along with several other DARE vehicles from the area, prior to a St. Louis Cardinals baseball game.

Guardian Graphics also provides full color signs, banners, magnetic signs, yard signs, automotive paint protection and window tinting. Guardian Graphics is located at 1512 Main Street in South Roxana. Call 618.251.4221 for details.



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TheBANK of Edwardsville Offers Speakers Bureau

For several years, TheBANK of Edwardsville has offered the time and expertise of its professional staff to local organizations in need of a speaker for their community events. Through its Speakers Bureau, TheBANK has professionals who can address many of the growing concerns of local citizens as they navigate their way through the changing economy.

TheBANK's Speakers Bureau members are able to talk about a wide variety of banking topics and issues, but most often are asked to speak about loan options, mortgages, credit, money management, budgeting and more. They can also help organizations answer questions related to FDIC coverage, local housing market, and budgeting in a tight economy.

The Speakers Bureau was developed by TheBANK as a way to continue its long tradition of community service and to improve the financial wellbeing of community members and customers.

For more information about the speaker's bureau, or to request a speaker for your upcoming event, please call (618) 659-6354.



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The Tech Spot Adds ISP to List of Services

The Tech Spot has taken over the operations of Empowering Technologies, making The Tech Spot a one stop shop for computer sales, service, training and now internet services! Empowering Technologies has been a local internet service provider (ISP) since 1997 for the Edwardsville/Glen Carbon communities. They provide dial-up, DSL, and wireless Internet services as well as e-mail and Web hosting. Marcel Brown, owner of The Tech Spot, originally built the system back in 1997 for Empowering and they have been a client ever since.

"We are very happy to bring Internet services into the offerings of The Tech Spot. Being involved with Internet service providers for most of my career, I understand the need for quality Internet services with local support. We look forward to the opportunity to provide Internet services to all existing Empowering Technologies customers, as well as those of The Tech Spot."

The Tech Spot, located at 4280 S. State Route 159, Suite 3 in Glen Carbon, is the Metro East Area's only Apple Sales and Service center, and also services PC computers. Visit their Web site at www.techspotstore.com

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Get a Leg Up



Christian Hospital is spreading the message about peripheral artery disease, an often misunderstood condition.



What is PAD?

In peripheral artery disease (PAD), fatty deposits build up in the inner lining of artery walls. These blockages restrict blood circulation, mainly in arteries leading to the kidneys, stomach, arms, legs and feet. Most people with PAD have a higher risk of death from stroke and heart attack. If a blood clot forms and blocks a narrowed artery to the heart, a heart attack results. If the clot blocks an artery to the brain, a stroke results. The top inset illustration shows a healthy artery while the bottom illustration shows an artery clogged by plaque.



If you're one of America's 78 million baby boomers, then it's important to learn about peripheral artery disease (PAD), a condition sometimes identified as poor blood circulation in the legs. In truth, PAD results when a fatty, plaque-like material builds up in leg artery walls, which in turn reduces blood flow.

Every 40- to 60-something should discuss PAD with his or her doctor. That's because risk for PAD increases when we hit 50 — and especially because PAD symptoms feel so much like aches and pains that come with age.

Matter of fact

During PAD's early stages, you'll likely feel its symptoms while walking or climbing stairs, with cramps or tingling in the legs, feet and hips. Muscles in use need more blood, and artery blockage prevents adequate blood flow, which triggers pain. When you stop walking, the ache often goes away. That explains why PAD symptoms are easily dismissed as part of the aging process.

Left untreated, PAD can lead to serious complications, including increased risk for heart attack and stroke. "Up to 50 percent of people with PAD have — or are likely to have — significant plaque buildup in the heart and brain arteries," explains John Codd, MD, a vascular surgeon at Christian Hospital. "It's systemic, in that all vessels are connected and all vessels are subject to the same disease process."

Yield signs

Besides age, these factors increase your risk of developing peripheral artery disease:

- ➔ Smoking
- ➔ Diabetes
- ➔ High blood pressure
- ➔ High cholesterol
- ➔ Family history of PAD, heart attacks or strokes
- ➔ Overweight or obesity
- ➔ Inactive lifestyle

People with diabetes in particular need to know about PAD, explains Mary Overstreet, RN, director of the Christian Hospital Diabetes Institute. "When blood sugar remains elevated for long periods of time, plaque builds up on artery walls and the blood thickens. Thick blood trying to flow through a narrow blood vessel increases your risk for peripheral artery disease."

Good advice

Diagnosis often begins with an ankle-brachial index that compares blood pressures in the ankle and arm. Early diagnosis gives your doctor an opportunity to stop disease progression and reduce risk of heart disease or stroke by prescribing less aggressive measures, like a heart-healthy lifestyle or medication.

Getting tested

If you answer "yes" to any of these questions, please see your doctor about a PAD test.

- ➔ Do you have foot, calf, buttock, hip or thigh discomfort (aching, fatigue, tingling, cramping or pain) when you walk that is relieved by rest?
- ➔ Do you experience any pain at rest in lower leg(s) or feet?
- ➔ Do you experience foot or toe pain that often disturbs your sleep?
- ➔ Do you have skin wounds or ulcers on your feet or toes that are slow to heal (8-12 weeks)?
- ➔ Have you suffered a severe injury to the leg(s) or feet?
- ➔ Do you have an infection of the leg(s) or feet that may be gangrenous (black skin tissue)?

Goal Tending

Here are the top lifestyle tips to prevent or stabilize peripheral artery disease. Discuss these goals with your doctor — for guidance and recommended programs to help achieve your goals.

1. **Quit smoking.** Smokers are four times more likely to develop PAD than non-smokers.
2. **Keep exercising.** Consistent exercise conditions your muscles to use oxygen more efficiently and improves circulation.
3. **Eat healthy.** A low-cholesterol, low-fat, low-sodium diet may delay or reverse plaque buildup in arteries, lower risk of heart disease or stroke, and decrease risks associated with obesity.



Learn about getting tested for PAD.

Call the Christian Hospital Diabetes Institute at 314-653-4545. To find a primary care physician, call 314-747-WELL or (toll-free) 1-877-747-WELL.



your business

SIUE Encourages Participation in Merchant's Fair

The SIUE 2009 Cougar Welcome Planning Committee is pleased to announce the 12th Annual Merchants' Fair to be held Wednesday, August 26, 2009 from 10am – 3pm in the Morris University Center Goshen Lounge at Southern Illinois University Edwardsville.

The Merchants' Fair is designed to increase student, faculty, and staff awareness of area businesses, services, and activities and to facilitate interaction between students, faculty, staff, and the local business community. More than 800 participants are expected during the course of the event. A Fair tradition, the annual Ice Cream Social hosted by Mayor Gary Niebur and SIUE Chancellor Vaughn Vandegrift, will be held at noon. Complimentary 6 oz. ice cream cups will again be provided to add to the success of the event!

Since this is an excellent way to promote your business and interact with the SIUE community, you are cordially invited to participate. Advance registration is required. For information regarding fees and registration, please contact Cheryl Y. Heard via e-mail at cheard@siue.edu or by phone at 618.650.2686.



Above, City of Edwardsville Mayor Gary Niebur and SIUE Chancellor Vaughn Vandegrift greet students and help distribute ice cream at the 2008 Cougar Welcome Annual Merchant's Fair.

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Mr. Handyman Comes to Madison County

Citing the economy and housing market slump as contributors to an increased demand for home maintenance and repair projects, area resident BJ Meyers has launched Mr. Handyman of Madison County, part of the nation's largest full-service home repair and maintenance franchise and the number one employer of handymen nationwide. The former sales and marketing executive said she chose Mr. Handyman because of its reputable brand, proven business model and after realizing the need for reliable and professional maintenance services in the Madison County area.

"As more homeowners in Madison County decide to stay put in the sluggish real estate market, the demand for home repair and improvement services is increasing," said Meyers. "And, more people are in the 'Do-It-For-Me' market rather than the 'Do-It-Yourself' market. So many homeowners these days struggle with home repair or don't have time in their busy schedules to fix things themselves, so our goal in opening the franchise here in Madison County is to help them shrink those nagging to-do lists on their refrigerator."

"Your home is one of your biggest assets," said Meyers. "We want you to have a great, safe service experience...one that you'll be eager to tell your friends about. We have all staff pictures on our Web site,

www.mrhandyman.com (just insert your zip code) so you know who's coming to your door. And, we have many, many examples of jobs we've completed there, too, so you know the types and quality of our work. Just call us at 618-659-5055 to discuss your needs and how we can address them."

Mr. Handyman of Madison County employs 5 people, all from Madison County communities. The company checks employee backgrounds and references and only hires technicians with a minimum 15 years of full time paid handyman experience. The company is fully bonded, insured and in compliance with all Illinois state laws. Mr. Handyman also handles commercial needs.

Meyers was born and raised in Edwardsville and is a graduate of SIUE. She has one son, Nick, 13. She is a member of SIUE Alumni, Heinz Former and Current Employees, eMarketing Association, the Network of Executive Women, all area Chambers of Commerce and the Goshen Rotary.



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Bard and Didriksen Welcomes Pediatrician

Physicians and staff at Bard and Didriksen Pediatrics are pleased to welcome their newest pediatrician, Dr. Karen J. McReady. Dr. McReady graduated from the University of Missouri-Kansas City School of Medicine and completed her Pediatric Residency at Cardinal Glennon Children's Hospital in St. Louis, Missouri. She is board certified in Pediatrics and has years of experience in private practice.



Bard and Didriksen's physicians are trained to identify and treat a broad range of health issues specializing in the care of infants, children and adolescents. They strive to keep patients healthy by listening to and addressing their concerns, and truly enjoy building relationships with families.

Bard and Didriksen Pediatrics is located at 2160 South State Route 157, Suite B, in Glen Carbon. For more information, contact them at 618.692.1212.

Kellerman Announces New Dental Hygienist

Our office is thrilled to announce our newest hygiene addition, Jenna Purcell. Jenna is from Coffeen, IL, and is excited to be servicing the Edwardsville/Glen Carbon area. She attended Lewis & Clark Community College in Godfrey, IL for her hygiene degree, and graduated December 2008. Jenna feels passionate about educating patients about their oral health and wants to make a positive difference in their lives. "Now that I am working in the dental field there is no better feeling than increasing my patients' feelings of self-worth by restoring the appearance and health of their teeth," she says.

Jenna started with our practice on April 1, 2009. We at Kellerman Dental have enjoyed getting to know her and we are receiving glowing reports from our patients as well! Her outgoing personality and professionalism help ease any anxiety our patients might experience going to the dentist, and our patients leave feeling reassured and that their needs have been met.

Jenna has kept busy as she recently got married to her husband Bill on May 9, 2009. She enjoys reading, and spending a summer day outside. Welcome to the team Jenna!

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your community

Join Forces with Clover Leaf to Support Troops

Do you have a family member or friend deployed overseas in the armed forces? First Clover Leaf Bank is sending care packages to our servicemen and servicewomen, and they need your support. There are two ways to participate: First, you can provide First Clover Leaf Bank with the name(s) and address(es) of your loved ones, friends or neighbors who are deployed. Second, you can donate items from the pre-approved list below:

Tuna in Pouches • Peanut Butter • Protein Bars • Pencils & Pens Stationery • Current Newspapers & Magazines • Beef Jerky • Lotion Microwave Popcorn • Microwave Mac & Cheese • Baby Wipes Candy (that won't melt) • Socks (solid black & white) • Shaving Cream Tooth Brushes & Toothpaste • Duct Tape • Batteries (all sizes) • Sunblock Foot Powder • Antibacterial Soap • Cookies/Chips (hard containers)

Please, no family sized items! Monetary donations will be accepted to purchase items or to use for shipping costs.

Drop-off boxes are in the lobby of all four First Clover Leaf Bank locations through July 11, 2009. To submit troop names, please call the Goshen branch at 618.656.6122.

Techi-Tots Seeks Support to Benefit Local Children

Techi-Tots, Inc. is partnering with local businesses and community groups to bring the nationally recognized Imagine Tomorrow computer programming to the Edwardsville Head Start facility. Head Start students will benefit from this robust computer programming by building and reinforcing their early literacy skills needed for kindergarten, along with mastering the technology skills necessary for successful futures. Each child in the Head Start program can receive 32 computer enrichment classes, one per week, for a sponsored price of \$196 for the 2009-10 school year. To learn more about sponsoring a child or multiple children, please contact Becky Schrage or Andrea Wetzel-Darbon at 618.659.4838.

Also, in an effort to boost the inventory of school supplies at the Glen Ed Pantry, Tech-Tots is collecting school supplies (backpacks, highlighter pens, pencil/art boxes, dry erasers, scissors, tape, lined index cards, and composition notebooks) in exchange for 50% off yearly tuition. Donations must be received by August 1, 2009, in order to receive tuition discount. Call 618.659.4838 for more details.

“Why should anyone care about economics? It’s a useful tool to help you think about life’s trade-offs and the choices we make every day.”

SIUE faculty

Rik Hafer, Ph.D.
Distinguished Research Professor
Department of Economics and Finance
SIUE School of Business

Professor Hafer is analytical, inquisitive and creative – all at the same time. He believes students need a certain level of curiosity and the ability to see connections between economics and the world around them. With more than 80 articles published in prominent scholarly journals, Hafer is a noted expert in economics.

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Swing Fore Hope Golf Tournament Rescheduled

Attention, golfers! The Swing Fore Hope Golf Tournament was rained out on June 15 and has been rescheduled for August 24, 2009.

The Gilliland Financial Group of Northwestern Mutual Financial Network announces the third annual Swing Fore Hope Golf Tournament. The tournament will be held Monday, August 24, 2009 at Sunset Hills Country Club in Edwardsville, Illinois. Profits from this year's event will again benefit the Siteman Cancer Center in St. Louis. The entry fee of \$250 per golfer includes golf with cart, lunch, beverages, gift, and prime rib dinner buffet. Shotgun start is at Noon, registration begins at 10:30am.

Corporate and hole sponsorships are available. Donations are being accepted for the silent and oral auctions. Please contact Robin Jaeggi at 618-659-9900 ex 138 to register a team or for sponsorship information. Visit our Web site at www.swingforehope.org for more information and registration forms.

Girl Scout Alumnae Association Picnic


If you are a past Girl Scout, Troop Leader or volunteer and are at least 18 years old, you are invited to attend the first annual Girl Scout Alumnae Picnic Sunday, August 2, 2009 from 1:30-4pm at the Pumpkin Patch, Camp Torqua in Edwardsville.

Come to the picnic to learn about the alumnae group, share memories, renew old friendships, make new acquaintances, reminisce about Girl Scout experiences and be reintroduced to camping and crafting skills. Facilities are available for Saturday night camping.

There is no cost to join the Association. An RSVP is required in order to prepare food and drinks. Contact Pamela Perlmutter at 618.692.0692 or pperlmutter@riverbluffs.org with questions or to RSVP by July 21, 2009.

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