



Dodd & Wambold, formerly Harter, Larson & Dodd has been serving clients in the Metro East for over 40 years. Harter, Larson & Dodd recently changed its name to Dodd & Wambold with the retirement of Nancy R. Larson. Heidi E. Dodd has been a staple of the firm since 2008 and brought on longtime paralegal, now attorney Kelly A. Wambold. The office continues to serve the clients of Harter, Larson & Dodd as well as new clients of Dodd & Wambold.

Dodd & Wambold is dedicated to providing clients with caring support and individualized attention.

Concentrating in the areas of multi-generational Estate Planning and Elder Law, Attorneys Heidi E. Dodd and Kelly A. Wambold offer legal counsel in the areas of powers of attorney, wills and trusts, special needs trusts, guardianships, trust administration, probate, and real estate matters.

Pictured Above

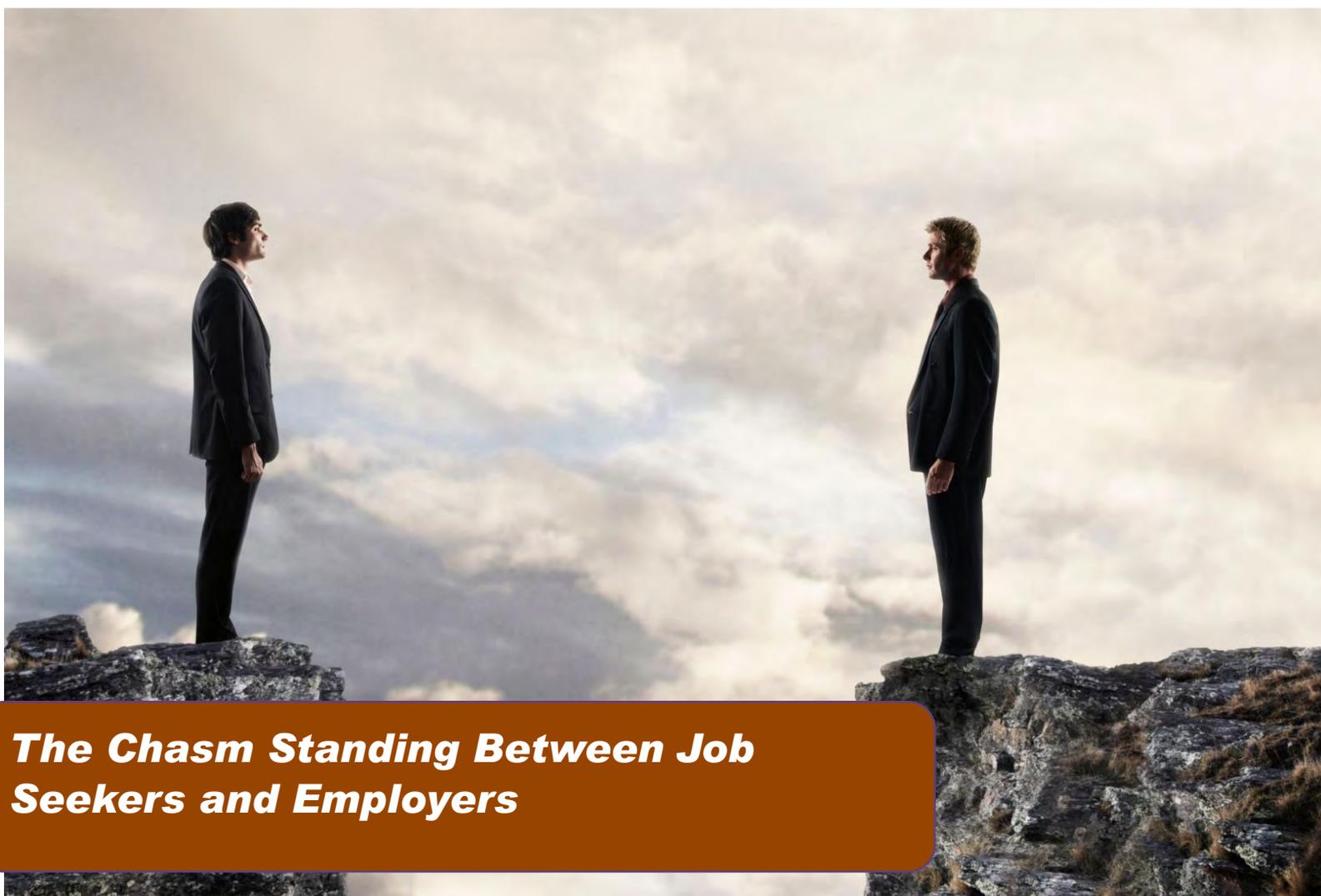
*Heidi E. Dodd - Attorney at Law | Kelly A. Wambold - Attorney at Law
Kim Conner - Office Manager | Anita Kazmierczak - Legal Assistant*



O'FALLON-SHILOH CHAMBER OF COMMERCE

CHAMBER TRACKS

M O N T H L Y N E W S L E T T E R



The Chasm Standing Between Job Seekers and Employers

A new White Paper Report from Express Employment Professionals examines factors for 'disconnect' between job seekers and employers.

Page 6

Sponsor, Donate and Get your tickets for our Annual Member Holiday Party!

Page 8

Why "Shop Local" matters to the health of our community economy and how you can support local this holiday season.

Page 13

NEW MEMBERS



The Oasis Institute

Erin Burton
801 West State Street
O'Fallon, IL 62269
314-862-2933
eburton@oasisnet.org
http://www.oasis.org
(organization)
Referred by AgeSmart Community Resources

***Care Access**

Charis Johnson
503 N. Illinois St. Ste 2
Fairview Heights, Il 62208
314-443-0706
Charis.johnson@careaccess.com
www.careaccess.com
(Healthcare/Research)

O-Town Food Hall and Tap House

Melody Garrett
1214 Central Park Dr.
O'Fallon, IL 62269
618-206-8268
foodhalltaphouse@yahoo.com
www.foodhalltaphouse.com
(Restaurant)

The Hut Bar & Grill

Denise Burton
Doug Kittstein
130 Behrens Drive
O'Fallon, IL 62269
618-628-0923
kikittstein@gmail.com
(Restaurant Food & Beverages)

Hawaiian Bros Island Grill

Eric Hanegan
1630 W. Highway 50
O'Fallon, IL 62269
618-852-1103
ehanegan@hawaiianbros.com
http://www.hawaiianbros.com
(Restaurants)

Beacon Payments Midwest, LLC

Lisa York
O'Fallon, IL 62269
618-514-2565
lisa@beaconpaymentsmidwest.com
www.beaconpayments.com
(business services)

National University

Eduardo Leardo
9388 Lightwave Ave.
San Diego, CA 92123
703-357-3880
eleardo@nu.edu
www.nusystem.org
(non-profit)

***Water Sweets Soap Company, Inc.**

Gregg Sutterfield
705 Cambridge Blvd. Suite B
O'Fallon, IL 62269
618-973-1699
gregg@watersweetswsoap.com
http://www.watersweessoap.com
(Retail)
Referred by Studio Strong

*See all our Star Investors on [page 16](#)

O'Fallon-Shiloh Chamber of Commerce
P.O. Box 371
116 E. First Street
O'Fallon, IL 62269
www.OFallonChamber.com
Services: Maps: First one is free, each additional is \$1

Getting your name out
Newsletter Sponsor - \$100
Featured Business Ad - \$75
Full Page Ad - \$50 | 1/2 Page Ad - \$35
1/4 Page Ad - \$25
[Click for more details](#)

Follow us on Social Media!



MEMBER RENEWALS

Two Star Investor

****The Tye-Dyed Iguana**

Addington Place of Shiloh
 Apex Network Physical Therapy
 B & P Trophy House
 Berkshire Hathaway HOME Services
 - Select Properties -John Grissom
 BernardiSecurities Inc.
 Caritas Family Solutions
 Casa of Southwestern IL
 Debbie Brauer
 Far Oaks Golf Club
 First Illinois Ag Group
 Henricksen Contract Office Furniture
 Hoyleton Youth & Family Services
 Jack Schmitt Premium Car Wash
 Judy Dempcy Homes
 Metro East Dermatology & Skin Cancer Center
 Mike's Automotive
 Olson Orthodontics,
 - Dr. Lauren Hood Olson

One Star Investors

***1st National Bank of Waterloo**
***Bank of Springfield**
***First Community Credit Union**
***Lincoln Surgical Associates, Ltd.**
*** McKendree Metro Rec Plex**

Pat Downey
 Randy's Rescue Ranch
 St. Michael's Episcopal Church
 Serene Renewal Medical Spa & Woman's Wellness
 Sylvan Learning Center
 The Coffeehouse Company
 The Lowery Group-Northwestern Mutual Financial
 United Way of Greater St. Louis/IL Div.
 Visiting Angels of Metro East
 Warehouse of Fixtures
 Wells Fargo Home Mortgage
 West and Company, LLC

YOUR CHAMBER OF COMMERCE STAFF

Debbie Arell-Martinez - [E-mail](#)
 President/CEO

Doris Obernuefemann - [E-mail](#)
 Operations Manager

Melissa Federhofer - [E-mail](#)
 Marketing & Communications
 Manager

Jessica Lotz - [E-mail](#)
 Leadership & Development
 Coordinator

Johnnie Hodges - [E-mail](#)
 Membership Coordinator

Jonathan Simmons - [E-mail](#)
 Member Engagement

Chamber Tracks is our monthly newsletter and comes out the first week of each month. The deadline for submitting your information for this publication is the 25th of the month preceding publication. We have gone "green" and post the newsletter electronically to the website. An e-mail goes out to all members advising them that the newsletter is available for viewing at OFallonChamber.com/news.html.

Print copies are available in the Chamber office upon request.

MEMBER NEWS

MARTEENY YOUNGEST BROKER IN REGION TO ATTAIN PRESTIGIOUS REAL ESTATE DESIGNATION



BARBERMURPHY Broker Associate Carter Marteeny has earned his Certified Commercial Investment Member (CCIM) designation and at age 25 is the youngest professional in Southern Illinois history to do so.



The investment real estate broker, who has been working full-time for nearly three years, passed the CCIM exam Oct. 18 and completed the necessary industry performance criteria to earn the industry's global

standard for professional achievement. This designation is typically earned by commercial brokers who have spent a decade or more working in the industry. It requires a portfolio component of closed real estate transactions as well as four levels of classroom coursework encompassing financial analysis, acquisition, market survey studies and more.

An affiliate of the National Association of Realtors, CCIM is an international designation comprised of designees working in the profession across the globe.

"CCIM is the top of the ladder," said Marteeny. As one of the younger people in the industry, it's great to have some additional credibility in talking to clients. I'm grateful to spend my time in an industry I've found so much passion for. This job has a ton of overlap with respect to my personality, skillset and career aspirations. BARBERMURPHY and its brokers have taught me much about what it means to succeed in this profession. In particular, firm principals Collin Fischer and Steve Zuber, both CCIM holders, have been excellent mentors."

Marteeny also credits University of Missouri Finance Professor Joe Hegger as another pivotal influence in his educational journey. Marteeny graduated in 2019 with a double major in finance and real estate. According to Jim Rosen, vice president

of brokerage at St. Louis-based Pace Properties, a CCIM designee and a 29-year industry veteran, only 90 to 100 commercial real estate brokers in the St. Louis region are CCIM designees.

"Practitioners with the CCIM designation are more confident in their abilities due to their increased skill set in discounted cash flow analysis, market analysis, user decision analysis and investment analysis of commerce real estate," said Rosen, who teaches CCIM courses, serves on the St. Louis CCIM board of directors and is the current chairman of the CCIM's national education committee.

Marteeny's interest in real estate began early on during his college days. He completed multiple internships within finance and accounting. Immediately upon graduation, he landed a position with a St. Louis real estate firm. Nearly a year later, he chose to return to his home state of Illinois – and hometown of Edwardsville – and began working on the BARBERMURPHY team.

Fischer and Zuber say Marteeny's CCIM achievement is atypical of a young commercial broker.

"Most of the success Carter has accomplished early on in his career has been a result of his own hard work," Fischer said. "It wasn't long after meeting him that I knew he could have a prosperous future in this industry. Carter's CCIM designation will now afford him instant credibility with industry veterans. His passion for the industry will take him far."

Zuber agrees.

"Carter has one of the brightest futures of any of our brokers," said Zuber. "His finance degree from the University of Missouri and now his CCIM designation puts him at a high level of competency with skill sets that investment clients require. Carter is beyond his years as a broker. We're grateful to have someone on our team who not only talks the talk but can walk the walk. Investment properties have been and will continue to be our largest market sector. Having core-competent brokers like Carter Marteeny will continue to drive our business."

TOGETHER CREDIT UNION WELCOMES NEW HEAD OF MARKETING



Together Credit Union has named Nathan "Nate" Scudieri as the organization's new Head of Marketing. In this role, he will lead the marketing, public relations, and community outreach teams to ensure that their tactics align with the credit union's four core values and strategic priorities.



"Nate's thoughtful leadership style and proven ability to connect strategy with execution made him a natural choice for elevating our brand to the next level," said Tom Kraus, Chief Operating Officer.

Together Credit Union's new brand name launched in 2019, amidst its 80th-anniversary celebration, replacing the credit union's three former brand names, Anheuser-Busch Employees' Credit Union, American Eagle Credit Union, and Purina Credit Union. Since then, the credit union's new brand has earned awards from the Marketing Association of Credit Unions, the Association of Marketing and Communication Professionals, and CUNA's Marketing & Business Development Council.

"Together Credit Union has done a wonderful job generating brand awareness in the St. Louis market. The next step to the credit union's ongoing brand development is creating a consistent and memorable brand experience for current and prospective members," noted Scudieri.

Together Credit Union has worked to distinguish itself as a trusted financial partner, launching several new products in the market focused on improving an individual's financial wellbeing. The most popular products in the market now are Achieve It Checking, which rounds up purchases to the nearest dollar and

deposits the change into the member's savings account, and Zogo, a "gamified" financial literacy app that provides cash rewards for completing bite-sized lessons in personal finance.

"Nate's diverse background in portfolio management will bring fresh ideas to the organization and help us get the right products to the right consumers," added Kraus.

Scudieri is leading the marketing efforts around Together Credit Union's new CITY Debit Card, which offers exclusive St Louis CITY SC benefits, such as express entry to the stadium and discounts on food, beverages, and merch in the stadium on matchdays. The product launched on September 21, with over 1,500 CITY debit cards issued to date.

Before joining Together Credit Union, Scudieri led branding initiatives for HLK Health and Centene Corporation, as the Vice-President of Marketing-Medicare; Energizer Holdings as the Director of Global Marketing- Auto Care; Vi-Jon as the Director of Marketing; and various marketing leadership roles at Anheuser-Busch including brands such as Budweiser, Michelob Ultra, Shock Top, and the Busch, Natural Light and Rolling Rock portfolios. He holds a Bachelor of Science in Marketing from Ferris State University in Big Rapids, MI.

**SCOTT CREDIT UNION
COMMUNITY FOUNDATION
SEEKING APPLICATIONS FOR
EDUCATION GRANT PROGRAM**



Local schools once again have an opportunity to receive some extra support from the Scott Credit Union Community Foundation. The Foundation is now seeking applications for its With You grant program.

"Many times, teachers have great ideas that would benefit their students, but they just don't have the funding to make these projects materialize," said Frank Padak, President and CEO of Scott Credit Union. "That's where the With You program comes in. The Scott Credit Union Community Foundation has set aside

\$50,000, which is an increase of \$20,000 over last year, to be awarded this year to a variety of school initiatives. Our goal is to positively impact the young people of our community through these grants."

To apply, educators should submit a short online application at <https://community.scu.org/with-you-program/>. A volunteer committee will review all entries, with school names remaining anonymous throughout the selection process. Grants will be awarded to schools within Scott Credit Union's field of membership based on need, the direct benefit to students, and the percentage of student enrollment impacted by the project. Information about SCU's field of membership can be found at scu.org/membership. Applications must be submitted by November 4, 2022, and winners will be contacted by November 30, 2022.

Last year's \$30,000 With You grant funding was shared among Belle Valley (Belleville, IL); Bristol Elementary (Webster Groves, MO); Cross Keys Middle School (Florissant, MO); Duchesne Elementary School (Florissant, MO); LaVerna Evans (O'Fallon, IL); Lebanon High School (Lebanon, IL); Mascoutah Elementary (Mascoutah, IL); Millstadt Consolidated School (Millstadt, IL); O'Fallon Township High School (O'Fallon, IL); Signal Hill (Belleville, IL); Trenton Elementary School (Trenton, IL) and Twin Echo Elementary School (Collinsville, IL). The funds were used for a variety of projects, including updating technology, providing STEM materials, refurbishing a school library after a flood, and more.

"Teachers are unsung heroes. They are dedicated to their students and to their profession. Supporting them by providing these grants is the least that we can do," said Padak. "We're honored to have helped them make a difference in 2021, and we're excited to do so again this year."

**IMPACT STRATEGIES' AMBER
TROUT PROMOTED TO OFFICE
OPERATIONS MANAGER**



BUILD. TRUST. NO LIMITS.

IMPACT Strategies proudly announces the promotion of Amber Trout who has been promoted from Operations

Administrator to Office Operations Manager.

From her first day at IMPACT Strategies in April of 2008, Trout has been the "go-to" source for office operations support. She also leads support of the firm's safety program, recruits support staff, and works to increase overall company efficiency. In her new role as Office Operations Manager, Trout will lead the support of operations activities at every level of the organization. Amber Trout has nearly 15 years of experience and holds a degree in social science from Southern Illinois University-Edwardsville.

"It's exciting to see Amber's growth and leadership," said IMPACT Strategies President Mark Hinrichs.



"As our firm continues to expand and evolve, we value the commitment, stewardship, and innovation she brings to the firm and, ultimately, to our clients."

Find more
Member News
on our website:

OFallonChamber.com

BUSINESS TRACK ARTICLE

The Chasm Standing Between Job Seekers and Employers

by: <https://journalrecord.com/2022/10/12/report-examines-factors-for-disconnect-between-job-seekers-employers>



A new White Paper Report from Express Employment Professionals examines factors for ‘disconnect’ between job seekers, employers

Multiple factors, ranging from a widespread lack of affordable child care to transportation difficulties of workers, play into challenges that many businesses have faced in recent years finding available workers to fill jobs.

Undeniably, however, an overall decline in the workforce participation rate has contributed to the current disconnect that seems to exist between workers and employers, according to a report released this week by Oklahoma City-based Express Employment Professionals.

There’s no shortage of job vacancies in Oklahoma and in other states. It has been estimated there are 11.2 million, in fact – including many in manufacturing, health care and other industries that pay good wages and offer solid benefits. And, according to latest federal estimates, there are some 11.6 million people in the country who would like to find work but who have struggled to land jobs that would be right for them.

Express professionals and others who contributed to the report, entitled “The Great Divide: The Chasm Standing Between Job Seekers and Employers,” examined numerous barriers thought to be keeping many people from matching up with employers. They included lack of child care, lack of elder care, unpredictable business needs, lack of skills and challenges with job training, troubled work histories of potential employees, challenges rooted in transportation or

geography, health issues or related concerns, communication issues, mismatches in expectations of workplace culture, and mismatches in wage expectations.

The report points out that, even though millions of people apparently are looking for jobs, many more were counted as participating in the nation’s workforce only a few years ago. Since peaking at 67.3% in 2000, the labor force participation rate has steadily declined. In February 2020, prior to the pandemic, it stood at 63.4%, but rather than rebounding as the pandemic began to subside, it fell further to 62.4% in August 2022.

“Adding the 6 million Americans who are officially counted as “unemployed” to the 5.6 million Americans who say they would like to work but are not “in the labor force” because they are not actively looking for work, there are 11.6 million Americans who want a job. With 11.2 million jobs open today, something, or a multitude of factors, is clearly standing in their way,” Express said in a statement released with the report.

Drawing from experiences of Express franchise owners and companies they serve, as well as survey data prepared by The Harris Poll and recent economic data, the paper offers some explanations as to why many people have struggled to rejoin the labor force. Key findings include:

- The COVID-19 pandemic upended child care, with many facilities closed and employees not returning to work. A Wells Fargo analysis found that the decrease “leaves about

460,000 families needing to find alternative care arrangements, equivalent to just over half the drop in the labor force since COVID.” The situation has become severe enough that many companies have begun trying to help working parents with expenses or have added to allowed parental leave time. “There’s a longer-term risk here, too,” the report notes. “If parents continue to have a difficult time finding or affording childcare, younger Americans may be more likely to choose not to have children, slowing population growth and, over time, further exacerbating the worker shortage.”

- Over the past two years, 400,000 elder care professionals have left jobs at nursing homes and assisted living facilities. The shortage is especially stark within home health care. That forces many working-age adults to choose between caring for a parent or loved one or going to work. Medicare and most private insurance plans are not designed to cover long-term care, so families that don’t qualify for Medicaid and can’t afford large medical bills have few options but to provide care themselves. An estimated 53 million Americans provide unpaid care for others.



“Employers should keep an open mind and look for work ethic more than skill set—are applicants or existing employees trainable? While it may sound counterintuitive, turnover is okay—hiring decision-makers should not get discouraged if it takes a few applicants to find the right fit. Furthermore, pay rates and flexible work schedules are key. The fact is that every company is competing against other companies in their area. Now’s the time to ask: how do your company and opportunity compare to what your neighbors are offering?”

— Mike Nolfo, Express franchise owner, multiple locations, New Jersey

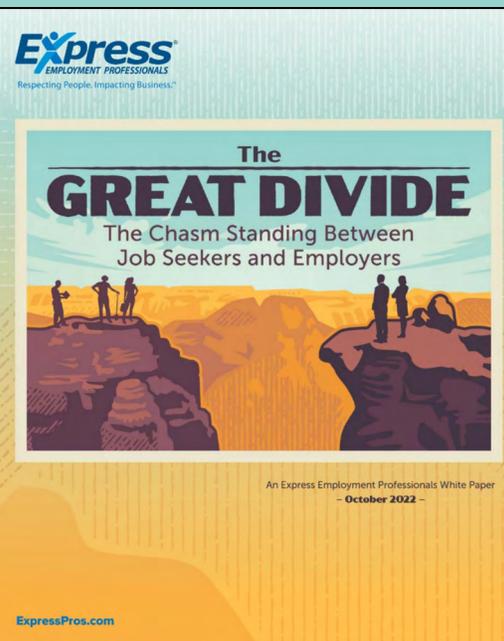
- Businesses grappling with uncertainties such as volatile energy costs, volumes of rush orders, job cancellations, and potentials for shipping delays may struggle over whether to put the gas on or slam the brakes on hiring.

- Even though employers seem desperate to fill jobs, they will not accept just any applicant. “The trouble is, so many job seekers have not had opportunities to gain skills, which could range from technical certificates for advanced manufacturing to necessary vocational licenses for service jobs,” the report states. “One reason is that job seekers do not have the resources to acquire them. Another is that the educational system is not equipping students with in-demand skills and credentials.”

- By necessity, many job seekers have to be picky about job location. They may only be able to commute to jobs that are accessible via public transit. Or due to fuel or other costs, they may only be able to commute a limited distance. Or, more problematically, promising job openings may be in one region while they live in another.

- Many Americans grapple with complex health issues or fears that keep them from working. “New CDC guidance noting the COVID virus is ‘here to stay’ will mean looser quarantine guidelines, but it does not mean the virus will stop circulating and disrupting work. Nor does it mean people’s fear will fully subside,” the report states. “Perhaps most alarming, though, is the number of Americans who contracted COVID-19 months ago and still experience debilitating symptoms. Recent estimates indicate 4 million Americans are out of work because of ‘long COVID’ symptoms.”

Read the White Paper: **The Chasm Standing Between Job Seekers and Employers on the Express Employment Refresh Leadership Blog** by clicking on the image below or by visiting www.refreshleadership.com



- The way people communicate has changed in recent years, which can create barriers between job seekers and employers. Job candidates often complain that they do not hear back from prospective employers. Likewise, employers often complain about job applicants “ghosting” them.

- The changed environment has resulted in changed work culture expectations. Many job seekers are looking for flexible work schedules, more desirable hours, flexibility in job locations, clear opportunities for advancement, generous benefits and more.

- Wages have been rising, but consumer prices have been rising faster. “The numbers on an employee’s paycheck may be bigger than they were a year ago, but in practical terms, they’re making less due to inflation. For someone who has been getting by without working, especially someone also facing one of the other nine barriers, the question they might be asking themselves is, ‘Why would I work now for less?’” the report states.

“Where does this leave us? Everyone – employers, employees, policymakers, nonprofit leaders, and educators – has a role to play in addressing these issues. It’s not just individuals’ livelihoods that are at stake. It’s the strength of our overall economy,” the report concludes.

ANNUAL Holiday PARTY

DECEMBER 6, 2022

REGENCY CONFERENCE CENTER
400 REGENCY PARK, O'FALLON, IL 62269

LIVE MUSIC | HEAVY APPETIZERS | CASH BAR

SPONSORSHIP OPPORTUNITIES FOR OUR ANNUAL HOLIDAY PARTY:

\$2,000 Event Sponsor (Multiple available):

- Special recognition at the event
- Option to display/give out promo items at registration table
- Option to greet guests at the door
- 6 complimentary tickets to the event

\$750 Signature Drink Sponsor—Sold Out!

- Help plan the drink and name for the signature drink.
- Option to provide cups with your name/logo on them for Signature Drink to be served in.
- Only the signature drink is available in your cup.
- Drink is available for purchase at bar for a lower cost than other drinks.
- Name/logo displayed at each bar

\$600 Centerpiece Sponsor (2 available)

- Name/logo at each table with a centerpiece (approx. 10 tables).



\$500 Welcome Punch (2 available)

- Your name/logo displayed at welcome punch station. Welcome punch is complimentary for all in attendance and is located just inside the lobby doors.

\$300 Appetizer sponsors

- Name/logo displayed at appetizer table.

\$300 Dessert sponsors

- Name/logo displayed at dessert tables.

\$300 Entertainment Sponsor Sold Out!

- Name/logo displayed next to our music entertainment

Every sponsorship level receives:

- Advertising in our weekly e-news and on our website homepage in the weeks leading up to the event
- Advertising on our holiday party event page
- Logo on event posters at event
- Slideshow with logo



PURCHASE YOUR TICKETS FOR THE ANNUAL MEMBER HOLIDAY PARTY TODAY!

Visit our website to Sponsor, Donate and get your tickets! OFallonChamber.com/holiday_party/

GET INTO THE GIVING SPIRIT AT OUR HOLIDAY PARTY!



This year we are adding an additional charitable aspect to our party! Please feel free to bring food items to the party for a donation to the O'Fallon Food Pantry. We want to keep the pantry stocked for the holiday season.

Another option this year to help us collect (and package) items for the Violence Prevention Center of Southwestern Illinois. This time of year the center is always short on supplies. You can either donate some items or make a financial donation. If

you're interested in donating items, please indicate what you'd like to bring for the Violence Prevention Center. You can drop your items off at the Chamber office prior to our holiday party or bring it that night of the party before 5:30 p.m. We will package the items at 5:30 p.m. the night of our party as a new volunteer service project component. We'd love for you to join us!



HEALTHCARE & WELLNESS

This month's health and wellness tip comes from Adaptive Equipment & Caregiving Corner, LLC. Body mechanics is the safe use of the body using the correct posture, bodily alignment, balance and bodily movements to safely bend, carry, lift and move objects and people. Safe patient handling and the application of the principles of body mechanics protect the patient and they also protect the caregiver. Patients can also practice safe body mechanics to avoid injury and unnecessary strain.



Cindy Hardin-Weiss, MSPT
Christina Hardin Weiss, MSCCC/SLP
"If you can't do it, ADAPT IT!"™

Adaptive Equipment & Caregiving Corner,
LLC
Office // +1 (618) 206-8401
Email // AECorner15@gmail.com
Web // www.AECorner.com



AgeSmart is hosting a vaccine clinic next on November 10th from 10:00 to noon at 801 West State Street in O'Fallon. They will be offering the updated Covid booster which targets Omicron subvariants BA.4 and BA.5, and the original strain of the COVID-19 virus, in a single shot and the flu vaccine.

You can get both the COVID booster, and the flu shot at the same time. The Covid booster being offered is the Moderna. If you had the Pfizer COVID booster the last time you can get the Moderna. It is OK to "mix and match". We encourage you to share this with your friends and family, co-workers and senior groups you work.

Reservations are REQUIRED. Please call 618-222-2561 by November 9th to register.

**FLU & COVID-19 BOOSTER
VACCINE CLINIC**
Hosted By:
AGESMART
COMMUNITY RESOURCES
Providing Options for Independence
Get Protected before the Holidays

When: November 10th, 2022
Time: 10am-12:00 Noon
Where: AgeSmart Community Resources
801 W State St
O'Fallon, IL 62269
Vaccines provided by CVS Pharmacy
*Moderna Booster
Reservations REQUIRED
Please call 618-222-2561 by Nov. 9th

Keystone Place at Richland Creek Invites You To A Complimentary Information Session

Learn About Long Term Care Insurance. Hear from the experts and feel confident in your LTC insurance decisions

LOCATION

Keystone Place at Richland Creek
1050 Fountain Lakes Dr.
O'Fallon, IL 62269

DATE & TIME

Monday, November 14th | 2:30 -4:00 pm

Presented By: Allstate/Crump Insurance

Refreshments will be served. Registration Required | Limited Availability

Register Now!
info.keystonesenior.com



Your Best MedicineSM is Right Here.

Memorial Hospital Shiloh is committed to meeting the needs of our community with everything you need available on the Shiloh campus:

- Inpatient, outpatient, emergency care, and diagnostic services
- Family Care Birthing Center
- Children's at Memorial
- Primary care and specialty services from BJC Medical Group
- Specialty care from Washington University Physicians in Illinois, Inc.
- Siteman Cancer Center—the only satellite facility in Illinois

And as part of BJC HealthCare, we are connected to Barnes-Jewish Hospital. It's the world's best medicine right where you live.



memhosp.org

the
618 NOW
Podcast

Stay in the know by subscribing to The 618 Now on your favorite podcast app
New Episodes Every Friday! The618now.podbean.com

Join us every Friday morning for a snapshot of what's happening in the O'Fallon and Shiloh (Illinois) area right now. We'll give highlights of new developments and projects, details of upcoming events and report on good news happening in our community! Listen to The 618 Now to be in-the-know. This podcast is a production of the O'Fallon-Shiloh Chamber of Commerce and the O'Fallon Weekly.

New Community Guide and Maps are in!



Get your community guide and map at the Chamber office during business hours - Monday through Friday, 9 a.m. to 4 p.m.

View the digital version online: [View Online](#)
(The pull out map is only available in the printed version)

2023 Marketing Guide

The O'Fallon-Shiloh Chamber of Commerce is a voluntary partnership of business and professional people working together to further their collective interests while advancing our local business interests.
Our Chamber is run by our members. We currently have a Board of Directors who determine policies and set goals. The office staff handles the day-to-day operations. Our Chamber is currently open and accepting new members.

The O'Fallon-Shiloh Chamber of Commerce has a number of programs and initiatives that support our mission of promoting growth within the community. The opportunities in this guide include: job openings in our community, marketing and manufacturing for your company and job positions in a business-to-business context. As one of the largest Chambers in the area, we are delighted to offer an array of events and additional opportunities to promote your business, build and market your products—help connecting for every type of business and member.

Please use this guide to formulate your budget and determine how we can best help you market your business through your Chamber. Sponsorships, advertising, and membership should be considered and included with all business promotional and mail. There are many ways to be successful and find value as a member of our Chamber. Please use this guide to explore the benefits and services offered by the O'Fallon-Shiloh Chamber of Commerce.

Get Connected

- Please feel free to bring a potential member or your customers to most of our events. Please RSVP for your guests as you would be expected. Please email us at info@ofallonchamber.com or call us to request if the Chamber has to pay for your event, we will receive an invoice for your event.
- You should have your business card with you every time. We have a member business card and in the chamber office. Bring at your event.
- Working a complete morning or evening high-resolution. Please bring your own set of materials.
- Membership Page & include (ing ~45% of customers are more likely to buy from a Chamber member. Please promote your Chamber membership with our all digital and online (ing).

Meeting Address: P.O. Box 271, O'Fallon, IL 62450 | **Location:** 116 E. Third St., O'Fallon, IL 62450
Office Hours: on Monday-Friday, 9 a.m. - 12 p.m. and 1 p.m. - 4 p.m.
Phone: 618-632-3377 | **Fax:** 618-632-3378
Website: O'FallonChamber.com | [Email: chamber@ofallonchamber.com](mailto:chamber@ofallonchamber.com)
[#ofallonchamber](#) [@ofallonchamber](#) [ofallonchamber](#)

We serve as "The Voice of Business" for the O'Fallon-Shiloh communities.

ADVERTISE WITH THE CHAMBER!

- **Billboard ads**
- **Website ads**
- **Newsletter flyers**
- **Sponsorships**
- **Event Participation**

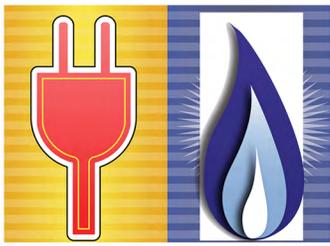
AND MUCH MORE!

Our 2023 Marketing Guide is out! Now is the time to plan your 2023 advertising budget and the Chamber is a GREAT way to market your business at an affordable rate. From billboard ads to sponsorships, we have something at every level and every budget!

Support the Chamber while promoting your business - Advertise with us!

ASK US ABOUT BUNDLE DISCOUNTS!

**Call or Email the Chamber office for more information:
618-632-3377 | Chamber@O'FallonChamber.com**



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Why Shop Small for the Holidays?

Written by Christina Metcalf | www.christinametcalf.com

Small businesses add flavor to our area. There is a sense of adventure when you explore a small business. You never know what beauties you'll uncover or what scrumptiousness awaits. Sadly, that's also why a lot of people choose to patronize chains. With chains they know exactly what they'll get and there's a lot of comfort in that.

But comfort does come at a price and that price could be our community.

Large employers and chains are vital to our area, but this holiday season we're asking you to support small business to help ensure they're around in the coming years.

Here's why:

7 Reasons to Support Small Business This Holiday Season

- Small businesses need you. While SCORE advises that businesses should keep three to six months of operating reserves, most small businesses have 27 days' worth. With inflation, rising costs, hiring issues, and a plethora of other challenges, that place our small businesses in a precarious position, where you spend your money this holiday could affect which businesses will be here in the new year.
- It feels good to shop small. Supporting small business feels good because you can see the impact. The smiles and gratitude you receive for shopping with a small business feel special. You can tell you're making an impact and often they remember you when you return.
- Small businesses support your causes. Small businesses are the first ones you turn to when asking for support for your beloved causes from your kids sports to your favorite nonprofits. Their sponsorships improve the quality of life in the area. But they can't sponsor your causes if they're not in business.



- Small businesses answer your questions. Chatbots are great but they are programmed to respond literally to your questions. They do not anticipate needs or ask follow-up questions like small business owners and employees do. Sometimes the conversation that comes from speaking with small business professionals lead to other opportunities, interests, and stories. That's less likely to happen with a chatbot or large-scale online retailer.
- Small businesses give you an experience. Shopping small is about the experience and holiday shopping provides some of the biggest highlights of the year with seasonal aromas, delightful demos, delicious tastes, and happy melodies. Twinkle lights make everything more festive. Even an amazing website can't provide the same tantalizing shopping experience an in-person trip to your favorite small business can.
- Small businesses rely on your holiday spending. As many as 20% of small businesses rely on holiday sales to offset slower times during the year. If you don't buy local during the holidays, it affects their future.
- You can be a gift-giving wizard. Times are tight right now and many of us are cutting back on what we're spending this year so that we can cover rising costs in essentials. While it's natural to look for the cheapest gift possible during these times, you don't want to forgo the holiday smiles from the perfect gift just to stay in your budget. Many small businesses provide unique, thoughtful items that you can't get in many places. You can spend less but give your special someone something that they'll cherish.

Shopping small this holiday season is a big deal. These past few years have been hard on local businesses. With smaller operating reserves, rising costs and lower sales, they need you this year. And if you enjoy those small businesses, you know where you need to put your holiday dollars.



Want a super FUN way to support local this Holiday Season?

Keep an eye out on the Chamber's website for our Annual Snowman Selfie Contest! Visit participating local businesses, take a selfie with their snowman and enter for a chance to win CASH prizes!

Contest starts November 21, 2022 and ends December 19, 2022. Winners will be announced December 20, 2022. No purchase is necessary to enter but we encourage you to *shop local* while you are there!

www.OFallonShilohChamber.com

ATTENTION BUSINESSES!

Want to participate and generate more customers through your door this holiday season? The contest is open to ANY current Chamber member business. **Deadline to register is November 16, 2022.**

Sign up on our website:

<https://OFallonChamber.com/snowmanselfie/>

MORE WAYS TO SUPPORT LOCAL THIS HOLIDAY SEASON



It Pays to Buy Local: November 21 - December 19.

As we enter Small Business Season™ November 1 through December 31, consumers are encouraged to shop at Downtown District businesses! From November 21 - December 19, consumers can submit their receipts from participating businesses for a chance at some legit cash prizes.

Downtown District Businesses: All businesses need to do to participate is register at our link below, display our promotional materials at checkout, and encourage your customers to submit their receipts. Businesses like to compete during this time so we will be sharing leaderboard stats throughout the promotion! Don't miss out on this FREE promotion for our Downtown District members! Register by November 16. Last year we had 500 consumer entries totaling \$68K in sales! Let's bust that this year! Register Here: form.jotform.com/223044457328051

Tinsel Around Town/Winter Market: December 10.

The winter market is Saturday, December 10, 2022 in the Downtown District and at the Chamber Office. During that time, we are hosting the OTHS Madrigals, possibly a small band ensemble, and two children storytellers in the Downtown District. We're also encouraging businesses to stay open during the market (3:30-7:30 p.m.) and dress up in the holiday spirit! Even if you aren't a retail/bar/restaurant, this is a great time to have a selfie station and encourage consumers to come into your business! Consumers who shop at businesses participating in "Pays to Buy Local" will receive double points on the Winter Market Day. Even the market vendors get to play "It Pays to Buy Local"! This should be a very busy day for our Downtown District members with the various chamber promotions, market vendors, and festivities!



Downtown District Business: Let us know if you'll be dressing up on December 10 on this form: form.jotform.com/223044457328051

October Ribbon Cuttings

View all our ribbon cutting
photos and videos on our website:
OFallonChamber.com

Holistik Sports Medicine & Elevated Aesthetics
210 Hartman Lane
O'Fallon IL 62269
Welcome and Congrats!



CEFCU
450 Regency Park Drive,
O'Fallon, IL 62269
Welcome to O'Fallon!



Clark Wealth Partners
821 W Hwy 50, Ste 204
O'Fallon, IL 62269

Congrats on your new O'Fallon location!



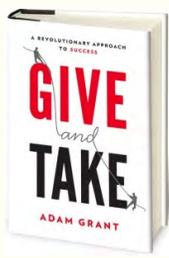
Revela of O'Fallon
1022 East Wesley
O'Fallon, IL 62269
Welcome to O'Fallon!



The Oasis
Adjacent to Thirteen01 at Hartman Lakes Apartments
Shiloh, IL 62269
Congrats on the groundbreaking of your new facility!



BUY (or borrow) THE BOOK



READ THE BOOK

JOIN US TO DISCUSS THE BOOK!

Wed, Nov 16 5:30pm

Fairfield Inn lobby
1180 Central Park Dr.
O'Fallon

CHAMBER



BOOK CLUB

GIVE AND TAKE

by Adam Grant

How our interactions
shape our work,
productivity and success.

WWW.OFALLONCHAMBER.COM

MODERATOR: JUSTIN WARD

BUSINESS AFTER HOURS



Our October Business After Hours was hosted by Clark Wealth Partners in their new location. Guests enjoyed refreshments from Wood Bakery and McAllister's Deli while touring the new office and networking. Join us for our next BAH!



Thanks
for
hosting!



SALUTE TO OUR STAR INVESTORS



TWO STAR INVESTORS



ONE STAR INVESTORS

1st National Bank of Waterloo
American Family Insurance
- Scott Buchtel
Associated Bank
Auffenberg Dealer Group
Bank of Belleville
Bank of O'Fallon
Belleville News Democrat/O'Fallon
Progress
BOS Metro East Banking Center
Booz Allen Hamilton
Busey Bank
Care Access
C&C Sports
CEFCU
Cambridge House O'Fallon
Cambridge Capital Management, LLC
Carrollton Bank
Catholic Community Credit Union
Central Bank of St. Louis
Clete's, Inc.
Clinton Manor Living Center
Coldwell Banker Brown Realtors
Commerce Bank
Country Estate Kennel
Dierbergs Markets Inc.
Discount Storage
Drury Inn & Suites

Essence Health Care
Farmers & Merchants National Bank
FCB O'Fallon Bank
First Bank
First Bankers Trust Company
First Community Credit Union
First Mid Bank & Trust
Gateway Metro Federal Credit Union
GCS Credit Union
Guaranteed Rate Lending
HD Painting & Stain Co.
Hilton Garden Inn
Holland Construction Services
Illinois American Water
Jack Schmitt Auto World
Jack Schmitt Chevrolet of O'Fallon
KB Homes Powered by KW Pinnacle
Kerber, Eck & Braeckel, LLP
Keystone Place at Richland Creek
Klein's Brand Source
La Casa Mexicana of O'Fallon
Lashley Animal Hospital
Lincoln Surgical Associates, Ltd.
Lucky Dog Barks and Recreation
McKendree Metro Rec Plex
McKendree University
Merrill Lynch | Woody Gray
Mid America Oral Surgery Center

Morrison Plumbing Heating & Air
Navy Federal Credit Union
O'Fallon Shiloh Towing
OST Container
Regency Manor
Regions Bank
Revela at O'Fallon
Sandberg Phoenix
Serenity & Hope Counseling
Serra Honda of O'Fallon
Schaefer Auto Body Centers
Scott Credit Union
Sigman Heating and Air Conditioning
Spectra Graphics
Taylor Roofing
The Record Madison/St.Clair
The Rehabilitation Institute of
Southern Illinois
The Regency Conference Center
Together Credit Union
Town & Country Bank
TownePlace Suites by Marriott
U.S. Bank
Washington University Physicians
-Pediatric Specialty Care
Water Sweets Soap Company
Webster University at SAFB
Wisper Internet

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CliftonLarsonAllen

Nathan Klitzing, Vice Chair
Cambridge Capital Management

Cindy Helmkamp - Imm. Past Chair
Together Credit Union

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Ginni Stajduhar
Nothing Bundt Cakes - Fairview Hts

Reneé La Bruyere
Horner & Shiffrin

MONTHLY CALENDAR

November

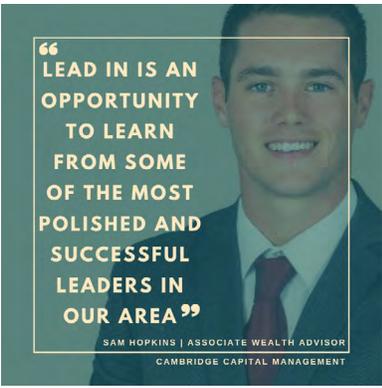


- 8 [Military Affairs Committee Meeting](#)
3:30 p.m. | O'Fallon VFW Post 805
- 9 [Downtown District Committee Meeting](#)
8:45 a.m. | City Hall Council Chambers
- 9 [Ambassador Meeting](#)
11:15 a.m. | Southern Illinois Builders Association
- 10 [Restaurant Roulette](#)
11:30 a.m. | Various Local Restaurants
- 10 [Ribbon Cutting | Stay Pressed Juice Co.](#)
4:00 p.m. | 715 Lakepointe Centre Dr., O'Fallon
- 14 [Executive Board Meeting](#)
1:15 p.m. | Chamber Depot
- 15 [Education Committee Meeting](#)
1:00 p.m. | O'Fallon District 90 Offices
- 15 [Business After Hours](#)
5:00 p.m. | Greensfelder, Hemker & Gale | 821 W. Hwy 50, Ste 303, O'Fallon
- 16 [Ribbon Cutting - Functional Health of O'Fallon](#)
11:30 a.m. | 1662 Windham Way, Ste D, O'Fallon
- 16 [Chamber Book Club](#)
5:30 p.m. | Fairfield Inn Lobby | 1180 Central Park Dr., O'Fallon
- 18 [Business Over Breakfast](#)
8:00 a.m. | Public Safety Building | 285 N. Seven Hills Rd, O'Fallon
- 28 [Member Engagement Committee Meeting](#)
1:15 p.m. | Chamber Depot



REMINDER: The Chamber office will be closed November 24th and 25th for the Thanksgiving Holiday.

Did you know the Chamber offers a Leadership Institute program for young professionals? The class is open to Emerging leaders between ages 21-40 who live or work in O’Fallon or Shiloh with demonstrated community involvement or aspirations to become more involved.



O'FALLON-SHILOH CHAMBER OF COMMERCE

Leadership Institute

Class of 2023 applications are open

- Meet Monthly
- Identify and develop personalized leadership talents
- Learn about government, non-profits, education, and more
- Engage community leaders

“ The friends and professional connections I've made through Lead In are invaluable. What's more, I feel so much more connected to the community than I did before this opportunity. ”

-Ryan Johnson
Director
O'Fallon Public Library

QUALIFICATIONS
Ages 21-40
Live or work in O'Fallon/Shiloh

ACCEPTING APPLICATIONS THROUGH DECEMBER 5TH

O'FALLON-SHILOH CHAMBER OF COMMERCE

Lead In is designed to introduce you to people you might not otherwise meet and provide you education you might not otherwise receive about our community.

We've had a wide range of students complete the program and we encourage you to think "outside the box" when considering colleagues and employees you might refer to apply!

Participants must be willing to commit the necessary time to fully participate in the program. The class tuition is \$349, payable prior to the first meeting.

Lead In meets one afternoon each month from January to September.

Applications are accepted year round with selections being made in mid-December. The deadline to apply for the 2023 class, which starts in January, is December 5, 2022.

You can learn more about the program and apply online on the Chamber Website: ofallonchamber.com/leadin/.



Common cold, seasonal allergies or the flu?

We are conveniently here for you.



HSHS
St. Elizabeth's
Convenient Care

O'Fallon-Shiloh Chamber of Commerce
P.O. Box 371
116 E. First Street
O'Fallon, IL 62269
www.OFallonChamber.com

Services: Maps: First one is free, each additional is \$1

This month's Chamber Tracks Sponsor is: Dodd and Wambold

Would you like to be the first page of our next newsletter?
Let us know! chamber@ofallonchamber.com | 618-632-3377

October - December 2022

SAVE THE DATES

ALL EVENTS WILL FOLLOW CURRENT CDC GUIDELINES

BUSINESS AFTER HOURS (BAH) ANNOUNCEMENTS AND ATTENDANCE PRIZE DRAWINGS ARE AT 6 P.M.

NOTE
CHANGE
IN TIMES



821 West Hwy 50, Ste 204, O'Fallon
Tuesday, October 18 • 5-6:30 p.m.



821 West Hwy 50, Ste 303, O'Fallon
Tuesday, November 15 • 5-6:30 p.m.

Holiday
Party

The Regency
CONFERENCE CENTER

400 Regency Park Drive, O'Fallon
Tuesday, December 6 • 5-7:30 p.m.

Please RSVP to 632-3377 or chamber@ofallonchamber.com

RESTAURANT ROULETTE

NO RESTAURANT ROULETTE IN OCTOBER

Thursday, November 10 11:30 a.m.
Thursday, December 15 11:30 a.m.

Have an exceptional
networking lunch with
3 to 7 other chamber
members!

Location at various member restaurants

You RSVP; we tell you the day before where you're going for lunch; you find out who you're having lunch with when you arrive at your table!

SPEED NETWORKING

Wednesday, October 5 8:30 a.m.

Location: The Hett • 400 N Alton Street, Lebanon

Speed networking with Mckendree University business students

BUSINESS OVER BREAKFAST (BOB)

NO BOB IN OCTOBER

Friday, November 18
NO BOB IN DECEMBER

Please join us for speednetworking
on October 5th
8:00 a.m.



all BOB events located at
Public Safety Building • 285 N. Seven Hills Road, O'Fallon