

A publication of the Illinois Chamber of Commerce



**STRONGER BUSINESS
STRONGER ILLINOIS**

BUSINESS LEADER

Volume 5 Number 3 September 2019

100
1919-2019



**ILLINOIS
CHAMBER**

Centennial Celebration



A publication of the Illinois Chamber of Commerce



Thank you for the opportunity to collaborate with
leaders in business to imagine the endless
possibilities. State Farm® is a proud sponsor
of the Illinois Chamber of Commerce.



State Farm, Bloomington, IL



BUSINESS LEADER

www.ilchamber.org

September 2019
Volume 5, Number 3
Illinois Business Leader

Publisher
Illinois Chamber of Commerce

Editor
Laurie Silvey
(217) 522-5512 ext 223
lsilvey@ilchamber.org

Contributors
Whitney Barnes
Tyler Diers
Laurie Silvey

Graphic Design
Tonya Voepel

President and CEO
Todd Maisch

Illinois Business Leader is published quarterly by the Illinois Chamber of Commerce, 215 E. Adams St., Springfield, IL 62701. Illinois Business Leader is provided as a benefit of membership in the Illinois Chamber of Commerce. Non-member subscriptions \$100.00 per year (includes sales tax).

POSTMASTER: Send address changes to Illinois Business Leader, 215 E. Adams St., Springfield, IL 62701.

Illinois Chamber of Commerce
215 E Adams Street
Springfield, IL 62701
Phone: (217) 522-5512
Fax: (217) 522-5518
Internet: www.ilchamber.org
email: lsilvey@ilchamber.org

© Copyright 2019
Illinois Chamber of Commerce

100  **ILLINOIS
CHAMBER**
1919-2019

C O N T E N T S

In Every Issue

- 2 President's Message

Centennial Celebration

- 4 Members Throughout the Years
- 21 Chamber Past Chairs
- 26 Annual Luncheon Keynote Speaker
- 27 Annual Luncheon Guest Speaker
- 28 Distinguished Longterm Members
- 29 Edie Award Winners
- 30 Sponsors and Partner Tables

Special Section

- 11 The Illinois Journal of Commerce

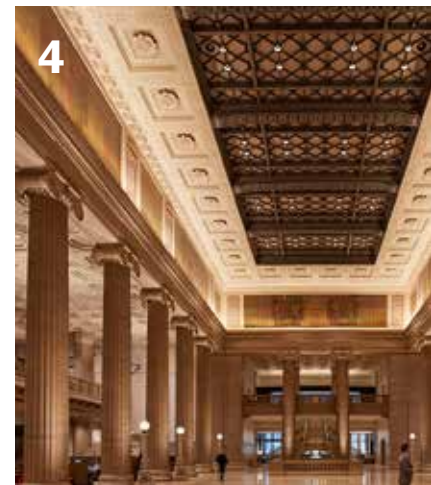
Legislative Session

- 24 The Tale of Two Sessions

Advertisement

- IFC** State Farm
- 3** Illinois Soybean Association
- 22** Marathon and Speedway
- 22** UPS
- 25** Workers' Compensation Conference
- 32** Boeing
- 32** Advocate Aurora Health
- 33** New Laws Forum
- BC** Novo Nordisk
- BC** Atlas Tool Works, Inc.

4



11



26



Annual Luncheon Centennial Celebration



TODD MAISCH
PRESIDENT AND CEO

*This year's
Annual Luncheon
Centennial
Celebration is
significantly special
as we celebrate our
100th year as an
institution.*

This year's Annual Luncheon Centennial Celebration is significantly special as we celebrate our 100th year as an institution. Along with this magazine, members will receive a copy of the first edition of the Chamber's first publication the *Illinois Journal of Commerce* published shortly after the Chamber was chartered by the Illinois Secretary of State on August 2, 1919. Not a full year gone from Armistice Day, the founders were battling the problems of reconstruction and the realization of a 'new normal' in America and around the world. Instead of mourning the past, these business leaders and concerned citizens decided to act for the future.

For the next century, businesswomen and men continued to join with legislators, staffers and concerned citizens to make Illinois a better place to work and live. They helped form the Illinois State Police, Board of Education and State Planning Commission. They drafted resolutions to U.S. presidents, championed legislation for better business practices and participated in the judicial process all the way up to the U.S. Supreme Court. Most of all, they made a difference. With your help, we will continue to follow in their innovative footsteps with our own impact.

In the spirit of this focus on innovation, we are excited to present the winners of our 11th annual Edie Awards in partnership with the Illinois Economic Development

Association and sponsored by Nicor Gas. The awards honor those who imagine, design, invest, build and bring jobs, growth and prosperity to Illinois communities. This year's winners, manufacturer of men's suits, Hart Schaffner Marx and the creator of gluten free pizzas, Urban Farmer, are being honored for keeping and expanding their businesses in Illinois.

We are also pleased to welcome Chief Marketing Officer of IBM, Global Business Services, Mani Dasgupta as our keynote speaker.

We will also be welcoming George McCaskey, Chairman of our member the Chicago Bears, whose organization is also celebrating their centennial this year. The Bears have a rich history of sportsmanship, economic development and philanthropy in Illinois and we are proud to have George here to share in our centennial event.

In the inaugural *Illinois Journal of Commerce*, the founding Chamber president George Woodruff wrote, "The principle upon which the Illinois Chamber of Commerce is founded allows of the widest participation by the members in the affairs of the Chamber." One hundred years later, nothing could be more true. The Chamber is, has, and always will be, a member-driven organization. Everything we do, we do together to create stronger business and a stronger Illinois.



CHECKOFF & MEMBERSHIP
PROGRAMS

Connected by innovative thought united by ideas propelled by a **vision**

The Illinois Soybean Association (ISA) is pushing the boundaries of soy knowledge and access by bringing producers and industry partners together across food production, shipping, bio-fuel, and ag. We are committed to innovating new high quality food for people, feed for animals, and sustainable fuel for a busy world. A better tomorrow depends on bold ideas. Real progress demands a focus on the future.

Learn more at www.ilsoy.org





ILLINOIS
CHAMBER

Strong MEMBERS

1922

**AAA – Chicago
Motor Club**

*“AAA is proud to be a member of the Chamber’s Infrastructure Council,
which is playing a critical role in the push for a capital bill right now.”*

*—Nick Jarmusz, Director of Public Affairs Midwest Region
AAA, The Auto Club Group*



AAA – Chicago Motor Club joined the Illinois Chamber in 1922

Illinois has an important place in **AAA** history, and the Illinois Chamber of Commerce has been a valued partner in advocating for both the interests of our members and our interests as a business serving the state.

As an organization with a wide variety of offerings - ranging from travel to insurance, towing and car care, to financial products and services - we rely on the Illinois Chamber to help promote a business environment that helps us better serve our members and customers in the state (currently over 1 million).

Through the Years

1930

Wintrust
Investments LLC

"100 years is quite an accomplishment! We'd like to offer our congratulations to the Illinois Chamber of Commerce. We're proud to be partnered with an organization that does so much to strengthen and support our local businesses and the Illinois economy. Thank you for all you do, and we look forward to continuing our work together."

—Edward J. Wehmer, Wintrust President, CEO & Founder



Wintrust Investments LLC joined the Illinois Chamber in 1930

Wintrust began over a card table, a few cold beers, and the idea to be the alternative to the big banks. In 1991, armed with a briefcase, a folding table, and a cell phone the size of a shoebox, Wintrust's current CEO and one of the company's founders, Edward J. Wehmer, set up shop in a storefront in a northern Chicago suburb. More than 27 years, and more than 150 locations later, we've stayed true to that original mission. We believe there's still a need, and desire, for a true community bank: where tellers know their customers by name; bankers care about local businesses because they frequent them; and the bank invests in the neighborhood because it's actually part of the neighborhood.

Through our family of community bank locations, and related companies and divisions, we can provide traditional commercial and community banking services, wealth management guidance, mortgage origination, commercial insurance premium financing, short-term accounts receivable financing, and certain administrative services such as data processing of payroll, billing, and treasury management services.

Above all else, we're focused on providing customer-oriented, personal and commercial banking services to communities in and around Chicago, southern Wisconsin and northwest Indiana. Our banks go above and beyond simple banking solutions—checking and savings accounts, lending tools, mortgages, and treasury management services—to be real assets to the communities we serve.

100 ILLINOIS CHAMBER

1919-2019

Strong PARTNERS

1943

State Farm Insurance Companies



State Farm joined the Illinois Chamber in 1943

"We're pleased to be longstanding members of the Illinois Chamber of Commerce and appreciate its efforts to be a voice for the Illinois business community. As a company founded and headquartered in Illinois, we have an interest in a strong and vibrant business community and a successful local economy. We appreciate the chamber's proactive approach to identifying opportunities to improve the business climate, enable marketplaces, and welcome innovative new products and services."



—Kevin Callis, Vice President Operations, State Farm

1944

Marathon Petroleum Company

"Since 1944, Marathon's Robinson Refinery has been a proud member of the Illinois Chamber of Commerce, which successfully advocates for our business community. While the business and regulatory environments can be challenging in this competitive, fast-paced market, we confidently rely on the Chamber to take the lead in protecting and advocating for business' interests. Both the Chamber and Marathon have long histories rooted in Illinois, and we look forward to an exceptional partnership for decades to come."

— Rick Kadansky, State Government Affairs Manager, Marathon



Marathon Petroleum joined the Illinois Chamber in 1944

Through the Years

1944

Motorola
Solutions, Inc.



Motorola joined the Illinois Chamber in 1944



"Motorola Solutions salutes the Illinois Chamber of Commerce as it celebrates its 100 year anniversary. As a company founded 91 years ago in Illinois and still headquartered here today, we are proud of the innovative solutions we are building to support public safety agencies and businesses, both locally and globally. We look forward to continuing our steadfast partnership with the Chamber and appreciate their years of hard work and dedication to improving the business climate."

— Motorola Solutions

1944

Illinois
American
Water



Illinois American Water has provided service in Illinois for over 140 years and has partnered with the Illinois Chamber of Commerce since 1944. We congratulate the Illinois Chamber on their 100th Anniversary! Working together, we've supported Illinois businesses and families. As the local water and/or wastewater provider, the work of our team touches every one of our customers daily. We ensure safe, reliable service to make your morning coffee, wash your dishes, flush your toilet and other daily activities which often are taken for granted.



"We are proud to partner with our local Chambers of Commerce and the Illinois Chamber of Commerce. We are committed to the communities we serve."

— Ben Brockschmidt, Major Account Manager,
Illinois American Water

100
1919-2019

**ILLINOIS
CHAMBER**

Strong LEADERS

1944

Caterpillar

CATERPILLAR

For over 50 years, **CATERPILLAR** has been a proud member of the Illinois Chamber of Commerce. That's because the Chamber is a unifying voice for businesses of all sizes in Illinois. Together, we amplify our message to every policy maker across the state. As we take time to celebrate the Chamber's 100th anniversary, it's important to recognize the impact that the Chamber and its membership has made on our business climate all these years.

"Congratulations to the Illinois Chamber of Commerce, and to its membership and staff: past, present, and future!"

— Rob Carney, Manager of State Government Affairs - Midwest Region, Caterpillar



Caterpillar joined the Illinois Chamber in 1944



Caterpillar mining truck 1940

1945

**Consolidated
Communications**

"Consolidated Communications is proud to support the Illinois Chamber and greatly appreciates the strong advocacy, access to resources and education it provides Illinois businesses," said Steve businesses like ours. As Consolidated celebrates 125 years in business this year as a leading broadband, communications provider, we congratulate and thank the Illinois Chamber on its century of support and advocacy for its members."

— Steve Childers,
Chief Financial Officer,
Consolidated Communications



Caterpillar modern day mining truck



Through the Years

1955

United Parcel
Service Inc.



UPS joined the Illinois Chamber in 1955

“UPS has been a committed and engaged member of the Illinois Chamber of Commerce for over 60 years. We value our membership and the many benefits it has provided, especially its role as being the leading voice for the businesses, big and small. Over the years the Illinois Chamber has advocated for the business community on a multitude of issues, supporting what is best for Illinois and Illinois businesses. To the Illinois Chamber, both staff and members – Happy 100th Anniversary!”

— Raymond C. Drake, UPS
Vice President – State Government
Affairs



1964

Advocate Aurora
Health



“Advocate Aurora Health is proud to support the Chamber and its consistent efforts to create a stronger Illinois. Congratulations on 100 years of working to connect leaders, grow businesses and create a thriving economy in this great state.”



— Meghan Woltman, Vice President
Government & Community
Relations, Advocate Aurora Health

100
1919-2019ILLINOIS
CHAMBER

Strong PIONEERS

1971

Jelly Belly
Candy
Company

Jelly Belly joined the Illinois Chamber in 1971

The Illinois Chamber of Commerce and **JELLY BELLY CANDY CO.** have worked together for many years. The Chamber is our prime source of information about happenings in Springfield. Beyond facts and data, we get action from the Chamber on the current issues that affect our business. No other organization has the depth of knowledge about Illinois business that the Chamber has. We look forward to working with the Chamber for another 100 years!



The ILLINOIS JOURNAL of COMMERCE

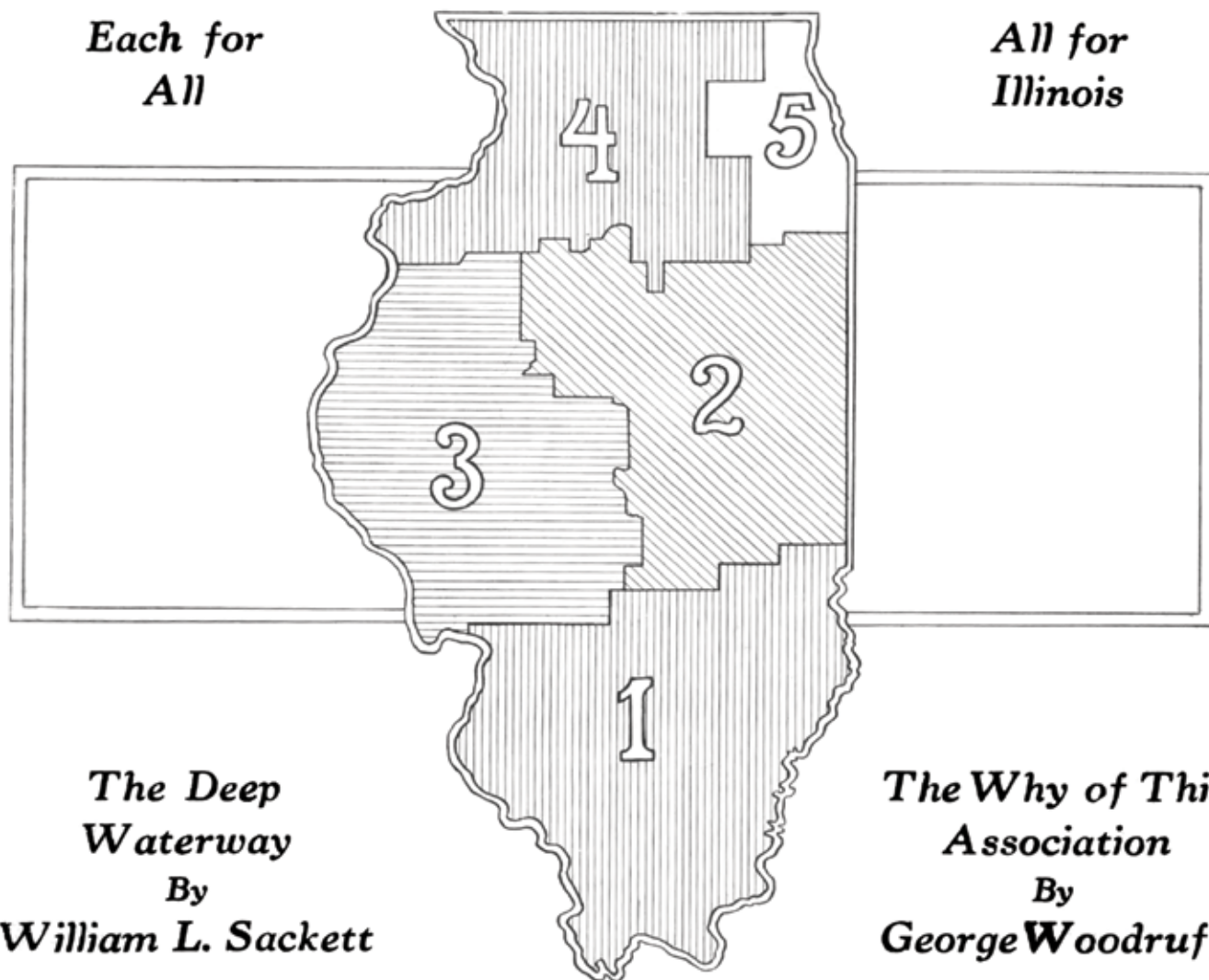
VOLUME 1

OCTOBER, 1919

NUMBER 1

*Each for
All*

*All for
Illinois*



Published By The Illinois Chamber of Commerce

Doctors—
Druggists—
Daddies—



Your Ambition—Our Ambition

Better Babies Dennos Food

Dennos Modification is not recommended as better than mother's milk, but when artificial feeding must be relied on, remember this:

1. Cow's milk plus Dennos is almost identical in composition with mother's milk.
2. Cow's milk modified by Dennos becomes soft, curdling and bland like mother's milk.
3. Cow's milk modified the Dennos way becomes safer from germs, because heating is required in the preparation.

Samples of Dennos together with Booklets sent on request.

Dennos Products Co.

2025 Elston Ave., Chicago, Ill.

The ILLINOIS JOURNAL of COMMERCE

VOLUME 1

OCTOBER, 1919

NUMBER 1

The Why of The Illinois Chamber of Commerce

By GEORGE WOODRUFF
President, Illinois Chamber of Commerce

The war taught us as never before the value and importance of co-operation. It taught us that success in any undertaking is dependent, as Kipling said, not upon "the individuals nor the army as a whole but the everlasting team-work of every bloomin' soul".

A month after this article is written we shall be celebrating the first anniversary of the signing of the armistice. But we shall be celebrating it in vain if we fail to apply to the problems of peace the great and costly lessons of war.

The problems of reconstruction are *real* problems. The record of the last eleven months has proved this beyond question. They are problems that challenge our thought and energy as they have never before been challenged.

We are living today in a new world. The old order has been swept away. On every side we are confronted with conditions and problems that are without precedent and without parallel.

You hear people talk about a "return to the old normal". As if such a thing were possible! They seem to forget—these folks—that the "normal" of the past has little or nothing in common with the normal of the present and the future. They might as well talk of the pilgrims of three hundred years ago, gathered around their Thanksgiving feast, praying the Almighty that the old "normal" might quickly return.

We are facing, today, a new normal. We are facing new conditions. We are facing new problems. We are living in a new world. And, if we are to forge ahead as we should and as we can, we must face the issues before us with the same co-ordinated effort that was responsible for our success in the Great War. We must have that "everlasting team-work" that wipes the prefix from impossible.

The Illinois Chamber of Commerce has been founded to meet this need. It has been established by a large number of commercial organizations of the State in order that business interests, agricultural interests and the general public might have some State organization around which they could rally

to the support of all worthy movements having as their end the advancement of Illinois and the development of the opportunities, prosperity and happiness of all the people.

The membership of the Illinois Chamber of Commerce will be made up of Association Members consisting of the various commercial organizations of the State, Sustaining Members consisting of business houses throughout the State and Individual Members consisting of interested citizens residing in all sections of the State.

The principle upon which the Illinois Chamber of Commerce is founded allows of the widest participation by the members in the affairs of the Chamber. The State has been divided into five Districts, and it is planned to hold a conference each year in each District, these Conferences to resemble in many ways the old-fashioned Town Meetings which were so popular in the days of the founders of our liberties.

At these meetings subjects of broad interest to the State of Illinois will be taken up and the subject selected will be discussed by the best available authorities, after which it will be open to general discussion by everybody in attendance at the meeting.

Needless to say the Chamber will be broad in scope. It will encourage in every way possible the advancement of the commercial, industrial, manufacturing, agricultural and civic interests of the State and will advocate legislation thoroughly considerate of the business interests

and general welfare of the State and Nation.

It will investigate and analyze such legislation as is being proposed toward the end that it may properly conform with and meet the needs of the State for enactments that are beneficial and constructive, thereby advancing the interests of all classes.

In the way of education it will aim at all times to correctly and intelligently inform the public mind as to measures deemed necessary for successful commercial and industrial expansion and will, naturally, do everything within its power to combat

Could Webster Have Put It Better if He Lived Today?

You are prosperous, you are happy, you are grateful. The fire of liberty burns brightly in your hearts, while duty and the law restrain it from bursting forth in wild and destructive conflagration. Cherish liberty, as you love it, cherish its securities, as you wish to preserve it. Maintain the Constitution which we labored so painfully to establish and which has been to you such a source of inestimable blessings. Be true to God, to your country, to your state. Do your duty. Then shall that Almighty Power which so graciously protected us, and which now protects you, shower its everlasting blessings upon you and your posterity!

—Daniel Webster

destructive radicalism wherever and whenever it is found.

It will encourage the healthy regulation of legitimate business and urge honest business practices, striving, at the same time, for a general recognition and understanding of the rights of legitimate enterprise.

In order that its work may be carried on efficiently and that its influence may be as wide as possible, committees will be appointed to direct its various activities—the personnel of these committees to be chosen from the best material available. In short, a constructive program of general interest to all classes of the membership will be inaugurated and carried through.

As a medium of publicity, this magazine—"THE ILLINOIS JOURNAL OF COMMERCE"—will be published monthly and will contain, in addition to news of the activities of the Chamber and local commercial bodies, constructive articles on Illinois problems by the leading men and women of this state.

In addition it is hoped that this Journal will become a veritable round-table of expression on the vital topics of the day—a magazine which will reflect the thought and energy of the people of Illinois.

Here, again, if this Chamber is to attain a full measure of success, the heartiest sort of co-operation is necessary, for if this Journal is to live up to the possibilities before it, it

must necessarily receive the enthusiastic support of each and every member of the Illinois Chamber of Commerce.

Letters from members are not only invited, but sincerely wanted. Local news is also solicited. In fact, it is the desire of the officers that this Journal be made a monthly clearing house of information, news and helpfulness for all those interested in the welfare of the people and the state of Illinois.

The Illinois Chamber of Commerce has been created to meet a great and definite need. It has been founded with the idea of protecting and furthering the interests of this State. It has come into life at a time when the people of Illinois—as never before in their history—feel the necessity of a central, state-wide organization through which they can concentrate their efforts in the support of the great measures of reconstruction.

And as such it deserves—and should have—the backing of every live, progressive man and woman in Illinois. For, if we are to measure up to the proud traditions of this State, if we are to lead the nation in the future, as we have in the past, NOW is the time for the loyal men and women of Illinois to co-ordinate their efforts and give the nation and the world fresh evidence of that team-work which has, in every crisis of our history, placed the name of this state in the vanguard of achievement!

Taking the Farmer Into the Market

And Helping Him Sell His Products to the Best Possible Advantage

The Illinois Chamber of Commerce, realizing that upon agriculture depends the future progress and prosperity of the State, is particularly interested in extending the agricultural development of Illinois.

The Chamber realizes, of course, that Illinois is already fortunate in having a large number of County Agents, but it also realizes that the agricultural resources of the State will never be fully developed until every county in Illinois is given the benefit of having its own County Agent.

A County Agent for every county is, therefore, one of the aims of the Illinois Chamber of Commerce and nothing will be left undone to aid in bringing this about.

A factor leading toward this accomplishment is the formation of the new Illinois Agricultural Association—an association that deserves and will undoubtedly receive the hearty support of the people of this state.

The purposes of this Association are ably stated by its president, Harvey J. Sconce of Fairview Farm, Sidell, Illinois, who has made a thorough study of the situation and is exerting every effort to place the agricultural industry of Illinois—particularly as it relates to marketing—on a business-like basis.

Mr. Sconce, after pointing out the growing importance of agriculture and showing how the farmers of the United States responded to the demands made upon them during the past two or three years, describes the need that has existed of an organization that would bring the farmer into direct touch with the commerce of the nation and how—acting upon this demand—the Illinois Agricultural Association has been formed.

Mr. Sconce says: "There are now organizations through which business relations can be established between the farmer and the commercial interests. These organizations are the Agricultural Associations of the various states. There are seventeen states so organized.

"Many of these states have followed the program adopted by Illinois: that whatever may have been true of other organizations in the past, this one is formed not for the protection, or defense of the farmer, or for obtaining somebody's rights, but to do the business involved in a large way, upon the ground that most of the ills complained of by the indi-

vidual will disappear when business is done in a business-like way.

"It is not our policy to fight anyone, or to antagonize, but merely to have a fair and square deal in the management of the business side of agriculture.

"What is the business side of agriculture and where does it begin? The Agricultural College and Experiment Station, the farm press and other educational institutions endeavor to teach the farmer how to grow his crops, how to harvest them, how to treat the seed for disease as well as the livestock, how to manage his farm efficiently, how to feed his cattle, hogs and sheep to the best advantage and how to feed his crops through methods of soil fertility and fertilization. In fact, he is instructed how to produce the greatest possible crops of grain and livestock, but at that point they all stop. They take him to the railroad and then tell him to look after himself.

"At this point the State Agricultural Associations are to get into the game and help the farmer get better transportation facilities, to reach better markets without unnecessary delay and to obtain for him a fair price for his product in a market that is not subjected to the wild fluctuations that have been the rule in the past."

In other words it is the intention of the Illinois Agricultural Association to take hold of the marketing end of farming and to co-operate with the farmer in putting the selling side of his business on a modern, commercial basis.

Through this Association it will be possible for purchasers to deal with the producers direct. Under the new plan, for instance, the state associations can contract with any foreign country for any commodity that such a government, or any government, might want and be in a position to furnish the products desired at the time specified.

The very fact that seventeen states have already encouraged the formation of these state agricultural associations seems to be the best proof that the plan is not only popular but much needed.

And, believing that the agricultural interests of this state will be greatly furthered by this organization, the Illinois Chamber of Commerce hopes to lend the movement its fullest possible co-operation.

Let the Crape-Hangers Sit Down!

By JEWETT E. RICKER, JR.

Isn't it about time for the crape-hangers to sit down?

Scare heads to the contrary, there is nothing the matter with the United States. The flag that five million Americans thought good enough to fight for has as many stars and stripes today as it had eleven months ago.

We have made mistakes. We shall make more. Our government and our institutions are not perfect. They never have been. They never will be.

PERFECTION means STAGNATION.

But America is still America. And—in spite of all that may be said or done—nothing short of the end of the world can, or will, hold this nation back.

We are not going to have Bolshevism in this country.

We are not going to have soviet rule.

We are not going to have "one big union".

There is no more danger of any of those things happening in the United States than there is of Kaiser Bill being moved from the wood pile at Amerongen to the mint bed at the White House.

For one hundred and forty-three years the MAJORITY of the American people have managed to run this land. It is a safe bet they will continue to do so.

The ONE BIG UNION of forty-eight states was never stronger than it is today. And it is the ONLY "one big union" that will ever prosper on the soil of the United States.

Don't let anybody throw the "scares" into you when it comes to that!

* * * * *

Eleven months ago we emerged successfully from the greatest war the world has ever known. We fought a good fight. We accomplished the impossible. We came out of the war the greatest, the richest and the most respected nation on earth.

Yet, in spite of these facts, never before in the history of America has there been such a NEGATIVE ATMOSPHERE as exists today. In a recent Sunday paper there were *eighteen columns* of PESSIMISM in the news and editorial sections alone—eighteen columns of eight-point type devoted to tearing down rather than building up! Eighteen columns of knocks instead of boosts! Eighteen columns of patter

by and about anarchists, nihilists, pessimists and infidels!

ISN'T IT TIME FOR THE CRAPE-HANGERS TO SIT DOWN?

What we need in this country right now are a few million of McCutcheon's "Smiley Gladds". What we need as an antidote of anarchy is a campaign of American OPTIMISM—the brand that made Plymouth Rock the stepping stone to a new and better world, the brand that gave Washington faith and courage in the Valley Forge days, the brand that sent Fremont into the western wilderness, the brand that made Lincoln the great leader of '61.

We need the smiling optimism that carried John Paul Jones to victory after his ship was all but gone, the smiling optimism that took Farragut across the torpedo fields at Mobile Bay, the smiling optimism of Hobson, of Peary, of Whittlesey and all those others who—dauntless and unafraid—have made the American WILL TO WIN respected throughout the world. We need eighteen columns—and more—each day of FAITH and COURAGE and HOPE; eighteen columns of UNITY and LOYALTY and CONFIDENCE.

These are the things that will kill anarchy dead in this country before it is born, the things that will make business boom, the things that will keep the workingman employed at war-time wages.

If the United States is ever turned into a Russia or a Germany—if honest liberty is ever destroyed in this country—it will be the "Lugubrious Blues" who are to blame.

* * * * *

MEN are in demand today—real flesh-and-blood men. There is no room in this new world of ours for the mental or physical coward.

FEAR and WORRY—the twin ogres of failure—must go.

Stiff upper lips and backbone are the things that count. Square jaws and iron wills will decide not only the destiny of individuals but of mankind.

As a great American once said: "Only an optimist can win in America."

And—certain it is—that *only optimists can win* FOR America.

LET THE CRAPE - HANGERS SIT DOWN!

What the Local Clubs Are Doing

CHICAGO

Increased production through co-operative, constructive effort was emphasized as a vital necessity to national welfare at the zone meeting of the Mississippi Valley Association, which was held in the Morrison Hotel, Chicago, on October 8th. Resolutions embodying this purpose, and declaring for a straightforward adherence to the principles embodied in the constitution were unanimously adopted. Several of the speakers pointed out that if the great middle west roused itself sufficiently to use its full strength the teachings of the "reds" would find no place to lodge.

The sessions were thoroughly successful in their purpose to rouse organized effort along the lines that lead to future prosperity. One of the chief speakers of the day was Gov. W. L. Harding of Iowa. The sessions were to have been presided over by Edward A. Biges but, owing to illness, his place was taken by H. H. Merrick, president of the Mississippi Valley Association. From the time the opening session was called to order until late in the afternoon there was not an idle moment for the delegates. In his opening talk President Merrick declared that the action of the farmers in making an organized effort to side with the forces that are working to bring conditions back to normal was of the greatest significance and one of the most encouraging and hopeful signs of the times.

SPRINGFIELD

The Springfield Commercial Association is planning an exceptionally busy fall and winter campaign. William H. Conkling, secretary, reports that—through its various committees—the Association is busily engaged in carrying out a rather extensive program of city betterment.

The City Welfare Committee is working in conjunction with the city officials and the Public Utilities Committee to bring about, if possible, a solution of the duplication of service to the citizens of Springfield. Competent engineers have been employed who are making a complete survey of the street railway system, the heating and lighting service of the Utilities Company and the contemplated heating system from a municipal plant. This information is desired in order that the city may be fully advised of the conditions that should be met before the reaving of the entire business district is commenced.

Plans are also under way for the establishment of an automobile club which will be an auxiliary of the Springfield Commercial Association. This club will have a paid secretary who will devote his entire time to the work of the automobile organization and it is expected that, when the plan finally takes definite form, the club will be found of great advantage to the entire community. Co-incident with this work an effort is being made to find a feasible plan to relieve the congested conditions of the central business streets brought about by the parking of automobiles.

Believing that aviation has already reached a stage of development requiring serious consideration, a Special Committee is endeavoring to find a suitable aerial landing field to be equipped in accordance with the Government's requirements.

An effort is also being made to form an incorporated company to build approximately 150 homes for workers to relieve the shortage which now exists. Plans are also being made for a suitable memorial to those who served in the World War. The Special Committee appointed for this purpose has invited Mr. Storey of the Bureau of War Memorial Buildings to deliver a talk at a luncheon to be given on Friday October 17th. Mr. Storey's talk will be suitably illustrated.

WAUKEGAN

The fall activities of the Chamber of Commerce of Waukegan and North Chicago are rather extensive, according to information furnished by W. C. Hollister, secretary of this organization.

The promotion of the Waukegan Homes Building Company, with a capital of \$100,000 is under way and will go far, when its plan is put into effect, toward relieving the present shortage of houses. The Chamber is also interesting itself in the building of a much needed first class hotel and the financing of a quarter-million unit of a \$750,000 hospital. It is also promoting the installation of an ornamental street lighting system for the downtown district and is aiding the City Council in the building of a new system of municipal waterworks and the construction of a new city hall.

JOLIET

The Joliet Association of Commerce—Secretary Krueger informs us—is just beginning its fall activities. Two weekly dinners with more than 150 present have been held thus far.

The Association at Joliet is also developing a program of work by calling in all of its members to group meetings for the purpose of having the members themselves decide what they wish to do during the current year. In addition to enabling the Association to do what the members want done, the group meetings make the organization more democratic, serve as an educational program on what a Chamber of Commerce should do, and also arouse greater interest in its work. The suggestions demanding an educational program will be given consideration at its Thursday meetings and through newspaper publicity. The others will constitute the platform of the Association of Commerce for the coming year.

The Association is also assisting in the promotion of the new Joliet City Plan.

KEWANEE

The one large problem before the Chamber of Commerce of Kewanee, according to G. Robert Galloway, General Secretary, is that of a \$50,000 bond issue for parks and playgrounds. In July President E. E. Baker offered to this community \$50,000 for parks and playgrounds provided the community would raise a like amount by taxation. The first work was to organize a Park District. This campaign was conducted in October, and on September 6th, by an overwhelming municipal vote, the Kewanee Park District was organized. Its limits are the same as the corporate limits of the city of Kewanee.

The Park Commission was elected with Mr. Baker as President. They have laid out a comprehensive scheme for parks and playgrounds and the next job is to go to the people for a bond issue. This, with Mr. Baker's fund, will give Kewanee \$100,000 to purchase and equip park lands, the maintenance of which will come, of course, by a tax which the Park Commission has the authority to levy.

The Chamber also has before it a campaign for the marking of the streets of Kewanee, the financing of which must be handled by this organization as the city of Kewanee, in common with many other Illinois cities, is worse than bankrupt.

There are numerous other lesser matters which the Chamber is considering, but these are the two big problems before it.

The Kewanee Chamber of Commerce began active work on May 12th. Since then besides entertaining six State Conventions and carrying the Park District election, it has also organized a \$100,000 Housing Corporation. This Corporation was organized in May and June under the State Statutes. The sale of stock was handled by this organization, and now that they are a legal body, their manager has his office in the Chamber of Commerce headquarters.

STERLING

Annexation to the City of Sterling before January 1, 1920, of platted territory at west edge of city, containing 80 dwellings, 400 population and over 300 low priced lots is one of the immediate aims of the Sterling Association of Commerce, according to M. D. John, Secretary. As the city is to equip this territory immediately after annexation with city water and hydrants for fire protection, city electric street lights, also sewers and sidewalks, the low price lots thus provided, which are well located, will prove great help in the coming housing campaign.

The Association is studying housing corporations, building and loan associations and publicity campaigns to promote building activities, and before long will undoubtedly be employing one, two or all these methods of securing 400 new dwellings this community so urgently needs.

The Association is also securing light on the city plan subject and expects to have a city planner at work on a Sterling-Rock Falls plan within a few weeks.

A new 100-room hotel for Sterling has been on the program for six months and will continue to be pushed until one or two of the financial leaders are ready to head the list with suitable amounts, when a campaign will be put on to raise the balance required.

Opening the World to the Commerce of Illinois

By Means of the Great State Waterway

By WILLIAM L. SACKETT

Superintendent, State Division of Waterways

It has required more than two centuries to work out plans and secure legislation for the construction of the Illinois Waterway. What Joliet and Marquette saw with such prophetic vision in 1673 seems likely to become a realization within the next five years—the improvement of the DesPlaines and Illinois rivers between Lockport, in Will County, and Utica, LaSalle County, so there may be an adequate channel for water borne commerce from the Great Lakes to the Gulf, and via the Hennepin canal to the great producing centers of the northwest.

The proposed waterway will connect up and make serviceable 15,000 miles of inland rivers of the great Mississippi valley and join the system with the Great Lakes at Chicago.

Illinois is now the center of population. Chicago is the second largest city of the United States. Existing conditions will soon make the State the natural location of vast manufacturing activities, and the various cities of the State will reap commercial benefits heretofore never dreamed of.

Railroad freight rates are exceedingly high as the result of the war and changed conditions. Industry staggers under the load it is carrying.

Transportation by water offers a solution of one of the high costs. Without a water connection to the Gulf from the lakes the Panama canal is a commercial handicap to the middle west and great Mississippi valley. Both east and west coast points get the advantage of the cheaper rates for long water haul, while the middle west has a vast unused system of waterways, merely because there is an interruption of 60 miles through which boats cannot navigate.

In the earlier days the Illinois and Michigan canal provided the channel for water transportation, but its dimensions are limited and the tonnage capacity small. Railroads developed; commerce went to them because of the greater tonnage capacity, terminal facilities, and rates approximately the same as by water, and in some cases less when cost of operating antiquated boats and teaming charge was added. The railroad doubtless will continue the greater factor in transportation. But its cost under the best modern practice is and must continue to be several times greater than that of water transportation under proper navigable conditions.

Several attempts have been made since 1908 to obtain legislative authorization to construct the waterway. In 1915, during the administration of Governor Dunne, the first favorable legislative action was taken. It provided for use of a part of the Illinois and Michigan canal. Locks were only 250 feet long and about 45 feet wide. These dimensions did not conform to recommendations of government engineers and War Department refused to authorize its construction.

Governor Lowden presented the situation to the last session of the legislature and gave much study to the project. Eminent engineers were engaged and a law was enacted by the legislature, which embodies the recommendations of government engineers and provides an adequate channel for profitable water transportation. It will have a carrying capacity of more than sixty millions of tons annually.

Will it be constructed? The State is ready to let contracts and start some of the work. Governor Lowden has asked, under provisions of federal law, for the approval of plans by the Chief of Engineers of the War Department and authorization for construction by the Secretary of War. A favorable response from the government is expected at any time. There may intervene a question as to amount of water diversion from Lake Michigan for sanitary purposes and protection of the water supply of Chicago that may result in delay, but government objection to the project is not anticipated.

In the improvement of the portions of the DesPlaines and Illinois rivers not now navigable, there will be a lock connection with the Sanitary District channel at Lockport. Four additional locks will be required to make navigable pools to connect with the Illinois river at Utica, now the head of river navigation.

These locks will be 600 feet usable length and 110 feet wide. The channel will be 200 feet wide, with a minimum depth of 8 feet in earth,

10 feet in rock, and 14 feet over miter sills of locks. It will permit navigation by fleets of boats carrying from five to eight average trainloads of freight. These fleets of towboats and eight barges can go through the locks without being broken up and consequent delay.

The cost of transportation will be hardly more than one-sixth the rail cost. Boats can be loaded at Chicago, Joliet, Morris, Ottawa, La Salle, Peoria, Alton, St. Louis or any other city along the route and sent direct to New Orleans, there transferred to ocean vessels for South American or west coast points, or if freight is destined north can be sent through the Hennepin Canal and Mississippi River to St. Paul or other points.

Some may say this means only a transportation advantage to cities directly on the waterway. It is an erroneous thought. For a short haul this may be admitted, but for a long haul every city in the great middle west can use the railroad for the short haul to the nearest point on the waterway, using the water for the long haul. Even if the cargo has to be transferred three times the shipment can be made for fifty per cent less than the rail cost. To illustrate: the rail rate on iron ore a

distance of 60 miles from mine to water at Duluth was, before present conditions, about 65 cents per ton, while the cost for water haul from Duluth to Lake Erie points a distance of nearly a thousand miles, was only about 45 cents per ton. Boats averaged a haul of 800 miles, carrying anthracite coal from Lake Erie ports to Duluth at 30 cents a ton, while the rail rate is more than ten times greater.

Railroads have had advantages of terminals, switch tracks and loading facilities. Railroads have been jealous of anything in the way of water competition. Railroads, to prevent it, have even bought up terminal sites, boats, and carried freight for nothing. Shippers have been short-sighted enough to be fooled by the profit of the moment without thought of the reckoning of the future. Railroads have built up communities and destroyed others by freight rate manipulation. Now more progressive railroad managers realize the mistake. Railroads cannot handle the traffic of the nation. Bulk freight and raw material would be more advantageous by water. Railroads will be busy carrying finished products.

Naturally there must be connection between rail and water. Legislation by Congress to compel this is now under consideration, and will unquestionably be enacted. It will give some controlling government agency the right to fix rail rates, water rates and joint rates, and compel delivery and interchange of freight at advantageous points. After an experience with government operation railroads are undoubtedly willing to accept many conditions heretofore scoffed at, but whether they are or not, the people—manufacturing business men and farmers—will not tolerate being longer deprived of use of one of the great natural arteries of transportation by water when it means to overcome the proverbial car shortage and a material reduction in cost of haul.

Before the war the cost per ton mile by water on an average haul of 800 miles was seven-tenths of a mill, or about 56 cents a ton for the distance, while the cost of rail haul was seven mills, or about \$6 to \$7 a ton for the distance.

To a person standing at a crossing or alongside a railroad track, seeing a freight train going past at 40 miles an hour, a suggestion that water transportation is faster seems preposterous. Few realize that the best railroad in the United States has a record of freight movement which averages only 24 miles per day of 24 hours. The average tonnage of loaded cars is less than 15. If empty cars hauled are considered, the average ton load of cars handled is less than 10.

Compare a boat movement of six miles and hour with this, in fleets of nine, each carrying 750 tons or more, and you have for the Illinois waterway and the rivers it will connect up and render useful, a carrying capacity of 8 to 10 average trainloads of fifty cars each, at the average tonnage, and these fleets because of no terminal congestion, will make faster time.

(Continued on Page 8.)

Boost for Illinois!

BY WILL CORBIN

Let's boost our Nation, boost our State—

Let's boost the place we live in;

If we are masters of our fate

Let's have a State to WIN in.

This State is what we make it,

It's built of the things we do,

So it's up to us to make it fit

For the many as well as the few.

What's good for one is good for all,

What's good for all is good for each;

"United we stand, divided we fall"

Is the honored creed we all should preach.

Of this old State we're surely proud—

Of its hundred years of trial and joy—

So let's keep our horns a-tooting loud

For the prairie queen—our Illinois!

The Illinois Journal of Commerce

Published by the
ILLINOIS CHAMBER OF COMMERCE

Address all communications intended for the Editor or the General Secretary to 231 South Jefferson Avenue, Peoria, Illinois.

Volume 1 OCTOBER, 1919 Number 1

Objects of the Illinois Chamber of Commerce
"To co-ordinate all working agencies for good, and to secure the largest and fullest co-operation of everyone and everything for the development of the State of Illinois, in commerce, industry, agriculture and education."

OFFICERS AND BOARD OF DIRECTORS

George Woodruff	Joliet
President	
H. H. Cleveland	Rock Island
Treasurer	
Willis Evans	Peoria
General Secretary	
Vice-Presidents	
E. H. Beall	Alton
C. M. Thompson	Urbana
Rev. M. Edward Fawcett	Quincy
John H. Camlin	Rockford
C. O. Frisbie	Chicago

BOARD OF DIRECTORS

DISTRICT NO. 1	
Vice-President—	
E. H. Beall	Alton
Directors—	
George Parsons	Cairo
A. J. Poorman	Fairfield
N. C. McLean	East St. Louis
F. Kohl	Centralia
Director at Large—	
Robert S. Ward	Benton
DISTRICT NO. 2	
Vice-President—	
C. M. Thompson	Urbana
Directors—	
Samuel Woolner, Jr.	Peoria
Henry G. Herget	Pekin
O. A. Ewing	Decatur
A. M. Legg	Pontiac
Director at Large—	
J. H. Hudson	Bloomington
DISTRICT NO. 3	
Vice-President—	
Rev. M. Edward Fawcett	Quincy
Directors—	
S. G. Lawless	Liberty
A. M. Hale	Abingdon
Philip E. Elting	Macomb
E. H. Negley	Canton
Director at Large—	
J. Howard Jayne	Monmouth
DISTRICT NO. 4	
Vice-President—	
John H. Camlin	Rockford
Directors—	
J. R. Jackson	Freeport
Albert F. Schoch	Ottawa
Edgar B. Jones	Oregon
F. B. McAllister	Sycamore
Director at Large—	
H. H. Cleveland	Rock Island
DISTRICT NO. 5	
Vice-President—	
C. O. Frisbie	Chicago
Directors—	
Robert Roy Denny	Chicago
Arthur L. Paulson	Elgin
Benjamin F. Hedges	South Chicago
George Woodruff	Joliet
Director at Large—	
H. V. Crooks	Chicago

EDITORIALLY SPEAKING



How the Illinois Chamber of Commerce Came About

The idea of an Illinois Chamber of Commerce was launched at the Quarterly Meeting of the Illinois Secretarial Association held in the LaSalle Hotel, Chicago, on April 10th, 1919.

It immediately took hold, it being the unanimous opinion of those present that a central organization of this kind was greatly needed in the state.

Following action taken at this meeting, President R. B. Beach of the Illinois Secretarial Association, appointed a committee of five business men and five secretaries—with Willis Evans of Peoria as Chairman—to immediately consider the organization of a State Chamber and to take the necessary steps to bring it about.

This was followed by a meeting of this Secretarial-Businessmen's Committee at the Hotel Statler, St. Louis, on the evening of April 28th. At this meeting it was decided that there should be a state-wide conference at which the entire question should be taken up and a permanent organization effected.

This Conference was held in Peoria on May 27th and was attended by forty-five men, who represented in all thirty-three cities of Illinois.

At this Conference a definite plan of organization was presented. A Committee on Organization was named with Samuel Woolner, Jr. as Chairman and Willis Evans as Secretary. A Committee on Program and a Committee on Attendance were also appointed, the Rev. Edward Fawcett of Quincy, assuming the chairmanship of the former. At this meeting it was unanimously decided to hold the first convention for organization of the State Chamber at Quincy June 17th.

Following this conference two meetings were held by the Committee on Organization. The first, held in Peoria on June 6th, was attended by Mr. Cleveland of Rock Island; Mr. Thompson of Urbana; Mr. Velde of Pekin; Mr. Woolner of Peoria and Mr. Hill of Chicago. At this meeting a tentative constitution was drawn up.

The second meeting of the Committee on Organization was held in Quincy on June 16th immediately following a meeting of the Quincy Chamber of Commerce, many of whose members attended. At this meeting, presided over by H. H. Cleveland, many suggestions were made relative to the Constitution, those adopted being embodied in the report.

The following day the regularly called Convention was held in the rooms of the Quincy Chamber of Commerce. Present at this meeting were delegates from all over the state. The Rev. Edward Fawcett was elected chairman and Willis Evans secretary of this meeting. The day was spent largely in a discussion of what a State Chamber should be and the meeting finally adopted the Constitution proposed by the Organization Committee. The delegates then met in five groups and elected directors and the organization of a State Chamber of Commerce was declared to be a completed fact.

The newly elected Board of Directors held a meeting in Chicago on June 26th and George Woodruff of Joliet was elected president and Willis Evans of Peoria was elected secretary.

Since this election several meetings have been held by the Board of Directors and the state has already been pretty thoroughly organized and a large number of local commercial organizations, corporations, firms and individuals have become members of the Illinois Chamber of Commerce.

This, in brief, is the story of the Illinois Chamber of Commerce to date—an organization which, it is felt sure, will take a large part hereafter in co-ordinating the efforts of the various interests of the State and exert a great influence in making Illinois an even greater and better commonwealth.

Counties Included In the Five Districts of the Illinois Chamber of Commerce

DISTRICT No. 1

Alexander	Hamilton	Pope
Bond	Hardin	Pulaski
Clark	Jackson	Randolph
Clay	Jasper	Richland
Clinton	Jefferson	St. Clair
Crawford	Johnson	Saline
Cumberland	Lawrence	Union
Edwards	Madison	Wabash
Effingham	Massac	Washington
Fayette	Marion	Wayne
Franklin	Monroe	White
Gallatin	Perry	Williamson

DISTRICT No. 2

Champaign	Kankakee	Peoria
Coles	Livingston	Putnam
Dewitt	Macon	Shelby
Douglas	Marshall	Stark
Edgar	Moultrie	Tazewell
Ford	McLean	Vermillion
Iroquois	Piatt	Woodford

DISTRICT No. 3

Adams	Henderson	Montgomery
Brown	Jersey	Morgan
Calhoun	Knox	Pike
Cass	Logan	Sangamon
Christian	Macoupin	Schuyler
Fulton	McDonough	Scott
Green	Mason	Warren
Hancock	Menard	

DISTRICT No. 4

Boone	Joe Davies	Ogle
Bureau	Kendall	Rock Island
Carroll	LaSalle	Stevenson
DeKalb	Lee	Whiteside
Grundy	McHenry	Winnebago
Henry	Mercer	

DISTRICT No. 5

Cook	Kane	Will
DuPage	Lake	

Be a Ground Floor Member— Fill In the Blank Below!



Application for Membership

ILLINOIS CHAMBER OF COMMERCE.

The undersigned hereby makes application for *active, *sustaining, *association membership in the Illinois Chamber of Commerce and agrees, if elected, to adhere to the by-laws, rules and regulations adopted from time to time by the Chamber or its Board of Directors.

*Leave in one for which you apply, striking out the other.

Signature of Applicant.

Residential Address.

Business Address.

State Occupation.

Name of Organization with which you are identified.

Mailing Address.

This Application is endorsed by.

In the matter of application of an Association for Association membership.

City and Name of Organization.

Name of President.

Name of Secretary.

ANNUAL MEMBERSHIP DUES:

Active \$ 5.00
Sustaining 25.00
Association (per membership in local organization)..... .05

Please make check payable to the Illinois Chamber of Commerce.

Article 3, Section 2. Membership.

Any resident of good standing of the State of Illinois may hold active membership. Any corporation or partnership doing business within the State of Illinois may hold sustaining membership. Any association organized in the State of Illinois, not for profit, may hold association membership.

Article 3, Section 4. Voting Power.

"Active and Sustaining memberships shall be privileged to cast one vote. Association memberships shall be entitled to one delegate for each two hundred and fifty members or major fraction thereof up to ten delegates."

About Folks You Know

Dr. R. E. Hieronymus of Urbana, whose hobby seems to be inter-community visitation and co-operation, was one of the leading spirits at the Illinois Commercial Secretaries Meeting, which was held in connection with the Better Community Conference at Urbana on October 4th.

Another champion of co-operation—principally as between the University School of Commerce and the business men—was Dr. C. M. Thompson, also of Urbana.

Willis Evans, as usual, was busy singing the praises of Peoria while J. H. Hudson of Bloomington did his best to call attention to the fact that his city is located in the center of the cornbelt.

R. B. Beach of Chicago, extolled the value of friendly co-operation while H. G. Corbett, Champaign, was successful in impressing upon every one the importance of attending the meetings of the Illinois Commercial Secretaries.

E. H. Krueger of Joliet did a lot of boosting for City Planning, his well known hobby, while G. Robert Galloway of Kewanee was equally as enthusiastic about the necessity for community recreation.

Robert L. Davison of Hoopeston expressed some excellent ideas about protecting property values in the small towns and M. D. John of Sterling was almost as eloquent about protecting the treasures of the commercial associations by compelling the members to pay their dues.

Bolshevism came in for some heavy attacks on the part of R. D. Chappell of Rockford, who believes that severe measures should be taken to curb the red menace in this country. R. J. Holmes of Decatur believes in thrift and didn't hesitate to say so, Allan T. Gordon of Danville is a booster for war memorials and Charles Kiler of Champaign has as his hobby good roads—today, tomorrow and forever.

Dr. White of Champaign is a great believer in Urbana and never misses an opportunity to point out its advantages.

Opening the World to the Commerce of Illinois

(Continued from Page 5.)

A more concrete example of what a waterway means to Illinois is to be found in the traffic paralysis of railroads in the early winter of 1917. Not a wheel turned for several days. Chicago faced a gas famine. It was a railroad man who came to the rescue. He couldn't pull freight cars over his rails, but he had some boats he could navigate over the Sanitary District channel between the oil storage plants at Lockport and Chicago. These boats had a cargo capacity of 200,000 gallons. His fleet made five trips a week during the emergency. A tank car under normal conditions can make only one round trip a week. In two weeks the fleet transported two millions of gallons of oil to Chicago. Two hundred tank cars would have been required to have done this in the same time. Cost of the fleet of boats was \$115,000. Cost of 200 tank cars would have been about \$800,000. If cars had been used, the freight would have been \$3,000. Cost of operating the fleet was \$525.00. Freight saved, \$1,435, saying nothing of interest saved on difference of cost and investment.

Between Lockport and Utica there is approximately a fall of 100 feet. This means opportunity for power development. Based upon what is anticipated will be the surplus water over what will be required for navigation, a development of 35,000 to 55,000 electric horse power on the wire will be possible. This will mean a revenue to the people of Illinois on investment of from three quarters to a million and a quarter dollars per annum.

As a horse power represents a coal consumption of about ten tons, this power development means an annual saving of about half a million tons of coal, saying nothing of added convenience of the power to cities and industries.

Completion of this project unquestionably means an impetus to industrial activities of the entire Mississippi Valley. It means increase in manufacturing plants and population in the Illinois Valley. It means an enormous saving in transportation costs to the people of the entire middle west. How many realize today, without use of this great water transportation system of the west (even before the war and present increase in rail rates), it costs more to transport the manufactured products and crops of the farms from Chicago to New York than it costs for like shipments from German ports to New York, or from South America to New York.

First National Bank

Joliet, Illinois

This Bank enjoys the patronage of business institutions located in all sections of the State of Illinois.

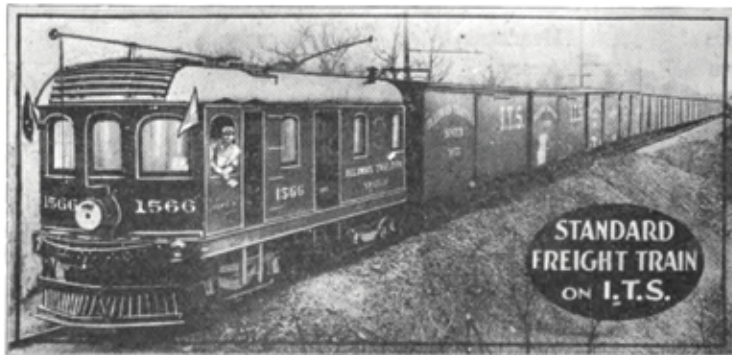
New accounts are solicited and correspondence is invited.

Resources Over Ten Million Dollars

Established 1857

Nationalized 1864

Ship Today— It's There Tomorrow



Let us tell you about Electric Freight Service on our lines in Illinois.

Illinois Traction System
(McKINLEY LINES)

W. H. Wylie, Traffic Manager, Peoria, Ill.



ILLINOIS
CHAMBER

Past Chairs

Tony Reinhart | 2016 – 2018 **Ford Motor Company**

Matt Gambs | 2014 – 2016 **Wintrust Financial**

Raymond Drake | 2012 – 2014 **UPS**

Mary Crego | 2010 – 2012 **State Farm**

Calvin G. Butler | 2008 – 2010 **Exelon Corporation (ComEd)**

Joseph Dively | 2006 – 2008 **Consolidated Communications**

Robert Imler | 2004 – 2006 **Riverstone Group**

Ray Neisewander, III | 2002 – 2004 **Raynor Mfg. Co.**

George W. Beck | 2000 – 2004 **Beck Bus**

| 6-2006 – 12-2006

Steven M. Singer | 1998 – 2000 **Wilhelm & Conlon**

James M. Schultz | 1996 – 1998 **Prairie Ventures**

James P Widick | 1994 – 1996 **Motorola Solutions**

Robert J. Curry | 1992 – 1994 **Consolidated Communications**

Harry Seigle | 1990 – 1992 **The Elgin Company**

James Vonachen | 1988 – 1990 **Vonachen Service & Supply**

Edward Filiatrault | 1986 – 1988 **Northern Illinois Gas Company**

Chester Lasell | 1984 - 1986 **Deere & Company**

Anthony M. Mandolini | 1982 – 1984 **Mandolini Company**



Illinois Chamber
Members Save up
to 34% with UPS

No cost enrollment via web or phone:
www.savewithups.com/ilcoc
1-800-MEMBERS (636-2377)
M - F 8 a.m. - 5 p.m. ET



ILLINOIS CHAMBER
OF COMMERCE



Through the Years

1990

Universal Technical
Institute of Illinois

**Universal Technical Institute joined the
Illinois Chamber in 1990**



“The Illinois Chamber has been a champion for businesses for a century and helped craft and implement policies that bring prosperity, growth and economic development to every corner of the state. From everyone at Universal Technical Institute – Lisle and the industry employers who count on us to train their workforce, congratulations on your centennial anniversary and keep up the good work.”

— Julie Mueller, Campus President,
Universal Technical Institute of Illinois

2016

Commerce
Bank

*“The work of the
Illinois Chamber is
squarely focused on
a strong business
climate in our
state. With a solid
vested interest here in*



*Illinois, Commerce Bank is pleased to
be an active member of the Chamber,
and we value our joint commitment
to the health and vitality of our
communities. Congratulations to the
Chamber on its remarkable 100-year
milestone!”*

— Brent Eichelberger, CEO,
Illinois Market, Commerce Bank



Challenge Accepted.™

The Tale of Two Sessions: You Win Some, You Lose Some.

On February 19, 2019, Governor JB Pritzker and legislators stood at the Governor's Mansion to celebrate the signing of a \$15 per hour statewide minimum wage. What would be the Governor's first major legislative accomplishment signed into law, would also be the business community's first major defeat in the new General Assembly.

With the Governor's pen and legislative majorities supporting the concept, it should have come to no surprise that such a law would be swiftly implemented. However, lawmakers' rejection to a compromise to implement a regional hourly wage throughout our geographically diverse state, signaled we were in for a long session.

This legislative session, legislators also passed a measure that will ask voters in the 2020 election to amend the state's constitution by changing our income tax system from a competitive flat rate to a graduated rate. This proposal, opposed by the Illinois Chamber, will simply entice high earners to relocate to a lower tax state, while doing nothing to stop lawmakers in the future from taxing middle class taxpayers.

While we were unsuccessful in preventing this measure from getting on the 2020 ballot, our team will be traveling the state educating voters and launching a grassroots campaign to ensure this proposal is defeated in the November 2020 election. As the Illinois Chamber turns 100 years young this year, the push to prevent

the graduated income tax may be our biggest advocacy battle of the next 100 years.

The business community also suffered defeats on issues regulating coal ash, corporate board makeup, freight crew sizes, and added to Illinois employers' already growing workers' compensation costs.

If the legislature were to adjourn after the passage of these bills and my column were to end here, it would have been a session to forget.

Instead, the final week of the legislative session provided victories to the business community that have been unseen in years past. Most notably was the passage of a \$45 billion transportation modernization and investment package. The Chamber participated in conversations with legislative leaders and the Governor's Office to press for bipartisan support for increased investment in our transportation system backed by constitutionally-protected, sustainable revenues. Another key aspect of the Chamber's advocacy centered on the need to ensure that every state tax paid at the pump will go to transportation. That means the sales tax the state adds to the final price of a gallon of gas will be moved into the road fund – to be spent on roads.

The capital bill was the Chamber's number one offensive legislative priority coming into this year's session. Backed by a Chamber Foundation and TRIP study, we found that our deteriorating roads and bridges, and congestion cost Illinois motorists



Tyler Diers, Director of Legislative Relations

... the final week of the legislative session provided victories to the business community that have been unseen in years past. Most notably was the passage of a \$45 billion transportation modernization and investment package.

a total of \$18.3 billion statewide annually – as much as \$2,559 per driver in some urban areas – due to higher vehicle operating costs, traffic crashes and congestion-related delays. The capital bill signed under Governor Pritzker will relieve traffic congestion, improve road, bridge and transit

conditions, boost safety and support long-term economic growth in the state.

It wasn't just our roads and bridges that received love towards the end of session, but also a package of pro-business, reforms that the Chamber and members of the business community have been clamoring for years.

Of those, was an Illinois Chamber initiative to create a tax incentive for both new and existing data centers. Data centers are the backbone of the burgeoning digital economy. These critical infrastructure facilities provide for the storage and transmission of data related to financial services, health care, retail, transportation, telecommunications, academia, entertainment, and almost every industry. Backed by yet another Illinois Chamber Foundation study, our report found that Illinois was losing out to competing states for multi-million-dollar (some instances billion dollar) projects to neighboring states due to the lack of incentive for these facilities.

With the passage of the Illinois data center tax incentive program, every corner of our state now can participate in the digital economy and communities can enjoy the economic benefits these facilities provide like improved power grids and telecommunications systems, as well as good paying construction and high-tech IT industry jobs.

The final package also contained a new construction credit in the Blue-Collar Jobs Act, reinstatement of the Manufacturer's Purchase Credit and tabling of a bill that would have added devastating regulations to certain manufacturers in Illinois. Additionally, the package also eliminated the antiquated Illinois

franchise tax — a tax that business groups have been fighting to repeal for decades

The Chamber was also successful in negotiating the strongest workplace protections in the nation under our new recreational marijuana law, we helped lead efforts to fend off costly data privacy regulations, helped defeat a paid sick leave mandate, made sure the so-called

"streaming tax" never saw the light of day, and supported the extension of the R&D tax credit.

I give credit where credit is due. While we suffered a few major setbacks, the governor and the four legislative leaders were successful in brokering a bipartisan deal at the end of session that will help the flow of commerce and make Illinois a more competitive state to do business.

100 ILLINOIS
1919-2019 CHAMBER

12TH ANNUAL
**WORKERS' COMPENSATION
AND SAFETY CONFERENCE**

Tuesday, October 8, 2019
The Sheraton | Lisle, Illinois
8am - 4pm

**The Illinois Chamber strives
to provide the Illinois business
community with timely information
to ensure employers are up-to-date
in all realms of business.**

KEYNOTE SPEAKER



MANI DASGUPTA
CHIEF MARKETING OFFICER,
IBM GLOBAL BUSINESS SERVICES



100 YEARS OF INNOVATION
1919

ILLINOIS CHAMBER OF COMMERCE
ANNUAL LUNCHEON

SEPTEMBER 26, 2019
PALMER HOUSE HILTON

Mani Dasgupta is Chief Marketing Officer, IBM Global Business Services. She oversees all global marketing and brand initiatives, strategy, and execution for GBS, including stewardship of hundreds of marketing professionals located in the seven major regions of GBS. GBS is IBM's consulting, systems integration, digital agency, business process and application services business that brings clients the expertise of more than 100,000 consultants and practitioners and creates value at the intersection of business insight and information technology.

Mani brings to IBM deep, customer-centric marketing and leadership experience as IBM accelerates its transformation and launches a new brand platform in the market that credits IBM Services (GBS and GTS) as one of its hero brands.

Mani is both a marketer and a computer science engineer by training. Prior to shifting gears to marketing, Mani spent many years in design and development of enterprise system software for large global pharmaceutical companies.

Mani resides with her husband and daughter in NY.



GUEST SPEAKER

GEORGE MCCASKEY

CHAIRMAN OF THE CHICAGO BEARS



George Halas McCaskey became the fourth Chairman in Chicago Bears team history on May 5, 2011, following in the footsteps of grandfather, George Halas, father, Edward W. McCaskey and brother, Michael.

George is one of the 13 grandchildren – and namesake – of George Halas, the founder and patriarch of the Chicago Bears. Like his brothers and sisters, he grew up around the Bears. His first part-time job, at age 14, was as an office assistant at the team's headquarters in Chicago's Loop. He later worked for several summers as a ball boy at Bears training camp, calling it one of the best experiences of his life.

George has worked to carry on the storied tradition of the Bears with a yearly goal of winning the NFL Championship, uphold the integrity and values established in the previous 99 years of the club and oversee the franchise's leadership role in the Chicagoland community.

He previously served as the team's senior director of ticket operations, working in the ticket office for 20 seasons, joining the Bears in 1991 as ticket manager. He has been a member of the Bears' Board of Directors since 2004.

George attended Arizona State University, where he earned his bachelor's degree in Broadcasting in 1978 and his law degree in 1981. He passed the Illinois bar exam in 1981, but now describes himself as a "recovering lawyer." He worked in television news in Phoenix, Peoria, Tulsa and Chicago, before serving as an Assistant State's Attorney in Lee County and DeKalb County, Ill.

In his spare time, George enjoys officiating youth sports, including baseball, soccer and basketball.

McCaskey and his wife Barb have one child, a son, Conor.



Mike Ditka is the only person to participate in both of the last two Chicago Bears' league championships, as a player in 1963 and as head coach in 1985.



On September 19, 1971 the Bears played their first game at Soldier Field.

Distinguished Longterm Members

AAA-Chicago Motor Club	<i>Member since 1922</i>
Advocate Aurora Health	<i>Member since 1964</i>
Ameren	<i>Member since 1944</i>
AT&T Illinois	<i>Member since 1944</i>
Better Business Bureau	<i>Member since 1966</i>
Bunn-o-Matic Corporation	<i>Member since 1965</i>
Caterpillar	<i>Member since 1944</i>
Chicago Bears Football Club Inc.	<i>Member since 1951</i>
CITGO Petroleum Corp.	<i>Member since 1944</i>
Consolidated Communications	<i>Member since 1945</i>
Crawford Murphy & Tilly Inc.	<i>Member since 1959</i>
Deere & Company	<i>Member since 1944</i>
Ford Motor Company	<i>Member since 1945</i>
General Electric	<i>Member since 1949</i>
GROWMark Inc.	<i>Member since 1955</i>
Hillshire Brands	<i>Member since 1948</i>
Illinois American Water	<i>Member since 1944</i>
Illinois Health & Hospital Association	<i>Member since 1970</i>
Illinois Power Company	<i>Member since 1944</i>
Jelly Belly Candy Company	<i>Member since 1971</i>
Marathon Petroleum Company	<i>Member since 1944</i>
Motorola Solutions Inc.	<i>Member since 1944</i>
Naperville Area Chamber of Commerce	<i>Member since 1962</i>
Olin Corporation	<i>Member since 1952</i>
Royal Neighbors of America	<i>Member since 1944</i>
S&C Electric Company	<i>Member since 1948</i>
Sidley Austin	<i>Member since 1945</i>
State Farm Insurance Companies	<i>Member since 1943</i>
Thillens Inc.	<i>Member since 1950</i>
Tootsie Roll Industries Inc.	<i>Member since 1970</i>
United Parcel Service Inc.	<i>Member since 1955</i>
Verizon Communications	<i>Member since 1948</i>
Vistra Energy	<i>Member since 1958</i>
WGN TV	<i>Member since 1953</i>
White Castle System	<i>Member since 1960</i>
Wintrust Investments LLC	<i>Member since 1930</i>

ILLINOIS
CHAMBER
CENTENNIAL
1919 - 2019



Presented by the Illinois Chamber of Commerce
and the Illinois Economic
Development Association



The 2019 EDIES WINNERS

Economic Development in Illinois AWARDS



Hart Schaffner Marx (Cook County)

Hart Schaffner Marx (HSM) is a 100-year-old manufacturer of men's suits located in Cook County. The company was recently forced to relocate as its building was being demolished and the site re-purposed for different use. The search for a new facility site included relocation options throughout the Midwest. With its long history in Illinois, HSM preferred to remain in state and sought the assistance of the City of Des Plaines and Cook County to make it financially feasible to remain in Illinois. Through innovative collaboration between the City of Des Plaines and Cook County, HSM remained in Des Plaines, relocated to a new, local facility, and retained the 400 manufacturing positions that could have been lost to a Midwest neighbor. HSM was nominated by the City of Des Plaines.

**HART
SCHAFFNER
MARX**

Urban Farmer (Kankakee County)

Urban Farmer was an established Kankakee County business specializing in gluten-free pizza manufacturing when it purchased a former food production facility in Manteno, IL. The 111,000 SF facility, built in 1990, required a significant amount of renovation to bring it up to current food-grade standard. The Economic Alliance of Kankakee County worked closely with Urban Farmer in its real estate search and helped the company navigate the economic development incentives available through Kankakee County.

Urban Farmer's investment in the new facility, including purchase cost, exceeded \$4 million. The expansion, completed in 2018, enabled the company to increase its output and grow its workforce from 50 to 250, and they currently employ more than 300 at its Manteno campus. Urban Farmer was nominated by the Economic Alliance of Kankakee County.



Thank you to our sponsors and partner

Gold Sponsors



Silver Sponsors



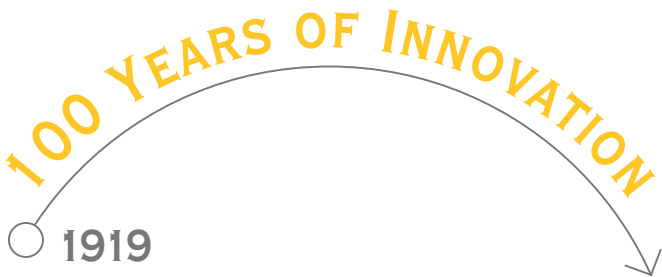
Edie Award Sponsor



Bronze Sponsors



Council Reception
Sponsors



ILLINOIS CHAMBER OF COMMERCE
ANNUAL LUNCHEON

SEPTEMBER 26, 2019 • PALMER HOUSE HILTON



Health Care Council



Tax Institute



Energy Council



International
Business Council



Technology Council

Partner Sponsors

Aetna
AFNI
Alarm Detection Services
Allstate Insurance Company
Ameren
Ameriflex
AT&T
Baker & McKenzie
Biggins Lacy Shapiro & Co.
BP America
Calamos Investments
Collins Engineers
Commerce Bank

Digital Realty
Enterprise Holdings
Facebook
Fragomen Del Rey Bernsen and
Loewy LLP
Growmark
Hanson Professional Services
Humana
Illinois American Water
JelSert Company
John Deere Company
Knighthawk Coal
Railworks Corporation

Reed Smith LLP
SmithAmundsen LLC
SSM Health
Standard Sheet Metal Works, Inc.
Superior Ambulance
Tate & Lyle
Tempco Electric Heater Corporation
Union Pacific
United Healthcare
Universal Technical Institute of Illinois
Vantage Outsourcing
Wintrust Financial

BROADENING OUR HORIZONS.

When we work together, we create better opportunities for everyone. Boeing is proud to partner with those who open doors for success, as we build a better world for all.



Together, let's make healthy happen.

At Advocate Aurora Health, we believe that when we work together with our patients and our community, we all connect to a healthier place. Through your commitment to making more time for exercise and choosing healthier food options to the clinical breakthroughs and improved access we provide, together we're making healthy happen.

 **AdvocateAuroraHealth**
advocateaurorahealth.org

**DECEMBER 4, 2019
HILTON | LISLE, IL**

Partners



**ILLINOIS
CHAMBER**



**Illinois
State Council
Society for
Human Resource
Management**

6th annual

NEW LAWS FORUM for Illinois Employers

Sponsor



Support your employees' efforts for better health and wellness

Indirect costs from obesity-related illnesses may impact your organization

Employees with obesity are at a 76% increased risk of having a short-term disability¹



Obesity may cause employees to miss more work days (absenteeism)²



Employees with obesity may file more workers' compensation claims³



Visit **NovoNordiskWorks.com** for resources that can help you understand, monitor, and improve employees' health

References: 1. Arena VC et al. J Occup Environ Med. 2006;48(11):1118-1124. 2. Finkelstein EA et al. J Occup Environ Med. 2010;52(10):971-976. 3. Østbye T et al. Arch Intern Med. 2007;167(8):766-773.

**NOVO
nordisk WORKS**
Wellness and Obesity: Results, Knowledge, and Success

NovoNordiskWorks™ is a trademark of Novo Nordisk A/S.
Novo Nordisk is a registered trademark of Novo Nordisk A/S.
© 2019 Novo Nordisk Printed in the U.S.A. US190B00050 March 2019



Precision Manufactured Solutions...*Since 1918*

4633 S. Lawndale Avenue | Lyons, Illinois 60534-0032

United States Of America

Phone 708.442.1661