

MEMBER SPOTLIGHT

FOSTRIAN BUSINESS CAPITAL

Fostrian Business Capital was formed by Jeff Jentgen for the purpose of taking alternative commercial lending, as is currently practiced in the U.S. to another level. His motivation for creating Fostrian was a belief that he could do better than what he saw prevailing in the industry.

Fostrian specializes in providing working capital credit lines to emerging companies. Its clients typically have an annual sales up to \$10M, are unable to arrange bank financing in the short-term but have the foundation in place for long-term success. Fostrian also provides accounts receivable/credit department management and other support services geared toward assisting its clients with their growth and/or financial rehabilitation.

The credit lines are provided through the factoring of its clients' accounts receivables. Factoring, as practiced by Fostrian, is essentially the provision of a credit line backed up by the client's accounts receivable where the lender technically purchases these receivables. Factoring is a financial product that has a long history in the United States. In colonial times, British merchants selling to American customers, used factors as middlemen to verify their customers' credit-worthiness, collect payment and in general provide local expertise that facilitated the flow of their sales transactions. The industry has been growing ever since and has been in a rapid growth mode over the last thirty years. U.S. factoring volume in 2005 was \$112B, up from \$20B in 1976.

Through its mission statement, Fostrian Business Capital is committed to carrying this legacy forward, and to building upon it. Fostrian's mission is 100% centered on fostering its clients' growth and overall emergence to success. It considers it a success when a client strengthens its financial position and graduates to bank financing.

Should you have any questions, or would like to explore Fostrian's services in more depth, please call Jeff Jentgen at (708) 923-6400, or feel free to stop by their offices at 7804 West College Drive in Palos Heights.

MEMBER NOTES & NEWS BRIEFS

- ◆ **Raymond James Financial Services/Scroggins Financial** offices have moved. The new location is at 100 Batson Ct., Suite 102 in New Lenox. Mike Scroggins can now be reached at (815) 741-2379.
- ◆ Losers could be winners in a new contest sponsored by **Silver Cross Hospital**, Southtown-Star newspaper and other members of the Southland Health Alliance. "Lose to Win" combines all the elements of a healthy weight-loss program, nutritional information, fitness tip and peer support. Two grand prize winners will receive \$500 each and smaller weekly prizes will be awarded. Silver Cross contestants can pre-register online at www.silvercross.org or by calling 1-888-660-HEAL.
- ◆ **The Alzheimer's Association-Greater Illinois** presents *Murder Mystery-Clues For A Cure*, Friday, February 8th from 6:30 - 9:00 p.m. at the Renaissance Center. Tickets are \$75 each, or a table of 8 for \$500. For tickets or more info, contact Mary Nycz at (815) 744-0804 of email at mary.nycz@alz.org.
- ◆ **Joliet Junior College** will be hosting their Annual Joliet Regional Job Fair on Friday, April 11th from 11 a.m. to 3 p.m. To register, contact Career Services at 815-280-2756 or visit www.jjc.edu/jobfair.
- ◆ **Big Brothers Big Sisters** is looking for volunteers for a new "Lunch Buddies" mentoring program that takes place during school hours at participating elementary schools. "Lunch Buddies" pairs caring adult volunteers who can provide one-to-one companionship, with grade school students who can benefit from a positive role model. For more info, contact Megan Johnson at (815) 725-4324 or email at megan.johnson@bbbswillgrundy.org.
- ◆ **Provena Saint Joseph Medical Center** wants to help you get healthy in 2008! Being proactive about your health can help you avoid health problems later in life. Visit www.provena.org/stjoes/Healthy2008 for links to healthy programs and classes including: childhood obesity, stop smoking, exercise classes, sleep center and more.

August 4, 2008

***SAVE THE
DATE !!!!***

**For the
Chamber's
Annual Golf
Outing at the Joliet
Country Club**

**today
&
every
day**

Hoy, the only daily Spanish-language newspaper in Chicago and the suburbs, is now in Joliet.

To advertise, call
(312) 527-8568.

Hoy
En la ciudad y los suburbios.

FEBRUARY MEMBER LUNCHEON

Thursday, February 28, 2008
11:30 a.m. - 1:00 p.m.

Speaker: HONORABLE STEPHEN D. WHITE
Chief Judge, Will County

"WILL COUNTY JUDICIAL UPDATE"

Renaissance Center
214 N. Ottawa St. * Joliet

\$25 members \$30 non-members

*Reservations are required. 48 hour cancellation notice applies to all reservations.
Call the Chamber at (815) 727-5371 for more info*