

The Business News

October 2004

A Monthly Publication of the Jersey County Business Association

Jerseyville, Illinois

2004

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LOOKING THROUGH ROSE COLORED GLASSES

A Message from Anita Rose, Chairperson

September was a very hectic month for the Jersey County Business Association. Many things have happened this month. It started out with the Chamber of Commerce Week celebration the week of September 13th through September 17th. During that week, we held an Open House at the JCBA office. Also, McIntyre Contracting and Century 21 – House Center Plus sponsored a Business After Hours to assist us in our celebration of Chamber Week. I want to especially thank Jerry McIntyre and Tom Edwards for their assistance in making this a special week for JCBA.

We also received some very good news regarding our economic development efforts. We received word that the Boating Infrastructure Grant Program (BIG-P) was awarded to the City of Grafton and developer Joe DeSherlia for the construction of the Grafton Harbor/Marina. That grant now clears the way to begin construction of the new harbor/marina in Grafton. It is something that JCBA, the City of Grafton and Joe have been working on for well over 2 years. It is Joe DeSherlia's hope that we will see a new harbor/marina by the 2005 boating season. We believe that this project will eventually mean a huge increase in tax generation from non-Jersey County people to not only Grafton but to Jersey County as well.

Since July 1 of this year when we officially kicked off the Jersey County Business Association, we have grown in many ways. We are steadily increasing our membership size. The membership committee has added 15 new business members to the organization. The Education/Health Care Committee sponsored a wonderful event when we welcomed the new teachers and administrators to the CUSD #100 School District with a "Welcome Luncheon." The Small Business/Ag Committee will host what appears to be a well-received Customer Service Training Workshop for not only our members but for the general public as well on October 7th. We have hosted a luncheon for Congressman John Shimkus to inform us of the activities on the hill in Washington, D.C. and how they affect us.

And this newsletter that you are reading now. How much our newsletter has improved. It is now filled with information about our members and activities going on within the JCBA. It is paid for by the advertisers in the newsletter and we appreciate every one of them for their advertising dollars.

Please maximize your membership dollars and get involved in some way with JCBA. Either through committee involvement, attending functions, sending employees or yourselves to the various workshops we provide for educational reasons or just by reading this newsletter and spreading the word about the good things we are attempting to accomplish.

Economic Development

Work continues on the economic development (job creation) front. We are continuing to work toward the successful recruitment of a paper mill that would be located south of Jerseyville on just off of Highway 67.

The manufacturing facility would produce secondary paper products such as toilet paper and other paper goods. It would employ approximately 500 employees and would cost a total of \$300,000,000. The annual payroll would be in the \$26,000,000 a year.

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Grafton Harbor/Marina gets Big-P Grant

After over 2 years of work, the City of Grafton and developer, Joe DeSherlia received word on Thursday, September 7th that they had been awarded the Boating Infrastructure Grant Program (BIG-P) funding. Only four cities in the United States were awarded during this awarding cycle and the City of Grafton was one of those four. The city's was also the largest in the amount of \$996,000.

Richard Mosby, Mayor of Grafton and Joe DeSherlia and JCBA received a phone call from U.S. Congressman Lane Evans with the good news.

With this news, developer Joe DeSherlia hopes to begin construction of the \$4,000,000 marina sometime in November with the hope of being open for business by the boating season of 2005. The 300-ship marina will also feature a fueling dock and convenient store for grocery and boating supplies. It will also provide slips for transient boats over 26' in length.

The BIG-P was not the only funding that the marina has received. Earlier in the year, the City of Grafton received \$150,000 from Illinois Governor Rod Blagojevich's new economic development program, "Opportunity Returns." The City of Grafton is also making a financial contribution to the project through their TIF program as well as providing the land that the marina will be built on.

Besides the City of Grafton and Mayor Richard Mosby, Illinois Department of Commerce and Economic Opportunity,

Continued on Page 3



Construction should begin on the new Grafton marina in November with the hope of opening in 2005 just in time for the boating season.



ECONOMICALLY SPEAKING

by Brent Thompson

Because the week of September 13th through the 17th is Chamber of Commerce Week, I thought I would attempt to answer the question, What is a Chamber of Commerce?

The typical answer I tend to give with a smile on my face is, A Chamber is Magic! We accomplish whatever we do with smoke and mirrors or slight of hand! It is much simpler to use that comment than to truly attempt to give a logical, articulate answer.

However, one of the best pieces I have read that explain the role of a chamber I recently found in a flyer from the Illinois Chamber of Commerce. Here are the basics from that piece.

What is a Chamber of Commerce? A Chamber of Commerce is a voluntary, non-profit organization of citizens, usually business owners or managers, who are investing time and money in a community development program. These people work together to improve the civic, economic and cultural well-being of the area they serve.

Everyone is eligible to belong to a chamber of commerce. Membership investment is structured so even the smallest business can participate. Members/investors finance the bulk of the work of the chamber, based upon their abilities and interest, with a broad scope of opportunities to serve.

Chambers are composed of volunteers serving as committee workers, directors and officers. Professional staff devotes efforts to build strong organizations and carry out the policies determined by the Board of Directors to best represent the interests of the membership.

What does the Chamber do? The Chamber is a service and action organization for business. It provides a venue through which people can take effective action for the progress of their community.

It helps create job opportunities. It also seeks improvements in community infrastructure and human resources.

Improvements in schools, parks, highways, and community marketing are also the work of the chamber.

Chambers work to improve the viability of free enterprise through business input to the political process.

In all these functions, the chamber is a partner of every business and professional person in the area.

So, using that explanation of a Chamber of Commerce, it makes sense that every business has a stake in the efforts put forward by a Chamber organization. Please give serious consideration to joining ours and helping us help you.

And when someone asks you what a chamber is? Please show them this article and ask them to participate with us in making Jersey County a better place to live, work and do business!

BUSINESS OF THE MONTH



Glacier Ice

Glacier Ice the October Business of the Month. Glacier Ice, located at 4 Industrial Drive in Jerseyville, manufactures ice and distributes in the St. Louis Metro East area. They currently employ 14 full-time employees and during the summer will add another 16 seasonal employees. Glacier Ice is owned by Mr. Howard "Kin" Watkins.

COMMITTEE REPORTS

Transportation Committee - A Transportation Committee Meeting has been scheduled for Friday, October 29th at 11:30 a.m. at the Jersey Community Hospital. RSVPs are required because lunch will be served. You may call the JCBA office 639-JCBA for reservations.

Small Business/Ag Committee - 3rd Tuesday of each month - 3:00 p.m., JCBA Conference Room. Sponsoring the Customer Service Training Workshop highlighted in the newsletter. Sponsoring the Gift Certificate Program that will begin in the month of November of this year. Responsible for the selection of the Businesses of the Month program highlighted in each newsletter.

Education/Health Care Committee - 4th Thursday of each month - 3:00 p.m., JCBA Conference Room. Sponsored the New Teacher/Administrator Luncheon this past month. Is currently working on a mission statement and an annual program.

Membership Committee - 4th Tuesday of each month - 3:00 p.m., JCBA Conference Room. Currently has recruited 15 new business members into the JCBA. Sponsors the Business After Hours programs during the course of the year.

Legislative Committee - While it has not officially functioned as a committee, a legislative program is in place and JCBA has sponsored a luncheon for Congressman John Shimkus. The E-Blast legislative newsletters that we received from the Illinois State Chamber and Illinois Development Council are forward on to you for your action and knowledge of what is transpiring in Springfield.

Employers Round Table - Periodic meetings covering business issues that are of importance to our members who have employees. Also to provide programs that are of importance such as financing programs from the Department of Commerce and Economic Opportunities, the Secretary Treasurer's Office, etc.

An upcoming meeting has not yet been scheduled.



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JCBA Continues with "Visioning" Meetings

JCBA continues to hold meetings with various Jersey County groups looking for input to learn what Jersey County citizens want their county to look like in the year 2020.

Chairperson Kim Hardin and JCBA President Brent Thompson, along with the assistance of U-I Cooperative Extension Educator Pat Curry, have met with several groups with the hour-long power point presentation to get input from as many citizens as possible.

There is no hidden agenda to these meetings. We are simply attempting to find out what the people of Jersey County like about living in Jersey County and what they do not like. We are attempting to find out what people would most like to keep and change about Jersey County to keep or improve our quality-of-life.

This process will continue over the next four to six months. Several more meetings are planned. It is JCBA's goal to visit with as many residents of Jersey County as possible.

Once we feel like we have reached as many people as possible, then the information will be given to the University of Illinois Cooperative Extension and they will analyze the findings and put them into a written format for the Jersey County Board and public.

It is our hope that the County Board will take the information and use it to assist with putting together a Jersey County Comprehensive Plan. If you are a member of a group that has not heard the presentation and would like to participate, please contact the JCBA office at 618/639-JCBA.

Economic Development

Continued from Front Page

It will need rail services to bring raw product in and carry finished product out. We are still several months out from knowing anything definite but we have been told that we are the leading site for the plant as this point.

We have completed a "Request For Proposal" for a new franchise motel for Jerseyville. Two sites were selected based upon their criteria and have been proposed to their corporate headquarters. The new facility is probably somewhere out in the next one to two year range but we intend to stay on top of the project.

We are beginning to cooperate with the new owners and developers of the 14 to 15 acre tract of land south of Wal-Mart Supercenter in Jerseyville. The property, which was recently purchased by developers from the St. Louis area have been in town and have visited with us about the development. They have been visiting with a couple of possible new businesses that may have an interest in the site. We intend to continue to support and assist them in anyway possible.

OCTOBER BUSINESS AFTER HOURS

An October Business After Hours has been scheduled for Thursday, October 21st at DeSherlia Landing in Grafton. The sponsors are Keller's Too Restaurant & Pub and Grafton Harbor/Marina. It will run from 5:00 p.m. until 7:00 p.m.

The colors of the leaves may have begun to turn by that time and it will be a beautiful time to get along the river and see the majestic colors, have some food and libation with friends, possibly discover a new restaurant and learn more about the soon to be coming Grafton Harbor/Marina.



Last month's Business After Hours was sponsored by McIntyre Contracting, Inc. and Century 21 - House Center Plus.

Customer Service Training Workshop

JCBA is offering a "Customer Service Training" Workshop on Thursday, October 7th beginning at 8:45 a.m. at the Jerseyville Public Library. The cost for JCBA members is \$10 per module, which there are eight or \$65 for the entire day long course. For non-members, the fee is \$20 per module or \$145 for the entire course.

The programs are taught by Ruby Lingle from the University of Illinois Extension. Skills such as telephone skills, dealing with unhappy customers, how to keep customers, etc. are taught.

Please fill out the form you were mailed and return it to the JCBA office with your registration check as soon as possible. There is limited seating still available.

Marina Grant

Continued from Front Page

and JCBA, others assisted the marina as well. The Illinois Department of Natural Resources and the U.S. Corps of Engineers have also been players in this project.

Another person who deserves a great deal of thanks for making this project a success is City of Grafton Administrative Assistant Carol Wallace. She spent a huge amount of time putting the grant together and working closely with Illinois Department of Natural Resources.

This is a very exciting project to work on. JCBA President Brent Thompson stated, "While I have worked on larger projects in terms of total cost and employees, I do not believe I have ever worked on a project that will provide the financial impact that this project holds for the future of an area."

Look forward to seeing a new marina in Grafton in the very near future!

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THIS MONTH

OCTOBER 2004 IN JERSEY COUNTY

- | | | |
|---|--|--|
| OCTOBER 4th -
Monday, JCED Board Meeting, 6:30pm, JCH Classroom | OCTOBER 19th -
Tuesday, Small Business/Agriculture Committee, 3pm, JCBA Conf. Room | OCTOBER 28th -
Thursday, Education/Health Care Committee, 3pm, JCBA Conf. Room |
| OCTOBER 7th -
Thursday, Customer Service Training, 8:45am, Jerseyville Public Library | OCTOBER 21st -
Thursday, Business After Hours, 5pm, DeSherlia Landing, Grafton | OCTOBER 29th -
Friday, Transportation Committee, 11:30am, JCH Classroom |
| OCTOBER 19th -
Tuesday, JCBA Board Meeting, Noon, JCBA Conference Room | OCTOBER 26th -
Tuesday, Membership Committee, 3pm, JCBA Conference Room | OCTOBER 30th -
Saturday, Halloween Fest., 10:30a-2pm, Jerseyville Banking Center Parking Lot |

Members in the News

SINCLAIR FOOD MART - Congratulations to the Sinclair family on the article in the Jersey County Journal highlighting their family business and on the addition of Scott Metzler and Dave Wittman on their involvement in the family operated grocery store. The independent grocery store has been in operation since July of 1940 and continues to serve the residents of Jersey County as well as the entire surrounding area. For 64 years, the family and business have been a credit to our business community and appreciate what they have done for all of us.

McDONALD'S MANAGER CAROL DOUGHERTY - Congratulations to Carol Dougherty on her recent award as the Outstanding Manager for 2003. This is her third award in the past seven years as manager. She has been at the Jerseyville operation for 18 years, the last 7 as manager. We are fortunate to have her.

JULIE BRANGENBERG
Congratulations to Julie on her desire to educate herself and better serve her clients at Linsco/Private Ledger (LPL) here in Jerseyville. She attended the weeklong conference in San Diego to learn new skills as well as expand her knowledge in product areas.

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