

SEPTEMBER 2024

CHAMBER TRACKS

Official Newsletter of O'Fallon-Shiloh Chamber of Commerce





A NOTE FROM THE PRESIDENT

DEBBIE ARELL-MARTINEZ

September is here, and we're gearing up for a bustling season ahead!

Our September 10th golf tournament is shaping up to be a fantastic event, with the teams and sponsors we were aiming for. Looking ahead, we're excited to partner with McKendree University business students for **speed networking at The Hett on October 3rd.** This is a wonderful opportunity to "give back" by helping shape the business leaders of tomorrow.

Mark your calendars for our **second annual "Meet the Municipalities" luncheon on November 7th**—it's set to be both informative and enjoyable. And as we approach the holiday season, there's even more excitement to come! Are you ready to pull out your wings?!

Did you know that O'Fallon's Downtown District is a committee of the Chamber? While vendor opportunities at Downtown events are often reserved for local businesses, there are select sponsorship opportunities available. Let us know if you're interested. An upcoming opportunity is the *Witches and Wizards Festival on October 5th*—maybe you're interested in sponsoring the "Sway Witch."

Have you tuned in to the *Chamber podcast* yet? If not, now's the perfect time to start! Our podcast is your go-to source for information on economic development and updates on community events. Whether you're driving to work, on your lunch break, or winding down for the day, our episodes are packed with valuable content that keeps you connected and informed. Subscribe today and stay in the loop with everything happening in our Chamber and beyond!

Hold tight; it's going to be a busy and productive fall!





This issue:

Thank You to Our Golf Tournament Sponsors! PAGE 04

Event Takeaway - OTHS Career Fair

PAGE 08

Ribbon Cuttings
PAGE 9

Meet Our Ambassadors - Wrap Up!

PAGE 10

Member News

PAGE 12

The Ultimate Financial Health Checklist for Small Businesses

PAGE 13

Monthly Calendar PAGE 16

Upcoming Events
PAGE 17

WELCOME NEW MEMBERS!

AUGUST NEW MEMBERS

Glo Beauty Suites

Ranata Pottard
9 Eagle Center, Suite 3
O'Fallon, IL 62269
618-741-0650
Angelgloskincare@gmail.com
http://www.angelgloskincare.com
(Healthcare Spa & Massage)

Kunsemiller Orthodontics

Alyssa Bilyeu 1219 Thouvenot Lane St. 103 Shiloh, IL 62269 618-206-8040 info@smilesrock.com (Orthodontics)



Newsletter Sponsor \$100 Featured Business Ad \$75 Full Page Ad \$50 1/2 Page Ad \$35 1/4 Page Ad \$25







STAR INVESTORS

- · Cambridge House of O'Fallon
- Catholic & Community Credit Union
- First Bank
- Klein Brand Source
- Morrison Heating and Cooling, and Plumbing, LLC
- Scott Credit Union
- Taylor Roofin

GENERAL MEMBERSHIP

- Braddock Architectural Services, LLC
- · Carboe Consultants
- · Distler's Automotive Repair, Inc.
- · Dodd and Wambold
- · E-Rate Funding Services, LLC
- Ellerbrake Group KW Pinnacle
- Federally Employed Women
- Functional Health of O'Fallon
- Ganim Orthodontics
- · Gateway Grizzlies Baseball, LLC
- Hoyleton Youth & Family Services
- Invelop, LLC

- Kloss Furniture
- · Le Ono's Restaurant*
- · LF and Son Construction
- McAlister's Deli
- Moonbird Yoga*
- National Shrine of Our Lady of the Snows
- New American Funding
- New Life in Christ Church
- Nothing Bundt Cakes
- O'Fallon Apostolic Assembly*
- O'Fallon Assembly of God Church
- Plus Ultra Home Inspections
- Professional Therapy Services, Inc.
- · Professional Title Insurance
- Quality Inn
- Re/MAX Preferred Emily Greenstreet, Realtor
- Shiloh School District #85
- St. Louis Food Ingredients
- Tamarack Woods Apartments, LLC



FOR ALL THAT YOU DO TO SUPPORT THE CHAMBER AND OUR COMMUNITY!

MEET YOUR CHAMBER STAFF



Debbie Arnall-MartinezPresident/CEO



Doris ObernuefemannOperations Manager



Jonathan Simmons
Marketing &
Communications Manager



Jessica Lotz Leadership & Development Coordinator



Johnnie Hodges Membership Coordinator

^{*}Downtown District Members

THANK YOU TO OUR 2024 GOLF TOURNAMENT SPONSORS!



LOOK FORWARD TO SEEING EVERYONE ON THE GREEN!

McCleery Safe Storage and Ice

Sept 10 | Far Oaks Golf Club



Pardon our Progress

We are still open during our outpatient radiology project.





Common cold, seasonal allergies or the flu?

We are conveniently here for you.

1512 N. Green Mount Rd., O'Fallon | Open 7 days a week, 8 a.m.-7 p.m. No appointments necessary.



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WE COME TO YOU FOR BASIC SERVICE WORK!

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Call 833-GO-SERRA or Visit 833GoSerra.com to schedule your appointment!





TO DILLO DILLO BUSINES

ADVERTISE WITH US!

DIGITAL LED BILLBOARD ADS

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!

Digital LED | 14x49' | Over 130,000 vehicles daily

52 WEEKS \$1,375 32 WEEKS \$925 20 WEEKS \$625



Have more questions?
Reach out to the Chamber!





O'FALLON WEEKLY ADS

Get your ad on the Chamber's EXCLUSIVE O'Fallon Weekly page! Every first Wednesday of the month, the O'Fallon Weekly highlights what's happening around town. Your ad supports the Chamber and this local publication!

CLAIM YOUR SPOT

\$29/MO \$350/YEAR RESERVE NOW!

[∞]NOV

SPOTS ARE LIMITED!

PODCAST SPONSORSHIP

The 618 Podcast is a weekly production of the O'Fallon-Shiloh Chamber of Commerce and the O'Fallon Weekly that highlights what's happening in the area! With a total of over **30,000 listeners and growing**, this is <u>THE</u> place you'll want to advertise.

\$200/TWO WEEKS 20-SECOND SPOT LET US TALK ABOUT YOUR BUSINESS!





You deserve extraordinary care, close to home.

Our experienced doctors, nurses, and caregivers are right in your community providing routine treatments and life-changing care. We're here for you and your family-every day-because you deserve extraordinary care.

Find care at: MemHosp.org





Nominations Now Open for 2025!





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

Click below to view the August and September newsletters:



EVENT TAKEWAYS

OTHS CAREER FAIR | 08.20.24

Our second Annual OTHS Job Fair on August 20th was a *tremendous success!* We were excited to welcome **184 students** who connected with 8 different Chamber member businesses. This collaborative event between our Chamber and OTHS provided students with a unique opportunity to meet, interview, and apply for jobs—all in one place. For many, this marked their first step into the working world, and the diverse range of industries represented made it even more impactful. It was inspiring to see the strong support from school administration, school board members, parents, and students.

Employers left with a list of promising candidates for both current and future openings. A huge thank you to Tracy Ritzel from OTHS and our Chamber President, Debbie Arell-Martinez, for making this event possible. Stay tuned to find out how many positions were filled!

Thanks to the Chamber employers who came out:

- Express Employment Professionals Fairview Heights, IL
- Culver's
- Le Ono
- Moreland/Bishop McDonald's
- O'Fallon Parks & Recreation
- Plus Ultra Home Inspections
- Texas Roadhouse
- The Colonnade Senior Living and Heritage Community

















AUGUST RIBBON CUTTINGS





Schildknecht Funeral Home 301 S. Lincoln Ave, O'Fallon, IL

Christian Brothers Automotive
1310 Thouvenot Lane, O'Fallon, IL





Champion Consulting
1115 Frontage Rd Ste B, O'Fallon, IL

Sweet Katie Bee's

131 E 1st St, O'Fallon, IL

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!







This month, we wrap up our introduction of our Chamber Ambassadors!

Ambassadors serve as the face of the Chamber in the community. They help to welcome new members and support events throughout the year.

Thanks for all that you do!



Private Wealth Management, Associated Bank

Hometown: Belleville, IL

What do you enjoy most about being a Chamber Ambassador?

My favorite part about being a Chamber Ambassador is the opportunity to greet and meet the new members to our great group. It gives us the chance to have a one-on-one conversation with the new member and to learn about their business journey. We can make their membership a more welcoming feel and also give suggestions on other members that would be great sources for referrals and benefit each other's objectives.

How has my involvement with the Chamber influenced your business or professional growth?

I have been a part of the O'Fallon Shiloh Chamber for 8 years now. My connections I have made and opportunities to serve our community have been amazing. I have met many business owners and centers of influence that has resulted in reciprocated business over the years and opportunities to benefit our clients. Being well connected in a community and learning about where you can help is invaluable and makes a difference. I love to be able to help and create connections for people in our chamber and surrounding communities!



DEBBIE BRAUER
Retired

Hometown: O'Fallon, IL

Outside of your business or profession, what do you enjoy most about our local community? Both O'Fallon and Shiloh care and work hard at creating a family friendly atmosphere. The area continually promotes fun community events and keeping in touch with residents. There are all kinds of different activities in all seasons. There's a sense of strong community spirit here and a spirit of volunteerism.

City officials are highly efficient and responsive, ensuring that the community runs smoothly and effectively. The schools in the area are top-notch, The community is also home to a beautiful sports parks, recreational facilities and gyms promoting a healthy and active lifestyle.

In your opinion, what sets our Chamber apart from others?

Having been a member of other chambers in the past, "Extraordinary Driven Leadership" is what sets the O'Fallon-Shiloh Chamber of Commerce apart from other chambers. Debbie and her team are top notch with unwavering professionalism and dedication.

- The incredibly warm and Friendly staff goes above and beyond for its members and always eager to help. Their commitment to our members is nothing short of inspiring.
- The O'Fallon-Shiloh Chamber is one of the most active chambers in the area, offering various networking opportunities, committee opportunities, and many resources and referrals to grow your business.
- The O'Fallon Shiloh Chamber is a true community partner...their commitment to the community is unwavering... They are either participating in or supporting the towns events and make sure their members are always in-the-know.



DON G. BARKLEY USAF - Retired MSgt

Hometown: Black River Falls, Wisconsin

What do you enjoy most about being a Chamber Ambassador?

As an Ambassador member I enjoy the comradeship of its members, meeting area business owners/Managers and informing new business how they can help their business and the area they are in.

What advice would you offer to newcomers looking to make the most out of their Chamber membership?

As a Chamber member they can attend the many chamber events at which they can meet and communicate with their fellow business members as well as promote their own business. They can always join the many chamber committees.



PAVID SNYDER
Retired USAF
Chairman, O'Fallon Area Chapter
of Lewis & Clark Habitat
for Humanity

Hometown: Cincinnati, Ohio

What advice would you offer to newcomers looking to make the most out of their Chamber membership?

Take advantage of every opportunity the Chamber offers to get involved with the community and other Chamber members. Because our Chamber is so active, a lot of folks look for the membership sticker in your window.

Are there any particular Chamber events or initiatives you're particularly excited about? Business Over Breakfast continues to be my favorite event. Although it is somewhat early, the networking opportunity is worth it. Members also get the chance to talk about their businesses to the group. I have learned about several of which I was unaware, and now use on a regular basis.

LEADERSHIP INSTITUTE

This month our Lead In group achieved the goal of "introducing young leaders to people they might not otherwise meet" when the class of 2024 enjoyed a luncheon with our Chamber's Board of Directors and then met with O'Fallon's finest as they learned about public safety from our Chief of Police, Chief Brueggeman.

Big thanks, also, to Erik Mensen (*Lead In Class of 2021*) and Lt. Nick Stewart (*Class of 2023*) for sharing with us about the inner workings of our public safety department.

Interested in joining our 2025 Lead In Class? Applications being accepted now!









MEMBER NEWS

SERVICE OPPORTUNITIES FOR NATIONAL HONOR SOCIETY

Dear Members: My name is Tracey Ritzel, and I am a school counselor and the new sponsor of the National Honor Society at O'Fallon Township High School. The National Honor Society is a prestigious organization that encourages academic achievement, leadership, character, and most importantly, service to the community.

As part of our commitment to serving the community, our members are seeking opportunities to volunteer and support local businesses and organizations. We would love to offer our time and skills to assist your business with any upcoming events, special projects, or day-to-day tasks that could benefit from volunteer support.

Our members are high school juniors and seniors who are passionate about making a positive impact in the community. We are available outside the school day, weekends, during school breaks, even if it is only a few hours, and can assist with a variety of tasks, including customer service, event setup, cleaning, organization, etc.

If your business has any needs that align with our mission of service, I would love to advertise the opportunity, along with your contact information so the students can work out the details of how they can be of assistance. You can either email the information at ritzelt@oths.us, or if you have created a flyer, I am also happy to post it.

Thank you for considering this opportunity. We look forward to the possibility of serving your organization and contributing to our shared community.

Reach out to Tracey Ritzel for more information. RitzelT@oths.us | (618) 632-3507 Ext. 5238

MCKENDREE UNIVERSITY WELCOMES LARGEST INCOMING CLASS IN SCHOOL HISTORY



Continuing a trend from recent years, an increasing number of new Bearcats are from out of state or from other countries. While 59 percent of the Class of 2028 have come from throughout Illinois, others represent 33 additional states, as well as 29 other countries. International students have arrived from Afghanistan, Albania, Australia, Austria, the Bahamas, Belgium, Canada, Czech Republic, England, France, Germany, Ghana, Hungary, Ireland, Italy, Jamaica, Macedonia, the Netherlands, Norway, Serbia, South Africa, Spain, Sweden, Switzerland, Thailand, Turkey, United Arab Emirates, Ukraine, and Vietnam.

Additionally, 85 percent of the incoming class will be receiving academic scholarships, and 25 percent of these students will be receiving the Honors scholarship, which is a new record for the highest academic award given to new students by McKendree. An impressive 21 percent of students have had a relative attend the university in the past, and 10 percent have had a parent, sibling, or grandparent call McKendree their alma mater.

"You have become part of a family here at McKendree, and that family is here for you," Daniel C. Dobbins, president of McKendree University, said to the incoming class. "We will do our very best every day to educate, to support, to nurture, and to serve you in a manner that treats you as a member of the family you've become part of – the One McKendree family."

SUICIDE PREVENTION TRAINING AND "WE REMEMBER YOU" CANDLELIGHT VIGIL

WEDNESDAY SEPTEMBER 11, 2024
5:30 PM – "QUESTION, PERSUADE, REFER"
(QPR) SUICIDE PREVENTION TRAINING
7:00 PM – CANDLELIGHT VIGIL TO HONOR THOSE
WE HAVE LOST TO SUICIDE

SPONSORED BY THE NATIONAL SHRINE OF OUR LADY OF THE SNOWS AND ST. CLAIR COUNTY SUICIDE PREVENTION ALLIANCE

On Wednesday, September 11, 2024, the National Shrine of Our Lady of the Snows in Belleville, Ill., along with the St. Clair County Suicide Prevention Alliance, will host our annual suicide prevention training (QPR) and candlelight vigil. QPR stands for Question, Persuade, and Refer — three simple steps anyone can learn to help save a life from suicide. Just as persons trained in CPR and the Heimlich Maneuver help save thousands of lives each year, people trained in QPR learn how to recognize the warning signs of a suicide crisis and how to "question, persuade, and refer" someone to help. Our touching and stirring candlelight vigil is to honor those we have lost to suicide.

Fee: No charge.

QPR Training will be held at the Shrine Visitors Center at 5:30 pm and the vigil will be at the Lourdes Grotto on the Shrine grounds at 7:00 pm.

For more information, please call 618-394-6281 or visit our website at https://snows.org.

Do you have member news you'd like to share? Send it our way!

SUBMIT PRESS RELEASE

VIEW ALL NEWS

BUSINESS TRACK INSIGHTS

The Ultimate Financial Health Checklist for Small Businesses

by Belle Wong | The Hartford

Business finances can be tricky, but managing your finances doesn't have to be overwhelming. Keep an eye on your company's financial health with our checklist of essentials to keep your business in good shape and manage your finances like a pro.

1. Analyze your financial statements.

These financial statements are the keys to unlocking the narrative of your business's financial health:

- <u>Cash flow statement</u>. Shows how your business manages its cash inflows and outflows.
- Profit and loss statement (income statement). Shows how much money your business made or lost during a specific period.
- **Balance sheet**. Shows what your business owns and owes at a particular point in time.



The numbers in these financial statements are more than just figures. Use them to calculate simple ratios to get a clearer picture of how your business is performing. Useful financial ratios include:

- Current Ratio: This balance sheet ratio tells you if you have enough funds to cover what you owe in the short term.
 - Current Ratio = Current Assets / Current Liabilities
- Debt-to-Equity Ratio: Use this balance sheet ratio to see how much of your business is funded by debt.
 - Debt-to-Equity Ratio = Total Debt ÷ Total Equity
- Gross Profit Margin: Using data from your profit and loss statement, you can see how much money you're making from your sales once you've accounted for your costs.
 - Gross Profit Margin = (Revenue Cost of Goods Sold) / Revenue

Tips & Tools: An accounting tool like QuickBooks, FreshBooks or Wave simplifies financial analysis by automatically calculating key ratios for you.

2. Compare budgeted numbers vs. actual numbers.

Seeing how your actual earnings and spending measure up against your budget provides a financial reality check. It shows where you're on track and where things might be slipping through the cracks—and losing you money.

Keep an eye on funds coming in and going out each month. If you find that you're spending more than you planned or not making as much in revenues as expected, you'll know right away. This lets you make quick, informed decisions, like reducing unnecessary spending or figuring out how to increase sales.

Tips & Tools: Schedule email reminders or calendar alerts to set up a routine for reviewing your budget versus actuals at the end of each month.

3. Audit your expenses.

Take a close look at <u>where your money goes</u> each month. Pay special attention to recurring payments for expenses like software subscriptions, tech purchases and utility bills. These costs can quietly increase and take a bigger chunk out of your budget than you might expect.

When reviewing these costs, think about whether you really need each service—for example, accounting software or apps are typically worth their monthly fee because most small businesses use them regularly to help save both time and money—or if there's a cheaper option that would fit your needs. Canceling a rarely used subscription or switching to a more affordable provider will help lower your expenses. These savings may seem small, but they can add up quickly.

Tips & Tools: Use a mobile app like Expensify, Emburse Certify or Shoeboxed to log receipts and track your business spending in real-time.

4. Monitor the timing of your cash flows.

Your cash flow statement comes in handy for checking in on how money flows in and out of your business. But there's more you can do to keep your <u>cash flows</u> healthy, such as sending out invoices as soon as possible—and watching how quickly your customers pay these invoices.

If delays in payment are common, it might be time to review your payment terms. For example, you could offer early payment discounts or impose late fees to encourage faster payments. Regular follow-ups with customers who are slow to pay can also help speed up your payments.

Tips & Tools: For a smoother invoicing and payment process, create a system that covers everything involved: sending invoices, following up on payments, recording receipts promptly, and anything else that you need to do to get paid.

5. Practice proactive debt management.

Keep a detailed record of all your business debts. This includes how much you owe, who you owe and due dates for each payment. Careful record keeping helps you avoid missing payments and plan your finances.

To see how well you're managing your debts, use this simple calculation: Divide your yearly profit (before interest and taxes) by your total yearly debt payments. A result of 1.25 or more means your business is earning enough to comfortably cover its debts. If the result is lower, you might need to adjust your spending or find ways to increase income.

Tips & Tools: If you have <u>high-interest debts</u>, consider using the "avalanche" debt management method, where you pay your highest-interest debt off first, then move to the next highest, until all your high-interest debts are cleared.

6. Optimize your inventory and vendor management.

Take a good look at how quickly your products are selling. If they're not moving fast, you might be using up valuable space and money that could be better used elsewhere. <u>To manage this</u>, track how long each item sits on the shelves before it sells. Regularly adjust how much you order based on what sells fastest.

It's also wise to think about where your products come from. Relying too much on one supplier can be risky: If that supplier runs into problems, you might run out of stock and disappoint your customers. Build a network of dependable sources by identifying alternate suppliers for your most important items. Then order small amounts from these new suppliers to test their reliability and product quality.

Tips & Tools: Use Excel or Google Sheets to create a spreadsheet to compare different suppliers' reliability, delivery times and product quality.

READ THE FULL ARTICLE





DIGITAL BILLBOARD

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 \$1,375

32 weeks \$925

20 weeks \$625

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 \$1,375 32 WEEKS \$925	20 WEEKS \$625
I WOULD LIKE MORE THAN ONE AD Please indicate how many ad spots you would like	I WOULD LIKE THE CHAMBER TO DESIGN MY AD \$100

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 \$100.
 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.

MONTHLY CALENDAR



10	Annual Golf Tournament All day event Far Oaks Golf Club
11	Downtown District Committee Meeting 8:45 a.m. City Hall Council Chambers
18	Ribbon Cutting - Live. Laugh. Illinois Real Estate Group 12:00 p.m. 1207 Frank Scott Parkway East, Ste 200, Shiloh
19	Economic Development Committee Meeting 8:30 a.m. TownePlace Suites St. Louis O'Fallon
	Ribbon Cutting - Holistic Journey Healing Collective 11:30 a.m. 513 West Hwy 50, O'Fallon
23	Executive Board Meeting 1:15 p.m. Chamber Depot
24	Education Committee Meeting 10:00 a.m. O'Fallon District 90 Offices
24	Business After Hours - Schildknecht Funeral Home 5:00 p.m. 301 South Lincoln Ave, O'Fallon
26	Board of Directors Meeting 8:15 a.m. City Hall Council Chambers
30	Member Engagement Committee (MEC) 1:15 p.m. Chamber Depot



SEPTEMBER

OCTOBER

9.24 | Business After Hours (BAH)

Business After Hours (BAH) is a social time from 5-6:30 p.m. held six times each year. It is hosted by various Chamber members. There are no speakers



or programs and food and beverages are offered. Come for 15 minutes or come for the full 1.5 hours.

September's event will be held at Schildknecht Funeral Home.

It's a great way to meet new business contacts – we average 75+ in attendance each BAH. Bring plenty of business cards! chance to network!





10.03 | Speed Networking at The Hett

Join us for Speed networking with McKendree University Business Students! This takes the place of our October Business Over Breakfast.

Come a little early for some goodies and coffee (8:30 a.m.); speed networking starts at 9 a.m.

We'll take a short break at 9:20 a.m. and start back up again at 9:30 a.m. (to allow students to come in from class). Event ends at 10 a.m.



10.10 | Restaurant Roulette

Sign up to join us for lunch on the appointed date/time. We'll use our virtual roulette wheel to determine where you eat and who you eat with!

You'll find out who your lunch partners are (3-5 other chamber members) when you show up to eat.

This is a way to support local restaurants and get a chance to network!



STAY CONNECTED WITH US THROUGH OUR WEBSITE AND ON SOCIAL MEDIA FOR MORE DETAILS ON ALL EVENTS! BE SURE TO CHECK THE EVENTS CALENDAR OFTEN AND REGISTER FOR EVENTS YOU'RE INTERESTED IN.





Facebook.com/OfallonShilohChamber

SALUTE TO OUR PREMIUM MEMBERS

























1st National Bank of Waterloo American Family Insurance- Scott Buchtel Ameren Associated Bank Auffenberg Dealer Group Bank of Belleville Bank of O'Fallon **BOS Metro East Banking Center** Busey Bank C&C Sports Caliber Cleaning Cambridge Capital Management, LLC Cambridge House O'Fallon Care Access Carrollton Bank Catholic Community Credit Union CEFCU Central Bank Clete's, Inc. Clinton Manor Living Center Commerce Bank Country Estate Kennel

CSL Plasma Drury Inn & Suites Farmers & Merchants National Bank FCB Banks First Bank OFallon First Bankers Trust Company First Community Credit Union Gateway Metro Federal Credit Union **Gateway Solutions** HD Painting & Stain Co. Heartland Bank and Trust Company Hilton Garden Inn **Holland Construction Services** Jack Schmitt Chevrolet of O'Fallon 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. Mathis, Marifian & Richter, Ltd. Merrill Lynch | Woody Gray

Mid America Oral Surgery Center Morrison Plumbing Heating & Air O'Fallon Shiloh Towing OST Container/Rental Regency Manor Regions Bank Revity Credit Union Sandberg Phoenix Schaefer Auto Body Centers Scott Credit Union Scott Family Housing Sigman Heating and Air Conditioning Spectra Graphics Taylor Roofing The Regency Conference Center The Rehabilitation Institute of Southern IL Together Credit Union TownePlace Suites by Marriott United Healthcare

EXECUTIVE BOARD

Nathan Klitzing, Board Chair Cambridge Capital Management Kevin Welch, Vice Chair 1st National Bank of Waterloo

Dan Jackson, Treasurer Carrollton Bank

Jeff Dossett, Immediate Past Chair BJC Memorial Hospital

2024-2025 BOARD MEMBERS

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Cassidy Hoelscher The Rehabilitation Institute of Southern Illinois

Chris Klay HSHS St. Elizabeth's Hospital Donna Richter Southern Illinois Builders Assoc.

Kurt Schroeder UB Greensfelder LLP

Susan Schultz Holland Construction

Pat Mandeville Bank of Springfield

Mike Williams Serra Honda Ex-Officio

Mayor Herb Roach City of O'Fallon

Mayor Robert Weilmuenster Village of Shiloh

Lt. Nick Stewart | Lead In O'Fallon Police Department

CHAMBER AMBASSADORS

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John Grissom Berkshire Hathaway

Jaclyn Gross
TownePlace Suites by Marriott

Cindy Hill Home Instead

Erik Huber Bank of Springfield Ken Hutchens Shiloh United Methodist Church

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Delisa Richardson Z. D. Richardson Notary Services

Dave Snyder Rotary Club of O'Fallon /Emeritus

Lisa Vorce Thrivent Financial - Lisa Vorce

Justin Ward 1st National Bank of Waterloo

Sheri Welch





ANNOUNCEMENTS AND ATTENDANCE PRIZE DRAWINGS ARE AT 6 P.M.



301 South Lincoln Avenue, O'Fallon Tuesday, September 24 ● 5:00–6:30 p.m.



618 Business and Event Center Fairview Heights

Tuesday, November 19 • 5:00–6:30 p.m.

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

RESTAURANT ROULETTE

Thursday, August 8 11:30 a.m. Thursday, October 10 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

Thursday, October 3 9:00 a.m.

Location: The Hett • 400 N Alton Street, Lebanon

Speed Networking with Mckendree University Business Students

BUSINESS OVER BREAKFAST (BOB)

Friday, August 23

8:00 a.m.

Public Safety Building • 285 N. Seven Hills Road, O'Fallon

BE OUR NEWSLETTER SPONSOR!

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



Additional events you might be interested in attending

ANNUAL GOLF TOURNAMENT

Tuesday, Sep 10 ◆ Far Oaks • AM & PM Sessions

MAXIMIZE YOUR BENEFITS

Tuesday, October 29 • 8:30 a.m.
Chamber Depot ◆ 116 East First Street, O'Fallon

MEET THE MUNICIPALITIES

Annual Luncheon

Thursday, November 7 • 11:00 a.m. – 1:00 p.m. Klucker Hall ◆ 14 Park Drive, Shiloh



Dates/times are subject to change.

Please pay attention to weekly E-news for updated information.

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