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Learn more about becoming a Diamond, Platinum or Gold level Member - call the Chamber office at (815) 568-6680

Lisa's Mobile Pet Grooming
Associated Electrical Contractors

CHAMBER INSIDER

MEMBER SPOTLIGHT

EVENTS *at a glance*

March

- 3-17 Communications Committee Mtg
Chamber Office - 11:30 am
- 3-18 Board of Directors Meeting - 7:30 am
Marengo Auto Group
- 3-24 Jude Schmidt Custom Construction & Grand Rental Station Mixer - 5-7 pm
- 3-31 Candidates Forum - 7-8:30 pm
MCHS Auditorium

April

- 4-1 Chamber Connection Committee Mtg
Chamber Office - 9:00 am
- 4-2 WIB Luncheon "Leadership" - 1:00 pm
Donley's
- 4-8 General Membership Meeting - Noon
National Pork Board (TBD)
- 4-14 Annual Chamber Connection - 6-8 pm
Union American Legion
- 4-15 Board of Directors Meeting - 7:30 am
Castle Bank
- 4-21 Multi-Chamber Mixer - 5-7 pm
Jazz for PADS - Crystal Lake
- 4-23 Lunch n' Learn "USPS" - 12-1:30 pm
- 4-24 The Future of the Illinois Business Climate from the Illinois Retail Merchant's Association- 11:30 am
- 4-25 Clean Sweep - Marengo - 9-11 am
- 4-28 Chamber Mixer, Marengo 5-7 pm
Corbin's Exotic Pets



Jude Schmidt Custom Construction is a family run business serving Marengo and the surrounding communities. It was started by Jude Schmidt Sr. in 1976. Jude Schmidt Custom Construction offers a wide variety of services including new homes, additions, remodeling, pole building and light commercial construction.

In 1986 Jude Schmidt Jr. joined the business concentrating on designing & remodeling kitchens through a showroom that the company opened in Rockford. In 1995 the kitchen showroom was consolidated into the business in Marengo. Jude Schmidt Jr. has completed over a 100 different remodeling projects, new construction homes and a variety of new commercial buildings.

Jude Schmidt Custom Construction prides itself on meeting its customer's needs. They have found that communications with the customer is paramount, therefore they are on call evenings & weekend hours as well as regular business hours. This allows for a timely flow of information and lets the customer ask questions that may not occur to them.

Their most recent projects include 3 new buildings at Blackhawk Raceway in South Beloit and a new warehouse for Grand Rental Station in Marengo.

For professional, hometown help with your next project please contact us at:
Jude Schmidt Custom Construction
19310 Kishwaukee Valley Road
Marengo, IL. 60152



116 South State Street
Marengo, Illinois 60152
Phone: 815-568-6680
Fax: 815-568-6879
www.marengo-union.com

Mar/Apr
2009

CHAIRMAN'S MESSAGE

Lisa Rossow



Think Spring!

It is this time of year that we all start having cabin fever! We get a few nice sunny days mixed in with dreary snow. We are all ready for the nice weather, sick of the snow and ready to get out and enjoy spring. Once again I think I have the answer to your cabin fever. Get out and take advantage of the Marengo-Union Chamber of Commerce, of course!

The business expo a couple weekends ago proved to be a great way to get out and have some fun. This year was packed with entertainment. I can really say, we had something for everyone. From karaoke to Abe Lincoln, animals to race cars the list goes on and on. Everyone had a great time, the weather cooperated and we did have record attendance!

The Chamber has many more events coming up to cure your winter time blues. Mixers are continuing to be a proven networking must, attend the monthly lunches and walk away with a little more knowledge for your business, and the Women in Business group it really helping area business women gain confidence and control. Let's not forget about the Chamber Connection Event and Golf Play Day Coming up. Two awesome events to really help us get out, dust off and get involved.

There is so much happening at the Chamber these days, if anyone is having spring fever or the winter blues, just one solution-GET INVOLVED. All of these events plus more have committees that we rely on to make the events possible. So pick something that interests you and get involved. Call me or Marlene if you want to join in the action. Get involved-help grow your business, make some new friends, and have some fun. Just the cure for your cabin fever!

BOARD of DIRECTORS

Chairman

Lisa Rossow, *Century-21 New Heritage*

Vice-Chairperson

Carl Griffith, *Trench-It, Inc.*

Treasurer

Carla Weiss, *Castle Bank*

Secretary

Marlene Slavin, *Marengo-Union Chamber of Commerce*

Directors

Pat Lawlor, *Hyperstitch*

Joe Schipani, *Marengo Printing & Business Center*

Brad Schumann, *Country Insurance & Financial Services*

John Wyrostek, *Centegra Health System*

John Kengott, *Farmers Insurance*

Dawn Wagner, *Prairie Community Bank*

Ryan Varney, *Marengo Signs*

Marty Halwix, *New Dimensions*

David Wickboldt, *Harmony Computers*

Rita Beauchamp, *Inside Staffing*

Rich Browne, *Marengo Auto Group*

Kimberly Meyers, *Pollock, Meyers & Eicksteadt, LLP*

Staff

Marlene Slavin, *President/CEO*

Natalie Secor, *Executive Assistant*

Member Classifieds

For Lease. Eclipse Payment Terminal used to process credit/debit card transactions. Can also be used for check processing and ATM card transactions. This lease is \$39.99 Per month for two years. Please call Kathi Carr 815-923-7322 to take advantage of this Deal.

BUILDING RELATIONSHIPS SINCE 1856

Formerly
First National Bank
of Marengo

CASTLE BANK

www.castlebank.com
102 N. State Street • 815-568-2540
677 E. Grant Highway • 815-568-7252

Member FDIC

MARENGO • HUNTLEY • LAKE IN THE HILLS • HARVARD • BELVIDERE

FROM THE PRESIDENT'S DESK

Marlene Slavin



We are only into the first quarter of 2009 and already your Chamber is busy, busy, busy!

In January Joe's Place hosted a mixer at their new location with 70 people in attendance; the chamber staff attended meetings at City Hall to learn more about TIF Districts (Tax Increment Finance) and the Metra Station Planning. We also traveled to neighboring Chambers to participate in Executive Roundtable discussions sharing information, ideas and to plan for future multi-chamber events. And, the MUCC Board of Directors created an Advocacy Task Force to better serve our members with issues affecting their businesses.

Of course, February's big event was the Annual Business & Consumer Expo. We celebrated another successful event again this year thanks to our Exhibitors, Committee, Volunteers and Sponsors. We estimate attendance at 2,500!

Had you walked into the Chamber Women In Business (WIB) February luncheon at the Marengo Park District you would have found 29 women 'breaking boards' with their bare hands! You never know what will happen at these meetings!!

The Referendum for District #165 Committee taught us more about the financial issues affecting our local schools; we learned about Effective Email Marketing at our first Lunch n' Learn program; and at the March meeting we were introduced to the MCC "Promise" program. Sam's Tavern and Marengo Signs hosted a fun mixer at Sam's.

Committee meetings abound in February and March! We are planning now for the Golf Play Day in June, a new Golf Clinic to start in May, another Chamber sponsored Candidates' Forum at the end of March; Advocacy Task Force Meeting; the Communications committee will meet to discuss the Community Guide; the Chamber Connection Committee has their plans underway for this April event; a Clean Sweep committee is being formed, as well as one for the Harlem Ambassador Basketball Show Fundraiser scheduled for October 6th.

Thank you everyone who made these events possible and those who have joined committees or a task force for future events. Getting involved is an excellent way to get to know people better. It's a great way to promote your business and it doesn't cost you anything but a little time.

As we near the end of the first quarter, we reflect on what we have accomplished already this year and look forward to what is ahead. In these difficult economic times, we wish to remind our members that the Chamber is your organization. We are here to assist you in making your business successful. We have many advertising and promotional opportunities for little or no cost to you. Call the Chamber office if you wish to discuss these possibilities further. I will be happy to work out a plan with you to provide the most exposure for your business with the least cost.

We have had 15 new members join the Chamber since the beginning of the year as well receiving numerous renewals. Business owners are, now more than ever recognizing the value of a Chamber membership as they struggle to keep their business profitable.

Give us a call. Let us help. Take advantage of your Chamber investment.

Home Buying & Tax Credits

By Michael Flood, Caufield & Flood

In hopes of spurring the housing industry, the recently enacted "American Recovery and Reinvestment Act of 2009" includes an enhanced tax credit for first-time homebuyers. The credit is available to taxpayers who have not owned a home for three years up until the date of purchase. The new law increases the first-time homebuyer credit to a maximum of \$8,000 for purchases made between January 1, 2009, and November 30, 2009. Unlike the 2008 credit, homeowners do not have to repay the credit, provided the home remains their main home for 36 months after the purchase date. Taxpayers have a special option to claim the tax credit either on their 2008 tax returns, or their 2009 tax returns next year.

You may remember that last year's Housing Act included a tax credit giving first-time homebuyers up to a \$7,500 credit for buying a home between April 8, 2008, and December 31, 2008. Unlike other federal tax credits, the credit for first-time homebuyers had to be paid back to the government equally over a period of 15 years (or earlier if the house is sold). So the credit was the equivalent of an interest-free loan from the government.

For both credits, single taxpayers with incomes up to \$75,000 and married couples with incomes up to \$150,000 qualify for the full tax credit, and the credit must be repaid if the house is sold within three years of purchase.

MEMBERS IN THE NEWS

BCU Credit Union donates to adult and child rehab

Pictured is Shannon Snider, Director of Development for Adult & Child Rehab Center, receiving a donation from Joel Bosman, Financial Services Representative for BCU. BCU, a credit union in Crystal Lake, recently raffled off a piece of artwork done by Samantha Byrnes, a patient at Adult & Child Rehab Center in Woodstock. Samantha's artwork and other patient artwork were compiled to create a 2008 calendar. For the first time, the Rehab Center took the artwork from the calendar and made notecards. These both were for sale at BCU. The event raised \$480.00 for the Rehab Center. The Adult & Child Rehab Center provides physical, occupational, speech and lymphedema therapies, as well as nursing care. The Rehab Center accepts most types of insurance.



Contact: Shannon Snider, Director of Development
Kim Olcott, Development Associate

Centegra Health Systems:

Mad Hatters Luncheon, May 6th. The Auxiliary of Centegra Hospital-Woodstock encourages women attending the event to wear a hat for women's health in McHenry County. The event includes cocktails, lunch and silent auction. Tickets are \$50 each or \$500 for a table of 10. For more information or ticket sales call 877-236-8347 or visit centegra.org.

March is Colorectal Cancer Awareness Month:

It is estimated that there will be more than 150,000 new cases of colon cancer in 2009.

Centegra Health System wants McHenry County residents to know that colorectal cancer is largely preventable, treatable and beatable.

Throughout the month Centegra Health System's Get Checked! Program will distribute free fecal occult blood kits to Centegra Hospital-McHenry and Centegra Hospital-Woodstock as well as both Centegra Health Bridge Fitness Center. The free kits will be available in the hospital lobbies from 8am-6pm March 16-18th and 4-7pm March 19th at the Fitness Centers.

For more information call Kay Preshlock, Community Outreach Coordinator at 815-759-4462.

Marengo Coin Shop is giving away a \$1,000 bill valued at \$1500.

Between now and June 12th for every \$100 of old coins or gold/silver/platinum jewelry that you sell the shop, it equals one entry into a drawing for the \$1,000 bill! (Example: \$700 of jewelry = 7 raffle tickets). There is no purchase necessary and no minimum or maximum. The live drawing will be held Saturday, June 13th (Marengo Main Street Putt-Putt Day) at 12:30 pm at the Marengo Coin Shop. Winner need not be present. The winner has the option of selling the \$1,000 bill back to the Coin Shop for \$1,500 cash!

The Marengo Park District will hold their Annual Easter Egg Hunt

on Saturday, April 11th. This is a FREE event. Photos with the Easter Bunny are compliments of Chamber

Members Sandy Butenschoen of Century 21-New Heritage; candy and prizes by Harris Bank. Boy and Girl Scouts help hide and stuff eggs.

Egg Hunt Times: 2-5 years old 11:30 a.m.
 6-9 years old 12:30 pm

Event held at Indian Oaks Park. For more information call the Park District at 815-568-5126

Growing Scene Adds new Activities for the Family:

Children's Coloring Contest. Contest Packets can be picked up at the Growing Scene from April 16th-May 8th. All entries need to be turned in by 5:00 pm on May 8th. Children will be competing in three age categories: 3-5, 6-8 and 9-11.

Prizes will be awarded to the top three winners in each category.

"Seniors and Sweets" Weekly Program. Every Wednesday morning through the end of May from 10:00-12:00 noon seniors can enjoy a stroll through the flowers, complimentary fresh brewed coffee and doughnuts. All seniors are eligible for a 10% discount on their purchases.

"Moms and Muffins" Weekly Program. Every Tuesday morning through the end of May from 10:00-12:00 noon Moms and their little ones are invited to gather in the garden center and enjoy free coffee and muffins. Moms receive a 10% discount on all their garden center purchases.

The Growing scene is located at 17015 Harmony Rd, Marengo.
815-923-7322

MEMBERS IN THE NEWS



"INTREN" is the next generation of Trench-it.

Loretta Rosenmayer, Founder of Trench-it writes in a recent company newsletter, "By now you all know our exciting news. Our wonderful company is changing names. As of January 1st, we officially started using our new name "INTREN". INTREN is the next generation of Trench-it.

This past year we celebrated our 20th Anniversary. Founded in 1988, we have grown steadily to become a premier regional provider of electric, gas, and telecommunications services for Midwest utilities, municipalities, developers and general contractors.

We can all be very proud of the stellar company we have built together. Our company has grown beyond our wildest dreams and through the years we have continued to change our scope of work to meet market needs. Today, we are a very different company than we were 20 years ago and our name (Trench-it) no longer fits our reality because it implies and suggests that we are simply a trenching company. Being 450 outstanding men and women, strong and powerful, we need a name that represents us and allows us to grow and expand in all market sectors in our industry. That name is INTREN. Blending the "in" from integrity and innovation and combining it with Tren,

the first four letters of Trench-it, has given us this name that will take us into the future.

From the essence of Trench-it emerges the excellence of INTREN. INTREN is much more than a construction company. As a total solutions provider, we bring stewardship to the construction industry, meeting the needs of a rapidly changing marketplace-in both the private and public sectors. In every client relationship, we remain committed to our core values: Safety, Integrity, Customer Focus and Empowerment of our Team.

In these shaky economic times, it is imperative that we have nothing blocking us as we seek new work and new customers. Central to the essence of Trench-it has been a constant focus on our customers' needs. This focus has led to our emphasis today on being a total solutions provider offering design/build services, turnkey delivery and meticulous project management. We are very excited about what lies ahead of our company. We have emerged into an outstanding corporation built on hard work, excellence and efforts of the past.

It is our intention that INTREN will continue to bring stewardship to the construction industry and in doing so will allow each of us to be very proud of what we are all an important part of.

Together we can make a difference. Individually, we can hold our heads high and say I have done my best and my best is mighty fine!"



Caufield & Flood offers business valuation services

Caufield & Flood today announced the addition of Valuation Services to its array of accounting and tax services. Michelle DellaMaria, CPA has been accredited as a Certified Valuation Analyst (CVA). With extensive training combined with experience in tax, auditing, accounting, and financial analysis, Ms. DellaMaria has an excellent background for addressing the complexities involved with providing valuation services. Business valuations are commonly required in conjunction with the evaluation of potential purchase or sale of a business, succession planning, buy/sell agreements, charitable contributions and estate and gift taxes.

In addition to business valuation services, Caufield & Flood provides tax, accounting, Estate and gift tax, and other consulting services for both individuals and businesses. Caufield & Flood has offices in Crystal Lake, Huntley and Marengo, Illinois.

Workshop and Expo planned for endurance Athletes.

A free interactive and informative event for endurance athletes including runners, cyclists and triathletes of all ages is planned for Saturday, March 21st at Centegra Health Bridge Fitness Center – Huntley. For more information call 815-444-2900.

Jim Reynolds
Vice President
Commercial Banking

PRAIRIE[®]
Community Bank

800 West Grant Highway P.O. Box 255 Marengo, IL 60152-0255
telephone (815) 568-4100 fax (815) 568-4138
jreynolds@prairiecommunitybank.com

MEMBERS IN THE NEWS

Team REIL welcomes 4 new employees to the Team

Union, IL- March 5, 2009- Team REIL is proud to announce the four newest members to the team. Welcome John Schleicher, Molly Knight and Brian Kneibel the newest sales representatives, and Desiree Hendle, the new Marketing Coordinator.



John Schleicher, who resides in Geneva, joined the team March 2008. John manages Southern Cook County, Southern Dupage County, Southern Kane County, and the southern half of the Chicago land area. John provides equipment

service to existing customers, educates customers on the extensive product lines Team REIL has to offer, and attracts new customers. Schleicher notes "What's not to like about playgrounds? The job is fun!" It was an easy transition for Schleicher coming from a construction background after owning his own company for 10 years. In John's spare time he enjoys spending time with his 2 kids, coaching baseball and basketball, and driving the boat for the Whitewater water ski team.



Molly Knight of Peoria became a member of the team in May 2008 taking over her husband Dave's territory. Knight represents central Illinois providing playground designs, information, and product service to customers of that territory.

Knight notes that "it is fun and exciting to drive into towns, meet new people, and provide play for children. Miracle is the best of all the playground products in my territory and when you combine that with Team REIL – creative and knowledgeable designs, a very professional, organized business team, and quality construction and service- it's hard to beat!" When Molly is not working she enjoys singing and playing guitar in a small band, and loves to golf.



Brian Kneibel all the way from Chicago became a part of the Team REIL family in July 2008. Brian is responsible for park and playground needs for Northern Cook and Lake County. Kneibel states his favorite thing about his job "is working with people who truly care to shape communities and the lives of kids in a positive way...and of course being able to Retire Early In Life." In Brian's spare time he enjoys Chicago summers, along with playing and watching sports, Go Cubs!



Desiree Hendle of Woodstock joined the team December 2008. A recent graduate of the University of Wisconsin Whitewater, Desiree is in charge of all the marketing for Team REIL. Hendle states her favorite thing about Team REIL is "working with products that are fun, and the sense of family that is established with all the employees of Team REIL." When away from the office Desiree enjoys spending time with her family and dogs, and making jewelry.

For over 30 years, throughout Northern & Central Illinois and Wisconsin, Team REIL, Inc. has proudly provided customers the finest in recreational park equipment and furnishings. For more information please contact Team REIL at 888-GET-REIL or online at www.getreil.com

Flatlander's Market "Open Mic" Night

Starting in April, Flatlander's Market will host an "Open Mic" Night on the 1st and 3rd Friday of every month. sign up at 6pm. Entertainment 7-10pm. Call 815-568-3528 for more information.

Clean Sweep

We need your help!
Clean up the neighborhood

Saturday, April 25th 9-11 am

Call the Chamber 815-568-6680

Win!
2 Basket of Goodies
Gift Certificates &
Chamber Newsletter
Spotlight!

March Mixer
Hosted by
Jude Schmidt Custom Construction
&
Grand Rental Station
Tuesday, March 24th
5-7pm

Food, Prizes, Fun and More Networking than Ever!!

Learn more about your fellow Chamber members. You might be surprised by what you don't know about these businesses! Remember if you support other local businesses, then they will support you.

Win a Basket of Goodies
By guessing the correct
Number of bolts in the
Building!!!
This could be your
lucky night!

Meet us at the
New Operations Center For Gala Events
A division of Grand Rental Station
21906 W. Grant Hwy, Marengo
Questions? Call the Chamber at
815-568-6680

NEW MEMBERS

The Marengo-Union Chamber of Commerce welcomes our newest members:

CARQUEST Auto Parts

Julie Remke
1055 Wanda Lane, Woodstock
815-790-0971
carquestofwoodstock.com
Auto parts. Parts for your vehicle, ATV, Snowmobile, Golf carts, Lawn mowers and more.

Chiro One Wellness Center

Dr. Katy Karvola
12112 Route 47, Huntley
248-207-4176
chiroone.net
Chiropractic clinic.

Crescent Valley Landscaping

Jeff Olbrich
P.O. Box 1189, Woodstock
815-206-5211
crescentvalleylandscaping.com
Landscaping services. Design/build

Direct Waterjet, Inc.

Trudianne Temple
P.O.Box 124, Union
815-451-3464
directwaterjet.com
Water jet cutting and design services

First Assembly of God

Cathy Johns
22817 W. Grant Hwy, Marengo
815-568-1170
marengoag.org
Religious organization.

Hometown Landscaping

Jeremy Adams
202 E. Washington Street, Harvard
815-943-2326
hometownlandscaping.com
Landscaping contractors

Huntington Services

Don and Denise Huntington
20014 E. Grant Hwy, Marengo
815-568-0700
huntingtonservice@mc.net
Appliance repair. Appliance parts.

Integrity Bookkeeping Services

Sallie Kuzmicz
630 Courtney Lane, Marengo
815-568-8022
integritybkk.com
Bookkeeping and Accounting Services

Marril Corsen Media Project, Ltd.

Brian Kelly
3909 Wildrose Lane, Marengo
815-997-2173
ourmediaproject.com
Public Information Service

Marengo Café

Steve Ljuman
110 S. State Street, Marengo
815-568-5341
Serving Breakfast, Lunch and Dinner

Merriehill Farms

Paulette & Stanley Bodnar
6715 Meyer Road, Marengo
815-568-7392
merriehillfarm.com
Board & Training of Morgan & American Saddlebred Horses; Riding & Driving instruction. Breeding of World Champion Morgan Horses.

Premier Jewelry Design

Linda Redenz
6303 Main Street, Union
815-355-5263
Fashion Jewelry

Sam's Tavern

Cole Samuelson
101 S. State Street, Marengo
815-568-9884
Historic neighborhood Tavern... "Where everyone knows your name"

Tastefully Simple

Tracy Wiedmaier
6414 Wayne St. Union
815-923-2291
tastefullysimple.com/web/twiedmaier
Easy to prepare gourmet foods. Home party sales.

Uptown Hair & Tan

Joe Schipani
105 Municipal Drive, Marengo
815-568-4247
Hair Salon Services, Tanning and nails.

Wild Tree

Kelly Haeflinger
19019 Raven Hills Drive, Marengo
815-353-0305
healthyoptions.mywildtree.com
Culinary blends; gapeseed oils and more. All natural, no preservatives, msg or dyes. Home parties.

RENEWING MEMBERS

The Chamber of Commerce would like to thank the following members who have renewed their memberships this month:

Associated Electric
AT&T
Café 20
Chicago Car Rental
Corbin's Exotic Pets
Florence Nursing Home
H & R Block

Illinois Alliance Insurance
Intren (Trench-it)
Paveloc Industries
Re/Max Connections II
Service Printing Corporation
Valley Exposition Service

2009-2010 Community Guide will be published in June

Now is the time to start thinking about your participation in this popular publication sent to all residents of the Marengo and Union zip codes. It's a community reference guide that people keep by their phone all year long. The Chamber also distributes these booklets to local businesses as additional outlets for visitors or new residents.

As a Chamber Member you are automatically listed in our 'Members Only' section. The Community Guide committee is working hard to reduce the cost of production so we do not need to raise advertising rates and may in some instances be able to reduce your cost. (We hope.)

Watch for more information and the registration forms coming to you soon.

The Annual Community Guide is another outstanding service provided by your Chamber of Commerce. An economical way to promote your business and remind people to SHOP LOCAL!

Call the Chamber for more information or to reserve your ad space today! 815-568-6680

What Achievers are Using to survive this Economy

By Debbie Battersby, 7th Sense Coaching

Hockey Hall of Fame great Wayne Gretzky wasn't the fastest, the strongest or the biggest. But he was absolutely superb in his execution of the game. When asked what made him so great, he replied, "I didn't skate to where the puck was – I skated to where it was going." As a result, he was at the right place at the right time to make the right move.

Success in today's business climate requires the same strategy – analyze the situation, anticipate where the market is going – then "skate" there to make the right move at the right time.

1) Analyze who today's active consumer is and what they want:

The definition of insanity is continuing to do the same thing over and over expecting different results. Today's insanity is doing what no longer works expecting yesterday's success. Top Achievers are not waiting for yesterday's consumer to "come around". Consumers will always do what is in their best interest. That means Top Achievers "skate" to those market segments that need their services in THIS environment.

2) No "One Size Fits All" marketing – customize your message to your market.

Different market segments have different objectives. Rather than limiting themselves to a generic "one size fits all" slogan, Top Achievers adjust and adopt their message specifically to each of the market segments they are marketing to. An effective Unique Selling Proposition attracts your ideal prospect to you by answering their question "What's in it for me?" Adjust your marketing message to talk to that specific interest or concern.

3) Analyze current market conditions and get ahead of the trend:

It's not good enough to "go with your gut" – though that can be a great place to start. To persuasively communicate with your customer, and understand what they need, Top Achievers research market statistics and data – and use intense communications skills to convey their value in the marketplace.

4) Top Achievers use Social Media to communicate instantly and for "Free":

Facebook, Twitter, myspace, blogging: successful business owners and entrepreneurs have embraced these technologies to get the "word out" instantly and inexpensively. As society changes, our marketing methods must change. Top Achievers embrace technology and utilize Social Media to its fullest advantage. And the best part is – IT'S FREE!!

5) Top Achievers Manage Their Attitude!

I've mentioned it last – but it should be first: unless you work at staying upbeat and positive, you will succumb to the fear swirling all around you. How to combat that? Use free time to learn new skills or create another income stream. Catch up

on self-improvement projects, which have never been more important than in today's environment. Invest in your Positive Mental Attitude. Work out and eat right. Unless you feel good, you can't feel good.

Take a tip from Wayne Gretzky. To stay on top of YOUR game,

- Learn to analyze the market and where it's going.
- Define your most likely prospect.
- Craft a unique message to attract that prospect
- Use social media to communicate with them instantly and for free.

Finally, do not succumb to the fear and panic all around. Immunize yourself against a 'sea of misfortunes' and skate to the top of your field!

Download a "Free" teleseminar on "The unwritten rules of social media marketing to restore six-figure incomes". Go to <http://newmarketleaders.com>. Debbie Battersby can be reached directly at deb@your7thsense.com or by calling 630-830-0064

CHAMBER EVENTS

Tuesday, March 17th Communications Committee Meeting

Chamber Office - 11:30 am
(Community guide)

Wednesday, March 18th Board of Directors Meeting

Marengo Auto Group
7:30 am

Tuesday, March 24th Jude Schmidt Custom Construction and Grand Rental Station Mixer

5-7 pm

Tuesday, March 31st Candidates Forum

MCHS Auditorium — 7-8:30 pm

Wednesday, April 1st Chamber Connection Committee Meeting

Chamber Office — 9:00 am

Thursday, April 2nd WIB Luncheon "Leadership Fitness"

by Susan Singleton
Cost \$15.00
1:00 pm at Donley's Old West Steakhouse
Bring a guest! RSVP Needed

Wednesday, April 8th General Membership Meeting

National Pork Board (TBD)
Noon

Tuesday, April 14th 2nd Annual Chamber Connection

Union American Legion - 6-8 pm
No charge
Bring a guest! RSVP Needed

Wednesday, April 15th Board of Directors Meeting

Castle Bank — 7:30 am

Tuesday, April 21st Multi-Chamber Mixer

Jazz for PADS lakeside Legacy Arts Park - Crystal Lake - 5-7 pm
Food, Beverages, Networking and Fun

Thursday, April 23rd Lunch n' Learn "USPS-Bulk Mailings & other Marketing opportunities"

12-1:30 pm, Box lunch included.
Members \$10 / Non-members Cost \$20.00, Reservation Needed

Friday, April 24th Crystal Lake Chamber Hosts Embracing Change, The Future of the Illinois Business Climate.

11:30 am

Saturday, April 25th Clean Sweep

Marengo — 9-11 am

Tuesday, April 28th Chamber Mixer, Marengo

Corbin's Exotic Pets — 5-7 pm



Attention Marengo and Union Voters Tuesday, March 31

Candidate Forum

7:00 pm - Marengo Park District Board

7:30 pm - Marengo 2nd Ward Aldermen

8:00 pm - Union Village President

Meet the candidates. Get your questions answered.

Vote April 7th

Location:

Marengo Community High School

110 Franks Road, Marengo

For more information contact the Marengo-Union Chamber of Commerce at 815-568-6680

Leadership Fitness

Presented by Susan Singleton
McDonald's Owner/Operator
Singleton Management, Inc.
& Co-Founder of The Leadership Conservatory
An educational organization that teaches the art of leadership

This Leadership Fitness Program will help you learn who you are and define your personal vision of leadership

Hosted by:

The Marengo-Union Chamber of Commerce

Women in Business

April 2, 2009

1:00 Luncheon Meeting – Cost \$15

Location: Donley's Old West Steakhouse, Union

RSVP Necessary – Call 815-568-6680

Lunch n' Learn \$10

\$10 includes box lunch (choice of beef, turkey or ham sandwich)

The Marengo Post Office presents "Bulk Mailing 101 and Beyond"

Bulk Mailing.....Learn about and get your questions answered about the benefits of bulk mailings.

DID YOU KNOW THE CHAMBER HAS A BULK MAILING PERMIT YOU CAN USE?

And Beyond....

The Post Offices offers many other services to small business. You may be surprised when you find out what they can do to simplify some of your advertising and reduce your costs. Come learn with us.

Event starts at noon (til 1:30?)

Call 815-568-6680

This is a reservation only, prepaid event.



The Marengo-Union Chamber of Commerce Networking Event of the Year!

At the Union American Legion

Tuesday, April 14

6-8 pm

Last year nearly 100 people representing over 80 companies in our community met at this free event to network, enjoy delicious food from our local restaurants and learn how their Chamber investment could help their business.

Cash bar supports Union American Legion.

Chamber Ambassadors will be available to provide information and answer your questions.

A brief program will be presented by some of our Chamber members sharing their stories of how chamber membership has benefited their business.

There is no cost to attend this event, but we ask that you RSVP.

Call 815-568-6680

2009 Business & Consumer Expo

Another Successful Year!

A dedicated committee of 12, 20 tireless Event Volunteers, 79 Quality Exhibitors, 28 Generous Sponsors and a lot of hard work produced a fabulous Free Community Event on Valentine's Day Weekend!

This year our event included Karaoke Contests; a Town Hall meeting with Congressman Don Manzullo; Abe Lincoln and his wife celebrating his 200th Birthday with delicious cake; a Children's Story Time with the Marengo-Union Public Library; Captain Jack Sparrow; Miss Settlers' Days, Tabitha Proffitt and Lollypop the Clown. Old favorites joined us again like HOSA Face Painting; Hidden Path martial Arts; LTW Dance Studios; Boy Scouts Pinewood Derby and Fred the Squirrel from the Marengo Park District. Outstanding Entertainment, enjoyed by all!

We especially wish to thank all of our sponsors for making this event a success:

Event Sponsor: INTREN (Trench-it)
Advertising Sponsor: Northwest Herald
Abe Lincoln Event: Franks, Gerkin & McKenna
Exhibitor Lounge & Breakfast: Caufield & Flood
Prize Donations: TSC America (donated tons of prizes!!!)

Other Door Prize Donations:

Annie Fee's Jewelry
Back yard Creations
Blackstone Golf Club
Brandt's Pharmacy
Clock Tower Resort-Coco Keys
Corbin's Exotic Pets
COUNTRY Financial
Donley's Old West Steakhouse
Hometown Landscaping
Lindsay Auto Parts
Lisa's Pet Grooming
Marengo Greenhouse & Florist
Marengo Insurance
Marengo Park District
Marengo Printing
Marengo Vision Center – Dr. Thomas
Mary Kay Cosmetics – Judy Nepil-Shaw
Prairie Community Bank
Silver Leaf Resorts
Sybaris Suites
Wild Tree
Wisted's Market
Your Home Inspection



Installation of the new State Street Sign - 20th Annual Business & Consumer Expo Announcement



District #165 Referendum Committee - Best of Show Runner Up



2 Winners of Karaoke Contest with John Wyrostek of Centegra Health System



Congressman Don Manzullo, Mary Todd Lincoln, Abe Lincoln & Herb Franks



Teddy Bear Winner

We are already planning the 2010 Event and will be sending out Early Bird Registrations to this year's Exhibitors very soon. 74% of our exhibitors have already said they definitely want to participate next year, so the rest of you need to book early to secure the spot you want! Call the chamber for information and registration at 815-568-6680

Chamber Member Luncheon

The Chamber recently welcomed Maureen Coates, Executive Director for the MCC "Promise" Program at its monthly meeting in the Donley's Old West Steakhouse.

The McHenry County Community College PROMISE is the biggest community funded initiative in the history of MCC.

The MCC Promise will provide free tuition for high school seniors who graduate from a MCC District 528 high school, live in the district, and who chose to attend MCC full time and work toward the completion of a two-year degree or certificate. More information about this program is included in the enclosed flyer. Read On....



Strelcheck Chiropractic - Best of Show Winner

1st Lunch n' Learn program a Success!

The first in the new Chamber Lunch n' Learn Series programs was held at the Marengo Park District on February 26th



A group of 12 members and 3 non-members joined Steve Robinson of Constant Contact to learn more about the benefits of 'email marketing'. The two-hour program included a delicious boxed lunch from Wisted's and lots of information.

Emarketing is no longer the wave of the future...it's here now. There are many service companies available to help you with this endeavor. The chamber has been working with Constant Contact (as are other members) to produce our weekly "Chamber Insider Bulletin". If you would like more information about this program, call the chamber at 815-568-6680.

Join us for the next Lunch n' Learn scheduled for April 23rd

Past Mixers

January Mixer at Joe's Place (photo on cover)

About 70 chamber members enjoyed the new Joe's Place ambience and hospitality on the evening of January 27th. Delicious Hors'deouvres and open bar greeted guests as they entered the new banquet hall on the 2nd floor. The facility is ideal for meeting and events with state of the art audio/video equipment and dance floor. An elegant décor for any event. Tours of the facility lead attendees to the 'community room' on the lower level which is also available for small parties or meetings; a game room; butcher shop and restaurant. Joe's banquet facilities are available now. The butcher shop, restaurant, carry-out, drive through and extended catering services will open soon. Watch the Chamber weekly eblast or website for updated information. Congratulations Joe!

February Joint-Mixer at Sam's Tavern with Marengo Signs.

Warm neighborhood hospitality was the atmosphere at Sam's Tavern on February 24th.

A great place to gather, the chamber members in attendance truly enjoyed the evening. With food catered by Flatlander's Market and some pub brews to accompany, it was a great environment for networking and lots of laughter.

Thanks for the invite Cole and Ryan! A great time!!



Tracy Weidmaier, Tastefully Simple winner of Saturday's 50/50 Raffle



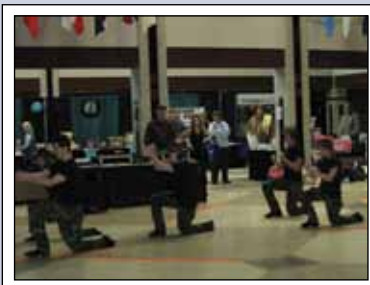
Roberta Wojrowski with Captain Jack Sparrow



Corbin's Exotic Pets - Best of Show Runner Up



Bob Shaw showing off his Karaoke



LTW Dance Company

HOW TO CONTACT THE CHAMBER

Phone: (815) 568-6680

Fax: (815) 568-6879

E-mail: chamber@marengo-union.com

Website: www.marengo-union.com

Office Hours: Monday - Friday 9 am - 4 pm

Note: There are times when it will be necessary to close the office during normal business hours due to special events, meetings or even illness. We apologize in advance for any inconvenience this may cause any of members.

The Chamber office is looking for more information and announcements about member businesses and their staff. Please send us your news. Deadline for newsletter entries is the 15th of the preceding month of publication.

NEW ADVERTISING RATES in 2009

Deadline 15th of the preceding month

Current Rates for newsletter ads

	1X Insertion	6X Insertion	
Business Card	\$35	\$30	per issue
1/4 Page	\$45	\$40	per issue
Insert*	\$55	\$45	per issue
Calendar Sponsor	\$50	n/a	per issue

*8-1/2 x 11 sheet, one or two -sided. Advertiser must provide the Chamber with 300 inserts. Ads and inserts must be paid at time of reservation.

ADS MUST BE CAMERA READY

Typesetting/layout services available at additional charge. 6X rate applies to six ads running within a 12 month period.

For pricing on other Chamber media advertising, check our website at www.marengo-union.com.

Or call the Chamber at 815-568-6680.

MEMBER²MEMBER DISCOUNTS

If you have a discount you want to offer your fellow chamber members, please call the office to participate; (815) 568-6680



The Marengo-Union Chamber of Commerce
116 South State Street
Marengo, IL 60152

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