

# The Business News

January 2007

A Monthly Publication of the Jersey County Business Association

Jerseyville, Illinois

## 2007

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## JULIE'S THOUGHTS

A Message from Julie Brangenberg, Chairperson



As our annual meeting approaches, I would like to encourage you to attend. The banquet will be held at Pere Marquette Lodge in Grafton on January 18.

As an investor in the JCBA, you owe it to yourself to hear how your money is being used to improve the business climate in Jersey County. Our organization is picking up steam regarding the programs we provide for our members to better your business, and I would like for you to come and here about them. We are also working closely with the Illinois Legislature regarding the Highway 67 expansion project. This four lane highway from Jerseyville to Godfrey will not only improve the safety of travel for us, it will bring people to live here. These new residents will give us additional business. Come to the annual meeting and hear about the progress of the Highway 67 expansion. Each year, the JCBA presents the Valda Beach Business of the Year Award to a member for its longevity, contributions to our community, and it's commitment to the JCBA and the business community of Jersey County. Please come to salute the 2006 winner of this award. Finally, the annual banquet provides you a way to network with other business owners. We're all busy with running our businesses, taking care of family, etc., but please take a couple of hours out of your schedule to relax, have fun, and hear about the progress of the JCBA, and the upcoming plans for 2007. Please call the JCBA office at 639-JCBA to reserve your seat.

*Julie*



On Friday, November 10 at Hickory Grover Restaurant, JCBA hosted the Jersey County Jail Study Committee to learn of their findings regarding either a proposed new jail or renovating and expanding the existing facility. Here Chairman Howard Landon, an ex-officio member of the committee, makes opening remarks at the start of the luncheon.

## Pere Marquette Lodge to play host to JCBA Annual Banquet January 18th

At the December, 2006 JCBA Board of Directors meeting, the board chose the bid of Pere Marquette Lodge as the Annual Banquet host on Thursday, January 18th.

The banquet will begin at 6:00 pm with the Social Hour. At 7:00 pm, the banquet will start with the program to follow.

The cost will be \$25 per person. We will honor the out-going board of directors as well as give a brief synopsis of 2006 and outline the event upcoming in 2007. The main feature of the evening is the announcement of the 2006 Valda Beach Business of the Year.

Mark your calendars and plan to attend an evening of celebration as we say good-bye to 2006 and welcome in FY: 2007. To make your reservation, please call the JCBA office at 618/639-5222.

## WELCOME NEW MEMBER!

**MIKE DESIGNS**  
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michael@mikedesigns.com  
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*Recruited by Melissa Mustain,  
Outlines and Designs*



# ECONOMICALLY SPEAKING

by Brent Thompson

I wanted to summarize the 2006 economic development activity that we have undertaken this year at the JCBA. The most asked about is new business recruitment. This year, we received 16 invitations from the Illinois Department of Commerce & Economic Opportunity or the St. Louis Regional Commerce & Growth Associations to prepare "Requests For Information" on new business projects.

Of those 16, we submitted four "RFIs". One of which is still alive. All four of the projects submitted dealt with Call Centers. Nine of the 16 were either manufacturing or warehousing or a combination of both. The remaining three were for ethanol projects.

The twelve we did not or could not bid on were for the following reasons. All these reasons were specified in the "required" areas that the manufacturer specified.

Four were because we had to be within 5 or 10 miles of an interstate highway. Two reasons given were the project could not be in a non-attainment zone or had to be in a higher air-quality area than Jersey County. One had to be in an existing 190,000 square foot building that was USDA approved. The others were because we had no existing building that was large enough for the project. All of these existing buildings had to be between 50 and 200,000 square feet.

For the very first time, we had no specific requests for a Tax Increment Financing (TIF) package that knocked us out of bidding. There were two projects that requested a TIF but it was not one of the most critical needs.

JCBA also worked on what will be new projects in Grafton with a floating hotel and

a floating restaurant. We also saw the grand opening of the Grafton Marina which had been four years in the making.

Highway 67 expansion weighed in heavily for 2006. JCBA continued to fight for 4-lane improvement between Godfrey and Jerseyville as well as the Jerseyville bypass. We were successful thanks to our efforts as well as to Senator Demuzio for her tireless efforts to bring current survey work for the Jerseyville bypass as well as Highway 67 up to the Scott County line.

I attended a manufacturing trade show this year in Chicago representing Jersey County.

We assisted in providing information and service to Thomas Realty Group for their new retail development on the property immediately south of the Jerseyville Wal-Mart

Supercenter. Construction work continues today on that project. We have and continue to provide assistance to a developer for an assisted living facility that will be built in Jerseyville in the next couple of years.

As you can tell, the Highway 67 expansion is tantamount to our economic development success. The TIF remains a need for our success as well. The City of Jerseyville is discussing the need of a TIF and will probably be included in their new Comprehensive Plan. The highway expansion will take a little more time. Each time you see Senator Demuzio or Rep. Watson, please thank them for their efforts for assisting us with the highway but remind them of its importance. They will work for us if they know how important this highway (economic development) project is to our future.

## We'll See You Bright and Early on January 4th for Business Over Breakfast!

Beginning on January 4th, Business Over Breakfast (BOB), a new program designed for JCBA members to network as well as gather new business leads will be held at the Hickory Grove Restaurant at 7:30 am. Each person who represents a business will be given a few minutes to tell about your business and distribute business cards, brochures, etc. You may order breakfast from the menu. A JCBA member can bring a non-member business as a guest one time. After that one time, in order to attend, the guest business must become a member to continue to attend.

The annual schedule for Business Over Breakfast. All BOBs start at 7:30 am at Hickory Grove Restaurant is as follows - February 1st, March 1st, April 5th, May 3rd, June 7th, July 5th, August 2nd, September 6th, October 4th, November 1st and December 6th.

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## JCBA Officers Announced

At the December JCBA Board of Directors meeting, the new 2007 officers of JCBA were elected. They are Julie Brangenberg, Chairperson; Larry Anderson, Vice Chair, Craig Brangenberg, Treasurer and Susan Hamilton, Secretary. Immediate Past Chairman is Chris Collins.

## 2007 Membership Goal

In 2006, JCBA board and membership recruited 40 new members into the JCBA. This year we have set the goal a little higher. We have set a goal of 50 new members for 2007.

We would like to have all of our member's assistance with reaching our membership goal. If each of you would recruit one new member, we would more than realize our membership goal. In our Welcome New Members section of the JCBA Business News, we are going to add the name of the person and their business who recruits a new member.

Help us advertise the name of your business as well as showing your interest in JCBA by recruiting at least one new member.

## Legislative Summit Jan. 23

On Tuesday, January 23rd beginning at 10:00 am, the Illinois Association of Chamber of Commerce Executives and the Illinois Chamber of Commerce will host a Legislative Summit at the Sangamo Club in Springfield.

The purpose is to work on unified legislative issues for the coming General Assembly so that chambers and their membership can work together for a better business environment across Illinois.

There is no charge and lunch is included. It will last until 3:00 pm. Anyone interested in attending can contact the JCBA office and we will make reservations for you or you may e-mail Mary Taylor at [mtaylor@ilchamber.org](mailto:mtaylor@ilchamber.org). The Sangamo Club is located at 227 E. Adams Street.

## TALKING POINTS SERIES SET FOR 2007

The 2007 Talking Points Educational Series has now been set. The programs and schedule is as follows:

- **Attitude** – Some positive attitudes seem to “shine through” other personality traits, making the total image of the person brighter and more attractive to others. Do you want to improve your attitude? Join for a fun and exciting attitude adjustment. **Wednesday, February 14, 2007**

- **Effective Listening Skills** – You may be listening but are you really hearing what people say? Learn how to observe body language, eye contact and all the other things that go along with listening. **Wednesday, April 4**

- **Dealing With Emotions in the Workplace** – The workplace can be emotional, even for those who deal well with their emotions. So let us assist you in not only dealing with your own emotions, but how you react to others. **Wednesday, July 11.**

- **Developing Customer Relations** – You may think you know your customers

but have you really taken the time to develop a relationship with them? Do you know their preferences? Do you know anything about them personally? Let us help you develop the relationships with your customers.

**Wednesday, October 24.**


All of the workshops will be held from 9:00 to 12:00 Noon at the Jersey Community Hospital Classroom. The cost will be \$25 for JCBA member businesses and \$35 for non-member businesses.

The instructor for all of the classes will be Dawn Mushill. She is the CEO for her own consulting business, Customer Service and Beyond. She has been involved in doing workshops since 1998. She has done training for numerous hospitals, chambers of commerce and businesses - including our own Jersey Community Hospital and TriCounty FS, Inc.

Please send your registration check made out to JCBA for any of the classes individually or for all four classes. We are truly fortunate to have Dawn for our educational workshops.

## BUSINESS OF THE MONTH

### A-OK RENTALS



The January, 2007 Business of the Month is A-OK Rentals located at 23497 W. Highway 16 in Jerseyville. The business is owned by Ralph Sievers. A-OK Rentals leases tools as well as banquet supplies. A-OK Rentals employs one full-time and one part-time employee. Their telephone number is 618/498-7788. The business began in 1998. Ralph is not only a member of JCBA but also the American Rental Association and the Jerseyville Moose.

THE JCBA WANTS TO THANK THE FOLLOWING **5-STAR MEMBERS** FOR THEIR SUPPORT...


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# JANUARY IN JERSEY COUNTY

## January 1

Mon., JCBA Office Closed,  
New Year's Day

## January 2

Tues., Jerseyville City  
Committee, 6:00 pm  
Jerseyville City Hall

## January 4

Thur., Business Over Breakfast,  
7:30 am, Hickory Grove  
Restaurant

## January 7-11

Sun., Illinois Senate in Session

## January 9

Tues., Small Business/Ag  
Committee, Noon,  
JCBA Office

## January 9

Tues., Jersey County Board  
Meeting, 7:00 pm, County  
Administration Building

## January 9

Tues., Grafton City Council,  
6:30 pm, Grafton City Hall

## January 10

Wed., Illinois House in Session

## January 11

Thur., Leadership in Action  
Committee, Noon, JCBA Office

## January 11

Thur., Women in Business, Noon,  
Location TBD

## January 16

Tues., JCBA Board Meeting,  
Noon, JCBA Office

## January 16

Tues., Jerseyville City Council  
Meeting, 6:00 pm, City Hall

## January 18

Thur., JCBA Annual Meeting,  
6:00 pm, Pere Marquette  
Lodge

## January 19

Fri., State Street Music Festival  
Committee, Noon, JCBA Office

## January 22

Mon., Illinois House in Session

## January 23

Tues., Illinois Chamber  
Legislative Summit, 10:00 am,  
Springfield

## January 23

Tues., Grafton City Council  
Meeting, 6:30 pm, Grafton City Hall

## January 22

Mon., Illinois Senate in Session

## January 23

Tues., "Welcome & Orientation  
Class," JCLIA, 5:00 pm, Lockhaven  
Country Club

## January 26

Fri., Illinois House in Session


## January 30

Tues., Jerseyville City Council  
Meeting, 6:00 pm, City Hall

## January 31

Wed., Illinois House and Senate  
in Session

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