

# The Business News

February 2005

A Monthly Publication of the Jersey County Business Association

Jerseyville, Illinois

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## THE BEAR FACTS

A Message from Larry Bear, Chairperson

If you were among the 120 people who braved the snow and ice on January 13, you heard the top ten things that JCBA did for us last year. If you weren't, here they are again:

Here's what to look for in the coming months:

- Look for trouble recruiting new business to any Illinois location. Forbes has ranked Illinois 46th in being business-friendly!
- Look for a response as we ask you to help us work with the State Chamber & legislators.
- Look for JCBA to grow its membership with work like the Gift Certificate Program, which injected \$10,000 into member businesses during last year's holiday season!
- Don't miss the Music Festival in June or the monthly Business After Hours. All work and no play....
- Watch for quarterly education programs: We will be offering a very timely Drug-Free Workplace session in March.
- Cross your fingers as we go after some very exciting tourism grant possibilities.
- Look for JCBA to be very visible, building on the successes of the past years, brightening the future of every business, every governmental body, and every individual within the boundaries of Jersey County!

Sincere thanks to Anita Rose for serving as our Chair this past year. I would also like to thank the committee chairs and the officers past and present for their dedication and help. We couldn't do it with the involvement of lots of our members! Here's to a very productive 2005!



Mr. Louis Brockman of the William F. Brockman Company accepting the 2005 Valda Beach Business of the Year Award from Emcee Eric Pistorius.

## JCBA Annual Banquet Well Attended

The JCBA 2005 Annual Banquet, which was held at the Westlake Country Club on Thursday, January 13th, was attended by over 120 people.

The special event of the evening was the awarding of the 2005 Valda Beach Business of the Year Award which went to the William F. Brockman Company of Jerseyville.

Emcee Eric Pistorius introduced the award recipient to the attendees who have been in business in Jerseyville since the late 1800s.

The program, entitled "JCBA...The Cutting Edge" was presented by JCBA President Brent Thompson. His comments revolved around what he saw that JCBA accomplish in the next 3 to 5 years. The 3 to 5 year goals dealt with economic development, membership growth, tourism, transportation and the organization itself.

Incoming Chair Larry Bear talked about the accomplishments of JCBA over the past six months since its inception. Some of those accomplishments had to do with working with possible new business and industry, the creation of a new monthly newsletter, reinstating the Business After Hours and Business of the Month, keeping almost \$10,000 through the new JCBA Gift Certificate Program and adding 30 new members to the rolls since July 1, 2004.

Chairman Bear also commented on the unfriendly business environment that is being created by the Illinois Legislature. In a study completed by Forbes that comparing all the state legislators as it relates to being business friendly, the State of Illinois finished 46th out of a possible 50 states. Our neighboring state of Missouri finished 10th which, for us, could mean that we will have a very difficult time recruiting and keeping jobs in our area of Illinois.

We would like to, again, congratulate the Brockman family for their business success and thank 518 South Restaurant for catering the evening's meal, to Westlake Country Club for being such gracious hosts and my special thanks to Keith Norman who has always been available for assisting me with our special power point presentations that started with JCED and has now carried over to the Jersey County Business Association.

NOTE: The JCBA Office will be closed on Monday, February 21st for Presidents' Day.



Several organizations have come together to create an opportunity to tell the tourism story of Jersey County at the 2005 St. Louis Boat & Sport Show held in February 22-27 at the Edward Jones Dome in St. Louis.

The Grafton Chamber of Commerce, Jersey County Board Tourism Committee, Grafton City Council, Greater Alton Convention and Visitors Bureau and the JCBA have come together to help either finance or man a booth at the tourism related show.

It is a great opportunity to combine forces and tell the tourism story of Jersey County. Everything from historical significance, festivals, eagle watching, water sports, hunting, fishing and music festivals are available in Jersey County throughout the year.

This will be the third year the group has manned a booth at the sport show. Not only has the show grown in attendance but so has the workforce from Jersey County. The show has attracted a great deal of enthusiasm from tourism businesses throughout Jersey County.

For more information about our involvement, please call the JCBA office at 639-JCBA.

# Drug-Free Workplace Luncheon

On Thursday, March 17th, JCBA will host a Drug-Free Workplace Luncheon at the 518 South Restaurant from 11:30 a.m. to 1:00 p.m.

The presenters are Gloria Guy from the Illinois State Chamber and Mark Warpness who is a Special Agent from the United State Department of Justice, Drug Enforcement Administration.

Whether you are a large business with several employees or a small business with one or two employees, the problems of drugs in and around the workplace is constantly with you. No community, small or large, is free of the problems of drugs and the effect it has on the business or community environment.

This luncheon will bring home some very eye opening facts about drugs in the workplace. For example:

- On average, 44% of all workers' compensation claims are related to substance abuse in the workplace.
- Substance abusers incur 300% higher medical costs than non-abusers.
- The highest rates of illicit drug use and heavy drinking by workers are in these industries: food preparation, construction, service occupations and transportation and material moving.

The cost of the luncheon will be \$12.00 per person. Mark you calendar and RSVP your attendance today. Those who understand the problems and enact some type of drug free workplace program may be rewarded by having a reduction in their workers' compensation modification factor.

To RSVP, call the JCBA office at 639-JCBA.

## WELCOME NEW JCBA MEMBER!

JCBA welcomes this business as a new member during the month of January.

University of  
Illinois Extension  
Jennifer Russell  
P. O. Box 366  
Hardin, IL 62047  
618-576-2293  
618/576-8013 fax  
perica@uiuc.edu  
www.extension.uiuc.edu



Part of the crowd at the JCBA 2005 Annual Banquet held on Thursday, January 13th at the Westlake Country Club in Jerseyville.

## Business After Hours February 24th

The February Business After Hours will be held on Thursday, February 24th beginning at 5:00 p.m. at Mulligan's West. This month's event is sponsored by Countrywide Home Loans and Mulligan's West. Mark your calendars and plan on attending.

## Members in the News

Congratulations to Tom Goetten and Bob Whitworth, owners of Whitworth, Horn, Goetten Insurance Agency, Inc.

They were recognized by their parent company, Grinnell Mutual Reinsurance Company as one of its top three agencies in the state. They won this award by reaching \$1,000,000 in production for the year 2003. That production ranked them as one of the top nine companies in all the Grinnell agencies.

Congratulations to Leigh Dugger, owner of The Works Hair & Tanning Salon, was chosen as a Matrix Artistic Educator after a nationwide search. Leigh will travel to New York City in February for training. Once the training is completed, she will travel to hair shows and salons around the United States to teach other stylists the latest hair cutting and color techniques.

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# ECONOMICALLY SPEAKING

by Brent Thompson

In the May 24, 2004 Edition of the Forbes Magazine, there was an article written by Lawrence J. McQuillan. The article was in reference to a study done by the Forbes publication and the Pacific Research Institute for Public Policy in San Francisco has created a U.S. Economic Freedom Index.

This study rates each of the states in regard to states with fewest regulatory body blocks and fiscal obstacles. In order to come up with the rating system, there were 143 variables evaluated for each state using the most current data. These variables include tax rates, state spending, occupational licensing, environmental regulations, income redistribution, right-to-work, prevailing wage laws, tort laws and the number of governmental agencies.

For each of the variables, each state was ranked 1 (most free) to 50 (least free), calculated an average ranking and then weighted to get an overall score.

The State of Kansas came up with the #1 ranking or the least encumbered state. That is largely due to its respect for property rights. It attracts less tort litigation than most states and engages in less income redistribution. They have a state population of 2.7 million. Kansas has a median income of \$43,222, a median home price of \$119,880 and an unemployment rate of 6.4%.

In contrast Illinois, Rhode Island, Connecticut, California and New York were the most punitive policy environments for economic opportunity.

Illinois, ranked #46, has a state population of 12.7 million, a median income of \$47,315, a median home price of \$187,170 and an unemployment rate of 6.7%. We are already aware of the deserved reputation the State of Illinois has regarding tort litigation.

Should we be concerned about this? Absolutely. If you do not think that this does not touch our lives in Jersey County, you are in need of some shocking news. Not 40 miles from Jerseyville and even closer to Grafton, is the State of Missouri. The State of Missouri ranked #10 in this study. The economic playing field is not level! The friendliness of state government toward private enterprise is extremely important. Red tape and bureaucracy makes a huge difference to business and their chances of succeeding.

We need to carry this message to our elected officials in Springfield as well as to the Governor. We need to pound this message home at every opportunity. Make Illinois business friendly.

To see the study in greater detail, visit [www.forbes.com](http://www.forbes.com).

# BUSINESS OF THE MONTH



## Sackmann Gas Company

The February, 2005 Business of the Month is Sackmann Gas Company of Jerseyville.

It is located at 28916 Delhi Road south of Jerseyville on Highway 67. It is owned by Chris and Patti Sackmann. Sackmann Gas Company employs 6 full-time people. They not only sell propane gas but also portable gas cooking grills, water heaters, heaters, etc. They have been in business since 1967. Their website address is [www.sackmanngasco.com](http://www.sackmanngasco.com). Sackmann Gas Company is also members of the Illinois Propane Gas Association, the National Propane Gas Association as well as JCBA. They also are members of the Jerseyville Knights of Columbus, Moose and Elks. They can be reached by either calling 885-5071 or by [propane@gtec.com](mailto:propane@gtec.com).

## 2005 Music Festival Planning is Underway

The 2005 Music Festival Committee has met for the first time on Thursday, January 20th to begin preparations for this year's June 11th festival.

If you were unable to attend this meeting and want to participate in helping with the music festival, please call Julie Brangenberg at 639-9831 or call the JCBA office at 639-JCBA to learn of the date and time of the next meeting.

## Eggs n' Issues Legislative Breakfast

A Legislative Breakfast called Eggs 'N Issues has been scheduled for Friday, February 18th at Lauren Abagails Tea Room beginning at 7:30 a.m. The cost of the breakfast is \$15 per person.

It is the first of three or four that will be scheduled throughout the year. The featured speaker at this Eggs 'N Issues Breakfast will be Senator Deanna Demuzio. She will visit with us about pending and upcoming legislative issues in the Senate. There will also be time for questions and answers.

RSVPs are mandatory. Please make your reservations by calling the JCBA office at 639-JCBA.

## Note of Apology

An apology is owed to David Rudolph and the Rudolph family. In the 2005 Annual Banquet power point presentation, Rudolph's, Inc. was left out of the presentation as one of the Businesses of the Month. They were one of two businesses of the month picked in July of 2004. My sincerest apologies for not having Rudolph's, Inc. in the presentation.

## Redcoats Review

The Ambassadors collected \$351 for the Christmas Tree of Lights Campaign.

An Eagle Watching Tour is scheduled for Monday, February 7th at 8:30 a.m. at Pere Marquette State Park. Future activities were discussed at the January, 2005 meeting.

The next meeting will be March 21st at 9:30 a.m. at the 518 South Restaurant.

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## FEBRUARY 2005 IN JERSEY COUNTY

### February 1-4

Tues-Fri, Illinois  
Legislature in Session

### February 1

Tues, Jerseyville City  
Commission Meeting,  
6:00 p.m., City Hall

### February 2

Wed, Governor  
Blagojevich State of the  
State Address

### February 3

Thur, Marquette & Joliet  
Interpretive Center  
Meeting

### February 7-10

Mon - Thur, Illinois  
House in Session

### February 7

Mon, Jersey County - A  
Hidden Treasure Comm.  
Meeting, 12:00 Noon,  
Lauren Abigail's Tea  
Room

### February 8

Tues, Small Business/Ag  
Comm. Meeting, Noon,  
JCBA Office

### February 8

Tues, Grafton City  
Council, 6:30 p.m.,  
Grafton City Hall

### February 8

Tues, Jersey County  
Board Meeting, 7:00p.m.,  
County Admin. Building

### February 10

Thur, JCCC Board Meeting,  
Noon, JCBA Office

### February 14

Mon, Illinois House in Session

### February 15-17

Tues-Thur, Illinois Senate  
in Session

### February 16-18

Wed - Fri, Illinois House in  
Session

### February 16-18

Tues, JCBA Board Meeting,  
Noon, JCBA Office

### February 15

Tues, Jville City Commission  
Meeting, 6:30 p.m., City Hall

### February 14

Fri, Eggs 'N Issues Legislative  
Breakfast, 7:30 a.m., Lauren  
Abagails Tea Room

### February 21

Mon, JCBA Office Closed,  
Presidents' Day

### February 21

Mon, Grafton Chamber  
Meeting, 6:30 p.m., Grafton  
City Hall

### February 22-27

Tues-Sun, St. Louis Boat &  
Sport Show, Edward Jones  
Dome

### February 22

Tues, JCBA Membership  
Comm. Meeting, Noon, JCBA  
Office

### February 22

Tues, Grafton City Council,  
6:30 p.m., Grafton City Hall

### February 22-25

Tues, Fillinois Legislature in  
Session

### February 24

Thur, Feb. 24, Education/  
Health Care Comm.  
Meeting, Noon, JCBA Office

### February 24

Thur, Business After Hours,  
5:00 p.m., Mulligans West

### February 25

Fri, Transportation Comm.  
Meeting, 11:30 a.m., JCH  
Classroom

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