

The Business News

November 2004

A Monthly Publication of the Jersey County Business Association

Jerseyville, Illinois

2004

Board of Directors

OFFICERS

Anita Rose
Chairperson

Larry Bear
Vice Chairperson

Craig Brangenberg
Treasurer

Allen Lash
Secretary

DIRECTORS

Gwenda Rice
W. A. Rice Seed Co.

Tony Heitzig
Cornerstone Bank & Trust

Chris Collins
First Bank

Chuck Halverson
Jersey State Bank

Julie Brangenberg
LPL Financial

Jim Whiteside
Jersey Comm. Unit 100

Richard Mosby
City of Grafton

Yvonne Hartmann
City of Jerseyville

Howard Landon
Jersey County Board

Sam Anderson
Ambassadors

STAFF

Ann Rice
Administrative Assistant

Brent Thompson
President

Jersey County Business Association

209 North State Street
Jerseyville, Illinois 62052
618-639-JCBA (5222)

ann@jcba-il.us
brent@jcba-il.us
www.jcba-il.us



LOOKING THROUGH ROSE COLORED GLASSES

A Message from Anita Rose, Chairperson

It would certainly appear that the combining of the old chamber and JCED is working tremendously.

Both organizations coming together have gathered momentum from each other. All of you by now have read about the success of the BIG-P Grant for the new Grafton Harbor/Marina that the old JCED worked on for so long with the City of Grafton, Congressman Lane Evans and Joe DeSherlia. This will add a great amount of economic impact to not only the City of Grafton and its business community but also to Jersey County.

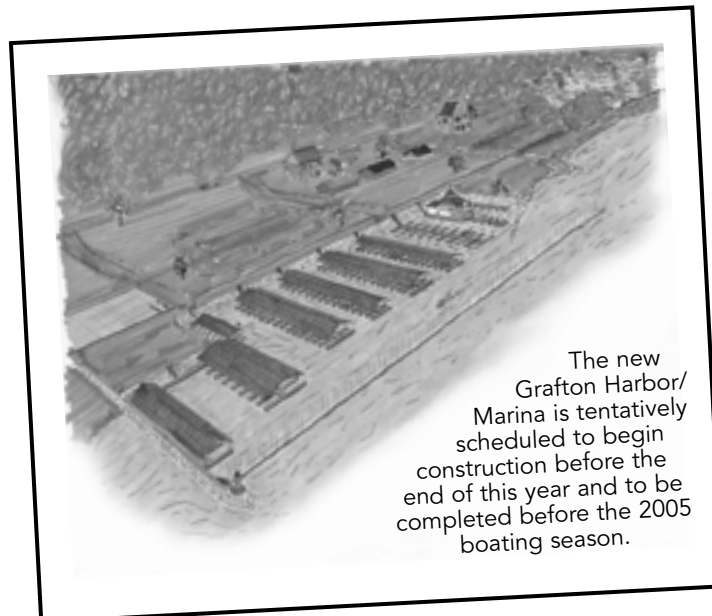
In the not too distant past, our economic development efforts along with several other partners successfully assisted Hardwood International in their business expansion plans. That effort retained 12 existing jobs and will create 24 additional ones.

JCBA just completed The Customer Service Training Workshop for its members and according to all reports had good information and was well attended. We have hopes of continuing to provide workshops for you that have value for you and your business.

The membership committee continues to add to our membership totals. You can see from the New Member section in this newsletter the new additions to our JCBA family.

This newsletter is a good example of improvement. Our board felt that a stronger communication system needed to be created between the organization and you, our members. We have also created a new e-mail communication tool called the "Friday Morning Memo." It is sent out to all those we have e-mail addresses for every other Friday morning. It attempts to keep you updated on activities between the monthly newsletters. If you are not receiving it, please call the office at 639-JCBA and give them your e-mail address.

If there is anything you think we need to be doing or want to visit with us about our efforts, please feel free to call myself at 639-9831 or contact the office at 639-JCBA.



The new Grafton Harbor/Marina is tentatively scheduled to begin construction before the end of this year and to be completed before the 2005 boating season.

U. S. Congressman Lane Evans makes presentation



United States Congressman Lane Evans was in Grafton recently presenting a check to City of Grafton Mayor Richard Mosby and to Grafton Harbor/Marina developer Joe DeSherlia, (pictured with his wife Jan), for \$996,000 through the Boating Infrastructure Grant Program (BIG-P).

On Wednesday, October 13th, Congressman Evans, Grafton city officials, JCBA and JCED board members and other interested people were on hand to watch as Congressman Evans made the check presentation.

The Grafton Harbor/Marina project has been in the works for over three years. Mayor Richard Mosby, Grafton Administrative Manager Carol Wallace, developer Joe DeSherlia and JCBA President Brent Thompson has worked on the BIG-P Grant for that whole time. The City of Grafton, who was the applicant, has made three different applications for funding that is earmarked for the marina.

Congressman Evans and his staff have been instrumental in Grafton receiving this grant during this award period. Congressman Evans and staff member Jerry Lack has stayed on the application. The grant is made through the U.S. Fish and Wildlife Department and it is administered by the Illinois Department of Natural Resources.

Congressman Evans was our eyes and ears in Washington, D.C. The chances of us receiving this grant without him and his staff's support would have been diminished greatly.

Developer Joe DeSherlia said he believes he can have construction completed and open for business by boating season in 2005.



ECONOMICALLY SPEAKING

by Brent Thompson

I was putting together some demographic information for a prospectus for a new business project and as I entered the growth for 2000 in comparison to 1990 for Jersey County I began to wonder where in Jersey County was the predominant growth taking place. I assumed that most of it was happening in Jerseyville (Jersey Township) with growth also coming within the City of Grafton (since 1993). As it has turned out, that was a very safe assumption.

I have found out, however, as I drive throughout Jersey County, growth is actually happening in almost every township in Jersey County. Some townships are growing more than others. All but three have shown growth according to the 2000 Census figures.

While Quarry Township has shown a negative growth between 1990 and 2000, it does not take a rock to fall on your head as you drive through Grafton Hills to see the growth slowly coming back in Grafton proper. Quarry Township to show overall growth may take at least until 2010 or longer.

According to the 2000 Census, here is the growth or lack of in each of the Jersey County Townships.

Township + or - % of Growth

Elseh	-128	
English	63	15%
Fidelity	19	3%
Jersey	474	5%
Mississippi	234	13%
Otter Creek	156	21%
Piasa	394	15%
Quarry	-204	
Richwood	58	9%
Rosedale	-21	
Ruyle	131	57%

Of course, percentages and raw number growth can be misleading. You can have a huge growth according to percentages and still not have a large population base. These figures, both raw numbers and percentages do give you a good indication that of all 11 townships, 8 have shown measurable growth. It is, I believe, easy to justify the 3 townships that have not shown growth since each of these was negatively impacted during the 1993 Flood.

BUSINESS OF THE MONTH



Linn's Shoe Store

Linn's Shoe Store, located at 114 S. State Street in Jerseyville, is operated by David Linn. He is a second-generation owner of the retail business. His parents, now retired, Thomas and

Esther Linn, began the business in its first location, which was at 213 N. State Street in 1964. The store moved to the 114 S. State Street location in 1966.

Jerseyville Town Hall Meeting "Visioning in Jersey County"

On Wednesday, November 17th, beginning at 7:00 p.m. in the Council Chamber of Jerseyville City Hall, JCBA will be sponsoring a "Visioning in Jersey County" Town Hall Meeting.

The purpose is to gather input from citizens of Jerseyville and Jersey County about how they would like to envision Jersey County in 15 to 20 years from now. Our hopes are that people will tell us via a short survey that will be provided what they like or dislike about Jersey County. What services need to be improved or added in order to sustain orderly growth that is predicted to continue through 2020. What they want to see continued that is already being provided.

This study is being done with the approval of the Jersey County Board through their Land Use Committee. It is JCBA's hope that we will get enough of a sampling to give the board a clear understanding of what the majority of our citizens want the county to provide in order to continue to have a good quality-of-life through the near future.

It is a great opportunity to have your voice heard. It is democracy in its purest form. This program is being done with no ulterior motives or hidden agendas.

The survey, when completed, will be compiled and analyzed and put into a written report by an unbiased third-party. The Cooperative Extension Department of the University of Illinois is compiling the report. It will not only be given to the Jersey County Board but it will also be made available to the public.

Not only are we making presentations to as many civic groups, organizations, etc. but the presentation and survey is also available online at www.jcbs-il.us. You may go online and copy the survey, fill it out and fax back to JCBA by calling 618/498-3871.

The public is invited to attend the Jerseyville Town Hall Meeting or if you prefer you may fill out the survey online. Either way, please take the time to have your opinion heard.

JERSEYVILLE GRAFTON WAL-MART

JERSEY STATE BANK
ESTABLISHED 1903

1000 S. State Street Jerseyville, IL 62052
www.jerseystatebank.com 618-498-6466

THE WHITWORTH-HORN-GOETTEN
INSURANCE AGENCY, INC.

100 North State Street,
Jerseyville, Illinois
618-498-5508 • Fax - 618-639-5799

GRAFTON Technologies, Inc.
YOUR COMMUNICATIONS LINK TO THE WORLD

301 Commerce Blvd.
Jerseyville, IL 62052
639-GT11 (4841)

Telephone • Internet
Computer Networking
and Sales

AgriSolutions®

31832 Delhi Road • Brighton, IL 62012 • 618-372-3000

Anita M. Rose
Patrick Hurley
Julie Brangenberg

LPL FINANCIAL SERVICES

120 W. Pearl St. - Ste 100
Jerseyville, IL 62052
(618) 639-9831 or
(866) 839-9831 toll free
www.lpl.com/jerseyville

Securities offered through
Linsco/Private Ledger
Member NASD/SIPC

Machines • Furniture • Supplies • Service • Sales • Leasing

WILLIAMS Office Products, Inc.

700 S. State St. Jerseyville, IL 62052
618-498-9881 Fax 498-9883

500 E. Broadway Alton, Illinois 62002
618-462-1079 800-479-1079

"Your Office Solution Provider for Over 50 years!"

RE/MAX Country
618-498-8894

830 S. State St., Jerseyville

Independently Owned and Operated

Bank First. Be First.
1.800.760.BANK www.firstbanks.com

Member FDIC

117 S. State St. Jerseyville, IL 62052 (618) 498-8615

102 Sinclair Dr. Jerseyville, IL 62052 (618) 498-8615

200 N. Main St. Brighton, IL 62012 (618) 372-2020

Visioning Meetings Continue in November

The attempt to enlist input from Jersey County residents continues in November. Several Visioning for Jersey County meetings have been scheduled for November. However, more is needed.

On Monday, November 8th, a meeting has been scheduled at Hamilton School in Otterville for the Otter Creek Township. It will begin at 6:30 p.m. On Tuesday, November 9th, English Township is scheduled for a Visioning meeting at 7:00 p.m. Place has not been determined at this writing.

Tentatively planned is a Jerseyville Town Hall meeting for sometime in November. The dates have not been worked out but it is hoped to be sometime in the middle to the latter part of the month of November. Also in November, we will be putting the survey in the Jersey County Farm Bureau newspaper which will reach approximately 2,100 members.

It is also our intent to soon have the survey placed on our JCBA website for people to fill out on line and return to us. The address for that is www.jcba-il.us

So far, Visioning for Jersey County meetings completed are Jersey County Farm Bureau Board of Directors, Jerseyville Rotary Club, Jerseyville Lions Club, SF/HG Parents, Jersey County Township Leaders, Jerseyville Kiwanis Club, Grafton Town Hall Meeting, Rosedale Township.

If your club or organization would like to have this as a program please call the JCBA office at 639-JCBA and get on the schedule.

Members in the News

Congratulations to **Steve Medford** of **Edward Jones Investments** for being honored as one of 34 representatives across the United States for his excellent business management skills at a national forum recently in Tempe, Arizona.

Congratulations to **Melinda Summers, Joel Randolph, Jeanie Glass, Steve Thompson, Joyce Hall and Denise Nord** of **Cornerstone Bank** for winning the People's Choice Award at the 15th Annual Pride Inc. Chili Cook-off. They also won first place for their table decorations, outfits and theme of Cornerstone Chuckwagon Chili.

A great article in the Jersey County Journal about **Dan and Carol Garner** and their business, **Custom Motors and Storage**. It seems that there is much more to car restoration than meets the eye. A great and unique addition to the Jersey County business community.

NOVEMBER BUSINESS AFTER HOURS

A November Business After Hours (BAH) has been scheduled. This month's BAH will be sponsored by Lauren Abagails. It will be located at their place of business on West Highway 16. It will be on Thursday, November 18th from 5:00 to 7:00 p.m.

Mark you calendars and plan on being there.



Customer Service Training Program a Huge Success

JCBA sponsored a Customer Service Training Workshop along with the University of Illinois Extension on Thursday, October 7th at the Jerseyville Public Library. The program, entitled, Customers First – Service is Key!, was presented by Ruby Lingle, Extension Educator from the Springfield office.

Twenty-one participants from JCBA member businesses took the complete day to go through the training. There were 7 others who were there for various parts of the 8-module workshop.

One of the participants, Dan Droege, from Droege & Associates, stated that the workshop was very good and that it was very informative. He felt as if there

was a lot of good information presented that all businesses could have gained from.

The program was scheduled because member businesses answered a survey stating that customer service was a very important aspect of their business and that customer service training programs were needed.

JCBA President Brent Thompson said that we might offer this or a very similar program every other year. Front line employees tend to turn over at a fairly rapid pace and this program could be run on an every other year basis.

Other programs, such as a time management program is being looked at as well. Some type of training program might be run on a once every quarter basis starting in the 2005 fiscal year.

FSB *A Tradition of Trust*
FARMERS STATE BANK
 www.farmersstate.com
 712 W. County Rd.
 Jerseyville, IL 62052
 618-498-2299

ALEXANDER & GUBSER FUNERAL HOME
 108 N. Liberty, Jerseyville
 (618) 498-2711
*Hometown owned and operated
 by Larry Alexander, Funeral Director*

frontier
A Citizens Communications Company
 "For all your telecommunication needs"
 Deb Mottaz, Your Local Sales Rep, 618-498-8100

RUDOLPH'S FAMILY CLOTHING
 116 NORTH STATE
 JERSEYVILLE

Countrywide HOME LOANS
 101 S. State Street, Suite B
 Jerseyville, IL 62052
home.countrywide.com/tmm1152
 TOLL FREE 1-888-4-TAMMIE
(618) NEW-HOME

WAL★MART SUPERCENTER
 ALWAYS LOW PRICES. ALWAYS WAL-MART.
 1316 S. STATE ST. JERSEYVILLE, IL 62052
PHONE: (618) 498-7744

NWRehab, L.L.C.
 Quality Rehab Specialists
JERSEYVILLE
 Nursing and Rehabilitation Center
 A Skilled Nursing Facility
 1001 S. State • Jerseyville, IL • 498-6456

Scheffel & Company
 CERTIFIED PUBLIC ACCOUNTANTS
 Accounting • Income Taxes • Consultations
 106 County Rd. Jerseyville. Phone (618) 498-6841
 Kimberly S. Loy, C.P.A.
 Danny Phipps, C.P.A., Linda Dailey, C.P.A.
 Kristen Burton, Carol Heitzig and Barb Olmstead

LIKE A GOOD NEIGHBOR,
STATE FARM IS THERE.™



1100 S. STATE STREET
JERSEYVILLE, IL
618-498-9559

Dennis Ford, LUTCF



www.jch.org 498-6402

JCH
Medical
Campus



108 North Lafayette St., Jerseyville, IL
618-498-6281 618-498-2488 (fax)

Strang &
Parish, Ltd.



722 W. County Rd. Suite C, Jerseyville
Ph: 618-198-8200 Fax: 618-198-8201

CONTRACTING, INC.



Commercial
and
Residential

Permit No. 209
Jerseyville, IL

PAID

U.S. Postage
BULK RATE

Jersey County
Business Association
209 North State Street
Jerseyville, Illinois 62052

NOVEMBER 2004 IN JERSEY COUNTY

NOVEMBER 8th -
Monday, Otter Creek
Township (Visioning),
6:30pm, Hamilton
School, Otterville

NOVEMBER 9th -
Tuesday, Jersey County
Chamber Board
Meeting, Noon, JCBA
Office Conference Room

NOVEMBER 9th -
Tuesday, English
Township (Visioning),
7pm, Location TBD

NOVEMBER 9th -
Tuesday, 3:30pm -
7:30pm, Parent Teacher
Conferences

NOVEMBER 10th -
Wednesday, 3:30pm -
7:30pm, Parent Teacher
Conferences

**NOVEMBER 11th -
NOVEMBER 12th** -
Thursday - Friday,
No School (Veteran's Day)

NOVEMBER 16th -
Tuesday, Jersey County
Chamber Board Meeting,
Noon, JCBA Office
Conference Room

NOVEMBER 16th -
Tuesday, Small Business/
Ag Committee Meeting,
3pm. JCBA Office
Conference Room

NOVEMBER 18th -
Thursday, Business After
Hours at Lauren Abagails,
5pm-7pm

NOVEMBER 23rd -
Tuesday, Membership
Committee Meeting, 3pm,
JCBA Conference Room

NOVEMBER 25th -
Thursday, Education/
Health Care Committee
Meeting, 3pm, JCBA Office
Conference Room

**NOVEMBER 25th -
NOVEMBER 26th** -
Thursday - Friday,
No School (Thanksgiving)



WELCOME NEW MEMBERS

Midwest Occupational Medicine - Susan Piazza
325 E. Madison - Wood River, IL 62095
618/251-5202 618/251-5118 fax

The Works Hair and Tanning Salon - Leigh Dugger
324 East Carpenter - Jerseyville, IL 62052
618/498-3791

West 708 - Priscilla Kanallakan
708 West Carpenter - Jerseyville, IL 62052
618/639-0708

"Financial Security Since 1854"

**CORNERSTONE
BANK & TRUST, N.A.**

Member FDIC

533 S. State St. • P.O. Box 406 • Jerseyville, IL 62052
Phone 618/498-3656 • Fax 618/498-2158

THE JERSEY COUNTY STAR

722 W. County Rd. Suite B
Jerseyville, IL 62052
618-498-3377 • 618-639-7004 fax

www.thejstar.com



Edward Jones

Serving Individual Investors Since 1871

Paul G. Hardin, AAMS Steve Medford
300 North State St. 219 North State St.
Jerseyville, IL 62052 Jerseyville, IL 62052
618/498-6031 800/733-2379 618/498-6523 866/498-6323

**JERSEYVILLE
BANKING CENTER**

Great Value, Good People

201 W. Exchange Street • 498-2107

Member FDIC Jerseyville Banking Center is a full-service office of Carrolton Bank

