



YOUR BUSINESS

through the Chamber's PROMOTE most powerful recruitment tool that highlights our members achievements, volunteer acts & community involvement throughout 2021.

RATES:

\$150 Business Spotlight - the most popular & affordable section where you share your business growth with the community

\$75 Business Card Ad - 3.75" × 2.25"

\$200 1/4-Page Ad - 3.75" x 4.625"

\$300 1/2-Page Ad - 8.25" \times 5.5" + .125 bleed

\$600 Full-Page Ad - 8.5" x 11" + .125 bleed

\$1,000 Inside Cover (2 available) - $8.5" \times 11" + .125$ bleed

(SOLD!) \$1,500 Back Cover - $8.5" \times 11" + .125$ bleed

Spaces are limited. Deadline to submit artwork is January 7, 2022.

To reserve your spot, contact Nicole at (217) 342-4147 or nmorrison@EffinghamCountyChamber.com.



LETTER FROM THE PRESIDENT

Season Greetings!

On behalf of the Board of Directors and Staff at the Chamber, I would like to wish you, your family, and employees a safe and happy holiday season. It has been our privilege serving you in 2021. We hope each experience and conversation with the Chamber has been meaningful to you and your business.

The year ahead will be an exciting one with changes and enhancements to the Chamber. It is our responsibility to make the most of your membership and bring in as much trust and connectivity with the community. Join me at the January 7th First Friday Luncheon to learn more about our programs and initiatives the Chamber has in store for 2022.

As the 2021 holiday season winds down, we thank you for supporting locally owned and operated businesses and encourage you to shop local throughout the year.

Best wishes for a joyful holiday season and a prosperous New Year!



Lucinda Hart, CAE, MBA **President & CEO**

lhart@effinghamcountychamber.com | (217) 342-4147

Lucinda

THANK YOU TO OUR 2022 CAPITAL INVESTORS





























EVENT RECAP

Your support of Manufacturing Day 2021 empowers and inspires the next generation of manufacturers in Effingham County!

City of Effingham, Effingham County, Effingham Regional Growth Alliance, Waupaca Foundry Inc. Effingham, Stevens Industries, Inc., Sherwin Williams Company, John Boos & Co., Altamont CUSD #10, Continental Mills Effingham Army Recruiting Station, Effingham CUSD #40, EJ Water Cooperative, Inc., Innovative Staff Solutions, Lake Land College, Siemer Milling Company, Three Z Printing, and Versatech, LLC.

Mark your calendar for October 6, 2022 for the next Manufacturing Day.













EVENT RECAP

Did you hear some of your fellow Chamber member businesses promote their business on WXEF for Fall Radio Days 2021?

Thank you to those who participated: Al's Tire Mart & Electronics, Bank of Hillsboro, Central State Construction, Civil Design Inc., Crossroads Bank, Dent Law Office, Ltd., HSHS St. Anthony's Memorial Hospital, Lake Land College, Linders Limited LLC/McDonald's, Leisure Times Pools & Spas, Ltd., Probst Auto Body, ProRehab, SDS Technology, TEAMS ITS, LLC., The Equity, The Glenwood Assisted Living, United Way of Effingham County, Washington Savings Bank, and Waupaca Foundry Inc. Effingham

Spring Radio Days is scheduled for April 21, 2022 on WCRC 95.7. Contact the Chamber at (217) 342-4147 to sign up.







Thank you to all of our Hometown Christmas Sponsors, Vendors & Volunteers for helping make 2021 a magical holiday weekend!

City of Effingham, Effingham Convention & Visitors Bureau, First Mid Bank & Trust, HSHS St. Anthony's Memorial Hospital, McDevitt, Osteen, Chojnicki & Deters, LLC., Premier Broadcasting, and Washington Savings Bank

Big Papa's, Brian Henning Family-Full Circle Realty, Burkland's Florists & Gifts, Dieterich Bank, Effingham Daily News, Graham Family Foot & Ankle Care, Jansen's Heating & Air, Jill Wendling-RE/MAX Key Advantage, Midland States Bank, Modern Family Dinners, Noah's Ark Pet Shoppe, SC3F Wealth Management, Taylor Law Offices, P.C., The Beanstalk Boutique, Village Wine & Spirits, and W.S. Broom & Co.

Bahrn's Equipment, Centenary United Methodist Church, Effingham City Police Department, Effingham Fire Department, Joe's Pizza & Pasta of Effingham, Joe Sipper's Cafe, Kirby Foods IGA Effingham, Pepsi Mid-America, Retired Effingham Firefighters, Roepke Overhead Door Co., Royal School of Cosmetology, St. Anthony Intermediate Choir, StangARTS, Tracey A. Willenborg, U of I Ext. Master Gardeners-Effingham, and Y-Yard Auto & Truck, Inc.









INVESTOR SPOTLIGHT

J&J Gaming has continued to grow steadfast through 2021. With the acquisitions of Illinois Gaming Systems, LLC and B&B Amusements of Illinois, LLC we are now providing top-level gaming experiences to nearly 2,300 locations. To finish out 2021, J&J is officially expanding into Pennsylvania with the acquisition of Second State Gaming, LLC. We look forward to the new success this partnership will bring in 2022!

With continued efforts in helping establishments maximize their revenue by creating custom marketing plans, providing 24/7 service expertise, and offering unparalleled reporting, J&J has proven to be the most-trusted, industry leader since 1929.



We are proud of the contributions from our team members and the locations we service for a successful year in the video gaming industry. J&J Gaming continues to make every partner their priority. We are excited for the new opportunities in the coming year as we bring innovative ideas to the industry.

For more details and to stay up to date with us, visit:

https://www.jjventures.com/ or our social media pages!



INVESTOR SPOTLIGHT

Since its beginnings in 1881, **Midland States Bank** has grown to reach customers throughout Illinois and the St. Louis metro area. Both Effingham and the Bank have changed quite a bit in the past 140 years, but our commitment to you, our neighbors, hasn't. We understand that building a community bank is more than having a local branch with four walls and a roof.

It's about offering not only what customers need, but also what they want. We continue to provide the Effingham area a wide range of products and services for any stage of life: personal banking, business banking, and wealth management. We make sure our financial offerings help you meet the goals in your life, but in a way that is available anytime, anywhere. This is our promise to give you Banking Built Better.

Banking Built Better also means we care about the people making deposits more than how much they're depositing. The Midland States Bank Foundation annually awards grants to help address urgent needs for food, shelter, rent and utility assistance, primary health care, and mental health services in our area. Since its inception in 2011, the Foundation has awarded over \$1,150,000 to non-profit organizations throughout Midland's footprint.

We're a community bank, who is proud to call Effingham home. If you're looking for more built into your financial services, we're that partner. We're Banking Built Better.

Visit us at 110 S Fifth Street, midlandsb.com, or 855-696-4352.

Midland States Bank. Member FDIC. Equal Housing Lender.

Investment and Insurance Products: Not FDIC Insured, No Bank Guarantee, May Lose Value, Not a Deposit & Not Insured by Any Federal Government Agency.

YOUR BUSINESS, YOUR TERMS.



Open your new business account online...

- Business Checking
- Money Market
- Savings
- Certificate of Deposit

And get our full suite of digital services.

Get started today at: midlandsb.com/open-online





Like Ask-An-Expert? Chamber members are invited to submit a column on a subject of their choosing. The article cannot be a solicitation for your business, but rather a sharing of topics, tips, and trends relevant to current business needs. If you have questions, contact Nicole Morrison at (217) 342-4147.



Visit the **NEW** Chamber website!

All "Ask An Expert" columns have been archived and are available for you to read at your leisure!



CONNECTING RURAL COMMUNITIES

www.wabash.net | (618)665-3311

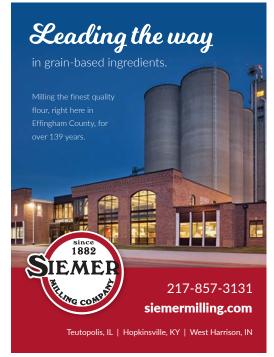


MAKING MORE POSSIBLE.



FDIC FDIC

www.washingtonsavings.net



'tis the season.

There's no better time than the holidays to count your blessings and cherish those who make it all possible. We're grateful for our amazing clients & friends.

Merry Christmas

with peace, love, and joy to you and yours this holiday season and throughout the new year.





217.342.2661 thinkcreatedo.com









The Chamber is preparing to launch the 2022 Workforce Readiness Initiatives and we are excited to share what's been planned.

The Chamber will be collaborating with the Effingham Regional Growth Alliance and the City of Effingham to host quarterly Effingham County Job Fairs. This is a continuation from the Virtual Job Fairs hosted virtually in 2021, however, we are adding some Live Fairs to the 2022 line-up.

The plan is to host two in-person fairs and two virtual fairs. The Live events will be held in the first and third quarters at the Keller Convention Center with the virtual events scheduled for the second and fourth quarters. Exact times are still being determined, but the dates are confirmed as February 9 and August 25 (Live) and May 19 and October 27 (virtual).

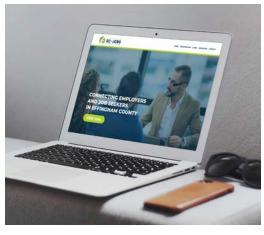
Chamber members and other Effingham County businesses are invited to set up booths at all or one of the events. More information, including sponsorship opportunities, will be shared in January 2022.

"We recognize that the labor market is very tight and want to be supportive of our local employers. Partnering together helps us better utilize our resources and position our local businesses for success. We are excited to host these job fairs, as we feel they are an excellent way to promote local employers and provide an opportunity for job seekers to discover employment opportunities" Mr. Courtney Yockey, Effingham Regional Growth Alliance President, stated.

If your company is interested in participating or would like to receive more information about the Effingham County Job Fairs, contact Chamber President & CEO Lucinda Hart by email at LHart@EffinghamCountyChamber.com or (217) 342-4147, or Mr. Courtney Yockey at CYockey@GrowEffinghamCountyIL.com or (217) 342-4214.

The Effingham Public Library was recently awarded an Illinois State Library Grant to aid in the promotion of a workforce recovery program and service to meet the needs of local workers affected by the pandemic. This is another Workforce Readiness Initiative the Chamber is working on to further assist local businesses.

In October 2021, the Library began collaborating with and supporting the EC-JOBS initiative. EC-JOBS is an interactive workforce development





platform that links recruitment, skill-building, and career navigation into one comprehensive system.

Part of the grant allows the library to invest in new technology for the computer lab. This investment further aids the library's dedication to "provide library service to all" of Effingham County. A partnership with a strong County presence like the Chamber can help the library engage and bring value to residents who otherwise would just see the library as a place to "get books."

"At the library, we understand that not everyone has access to technology or understands how to apply for positions online. With this grant and the collaboration with Effingham County Chamber, we'll be able to help fill in the gaps for those who would otherwise struggle" Amanda McKay, Effingham Public Library director, explained.

Beginning in January through September 2022, job seekers and businesses can make an appointment with Matt Hopkins, Programming Coordinator, by calling (217) 342-2464 ext. 1. Matt can help with a variety of job-related questions, including resumes, EC-JOBS profile setup, and more.

Member businesses needing assistance setting up an account can contact Jeff Fritchtnitch, Chamber Workforce Development Director, at JFritch@EffinghamCountyChamber.com or (217) 347-6284.

One other aspect of the workforce initiative is the Chamber website, EffinghamCountyChamber. com. You might have noticed its facelift this last quarter of 2021. The Chamber worked with Imagine This! Marketing Group to provide all the same valuable information and resources the Chamber is known for, but with a fresh and more modern look.

The redesigned website coincided with the rebranding of the Chamber logo from earlier in the Spring. We continue to focus on the growth of Effingham County with its progressive and business-minded community. We hope the new website motivates our members to use it to its fullest potential by posting available jobs, adding community events, and sharing news releases.

In addition, we strongly recommend all members log into the MIC (Member Information Center) and review your business directory information for accuracy. This would include your company information, linked accounts, employees, and photos/logos (if applicable), etc. The business directory is one of the most visited pages on the website and the Chamber staff is here to help answer any questions you might have to ensure your listing is up to date.

We look forward to what 2022 has in store for Effingham County's workforce initiatives and ask you to join us for the ride!



MEMBER BENEFITS

On behalf of the Chamber, *Thank You* for your continued support & the trust you have in your Chamber. Your investment indicates your commitment to the vitality, economy and future of our community. The Chamber's success is a direct result of your dedicated service, financial support and input on business issues.



As I start my "thank you" renewal calls, I thought this would be a perfect time to remind members what is included with their Chamber investment. Regardless of your membership level, the following core benefits are available to you.

Expand Your Networking

- Access to Chamber events, programs & services at member pricing, including the Business Outreach Program & Incubator Network
- Printed Membership Directory
- ALL your employees are members with access to Chamber benefits
- Opportunity to build connections through committee & taskforce participation
- Guide the direction of the Chamber by participating in surveys & polls

Exposure for Your Business

- Referrals to Chamber members through the Chamber website, phone calls & walk-ins
- Cost-effective advertising & sponsorship opportunities offer exposure exclusively
 - · NEW Banner Ads on Chamber website
- Announcement of your membership & business milestones in Chamber Communications (print & online)
- $\bullet \ \, \mathsf{Grand}\,\mathsf{Opening/Ribbon}\,\mathsf{Cutting}$

Chamber Website Resources

- · Job openings on Chamber website & EC-JOBS website
- · Events on community calendar
- Press releases in the Member Information Center (MIC)
- Business listing in Chamber website online directory (24/7 exposure)

Enhance Your Credibility

- "Proud Member" decal, virtual badge & plaque
- Referrals to Chamber members through the Chamber website, phone calls & walk-ins

Annual subscription to Chamber print, online & digital publications

- · Annual Chamber 360 Magazine
- Bi-Monthly Network Magazine (three print & three virtual)
- E-Blasts: Local Link, Business Advocate, Upcoming Events & Marketing Opportunities

Access to full-time professional Chamber staff located at: 903 N Keller Drive, Effingham, IL 62401

Complimentary Chamber use of:

- Notary Public Services
- Chamber Bulk Mailing Permit (restrictions applypostage not included)
- Chamber Conference Room during business hours (per availability)
- Business card & brochure display in Chamber lobby

We know that everyone's time is limited between work & family. So, make sure to utilize the benefits that require no attendance. Updating your information in the Chamber's online business directory is one of the BEST ways to gain exposure for your business without leaving your office. You can email me at BBrown@EffinghamCountyChamber.com or call (217) 342-4147 with your information and we can update it for you.

We are IN BUSINESS for YOUR BUSINESS.

Becky Brown, Membership Director

bbrown@effinghamcountychamber.com | (217) 342-4147











We're not going to fill these stockings. With your help, we're going to give them away.



Jansen's Heating & Air is collecting Socks for Seniors to warm the hearts & little piggies of our elderly friends & neighbors this Christmas.

You can drop off a new pair of ho-ho-holiday socks now through December 22nd at our office on West Route 40 in Effingham. Or, give them to your tech during a service call & we'll take \$5 off your service ticket.



Collecting Now -December 22!

More Information: 217-347-5223 Kayla Darling - Marketing & Advertising kaylad@jansensheating.com JansensHeating.com



"Your Comfort Specialist"



ECONOMIC DEVELOPMENT UPDATE

The construction work at the FedEx Ground facility at 1700 Heartland Blvd. is adding needed parking spaces for the facility, including spots for employee vehicles, trailers, and delivery vans. Work was expected to be completed by the end of November



Civil Design, Inc is constructing a new Effingham office with over 7,500 sq. ft. of floor space. Wohltman Construction is slated to complete construction in early spring of 2022. CDI also has office locations in Missouri and Kentucky. Since founded in 1996, CDI has grown to over 100 team members company-wide with 15 team members in the Effingham office location. This new

office building will allow CDI to continue to serve our local community and accommodate the future growth of our firm here in Effingham.







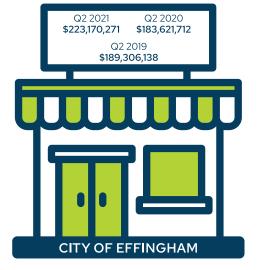


REGIONAL EMPLOYMENT STATISTICS

September (revised) and October (preliminary)

	September —		October —	
	2021	2020	2021	2020
Total Labor Force	19,335	19,546	19,117	20,211
Eff. Co UE Rate	3.0%	5.0%	2.9%	4.1%
Unemployed	574	976	563	832
Employed	18,761	18,570	18,554	19,379
Illinois UE Rate	5.5%	10.1%	5.0%	7.5%
US UE Rate	4.6%	7.7 %	4.3%	6.6%

RETAIL SALES STATISTICS









Check us out at jobs.pattersoncompanies.com



Want To Join The Team?

The Patterson Technology Center seeks Support Specialists to respond to incoming customer requests via phone, email and/or chat session.

Are you ready to match with a company that:

- · Offers 3 weeks vacation time in the first year?
- · Insurance benefits within the first 30 days of
- · Has remote working opportunities at all times?
- Values your contributions & promotes
- Provides extensive training to help prepare you for success on day one?
- · Is a fully committed partner to both its customers & its employees?

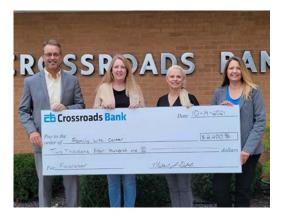
PATTERSON°







WELL DONE! - WHAT'S CHANGED? - WHO'S NEW!



The **Crossroads Bank** team, along with the community, raised \$2,400 and presented a check to the Family Life Center.



Dan Hecht Chevrolet-Toyota created a \$500 grant to the Newton Community High School Auto Shop Program in memory of long time employee, Lindell Galloway.



Land of Lincoln
Credit Union Branch
Manager, Vicki Yocum,
presented a \$3,000
check to Sister Carol
Beckermann with
Effingham Catholic
Charities.

Top Shelf Beer Wine & Spirits has moved to their new location at 1201 Avenue of Mid America

Altamont Community Unit School District #10 welcomes their new Superintendent, Casey Adam.



Effingham Unit #40 hires new Superintendent, Andy Johnson, to replace Mark Doan effective July 1, 2022.

Jesse Koester is the new Owner/President for Niebrugge Plumbing & Electric.

Steve Baggett is the new General Manager for **Country Inn & Suites.**

Morgan Becker is the new Executive Director for Willowbrook Memory Support Residence.



If you have news you want to share with the Chamber membership on special awards, recognition, employee promotions, etc., e-mail the information to: Nicole Morrison at nmorrison@effinghamcountychamber.com.

CELEBRATIONS

Best Western Delta Inn Effingham receives the brand's highest honor, the M.K. Guertin Award at the Best Western Hotels and Resorts 2021 North American Convention in Las Vegas.

Land of Lincoln Credit Union was awarded the Illinois Dora Maxwell Social Responsibility Community Service award by the Credit Union National Association. The award honors the work of credit unions that strengthens local organizations and materially improves the lives of nonmembers through community outreach, outside of personal finance education.



Ambassadors of the Quarter: Steve Will (2nd Quarter) & Tonya Siner (3rd Quarter)

Smith Realty Group of Effingham celebrated 10 years in business.



Receive a \$25 member credit!





Vantage Outsourcing promoted Jason Carpenter to Senior Vice President of Operations.

CW Motorsports celebrated their 10 year anniversary in December.



WELCOME TO THE CHAMBER!

AT&T

Deno Perdiou, Dir. External & Legislative Affairs 555 E Cook St, Springfield (217) 971-2269 | ATT.com Telecommunications

CHARLES SCHWAB

Ron Endsley, Owner/Independent Branch Leader 2219 S Neil St, Champaign (217) 689-4767 Schwab.com/Champaign Financial Services/Investments

EFFINGHAM PELVIC HEALTH & WELLNESS, PLLC

April Ritz, Doctor of Physical Therapy 1901 S 4th St, Suite 14, Effingham (217) 705-5077 EffinghamPelvicHealth.com Physical Therapy Referred by: Mike Schabbing, Global Technical Systems Inc.



ENTEC SERVICES

Michelle Sowell, Dir., Mrktg & Sales Support 1017 Remington Rd, Mattoon (309) 697-2122 | ENTECServicesInc.com Commercial HVAC Mechanical Service

GENTLE CARE CONSULTANTS LLC

Shelly Kuhns, APRN-FPA, CCNS 602 W Franklin, Effingham (217) 722-1896 | GentleCareConsultants.com Physicians Office

REINIGER JEWELERS

Wendy Antrim, Store Manager 82 Village Square Mall, Effingham (217) 803-8903 | ReinigerJewelers.com Jewelry Referred by: Bev Soltwedel



METRICS WORKS EFFINGHAM

Jim Tosetti, Staff Accountant 1609 W Wernsing Ave., Effingham (217) 342-3500 | MetricsWorks.com Manufacturers/Distributors Referred by: Joe Forbes, Versatech Automation



POSS MUSIC WORKS NFP

Bill Passalacqua, CEO & Executive Director 1909 S Banker St., Effingham (512) 203-4619 | PossMusicWorks.com Music Promotion & Production



T&T ROADSIDE, LLC

Tyler Shab, Owner Effingham (217) 690-1086 Auto Repair/Service









D First Friday Club

Shelby DupontAssociate, CQI Associates, LLC

The First Friday Luncheon is a great way to get our of the office and enjoy the company of other Chamber members. Being a First Friday Club Member has a lot of great perks! Not having to sign up and pay each time you go is very convenient. I have met a lot of great people on a personal and business level! You also get the opportunity to sit through a short presentation of a member in the community. Great event!

12 FIRST FRIDAY LUNCHES FOR THE PRICE OF 10

\$240 VALUE FOR ONLY \$200!







Tammy Lakin

Customer Relations Manager, Dan Hecht Chevrolet-Toyota

I love attending the First Friday Luncheons.
What a great way to get out there and network with other business professionals and put a face to a name. I also find all the speaks to be very informative and can't say enough about the staff with the Chamber and the Keller Convention Center who make these lunches fun and relaxing.

FEATURED BUSINESS (\$75):

a unique opportunity to engage with members, showcase your business & services, and stay connected with industry leaders.

To sign up, contact
Becky Brown, Membership Director
BBrown@EffinghamCountyChamber.com or (217) 342-4147



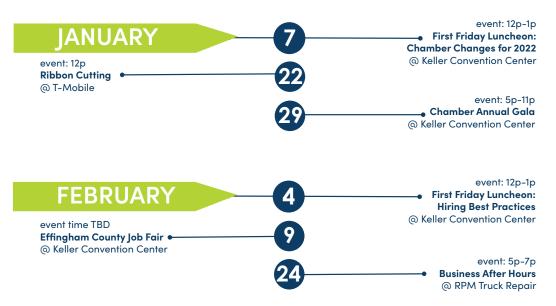


calendar of events

DECEMBER

CHAMBER OFFICE CLOSED

12/24 - 12/31 - Merry Christmas & Happy New Year!



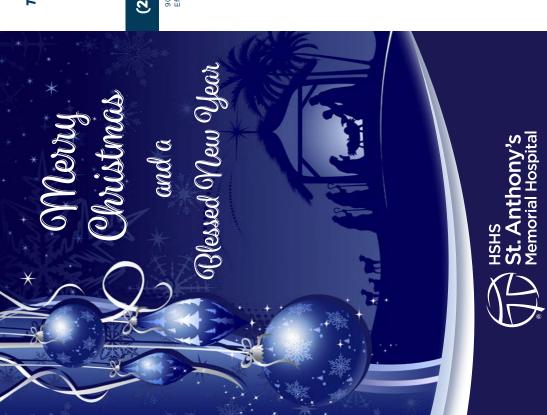
Dates & locations are subject to change/cancellation.

Please check the Chamber website calendar for the most up to date & accurate information.

Members are welcome to submit their event through the online calendar.



Scan to view the Chamber Calendar



Take a look at a recap of the great fall we have had at The Chamber and around Effingham!

See pages 2-3 for pictures and the sponsors who made these events possible.

(217) 342-4147 | EffinghamCountyChamber.com

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