

January, 2011

Volume 6, Issue 1

HIGHLAND CHAMBER OF COMMERCE

# CHAMBER NEWS

[www.highlandillinois.com](http://www.highlandillinois.com)



## MESSAGE FROM THE CHAMBER PRESIDENT—JAN BRINKER

*The Chamber continues to develop our mission. Highland is the best place to live, learn, work, shop and play!*

*We successfully implemented the Shop Highland Program for the Holiday season, and it's great to say that it made a grand return. We look forward to bringing it back again next year.*

*We have always had a very strong Chamber, and as a Board, we thought it beneficial to implement a strategic planning process to review and research some areas which will solidify future direction. By identifying areas to improve, and setting goals, we hope to integrate the infrastructure, our resources, and improve relationships which will provide continued growth and continuity for the City of Highland, the business community, our residents and visitors. As we worked together through the planning process, we recognized the tasks and accepted some ownership for this plan and its success.*

*The road ahead will bring about some challenges as we implement our new strategy. I pray that God guides us as a Team, as we build an even stronger organization bound by dedication and passion for our community.*

*Jan*



Mark your calendars for  
**"The Chamber's Big Deal"**  
**Saturday, March 12**  
**6:00 pm—Midnight**  
**Lindendale Park**

\$50 Donation includes Dinner, Raffle  
Ticket & Special Event Cocktail  
FREE Casino Entertainment  
Invitations Coming Soon!!!

## Inside This Issue:

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## SCHEDULE OF EVENTS:

### January

28-30 Hard Road Theatre's  
Mid-Life! The Crisis Musical

### February

- 1 Business Over Breakfast  
Holiday Inn Express
- 4-5 Hard Road Theatre's  
Mid-Life! The Crisis Musical
- 17 Mobile Driver's Unit at the  
Weinheimer
- 17 Business After Hours hosted by  
The Tutoring & Learning Center

### March

- 1 Business Over Breakfast  
Michael's Coffee Shop
- 6 Sausage Supper—Masonic Lodge
- 11-12 Homestead Quilt Show
- 12 The Chamber's Big Deal!
- 17 Business After Hours hosted by  
Lisa Sauer State Farm Ins.
- 24 Celebration of Life Spring Banquet

## FROM THE EXECUTIVE DIRECTOR....

During the Chamber's Strategic Planning process we decided that it was time to update the look and feel of our website. So, over the course of the last couple months we have been working closely with local company, Foppe Visual Communications to re-design our site. We are excited to announce that our new, improved site is now up! Please take a few moments to visit the site at [www.highlandillinois.com](http://www.highlandillinois.com); check your listing information and let us know what you think! With this new website, we also have increased functionality – clickable photos, expanded community calendar and the opportunity to help members market their businesses through online advertising. We are offering the advertising packages at \$100 and will be billed on a quarterly basis. Your ad will rotate on the lower right hand corner and link back to your business website. Please contact us if you are interested in this newest opportunity! As always, thank you for your support of the Chamber and our mission!

*Jami*



We are thrilled to announce "The Chamber's Big Deal," a new event we're hoping will be a "big deal" for our members and guests. The date is *Saturday, March 12*, from 6 pm to midnight at Lindendale Park. Basically, this will be night of FREE Casino entertainment—a time to play games, spend time with friends and have fun! Dinner, a special event cocktail, and a surprise or two are planned for the evening as well.

This event is also our major fund-raiser for the year. There are three revenue sources, and your support in any or all of these areas will be very much appreciated!

**1. Big Money Raffle**—Three lucky winners will receive \$3000, \$2000 and \$1000 respectively. The drawing will be held the night of the event. A \$50 donation will give you a chance at the Big Money Raffle, admission to the event, a delicious dinner and special event cocktail. Please note that you do not have to be present to win. Only 500 chances will be sold. Invitations will go out soon with more information about the Big Money Raffle. Chances will also be available at the Chamber office and any Chamber Board member.

**2. Big Prizes Raffle**—There will be a limited number of very special items raffled off at "The Chamber's Big Deal." We are looking for items similar to live auction items from past years (trips, entertainment/sports packages, large electronics, etc.) for this raffle. If you have an item you'd like to donate or wish to make a monetary donation, please contact the Chamber office. Donors of items of \$500 more in value will be recognized in pre-event advertising and have name/logo recognition and signage at the event. Chances for this raffle will only be for sale that evening.

**3. Event Sponsorship Opportunities**—We are looking for "high rollers" to sponsor the gaming tables. Each gaming table is an advertising opportunity. Sponsors will have name/logo recognition and signage at the event and be recognized in programs and pre-event advertising. Promo materials may also be given away at the tables. This can be a friendly competition...who will have the most popular give-aways? Sponsors at the \$500 level will also receive one \$50 admission (which includes dinner and a chance at the Big Money Raffle) and four special event cocktails.

We have sponsorship opportunities for just *ten* gaming tables and *twelve* slot machines. Gaming table sponsorships are \$500 each; slots are \$150. You can download and fill out the Sponsorship Form on the next page and return it to us along with your check.

We are looking forward to a very exciting evening! THANK YOU for supporting YOUR Chamber!



## Sponsorship Form

**Yes! I want to sponsor "The Chamber's Big Deal" on March 12, 2011!**

- Gaming Table - \$500
- Slot Machine/Game Stop - \$150

Company/Organization: \_\_\_\_\_

Contact: \_\_\_\_\_

Address: \_\_\_\_\_

City / State / Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

Please send your check along with a copy of this form to the Highland Chamber of Commerce, 907 Main Street, Highland, IL 62249.

At your earliest convenience, please send your logo (both a high res file for signage/printing and a web-size jpg) to the office for use in our advertising.

If you have any questions regarding "The Chamber's Big Deal," please call the Chamber office at 654-3721 or Tom Foppe, Committee Chair at 654-8600.

*Thank you for supporting YOUR Chamber!*

***DON'T FORGET TO REMEMBER YOUR TICKETS  
TO HARD ROAD THEATRE'S HYSTERICAL PRODUCTION  
OF "MID-LIFE THE CRISIS MUSICAL"***

Tickets are now on sale for Highland's Hard Road Theatre's production of "Mid-Life! The Crisis Musical," sponsored by Edward Jones Investments/John Jatcko.

The cast of this wacky musical takes a comic look at the many "wrinkles" faced in middle-age. From hot flashes and reading glasses to mammograms and prostate checks, audiences are sure to relate to this hilarious, and sometimes touching, musical.

"Think Saturday Night Live, set to music, focused on the all-too-familiar aspects of reaching your 40s, 50s and beyond," said Bill Sullivan, the show's director. "It doesn't matter if you are approaching, experiencing or have long passed middle-age, this show will keep you laughing...all the way to the nursing home."

Performances of "Mid-Life! The Crisis Musical" are scheduled for 7:30 p.m. on January 28, 29 and February 4 and 5, with a matinee performance at 2 p.m. on Sunday, January 30. All performances will be held at the Highland High School Kennel at 12760 Troxler Avenue in Highland.

"Because this show is best experienced in a small, intimate setting, we've moved from our typical performance location. The HHS Kennel provides the perfect environment, allowing the actors and audience to remain close. There's not a bad seat in the house."

A change in venue has resulted in a change of the normal ticketing procedures. "When we perform at the auditorium, we do not focus on advanced sales. However, for this production we have extremely limited seating and our guests are encouraged to purchase advanced tickets."

Advanced tickets are available at Hype Creative (1001 Main Street, Highland), the Highland Chamber of Commerce (907 Main Street, Highland) and the Troy/Maryville/St. Jacob Chamber of Commerce (647 East Highway 40, Troy). Credit card purchases can be made by calling 618.654.7748. Ticket prices are \$10 and \$9 for guests aged 60 and older. Additionally, Bistro seats, which include food and beverage service, are available for \$22 each and must be purchases in pairs. Only two dozen Bistro seats will be available for each performance.

According to Sullivan, "Our Bistro guests will have front-row, table seats to the production, with drinks and appetizers to enjoy during Act 1 and dessert and coffee for Act 2."

No children's tickets will be sold for the show, as a number of the show topics are adult in nature. "I'd like to think of the show as rated PG-35," stated Sullivan, "We use some colorful language and discuss subjects that are less-than-appropriate for children and easily offended adults."

The Mid-Life cast is comprised of Hard Road alums and a few new faces. The main cast, or "Midlifers," include Elaine Guillot, Chad Korte, Holli Martin and Rodney Miller from Highland; Paul Kruta from Collinsville; and Gentry Herlitz from Staunton. Additional guest stars include: Sue Ellen Drewer, Bill Sullivan and Sharon Welge from Highland; Linda Collman from Greenville; Mary Knebel from Pierron, Megan Noll from Collinsville and Tom Varner from Sorento. Charlie Bouragge from Belleville is the musical director and Megan Noll also serves as the assistant director and choreographer.

"It's one thing to perform a comedy, but a much more difficult task to perform comedy to music. Some of the numbers in the show are quite difficult, musically speaking. But the cast is doing an amazing job putting the show together. Audiences will not be disappointed," added Sullivan.

**For more information, visit [www.hardroad.org](http://www.hardroad.org) or call 618.654.7748.  
Hard Road Theatre Productions can also be found on Facebook.**

## LINCOLN ELECTRIC AND SWIC JOIN FORCES FOR TRAINING

The Lincoln Electric Company recently donated to Southwestern Illinois College 17 new state-of-the-art welders, along with welding supplies and a fume extraction arm to aid in technical education welding courses.

The donation will help the college serve as a training center for Lincoln Electric Company employees, following an agreement signed between the two in December.

“We are very grateful for this donation and look forward to working with Lincoln Electric as the Training Center is created,” SWIC Dean of Technical Education Brad Sparks said.

Currently, SWIC is installing numerous other Lincoln Electric welders in the Industrial Technology Center at the Sam Wolf Granite City Campus. The installation is expected to be complete by March and training will begin by April.

For more information, contact the SWIC Technical Education Division at 618-235-2700, ext. 7475.

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### One Page Form for Health Care Tax Credit for Small Businesses

The IRS released final guidance for small employers eligible to claim the new small business health care tax credit for the 2010 tax year. The release includes a one-page form and instructions small employers will use to claim the credit for the 2010 tax year.

New Form 8941, Credit for Small Employer Health Insurance Premiums and newly revised Form 990-T are now available on IRS.gov. The IRS also posted on its website the instructions to Form 8941 and Notice 2010-82, both of which are designed to help small employers correctly figure and claim the credit.

Included in the Affordable Care Act enacted in March, the small business health care tax credit is designed to encourage both small businesses and small tax-exempt organizations to offer health insurance coverage to their employees for the first time or maintain coverage they already have.

The new guidance addresses small business questions about which firms qualify for the credit by clarifying that a broad range of employers meet the eligibility requirements, including religious institutions that provide coverage through denominational organizations, small employers that cover their workers through insured multiemployer health and welfare plans, and employers that subsidize their employees' health care costs through a broad range of contribution arrangements.

In general, the credit is available to small employers that pay at least half of the premiums for single health insurance coverage for their employees. It is specifically targeted to help small businesses and tax-exempt organizations that primarily employ moderate- and lower-income workers.

More information about the credit, including a step-by-step guide to claiming the credit and answers to frequently asked questions, is available on the Affordable Care Act page on IRS.gov. Source: The Illinois Entrepreneurship Network Newsletter by [hrblogadmin](#) 5. January 2011

## Regions Names Terry Lammers as Relationship Manager

Belleville, IL, January 4, 2011 — Community President, Keith Cook, is proud to announce that Terry Lammers has joined Regions Financial Corp. as a Vice President specializing in Agricultural and Commercial Banking. Mr. Lammers will serve the metro east agricultural initiative.

Terry is an established business owner, so he brings a unique talent set to Regions. He recently sold his 21 year old wholesale fuel, oil and grease distribution company.

Terry is a graduate of Webster University with a bachelor in Business Administration. He is President of the Highland-Pierron Fire District, President of the Highland Rotary Club, and a member of the St Joseph's Hospital Friends Board. Terry lives in Highland with his wife Julie and their 3 children. His office will be located at 12515 State Route 143, Highland.



Regions Financial Corporation, with \$137 billion in assets, is a member of the S&P 100 Index and one of the nation's largest full-service providers of consumer and commercial banking, trust, securities brokerage, asset management, mortgage and insurance products and services. Regions serves customers in 16 states across the South, Midwest and Texas, and through its subsidiary, Regions Bank, operates approximately 1,800 banking offices and 2,200 ATMs. Its investment and securities brokerage division, Morgan Keegan & Company Inc., provides services from over 300 offices. Additional information about Regions and its full line of products and services can be found at [www.regions.com](http://www.regions.com).

## KLOSTERMANN-ELLIOTT PASSES CLU EXAM



Peggy L. Klostermann-Elliott, ChFC, of **Silver Creek Financial** recently passed the "Planning for Business Owners and Professionals" exam toward her CLU designation. The Chartered Life Underwriter designation, or CLU, reflects her continuing dedication to providing the best service possible to her clients. The CLU is a professional designation enabling financial professionals to present a wider range of solutions for the life insurance needs of individuals, business owners and professionals, including disability income insurance, estate planning, and wealth transfer strategies. The CLU course of study requires each individual to pass eight separate exams prior to receiving the designation. Klostermann-Elliott has completed seven of the eight exams.

She is a registered representative of Cambridge Investment Research, Inc., offering comprehensive financial analyses for her personal and professional clientele throughout the bi-state area. Some areas analyzed include retirement funding, disability income insurance, long-term care insurance needs, estate and survivorship needs and college tuition funding. She offers a wide variety of investment\* products, as well as, life and disability income insurance products, survivorship insurance products, and long-term care insurance products to help meet her clients' needs. She can be reached at 618-651-9800.

Klostermann-Elliott is married to John Elliott of Highland and is the daughter of Phil and Sharon Klostermann of Highland. She earned a BS degree in finance from Eastern Illinois University. In August 1997, she became a financial advisor, working in Edwardsville, and then opened her own office, **Silver Creek Financial**, in Highland in October 2004. She has been a member of the Highland Business & Professional Women (BPW) organization since 1998, is a board member of the Highland Area Schools Alumni Association (HIASAA), and is a past board member of the Girl Scouts of River Bluffs Council.

\*Securities offered through Cambridge Investment Research, Inc., a Broker/Dealer, Member FINRA/SIPC. Cambridge Investment Research, Inc., and Silver Creek Financial are not affiliated.

## ACCESS IS COMING...

Are you looking for a place where you can feel like you belong? Highland Hope will be offering a new service on Saturday Evenings beginning January 15<sup>th</sup>. The service will start at 6:30 p.m. with time built in to enjoy a cup of coffee and a cookie with a friend.

The service is designed to offer a relaxed, cozy environment in which all are welcome. The service will highlight a contemporary worship band followed by a conversational style teaching relevant to everyday life. The name "Access" was chosen and based on a passage from Romans 5:1-2, <sup>1</sup> *"Therefore, since we have been justified through faith, we have peace with God through our Lord Jesus Christ, <sup>2</sup> through whom we have gained access by faith into this grace in which we now stand. And we rejoice in the hope of the glory of God."*

"Our desire is to provide a place where anyone seeking hope and peace can hear that God is "accessible" to all through faith. We're trying to bridge church culture with 'pop culture'. To connect with those who want to make faith a part of their daily living and this offers a place for people to come and relax in a safe, family-friendly, Christian environment. This isn't your typical church coffee with the Styrofoam cup and the percolator after worship. It's also being offered as an alternative service for the people who have to work, or have scheduling conflicts on Sunday," said Pastor Dan Perry.

Highland Hope would like to extend a warm invitation to anyone who would like to experience something a little different. The church is located at 12846 Daiber Rd. (corner of Hwy 160 & Daiber). For more information, please feel free to contact the office at 654-8434.

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### MOBILE DRIVER'S LICENSE UNIT ANNOUNCES 2011 SCHEDULE

The Illinois Secretary of State Mobile Driver's License Unit has announced the 2011 dates for its' popular driver's license renewal service, held bi-monthly here in Highland. This year, the Mobile Driver's License Unit will be moving to the Weinheimer Community Center at 1100 Main Street. The service will be held in the Weinheimer's Senior Room, a location that offers better space and accessibility for the many senior citizens who take advantage of the service. Dates for the Mobile Unit include February 17, April 21, June 16, August 18, October 20 and December 22.

Hours for the Mobile Driver's License Unit are from 10:00 a.m. to 2:00 p.m. Drivers will once again be required to take a number and will be served on a first come, first served basis. Services provided by the Mobile Unit include driver's license renewal (including vision testing, written test and driving test if needed), state photo ID's, address changes and license plate sticker renewals.

Drivers must bring their renewal letter and, if a driver's test is required, a current proof of insurance for the vehicle being driven. Detailed instructions regarding license renewal procedures can be found in the *Rules of the Road* booklet which is available in the lobby of the Chamber building.

# Welcome New Members

## Highland Scouts and Scouters

Dean Deibert, President  
13314 Iberg Rd.  
Highland, IL 62249  
Phone – 618-407-1315  
E-Mail – [deandeibert@yahoo.com](mailto:deandeibert@yahoo.com)  
Web – [www.highlandscouts.org](http://www.highlandscouts.org)

Started in 1972 to provide youth of the area with access to canoes, Highland Scouts and Scouters is made up of leaders/ reps from area scouting units to support all units and youth in the Highland area.

## Highland Woman’s Club

Amanda Schulz  
210 Pine Lake Rd.  
Collinsville, IL 62234  
618-920-8304  
[Schulz00@att.net](mailto:Schulz00@att.net)

Established in 1923, the Highland Woman’s Club was instrumental in bringing the first Kindergarten class to Highland and raised money to help the Latzer Public Library open their doors. The group currently does community service work to help local organizations and supports young people with scholarships for higher education. The Highland Woman’s Club meets the 2<sup>nd</sup> Tuesday of the month, September-May. For more information or to become a member, contact Amanda Schulz at 618-920-8304. Why don’t you become a member of the best kept secret in town!

## Innovative Movements Dance Studio

Christy Fisher, Director  
207 Suppiger Way, Suite 400  
Highland, IL 62249  
618-654-6683  
[christy\\_fisher@hotmail.com](mailto:christy_fisher@hotmail.com)

Innovative Movements Dance Studio, or I Move, offers dance instruction in ballet, tap, jazz, contemporary, modern, hip hop, tumbling, pilates, leaps and turns, preschool combo and mommy and me.

## It’s In The Bag

Sharon Wasser  
1025 Broadway  
Highland, IL 62249  
618-654-8747

This unique shop carries an ever-changing selection of handbags, jewelry, hair accessories and more “girly stuff!”

## Torbit’s Flooring and Decorating Shoppe

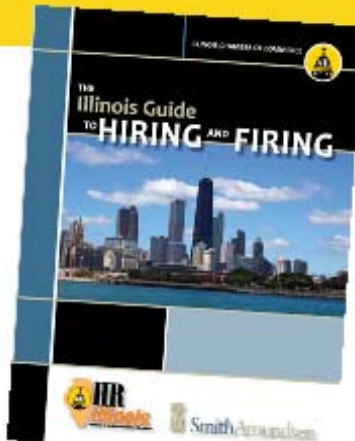
Charlie and Ruth Ann Torbit  
4 Ultra Way Drive  
Highland, IL 62249  
Phone: 618-654-4305 Fax: 618-654-7876  
[torbitsflooring@yahoo.com](mailto:torbitsflooring@yahoo.com)  
[www.torbitsflooring.com](http://www.torbitsflooring.com)

Torbit’s Flooring and Decorating Shoppe was opened in 1968 by Charles and Ruth Ann Torbit. The original store was located in the old Luber grocery store building on Broadway. In 1980, the business moved to its current location at 4 Ultra Way Drive. The 6000 square foot show room includes major brands of carpet, wood, laminate, vinyl and tile for floors and walls. There is also a wide selection of blinds and fabrics for windows. Torbit’s is a Mohawk Color Center Dealer and Shaw Aligned Dealer and has some of the top professional installers in the area. In addition to Charles and Ruth Ann, other employees include Rosie Hollenkamp, Debbie Vahlkamp, Molly Pinkel, Rosalie Davis, Betty Pinkel, Bill Nagy and Nelson Kroner.





***Protect your company  
from costly errors with  
the Illinois Guide to  
Hiring and Firing***



People are the number one reason that companies and managers succeed or fail! For businesses, the frightening fact is that employees win 71% of all employee related claims. The average jury verdict in wrongful discharge cases now exceeds \$500,000!

Our new compliance publication is designed to help employers address these concerns and it is the most USER-FRIENDLY, NON-LEGALESE GUIDEBOOK on Hiring/Firing. The Chamber's new publication - Illinois Guide to Hiring & Firing was written to help employers better develop a blueprint for effectively managing their hiring and firing process to help reduce hiring mistakes and turnover that are critical to an employer's bottom line.

We have a 178 page book that is designed to help employers avoid the numerous legal traps that are in the process of interviewing, hiring, disciplining, and terminating employees. This guide is designed to provide what any Illinois employer needs to know when establishing policies, strategies and making decisions that are in compliance with the law.

Data suggests that 3.8 of every 100 employees are either fired or resign from their jobs each month; and, it is estimated that more than 350,000 workers are terminated unjustly and illegally each year, exposing their employers to hundreds of millions of dollars in potential damages, not including lost manpower costs and bad publicity, and tens of millions of dollars in unnecessary legal fees and expenses.

This comprehensive guide is authored by Illinois attorneys for Illinois employers. The authors include Jeffrey Risch, Partner and Chair of the Labor & Employment Practice Group with the law firm of Smith Amundsen LLC along with attorneys Heather Bailey, Jill Cheskes and Rebecca Dobbs, all recognized as experts in employment law.

**To order or for more information on HR Illinois publications or programs  
call Joe Dawkins ● 217-522-5512 ext. 227  
● (f) 217-522-5518 ● [pubs@ilchamber.org](mailto:pubs@ilchamber.org) ● [www.ilchamber.org](http://www.ilchamber.org)**

***Satisfaction 100% guaranteed***

*The Illinois Chamber of Commerce's compliance publications set the industry standard. That's why, if you are not 100% satisfied, you can simply return your unused purchase within 30 days for a full refund.*



## *Please Support our 2011 Chamber of Commerce Members*

|   |  |  |
|---|--|--|
| 9th Street Cafe                                   | Dean Schuepbach—Allstate Insurance                 | Helvetia Sharpshooters                           |
| AAA Lawn Mowing                                   | Deschaine & Company L.L.C.                         | Hidden Lake Winery & Banquet Center              |
| Ace Hardware                                      | Digitalartz  | Highland Ambulatory Surgical Center              |
| Affiliated Insurance Agencies                     | DiMaggio's Pizza & Pasta                           | Highland Animal Hospital, LLC                    |
| Ameren IP   | DJ Howard & Associates                             | Highland Animal Shelter                          |
| American Cancer Society                           | Don Ole Mexican Restaurant                         | Highland Area Christian Service Ministry         |
| American Legion Post #439                         | E. F. Express                                      | Highland Area Community Foundation               |
| American Red Cross                                | Edward Jones - John Jatcko                         | Highland Arts Council                            |
| Anderson Hospital                                 | Edward Jones - Kevin Dewaele                       | Highland Business & Professional<br>Women's Club |
| Anderson Hospital ExpressCare                     | Equity Fifty-Five Realty-Ed Kleber                 | Highland Chiropractic, PC                        |
| Anywear Imprints Screen Printing                  | Essenpreis Plumbing & Heating                      | Highland Church of the Nazarene                  |
| Apex Physical Therapy                             | Evangelical United Church of Christ                | Highland Civic Woman's Club                      |
| Apostolic Revival Church                          | Everlasting Etch                                   | Highland Community Schools                       |
| Appearance Center                                 | Excel Bottling Company                             | Highland Community Title                         |
| Ardy the Clown                                    | Executive Drive Mini Storage                       | Highland Garden Club                             |
| Aviston Lumber Co.                                | Extra Help, Inc.                                   | Highland Golf & Sports/Leroy's Barber Shop       |
| Basler Electric Company                           | Faith Countryside Homes                            | Highland Health Care                             |
| Battery Specialists & Golf Cars                   | Family Bible Church                                | Highland Historical Society                      |
| Becker Jewelers                                   | Family Care Medical Services                       | Highland Hope United Methodist Church            |
| Bellm-Carnley, Peg                                | Family Care Pharmacy                               | Highland Jaycees                                 |
| Blake Schrupf State Farm Insurance                | Family Care Photo/Hank's Coffee                    | Highland Lion's Club                             |
| Bonne-Terre Construction                          | Farm Credit Services                               | Highland Machine                                 |
| Box TV  | Farmers Restaurant & Bakery                        | Highland Masonic Lodge                           |
| Bradford National Bank                            | FCB Highland Bank                                  | Highland Moose Lodge 2479                        |
| Bright Ideas on a Budget                          | Fears Fence Company                                | Highland News Leader                             |
| Broadway Bar & Grill                              | Fiesta Brava Mexican Restaurant                    | Highland Optimist Club                           |
| Broadway Battery & Tire                           | Finish Line, The                                   | Highland Pain Relief Center                      |
| Bruegge Furniture                                 | First Baptist Church                               | Highland Pediatric & Adolescent Medicine         |
| Burgett Group, The                                | First Congregational Church                        | Highland Physicians, LTD.                        |
| CC Food Marts                                     | First Mid-Illinois Bank & Trust                    | Highland Printers                                |
| Capelle Construction                              | Fischer Builders, Inc.                             | Highland Recycling                               |
| Cedar Creek Dental Associates                     | Foppe Designs                                      | Highland Relay for Life                          |
| Central Illinois Community Blood Center           | Four Seasons Carpet Cleaning                       | Highland Rotary Club                             |
| Chapman Sermons                                   | Frames by Three                                    | Highland Scouts & Scouters                       |
| Charlie Dave's BBQ Co.                            | Frey Properties                                    | Highland Speedway                                |
| Chocolate Affair/Tibbets House                    | Gateway Family Church                              | Highland Spring & Specialty                      |
| City of Highland                                  | Gateway Grizzlies                                  | Highland Woman's Club                            |
| CLEAN The Uniform Company                         | George E. Marron III, Attorney at Law              | Highland's Tru Buy                               |
| Cook, Janice—<br>Coldwell Banker Brown R.E. Agent | Giving Tree, The                                   | Hill Law Offices                                 |
| Compustitch Embroidery                            | Glik's of Highland                                 | Hi-Tek Business Solutions, Inc.                  |
| Connie's Faux Finishing                           | Greensfelder, Hemker & Gale, P.C.                  | Hohman, Christa — REMAX Alliance                 |
| Cooper B-Line, Inc.                               | Guillot Technology Services                        | Holiday Inn Express                              |
| Core Physicians Group                             | H.I.S. K.I.D.S. Inc.                               | Holt, Stephen                                    |
| Country Club Lawn & Tree Specialists              | Habitat for Humanity                               | Home & Leisure Lifestyles                        |
| Cutting Connections                               | Hardas, Phil —<br>Coldwell Banker Brown R.E. Agent | Home Telephone Co.                               |
| Cygan Delaney Catering                            | Hard Road Theatre Productions                      | Homer Rusteberg, CPA                             |

## *Please Support our 2011 Chamber of Commerce Members*

|   |   |   |
|---|---|---|
| Hometown Phone Books                                      | Mazzio's Italian Eatery                               | SIUA / Rogier Insurance Agency          |
| HomeWork HandyMan   | McDonald's  | Smile Shoppe, The                       |
| Hospice of Southern Illinois                              | McGinley, Inc.  | Smurfit-Stone Container Corp            |
| House of Plenty   | McLaughlin's Satellite & Home Theater                 | Something Special by Penny              |
| Houseman Supply, Inc.                                     | Meridith Funeral Home                                 | Southern OB/GYN                         |
| Hype Creative   | Michael's Restaurant                                  | Southwestern Illinois College           |
| IT&C  | Michael's Swiss Inn & Coffee Shop                     | Spengel Boulanger Funeral Home          |
| Innovative Movement Dance Company                         | Mosaic Church   | St. Joseph's Hospital                   |
| It's In The Bag   | National Bank   | St. Joseph's Hospital—Breese            |
| It's Party Time   | North American Outfitters                             | St. Paul Church & School                |
| Johannes Law Office                                       | Northtown Chiropractic Clinic                         | Steve Schmitt Auto Group                |
| Johnson, Kimberly — Coldwell Banker<br>Brown R.E. Agent   | Nosim Maasai Missions                                 | Stewards of Hope International          |
| Jon Sugg State Farm Insurance                             | Oberbeck Grain Co.                                    | Swiss Gift Shop                         |
| Journal Printing  | Pak Mail  | Terra Properties                        |
| June's Pet Resort   | Personal Preference Landscape Care                    | TheBANK of Edwardsville                 |
| Kalmer Landscape Supply                                   | Phoenix Physical Therapy                              | Thole Fabrication & Welding, Inc.       |
| Kamm, Janna   | Plaza Dental Care                                     | Three Way Creations                     |
| Keith's Automotive Center                                 | Pop Pop's Frozen Custard & Soda Fountain              | The Tin Shed-Furniture by Kloss         |
| Kentucky Fried Chicken/Taco Bell                          | Popeye's Chop House                                   | The Tutoring and Learning Center        |
| K-Five Contracting Company                                | Portell Financial Services                            | Torbit's Flooring and Decorating Shoppe |
| Ki-Do Karate, Inc.  | Pourchot, Wanda — Coldwell Banker Brown<br>R.E. Agent | Travel One                              |
| Kiwanis Club of Highland                                  | Pregnancy Care Center                                 | Tri Ford Inc.                           |
| Klaus & Associates, DBA Gutter Helmet                     | Purrfect Celebrations                                 | Trouw Nutrition                         |
| Kleinhoffer Family Eye Care                               | R & R New Home Construction                           | United Way of Greater St. Louis         |
| Knights of Columbus                                       | Raeber, Sally—ABR, GRI                                | U.S. Cellular                           |
| Korte Company, The  | Equity Fifty-Five R.E. Agent                          | Vicky's Hallmark Shop                   |
| Korte & Luitjohan Contractors, Inc.                       | Reaka, Mark—Equity Fifty-Five R.E. Agent              | VNA-TIP HealthCare                      |
| Korte Meat Processors                                     | Regions Bank  | Voegel Photography Studio               |
| Korte Recreation Center                                   | Richard S. Jacob Agency                               | Wade Consulting, LLC                    |
| Korte-Lindsey, Diane—<br>Coldwell Banker Brown R.E. Agent | Ron Hunsche Excavating                                | Wade Sales and Service, Inc.            |
| Leaps of Love, Inc.                                       | Rosenthal Optometric                                  | Wallpapers Ready to Go                  |
| Lee's Loans, Jewelry & More                               | Royal Office Products                                 | Wal-Mart Super Center                   |
| Legacy Place  | Rural King  | Waylind, Inc.                           |
| Lisa Sauer State Farm Insurance                           | Safe-N-Secure Self-Storage                            | Wellen Homes, Inc.                      |
| Louis Latzer Memorial Public Library                      | Salon Beaux Cheveux                                   | Wellen Tax                              |
| Luallen, Cearlock & Barth, Ltd.                           | Sam's Pizza & Pub                                     | Wellness Forum, The                     |
| Lucco Financial Partners                                  | Scheffel & Company, P.C.                              | Wells Fargo Advisors                    |
| Luitjohan's Flooring America                              | Schrumpf, Sheila                                      | WGEL Radio Station                      |
| Machine Shop, The   | Schuette's SuperValu Market                           | Wicks Aircraft Supply                   |
| Madison County Employment & Training                      | Schwend's Ready Mix                                   | Widmer Floral Co & Greenhouse           |
| Madison County Fair Association                           | Scott Credit Union                                    | Willis Insurance Agency                 |
| Manpower Temporary Services                               | Scott's Guitar Lounge                                 | Woodforest National Bank                |
| Marketplace Magazine                                      | Senator Kyle McCarter                                 | World Finance Corporation               |
| Marx Brothers Lounge                                      | Shopper's Review                                      | WSMI 1540 & WAOX 105.3 Radio            |
|   | Silver Creek Financial                                |   |

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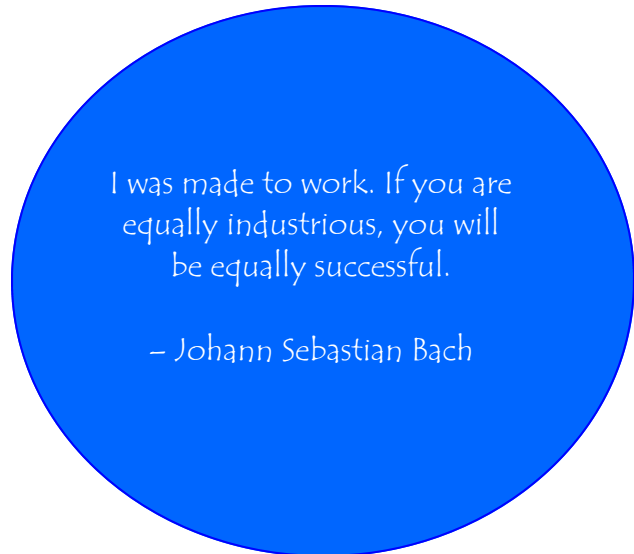
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I was made to work. If you are  
equally industrious, you will  
be equally successful.

– Johann Sebastian Bach

**2011 BUSINESS AFTER HOURS SCHEDULE**

January 20 — *Southern OB/GYN*  
1328 Mercantile Drive

February 17— *The Tutoring & Learning Center*  
1011 Broadway

March 17— *Lisa Sauer State Farm Insurance*  
2607 Plaza Drive, Suite C

April 21— *Highland Communication Services*  
192 Woodcrest Drive

May 18 — *Terra Properties*  
110 Executive Drive

June 16 — *Farm Credit Services*  
115 Matter Drive

July 21— *Frey Properties*  
State Route 143

August 18 — **CALL TO SCHEDULE**

September 15 — *Pak Mail*  
1326 Mercantile Drive

October 20 — *Scott Credit Union*  
12455 State Route 143

November 17— *Becker Jewelers*  
917 Main Street

December— *Scheffel Companies*