

O'FALLON-SHILOH CHAMBER OF COMMERCE

26th Annual

GOLF

TOURNAMENT

September 12

2023

EARLY BIRD REGISTRATION:

August 8, 2023



Far Oaks Golf Club

419 Old Collinsville Rd, Caseyville, IL

Tee Times:

Morning Session: 7:00 A.m.

Afternoon Session: 12:30 p.m.

REGISTRATION AND SPONSORSHIPS: OFallonChamber.com/Golf2023/





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



12 Ways to Raise Prices Without Losing Customers

Many small business are struggling financially due to inflation, the pandemic and supply chain disruptions, causing the need to raise prices. Consumers are affected as well, often shopping for bargains and spending money on needs, not wants.

So how can you raise prices and keep your customers happy? Read on in our business article from SCORE this month.

Page 10

Our 26th Annual Golf Tournament is September 12 at Far Oaks Golf Club! Register your teams early (by August 8th) for a chance to win a prize, and check out our NEW Sponsorship opportunities this year!

Page 2

Downtown District News and Events: Did you miss the first ever District Nights event with live music, family fun and food on June 1, 2023? You can join in on the fun at the next two scheduled in July and August!

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NEW MEMBERS

The MITRE Corporation
Keri Tankersley
821 W. Highway 50 suite 201
O’Fallon, IL 62269
618-212-1319
ktankersley@mitre.org
<https://www.mitre.org/>
(non for profit organization)

Scott Family Housing
Andrea Huschle
4570 George Washington Dr.
Scott AFB, IL 62225
618-746-4911
andrea.huschle@huntcompanies.com
<http://www.scottfamilyhousing.com>
(Real Estate)

Quality Inn
Jignesh Patel
1409 W. Highway 50
O’Fallon, IL 62269
618-628-8895
qualityinnofallon@gmail.com
<https://www.choicehotels.com/illinois/o-fallon/quality-inn-hotels/il027>
(hotel)

Plus Ultra Home Inspections LLC
Julian Andes
10850 Lincoln Trail Suite 16 #224
Fairview Heights, IL 62208
314-669-4799
plusultrahomeinspectionsllc@gmail.com
<http://www.plusultrahi.com>
(home inspection)

Dogwood Social House
Ryan Wilker
1206 Central Park Dr
O’Fallon, IL 62269
312-576-4782
ryan.winkler@dogwoodsocialhouse.com
<http://www.dogwoodsocialhouse.com>
(Bar/Drinking Establishment)

Virtual Closure Memorial Services
Erica Brown Gayles
618-406-2326
info@virtualclosure.com
www.virtualclosure.com



WHY JOIN THE CHAMBER?

- *Make new contacts*
- *Grow your business*
- *Learn new skills*
- *Get involved in the community*
- *Have fun!*

KNOW SOMEONE WHO COULD BENEFIT FROM BEING A CHAMBER MEMBER?

INVITE THEM TO AN UPCOMING EVENT!



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

Star Investors

One Star Investors

***Carrollton Bank**

AgeSmart Community Resources
 Brightly Senior Living
 Bruckert Behme & Long, P.C.
 Cedar Creek of Shiloh
 Chick-fil-A at Green Mount Commons
 Compu Type IT Solutions
 Culver's Restaurant
 Dave Threlkeld Insurance Agency, Inc.
 Doug Distler
 Dr. Jill Kinsella, DMD
 Federally Employed Women, Inc
 Global Medical Solutionz Equip
 H3 Capital Real Estate, LLC
 HMG Engineers, Inc.
 Hancock Irrigation Services, Inc.
 Helitech Waterproofing
 Horner & Shifrin, Inc.
 HouseMaster Inspections

Huntington Chase Homes Corporation
 Keep Calm & Carry
 May Brown
 Millennia Professional Services
 Minuteman Press-Edwardsville
 Roots Professional Stump Grinding
 Savvy Technical Solutions, Inc.
 Skyline Community Church
 Spring Valley Baptist Church
 State Farm Insurance- Dave Threlkeld
 State Farm Insurance- Elisa Hager
 Stonemark Development, LLC
 Zion Lutheran School

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.

DOWNTOWN DISTRICT NEWS

DOWNTOWN DISTRICT

The O'Fallon Downtown District hosted it's first ever District Nights events on June 1, 2023. The event featured food and drink from all the downtown bars and restaurants, rocking live music by Champagne Fixx, a car "cruise in" hosted by 1st Street Lounge and lots of family friendly fun and activities.

Beverages were served in an event cup which could be purchased for a one-time cost of \$5 plus the cost of the drink. It allowed patrons to walk around the event with drink in hand and was reusable. The cost of the cup goes

back into the Downtown District to help recoup event costs as well as provide funding to support future events for the community.



The City of O'Fallon provided financial support for the District Nights events, and various departments like public works and Public Safety helped by providing barricades, security etc.

What is the Downtown District? The Downtown District operates under the Chamber of Commerce umbrella. The group is comprised of businesses within the downtown district who work together to put on cool events like this and further improve our downtown community.

Did you miss the June 1 District Nights? No need to worry! There will be two more events this summer - July 6th and August 3rd. Grab your \$5, your lawn chairs and your friends and family and enjoy a night out in the District! Hope to see you there!

For more information on this event and the next District Nights event, visit the Downtown District Facebook Page: www.facebook.com/DowntownDistrictOfFallonIL

Photos courtesy of Brian Keller, President, [O'Fallon Historical Society](#)



UPCOMING CHAMBER EVENTS

RESTAURANT ROULETTE

ARE YOU READY TO NETWORK?



Restaurant Roulette | This is a pay as you go event. You can get an affordable lunch at all our participating restaurants.

1. Sign up for the lunch
 2. Get randomly paired with a local restaurant
 3. Meet your lunch partners the day of!
- Location: Various Local Restaurants
Date and Time: June 8, 2023 | 11:30 a.m.

RSVP TODAY!

BUSINESS AFTER HOURS



Business After Hours | 1.5 hours of pure networking - no program, just networking. Are you ready to meet 50+ potential contacts? Come network at our Business After Hours- bring your business cards! Stay for 15 minutes or for the entire time. Tour the host's business, meet people and enjoy light refreshments.

Location: TownePlace Suites by Marriott | 445 Regency Park Dr, O'Fallon
Date and Time: June 20, 2023 | 5:00 p.m. to 6:30 p.m.

RSVP TODAY!



Business Over Breakfast | Have a free continental breakfast and get your business' name in front of 35+ potential contacts! Bring plenty of business cards and be prepared to say a short line or two about your business. Are you a Chamber member? Then feel free to bring fliers to place on our Information Buffet!

Location: Public Safety Building | 285 N Seven Hills Rd, O'Fallon
Date and Time: June 23, 2023 | 8:00 a.m.

Speakers: Linda Mitchell | Metro East Literacy Project
Joy Paeth | AgeSmart

RSVP TODAY!



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.

O'Fallon-Shiloh's best-loved Podcast is now offering sponsorship opportunities! With a total of almost 19,000 listeners and growing, this is THE place you'll want to advertise. But don't wait! Spots are limited.

Only 1 sponsor per episode.

Each 20-second sponsor ad is aired mid-roll of an episode.

Sponsorship includes 4 ads.

Want to feature your business? Only \$200 for 4 weeks of sponsorship!

Contact the Chamber office today!
618-632-3377 | Connect@OFallonChamber.com

HAVE AN IDEA for a podcast topic? Submit your idea for consideration!

Submit Your Idea

**2 weeks advanced notice for event promotion is requested!*



[Download the Media Kit](#)

HEALTHCARE & WELLNESS

The Healthcare & Wellness Committee promotes healthcare and wellness in the O'Fallon-Shiloh communities through healthcare leadership, partnerships, education and advocacy. This committee is made up of chamber members who are in the health and wellness industry. This month, Committee member Cassidy Hoelscher talks about The Rehabilitation Institute of Southern Illinois!



The Rehabilitation Institute of Southern Illinois

The Rehabilitation Institute of Southern Illinois is an inpatient

rehabilitation joint venture hospital owned through a joint venture between BJC HealthCare and Encompass Health. The hospital is dedicated to improving the lives of its patients and helping them regain independence after a life-changing illness or injury. Located in Shiloh and serving the Metro East area since 2022, the hospital provides inpatient physical therapy, occupational therapy and speech language pathology for stroke and other complex neurological and orthopedic conditions. The hospital uses an interdisciplinary team approach that includes physical, speech and occupational therapists, rehabilitation physicians, rehabilitation

nurses, case managers, dietitians and more, combined with our advanced technology and expertise, to help patients achieve their goals.

To learn more about The Rehabilitation Institute of Southern Illinois, visit <https://encompasshealth.com/shilohrehab>



Cassidy Hoelscher
Chief Executive Officer
Encompass Health | The Rehabilitation Center of Southern Illinois
2351 Frank Scott Pkwy E, Shiloh, IL 62269

Medical Director Minute: GIP 101: General Inpatient Care in Hospice

<https://hospice.org/gip-101-general-inpatient-care-in-hospice/>



General Inpatient Care, commonly referred to as GIP, is one of the four levels of available hospice care. As the name implies, this is hospice care provided to a patient in an inpatient setting.

CMS allows this care to be provided only in a Medicare-certified hospice inpatient unit or facility, a Medicare-certified hospital, or a Medicare-certified skilled nursing facility, though the latter is less common. The hospice works with the inpatient medical team to coordinate services and manage symptoms. The caveat for this level of care is that it is defined as short-term care provided for a patient's pain management or acute symptom control that cannot be managed in other settings. Therefore, GIP-level care may be provided at the end of an acute hospital stay. However, there must be a need for pain control and symptom management, which cannot be feasibly provided in the home setting at hospital discharge.

The Hospice Medical Director, in collaboration with the Interdisciplinary Team (IDT), ultimately determines if the patient's clinical condition warrants this level of care. As has been noted, this level of care is designed for short-term intervention. The length of stay is individualized to the needs of the patient. There is no set limit for the number of days that a patient can remain under GIP care, but there must be daily documentation supporting this higher level of care as longer length of stays may come under scrutiny from CMS. The IDT must develop a discharge plan for the patient, even at the time of hospice inpatient admission, should the level of inpatient care no longer be necessary.

There is no specific disease, condition, or symptom that qualifies a patient to receive GIP care. The determinant is patient symptomatology. The following list identifies some possible patient status triggers that may justify General Inpatient Hospice care:

- Pain or symptom crisis not managed by changes in treatment in the current setting or that requires frequent medication adjustment and monitoring.
- Frequent need for evaluation and re-assessment by a physician and/or nurse.
- Intractable nausea and vomiting.
- Advanced open wounds require frequent treatment changes and close monitoring.
- Unmanageable respiratory distress.
- Severe, agitated delirium or acute anxiety with behaviors,

secondary to end-stage disease process requiring intensive intervention.

- Sudden decline necessitating intensive nursing intervention.
- Pathological fractures require medication adjustments for pain control and multiple caregivers for repositioning patients.

CMS also gives direction as to when the GIP level of care is not appropriate. The following list summarizes this guidance.

- Not appropriate for the sole indication of imminent death or inability to survive transfer.
- Not intended to address unsafe living conditions in the patient's home.
- Not intended for caregiver respite or lack of caregiver altogether.
- Not allowable after symptom crisis has resolved.
- Not appropriate when the patient and/or family refuse to leave inpatient care.

In these situations, complications arise when balancing appropriate patient care and CMS guidance. Due to the complexity of this aspect of hospice care, the Office of the Inspector General (OIG) has recommended to CMS that increased scrutiny be placed on this level of billing. This has resulted in increased oversight of hospice GIP claims and increased surveyor efforts to ensure that hospices meet care planning requirements.

At Hospice of Southern Illinois, we pride ourselves on the high ethical standards upheld by our organization. We will always strive to provide the best possible care to our patients and families, regardless of the location and setting, but we will also ensure that our organization is following CMS regulations and being contentious stewards of our reimbursement funding. Our Interdisciplinary Team will work diligently with you to walk this difficult path.



Dr. Ellen Middendorf
Hospice of Southern Illinois
800.233.1708 (On Call Support 24/7)
618.222.5905 (Local) /
618.222.6831 (Fax)



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

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



O'FALLON-SHILOH CHAMBER OF COMMERCE
DIGITAL BILLBOARD ADS
55/64 AT COLLINSVILLE AVE. & MARTIN LUTHER KING DR.
(EASTBOUND INTO IL)

HOW DOES IT WORK?

The Chamber of Commerce purchases a billboard ad which we split into 30 ad spots. Our members can purchase one (or more!) of those spots, allowing you to have a digital billboard ad at a FRACTION of the cost!

**52 weeks
\$1,350**

**32 weeks
\$900**

**20 weeks
\$600**

TYPE OF BILLBOARD: Digital LED
SIZE OF BILLBOARD: 14X49 ft
TRAFFIC COUNT: 133,110 vehicles daily
AD DIMENSIONS: 400 pixels high by 1400 pixels wide
AD FORMAT: JPG, PDF OR PNG

HAVE MORE QUESTIONS OR NEED MORE INFO?
Call the Chamber office: 618-632-3377



SIGN ME UP!

NAME: _____

BUSINESS NAME: _____

EMAIL: _____

PHONE #: _____

CHOOSE YOUR AD OPTIONS (SPOT IS NOT RESERVED UNTIL PAYMENT IS RECEIVED)

☐ 52 WEEKS | \$1,350

☐ 32 WEEKS | \$900

☐ 20 WEEKS | \$600

☐ I WOULD LIKE MORE THAN ONE AD

☐ I WOULD LIKE THE CHAMBER TO DESIGN MY AD | \$50

Please indicate how many ad spots you would like

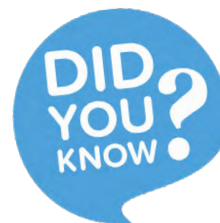
FAQ:

All ads must be approved by the O'Fallon-Shiloh Chamber of Commerce. The Chamber reserves the right to refuse/reject any ad copy.

1. How often will my ad show up? Each ad spot will appear 40 times per day, for 10 seconds at a time.
2. Can I purchase more than one ad spot? Yes! you can purchase as many as you want.
3. How often can I change out my ad copy? Ad copy can be changed out every quarter.
4. Can someone help me design my ad? We would be happy to design your ad for \$50.
5. Are there other advertisers on the billboard? Yes, there will be advertisers paying full price as well as chamber member advertisers.
6. How do I know my ad is running? You can request a "proof of play" report from us at any time which will show the dates your ad has been running.

We have a few Billboard ad spots left! Reserve your ad spot today!

Visit OFallonChamber.com/Billboard



The O'Fallon Police Department puts out a monthly newsletter with great community information.

Click here or tap on the images to open and read the full newsletter!



REGISTRATION AND SPONSORSHIPS ARE NOW OPEN!



OUR ANNUAL GOLF TOURNAMENT IS **SEPTEMBER 12, 2023** AT **FAR OAKS GOLF COURSE**



Registration and Sponsorships are now open! Check out our new sponsorship opportunities for this year, and be sure to get your team registered before the August 8th Early Bird deadline to be entered to win a prize!

Putting Challenge Sponsor - \$800

- 2 meal/drink tickets per session for helpers
- Sponsor provides tent at hole
- Signage on hole with logo; logo on Event Banner
- Add a four-player team for \$450

Platinum Hole Sponsors — \$800

***NEW THIS YEAR* (\$500 for half day)**

- Exclusive use of one golf cart all day / add'l carts \$60
- 2 meal/drink tickets per session for helpers
- Vegas game available to host
- Sponsor provides tent at hole
- Signage on hole with logo; logo on Event Banner
- Add a four-player team for \$450

Club-Level Sponsors — \$550

- Close to clubhouse from 10 a.m. - 3p.m.
- Sponsor provides tent at location
- 2 meal/drink tickets per session for helpers
- Signage on hole with logo; logo on Event Banner

***NEW THIS YEAR* Bunker Beers Sponsor — \$500**

- 4 Available: 2 for each session
- Each sponsor will provide tent at hole
- No beer tickets accepted
- Signage at hole with logo
- Morning session 10am - noon; afternoon 2-5pm
- Each sponsor provides 5 cases of domestic beer cans

Pin Flag Sponsor — \$400 - Deadline 8/8/23

- Custom pin flag with corporate recognition
- Exclusive—only 18 available
- Selection is based on a first-come basis
- Sponsor retains flags as keepsake
- Must commit by August 6th
- Logo on Event Banner

H2O Sponsor—\$350

- 4 Available: 2 for each session
- Hand out water at send off and provide water via golf cart for 2 hours
- One sponsor each session will cover the Front 9; other will cover the back 9
- Optional for sponsor to hand out water at send off
- Each sponsor provides 8 cases water
- Each sponsor will be provided a golf cart, cooler to put their water in

Gold Hole Sponsor—\$250

- Signage on hole with logo
- Company Name on Event Banner

Silver Hole Sponsor—\$125

- Signage at hole with name of business

***NEW THIS YEAR* Snack Attack Sponsor—\$250**

- 2 available
- Each sponsor will provide 120 clear baggies of snacks (pretzels, granola bars, gum, etc.). The sponsor logo may be on the bags
- Chamber staff will place bags in carts at send-off
- Company name in the program

Meal Sponsor (call or email for details)

- Multiple available

Visit our Website for more information and to sign up!



Click here!

or visit www.OFallonChamber.com/golf2023



BUSINESS TRACK ARTICLE

How to Raise Prices Without Losing Customers

<https://www.score.org/resource/article/how-raise-prices-without-losing-customers>



Small businesses are in a quandary these days. Inflation, the pandemic, and supply chain disruptions have impacted their expenses, making it more expensive just to conduct business. And those inflationary pressures have also affected their customers. Consumers are looking for bargains and spending money on what they need, not necessarily what they want.

Many small businesses in this situation think raising their prices is the solution but are hesitant for fear of alienating customers. But it is possible to keep your customer and raise your prices.

Here are 12 ways to do it.

Be Transparent

Increased prices are a universal concern. Consumers are aware that companies are charging more and delivering less (we've all noticed the shrinking size of cereal boxes). So it's important to be transparent and not hide the fact that your prices are rising.

If consumers think you're not forthcoming, customer resentment could emerge publicly via social media for millions to see.

Harvard Business Review says using clear language when communicating price increases to customers is essential. In an article, Utpal M. Dholakia, Professor of Marketing

at Rice University's Jesse H. Jones Graduate School of Business writes, "Call the action a price increase, not a price adjustment, a price change, or another euphemism. While this may seem like a small thing, euphemistic messaging can cause serious harm, fraying the relationship with loyal customers."

Many consumers are keenly aware of overall economic conditions, so when you tell your customers you're raising prices, it just confirms their expectations, and most accept it.

While it's harder for retailers and restaurant owners to hide higher prices, especially from regular customers, some service businesses try to sneak price increases into client bills hoping they won't notice. Don't do this.

If you own a service business or a B2B, let your customers know in advance that you plan to raise prices. You can even use the upcoming price rise as a customer retention technique. Explain to your customers that you will be increasing your prices, but as a reward for being a loyal customer, you will maintain their current pricing if they renew their contract now.

Don't Overexplain

Your customers don't need to know the nitty-gritty details.

Don't tell them about your profit margins or how you're being squeezed by higher prices yourself. Just tell them the facts, such as when the price increase takes effect and what the new price structure will be.

This is also a great time to offer something "extra." For instance, if you're going to add 24/7 customer support (even if it's a new chatbot) or free gift wrapping, let them know.

Don't Apologize

Try not to come across as tentative or nervous since that may signal to your customers that you're willing to negotiate. That's a scenario you want to avoid. Don't offer deals to some customers that you don't provide to others. Customers often talk to one another, and if someone finds out another customer got a "break" when they didn't, you will likely lose their business.

Research the Marketplace

What are your competitors doing? Have they raised prices in the past few years? By how much? Have they given their customers more value? Customers are more willing to accept price increases if everyone in your industry is doing the same thing.

Remember, it is very easy for consumers to comparison shop these days, so your customers will know if you're charging more than other businesses in your industry.

Timing Matters

To get through a price increase relatively unscathed, you need to make sure your customers are satisfied with your products and services. Happy customers are more likely to be loyal and accept your higher prices.

Retain Price-Sensitive Customers with Email

Price-focused customers may leave for other lower-priced options. That doesn't mean you should abandon them. Depending on the type of business you own, keep them on your mailing list (unless they request to be removed). Their economic circumstances may change, or they may find the quality of your products or your exemplary service is worth paying more for.

Consider sending a "we miss you" email with a promotional discount to entice them to return to doing business with you.

Here are some additional ideas for how you can raise prices and retain your customers.

Raise Prices for New Customers Only

Many B2B businesses can keep current clients at their current price level but charge higher prices for new customers. Be sure to let your clients know they're getting special treatment: "Effective immediately, we will be raising our prices. However, because we value you as a loyal long-time customer, your price will remain the same for the next 12 months."

You can also offer a discount to clients who sign (or renew)

a multi-year contract.

Add Value

Create product or service bundles by adding features that don't hurt your profit margins but positively impact your customers. Depending on your business, you can extend your service hours or offer bulk discounts. Consider creating a loyalty program where customers are rewarded when they reach pre-set spending milestones.

If you're a retailer, consider offering complimentary gift wrapping if customers spend a certain amount of money.

Raise Prices on Some Products or Services and Not Others

Try raising prices only on your most popular products and services. Since they account for most of your sales, this can significantly impact your revenues.

Develop Different Levels of Service

You could create bronze, silver, and gold packages where the more customers spend, the more services they get. This works particularly well for home-service businesses like lawn care or pool maintenance. If weekly clients can't afford the new rates, perhaps you could provide bi-weekly service instead.

Consider Adding Fees and Surcharges

Some businesses add fees or surcharges as a solution for a temporary situation, such as a surge in gas prices. This can be risky, though, since customers expect these additional fees to disappear when that situation changes. Do not promise customers that you're temporarily raising prices and then keep them elevated. Customers will think you lied to them and will never trust you again.

Presentation is Key

Professor Dholakia says linking your price increases to a customer-centric value makes it easier for customers to accept them. When you tell them you're raising prices, focus on any added benefits, such as expanded product offerings or additional services.

Of course, some customers will balk. Brainstorm with your team about possible customer objections and how to best counter them. You want all your employees to be on the same page so that no customers get preferential treatment.

Keeping customers despite raising prices is not that complicated. It's about being open and honest and continuing to offer excellent customer care. Satisfied customers will pay more because they've come to know, like, and trust you. Maintaining that trust is the key to success.

May Ribbon Cuttings

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

Wow! We had SEVEN ribbon cuttings in May! We loved seeing our members and community members come out to support our businesses. Welcome and congrats to all these businesses!



O'Fallon Public Library - Story Walk
Thoman Park
Welcome and congrats!

Water Sweets Soap Company
705 Cambridge Blvd, Ste B, O'Fallon

Welcome and congrats!



Chiro-Med
1480 N. Green Mount Road, Ste 300A, O'Fallon

Congrats on your Grand Re-Opening!

Vine Street Market

212 East 1st Street, O'Fallon

Happy FIVE YEAR anniversary!



Dogwood Social House

1206 Central Park Drive, O'Fallon

Welcome and congrats!

Premier Remodeling

502 West State Street, O'Fallon

Welcome and congrats!



Los Amigos

950 Talon Drive, O'Fallon

Welcome and congrats!

Come out and support a fellow chamber member at our next Ribbon Cutting! Enjoy light refreshments and networking - you never know who you may meet!



MEMBER NEWS

HSHS ANNOUNCES NEW LEADERSHIP ROLES AT HSHS ST. JOSEPH'S HOSPITAL HIGHLAND



Effective today, HSHS announced the appointment of Chris Klay, president and CEO of HSHS St. Elizabeth's Hospital in O'Fallon, Ill., to serve in an additional leadership role as president and CEO of HSHS St. Joseph's Hospital in Highland, IL. Klay succeeds John Ludwig, who is stepping away from his role due to his health.

"I am honored to be succeeding John in this role," shared Klay. "Under his leadership, St. Joseph's has excelled locally and nationally in patient experience, patient safety, and financial performance. I am excited to serve the patients in the Highland community and support the colleagues of St. Joseph's as we continue to deliver high-quality health care to all," added Klay.

Klay has served as president and CEO of St. Elizabeth's since May 2022. Prior to his current role at St. Elizabeth's, Chris served as president and CEO of HSHS St. Joseph's Hospital in Breese. He joined HSHS in 2009 as the director of rehabilitation services for HSHS St. Joseph's Hospital in Chippewa Falls and was promoted to also lead the service line at HSHS Sacred Heart Hospital in Eau Claire.

In addition, Teresa Cornelius, DNP, RN, CENP, will begin serving as chief operating officer (COO) at St. Joseph's Hospital in Highland as well as continue her role as chief nursing officer (CNO).

Cornelius has been with HSHS since 2006 and was most recently serving as interim CEO at St. Joseph's Hospital

in Highland. She started her nursing career as a registered nurse at St. Joseph's

Hospital. Prior to her position as CNO, Teresa served as the director of clinical operations, inpatient nurse manager and charge nurse, gaining progressive leadership experience in each role.

FIREWORKS OVER O'FALLON – JULY 3, 2023



The Annual Fireworks Over O'Fallon will be held on Monday, July 3, 2023, at dusk (approximately 8:30 p.m.). The fireworks will be launched near the west entrance of the O'Fallon Family Sports Park.

"A few years ago, we brought back fireworks for the first time in thirty years. Each year, we will continue to make them bigger and better!" said Mayor Herb Roach. "I hope that all of you will join us in celebrating the holiday and enjoying the community."

Spectators are asked to park only in designated parking areas. There will be no parking in the grass or side of roadways in the Sports Park. Once all the parking spots are filled, no other vehicles will be allowed in the Sports Park. People may still access the park on foot and watch the fireworks from grass areas. The turf fields and baseball restrooms will be closed. Restrooms near the Splash Pad and north side of the park will be open.

There will also be parking restrictions on the north side of W. Nixon and W. Madison.

Parking will be prohibited on Venita Drive and Taylor Road. Venita Drive and the west entrance of the Family Sports Park will be closed to traffic approximately five minutes before the firework show begins and reopened

immediately following the completion of the show.

At the end of the show, signs and police officers will direct vehicles towards either the East or West exit of the Sports Park (depending on where you parked).

Please be patient and expect delays leaving the Sports Park.

Vendors that are interested in selling merchandise at the Sports Park must receive approval from O'Fallon Parks and Recreation prior to the event. To inquire, contact the O'Fallon Parks & Recreation Department at 618-624-0139.

Over the past several years, we have seen a sharp increase in the number of residents setting off illegal fireworks in the city limits. These illegal fireworks have greatly increased in size and often resemble those from commercial fireworks displays. Illegal fireworks can cause serious burn and eye injuries as well as property damage. Each of these mortar type fireworks shoot projectiles that travel hundreds of feet into the air and must come down at some point, frequently on the roofs and property of others in the neighborhood. In addition, the loud noises of these large fireworks are a nuisance to many of our residents.

The O'Fallon Police Department will be enforcing city and state laws regarding fireworks. The focus will be on large fireworks displays and officers will be issuing citations when probable cause exists. Over the Fourth of July Holiday, additional officers will be brought in to supplement the regular patrol crews to decrease response times to fireworks complaints.

GCSCREDIT UNION ANNOUNCES NEW NAME



GCS Credit Union recently announced their new name, Revity Credit Union,

which will take effect on July 1, 2023. GCS noted this rebranding project has been a deliberate process and they deeply respect their roots, dating back to 1941. Honoring their history is important, and this revitalization will help bridge the past and future while connecting to GCS Credit Union's entire 18-county field of membership.

While members will see a new name and look, the Credit Union's values and mission have not changed. The same great people will be there to serve membership just as they have always done. GCS is honored to be the neighborly credit union the community has come to know for over 80 years.

"We are proud of our 82-year history and mission. We know change is constant, and we must adapt to our members' needs. We will always stay true to our mission of serving our members, and are excited for this revitalization of the future," said Keith Burton, GCS Credit Union President and CEO.

Members can expect a new credit union website and mobile app coming in July. For more information on GCS Credit Union, please visit myGCScu.com.

TWM APPOINTS NEW CHIEF OPERATING OFFICER TO DRIVE GROWTH & INNOVATION



TWM, Inc., one of the top engineering and geospatial firms

in the greater St. Louis area, is pleased to announce the appointment of Derek Twente, PLS, EI, as its Chief Operating Officer. Derek will be responsible for leading the day-to-day operations of the company, as well as driving growth and innovation across all areas of the business.

Derek brings over 18 years of accomplishments, contributions, and experience in Geospatial/Surveying to his new role. He has a proven track record of investing in new technologies to increase operational efficiency and delivering results in fast-paced, dynamic environments. He also holds senior leadership positions at TWM as Vice President and Director of Geospatial Services.

As COO, Derek will work closely with President Robert DeConcini, PE, and the rest of the executive team to set the strategic direction for the company and ensure that it is executed effectively.

"The TWM Board of Directors and I couldn't be more pleased to establish Derek in this role, formalizing his ongoing contributions as he epitomizes the culture at TWM in its mission of providing exceptional service to its clients. His wealth of experience and expertise will be invaluable as we continue to expand in new markets and innovate in a rapidly changing business landscape. We're confident in his ability to help TWM build on our strengths and continue to serve as a positive influence on the company's forward growth and expansion," said Robert DeConcini, President.

Derek added, "I'm looking forward to this new challenge and working together with both leadership and all our employee-owners. It is exciting to be part of a talented team that continues to raise the bar and exceed expectations. The quality of this team is reflected in the standards they've set for themselves: Exceptional Service. Nothing Less."

CALVIN WERTMAN RECEIVES PRESIDENT'S AWARD FOR PROFESSIONAL EXCELLENCE



McKENDREE UNIVERSITY

Calvin Wertman, the director of residence life and Greek affairs at McKendree University, has recently been awarded the President's Award for Professional Excellence. The winner of this award shines as an ideal example of an ambassador of McKendree University who is respected by the entire campus community. They take on many roles outside of their primary duties and responsibilities and epitomize the One McKendree spirit through their leadership and outstanding service to the University.

A native of Holland, Ind., Wertman began working at McKendree in 2018 and quickly began making his mark on the campus. He is a member of Phi

Kappa Phi Honor Society, an honorary member of Phi Eta Sigma Honor Society and a member of the Sons of the American Legion. He is also the advisor of McKendree's Green Team, a student organization that focuses on campus- and community-wide issues related to the environment and sustainability.

Wertman's nominees have noted that he is an unsung hero who humbly takes on any role that may be asked of him. He serves in many roles within the university, is a go-to resource for many students and staff, and often goes above and beyond to help students succeed. A strong and passionate advocate for social justice and equity, Wertman epitomizes the "One McKendree" mission and has been described as caring, respectful, committed, dedicated and fair, showing grace and strength in how he handles unprecedented times, crises and emergencies.

"I am honored by the award; it feels great to be rewarded for the hard work that one does. I am grateful to everyone, from my family and friends to my team, supervisors, and colleagues. You have my heartfelt appreciation," Wertman said.

Find more
Member News
on our website:

OFallonChamber.com

Have a News Release you'd
like to share?

Log in to your account and
post yourself or email

Chamber@OFallonChamber.com

MONTHLY CALENDAR

June

13

[Military Affairs Committee Meeting](#)
3:30 p.m. | O'Fallon VFW Post 805

14

[Downtown District Committee Meeting](#)
8:45 a.m. | City Hall Council Chambers

14

[Ambassador Meeting](#)
11:15 a.m. | Southern Il Builders Association

20

[Executive Board Meeting](#)
2:30 p.m. | Chamber Depot

20

[Business After Hours](#)
5:00 p.m. | TownePlace Suites by Marriott

23

[Business Over Breakfast](#)
8:00 a.m. | Public Safety Building

27

[Member Engagement Committee Meeting](#)
8:30 a.m. | Chamber Depot

The Annual Fireworks Over O'Fallon will be held on Monday, July 3, 2023, at dusk (approximately 8:30 p.m.). The fireworks will be launched near the west entrance of the O'Fallon Family Sports Park.

"A few years ago, we brought back fireworks for the first time in thirty years. Each year, we will continue to make them bigger and better!" said Mayor Herb Roach. "I hope that all of you will join us in celebrating the holiday and enjoying the community." Spectators are asked to park only in designated parking areas. There will be no parking in the grass or side of roadways in the Sports Park. Once all the parking spots are filled, no other vehicles will be allowed in the Sports Park. People may still access the park on foot and watch the fireworks from grass areas. The turf fields and baseball restrooms will be closed. Restrooms near the Splash Pad and north side of the park will be open.

There will also be parking restrictions on the north side of W. Nixon and W. Madison. Parking will be prohibited on Venita Drive and Taylor Road. Venita Drive and the west entrance of the Family Sports Park will be closed to traffic approximately five minutes before the firework show begins and reopened immediately following the completion of the show.

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Did you miss our last Business Over Breakfast or our guest speaker at our Economic Development Committee Meeting? Catch up by watching their presentations on our website!

Click on each image to the left to view them. Looking for more missed events? [*incaseyoumissedit*](#)

IN CASE YOU MISSED IT!

BUSINESS OVER BREAKFAST SPEAKER PRESENTATION

APRIL 2023


BRIA CALDWELL
VIOLENCE PREVENTION CENTER

CHANGING THE WAY OUR COMMUNITY RESPONDS TO DOMESTIC VIOLENCE




WANT TO

MAY 2023



MidAmerica St. Louis Airport
O'Fallon-Shiloh Chamber
Economic Development Committee
11 May 2023
Bryan E. Johnson, A.A.E. | Airport Director

Southwestern Illinois America's Center for Transportation



Uniting the Region for Growth

IN CASE YOU MISSED IT!

ECONOMIC DEVELOPMENT COMMITTEE MEETING SPEAKER PRESENTATION

BRYAN E. JOHNSON, A.A.E. | AIRPORT DIRECTOR



Here with you
for memorable
moments.

So you can focus on
what matters most.

Being together always brings a smile. We will be by your side with expert care so that you can get back to sharing memorable moments. We are here with you so you can focus on what matters most.

Learn more at steliz.org/herewithyou



HSBS
St. Elizabeth's
Hospital

SALUTE TO OUR STAR INVESTORS



TWO STAR INVESTORS



HSHS Medical Group

ONE STAR INVESTORS

1st National Bank of Waterloo
i3 Broadband
Aaron Holdge Allstate
American Family Insurance
- Scott Buchtel
Associated Bank
Auffenberg Dealer Group
Bank of Belleville
Bank of O'Fallon
Belleville News Democrat
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
Gateway Solutions
GCS Credit Union
Guaranteed Rate Lending
HD Painting & Stain Co.
Heartland Bank
Hilton Garden Inn
Holland Construction Services
Home Heating and Cooling
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.
Merrill Lynch | Woody Gray
Mid America Oral Surgery Center
Morrison Plumbing Heating & Air
Navy Federal Credit Union
O'Fallon Shiloh Towing
OST Container

Premier Remodeling
Regency Manor
Regions Bank
Revela at O'Fallon
Sandberg Phoenix
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
TownePlace Suites by Marriott
U.S. Bank
Washington University Physicians
-Pediatric Specialty Care
Water Sweets Soap Company
Webster University at SAFB

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Memorial Hospital Belleville | Shiloh

Nathan Klitzing, Vice Chair
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Donna Richter
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Mayor Robert Weilmuenster
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Sheri Welch

Erik Huber
Bank of Springfield

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

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

July - December 2023
SAVE THE DATES

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

 (outside Shiloh gate)
747 Seibert Road, Scott AFB
Tuesday, July 18 • 5-6:30 p.m.


8550 Forest Boulevard, Caseyville
Tuesday, September 19 • 5-6:30 p.m.


400 North Alton Street, Lebanon
Tuesday, November 14 • 5-6:30 p.m.

Please RSVP to 618-632-3377 or chamber@ofallonchamber.com

RESTAURANT ROULETTE

Thursday, August 10 11:30 a.m.
Thursday, October 12 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!

BUSINESS OVER BREAKFAST (BOB)
Friday, August 25 8:00 a.m.
Public Safety Building • 285 N. Seven Hills Road, O'Fallon

NETWORKING EVENT
Thursday, October 5 Morning Event
Business Over Breakfast Networking Event with McKendree University business students

CHAMBER MEMBER LUNCHEON
SAVE THE DATE
Wednesday, November 8 11:30 a.m.