



2017 - 2018

MONTGOMERY CEO

The Montgomery CEO program builds confidence and skills in our hardworking and trustworthy youth to empower them to create sustainable economic development and social prosperity in Montgomery County.

Annual Report





Letter from Chair: CEO 2018 – Return on Investment

As board members, we try to get to know our CEOs to help bring relevant experiences and informative, accomplished people into their circle. We are constantly on the lookout for ways to make the program stronger and to support viable business development. There are many “aha” moments and accomplishments to celebrate along the way. But there was one conversation this year that affirmed our efforts over the last three years. It went something like this:

Me – “So how do you like the program?”

CEO (2018) – “I love it! It’s been the best thing I’ve ever done. I even changed what I plan to major at college from construction management to business.”

Me - “How’s your business coming along?”

CEO - “The one I’m doing for the CEO program is doing good.”

Me - “You mean you have more than one business?”

CEO – “Well, yeah. I mean, I’m trading stocks to pay for my college tuition. And I’ve bought some things to resell on an Amazon account I set up. But my CEO business is engraving things. The website is up and I’m able to take multiple forms of payment. And I also produce vinyl lettering and signage for whatever people need, but that’s not my official business, the engraving is.” (and he’s working a part-time job doing detailing on vehicles)

Me – “WOW. Really?! So what’s your goal?”

CEO – “Well, I plan to take the lettering and engraving with me to college so I can sell to fraternities and sororities and other customers. Then after college, I want to come back here, become an Investor in CEO, host the class and say, ‘This is how much money I made last year!!!’”

And there it was. The trifecta – he had grown and allowed himself to change as a result of the program. He was committed to running a business. He fully intends to grow in his home community and mentor future entrepreneurs. THAT is R O I.

To recap our Returns in 2017-2018:

1. Our alumni, through the leadership of Lucaas Secrist (2016), are coming together to support each other and the program. They are also supporting our communities in big and small ways as their college schedules allow.
2. Our Investors and Friends have been renewing their support, both financially and in person.
3. Our community leaders are engaged with CEO in the concept of hosting networking breakfasts that feature local business leaders a few times a year. (Thank You St. Francis Hospital for hosting our first “Who’s Who in Montgomery County” get together!)
4. Our CEOs this year knocked their class business out of the park with the “Night in New York,” the fair market value challenge and lanyards. And the willingness of our peers in business and civic leadership to play cameos and other roles in the production of the event was outstanding! (Hats off to Megan Cady, Terri Miller, Joe Gasparich, Mark Hughes, Nathan Clementz, Jason Burke, Jeff Howell, Ryan Follis, Christian Mizera, Drake Paden, Brooke Cox)

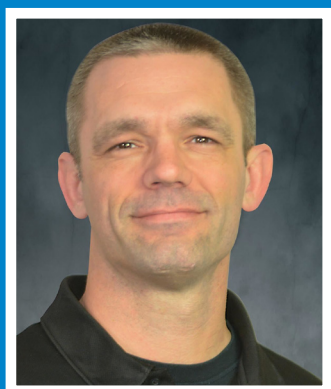
And on a personal note, I thoroughly enjoyed the chance to be part of the cast as well. I’m looking forward to working alongside you, our amazing board of directors, our outstanding Facilitator Ryan Follis, our incredible alumni and the incoming CEOs to make 2019 another banner year!

With deep appreciation,

Heather Hampton+Knodle, Montgomery CEO Chair (AKA Church Lady, Spartan Cheerleader, ‘Sandy Leitheiser’)



2018 Facilitator's Annual Report



CEO, class of 2018, included 13 students: 4 Litchfield High School students, 1 Lincolnwood High School student, 2 Nokomis High School students, and 5 Hillsboro High School students.

This year's CEO team experienced 40 tours and 76 signature speakers with an additional 42 secondary speakers and panel discussion members. Over the course of the year the team met more than 300 business professionals through tours, speakers, networking events, chamber events, and promoting the class business and their personal businesses.

A few new strategies were implemented this year including the Fair Market Value Challenge. On Monday, August 14th team members received \$1 with the goal to turn it into \$100 by Friday, September 1 through their creativity with trades, purchases, and sales. Two rules applied; record every transaction and make every transaction according to "fair market value" (i.e. no sale or transaction could be the result of a donation or the use of personal money). Team members could use a reasonable amount of supplies and resources already on hand but the bigger challenge was to learn salesmanship, creativity, and perseverance. Examples of team member's micro-businesses included baked goods, concessions, event photography, and rock painting. Every team member made the \$100 goal with one exceeding \$300 and a sum total of \$1,913. With the FMV challenge (\$1,913) and badge business (\$3,850 in sponsorship revenue) created \$5,763 in startup capital toward their class business.

The class business this year was A Night in New York held on Saturday, March 3, with more than 500 people in attendance. It consisted of Saturday Night Live skits, raffles, concessions, and event photography. Of course, the highlight of the show was the cast which included local talent, past and present team members, and cameos from willing and well known community members. The skits, concessions, and decor were applauded as a night of exceptional fun and entertainment. Event ticket sales, the "urban transport vehicle" (Moped) raffle sales, concessions, and event sponsorships profited \$20,488.75 with \$7,671 in expenses, and a net profit of \$12,818. The team grossed \$26,251.75 for the year through the FMV Challenge, Badge Business, and A Night in New York (Class Business).

Personal businesses developed late on account of the March date for the class business and the personal investment the team made to participate in and plan A Night in New York. That said, team members created successful businesses with the help of their mentors and through the marketplace and grossed \$11,816 collectively by the end of the program. Thank you to all our board members, investors and friends, school administrators, and business professionals who continue to invest in CEO to grow our business community, our community interactions, and create young entrepreneurs. With your support we will continue to build on past experiences and innovate for the future.

Sincerely,
Dr. Ryan Follis, Facilitator

(The CEO's use a portion of the income generated from the class business to financially "seed" their individual businesses.)

"My daughter grew substantially as a result of her involvement in this program. I have witnessed her overcome social barriers such as anxiety and self-doubt. She has become more confident in her abilities to ascertain answers to her questions and approach the appropriate persons to question for more information when she requires it. She has shown great self-discipline and motivation over the past year as a result of her passion for her art and her future in creating her business and propagating her work. She made many contacts and especially enjoyed her time working with her mentor."

- Class of 2018 CEO Parent

2017-2018 Montgomery CEO Class Members

Morgan Arkebauer: Hillsboro High School

Morgan Arkebauer was attracted to the CEO program because she aspires to create her own business and wants to learn how to manage and run a company. Her creative talents and strong work ethic were an asset to her growth and development in CEO. Arkebauer has a family history of entrepreneurship. She has worked on her family farm since she was little and started serving in a local restaurant at the age of fifteen. Her desire to continue to learn and apply new information will help her be a successful entrepreneur.

End of the year thought: In Montgomery County so many people are willing to go out of their way to help others. I feel like I can come back to this community and will have the support I need to help me achieve my goals in life.

Journal entry: Mr. Bathurst, owner of Bathurst Financial, had a very interesting personal history, which has led him to become successful. He told us, "Spend for today, but save for tomorrow." His personal belief helped transform his life and it is the BEST advice I have heard this year! I will always remember to pay back myself (when I invest money into my company) and pay off expenses before treating myself.

Kyra Bishop-Jacobs: Litchfield High School

Kyra Bishop-Jacobs joined the CEO program to expand her understanding of the business world and create a local network of business professionals. Since age six, Bishop has watched her family run the Litchfield Bowling Alley. She has learned that leadership, time management and problem solving skills are key to the success of a business. She also learned that it is important to have a strong network of professionals who can assist in marketing and finance, if that is not a strength of the business owner.

End of the year thought: Mike Niehaus showed us the true meaning of radio advertisement. I was not aware of how big of an impact radio advertisement had on business. Mike said, "Radio is one of the biggest forms of advertisement due to how much time a person spends in their car. Advertising on the radio just makes sense!"

Journal entry: "My favorite tour was the firefly grill in Effingham, IL. The story behind the creation of this business by Kristie and Niall was amazing. Kristie was an equity trader for Fidelity in Boston. After 9-11 her world was turned upside down and she left after losing friends in the event. She met Niall in Puerto Rico and eventually their journey led them back to Kristie's home community. They threw everything they had into the restaurant and with the help of family and friends, it took off! This tour taught me that even though I have no idea where I am going to go in my life, I am always able to find a home and happiness in Montgomery County. I don't have to have my life figured out right now. I can trust that my journey will lead me where I am supposed to be.

(Note: The firefly grill does not capitalize the name of their restaurant.)

2017-2018 Montgomery CEO Class Members

Jordan Bruder: Nokomis High School

Jordan Bruder is using CEO to build a network of mentors, fellow entrepreneurs, and clients in order to establish professional credibility. She was excited to learn about potential job opportunities within Montgomery County and gain business experience through class speakers and tours. With the knowledge she will acquire through this program, she plans to create and market a service business selling her clients a new-found self-confidence through cosmetology. Jordan is inspired by the art of cosmetology because of the endless ways in which she can help her clients express themselves. With the profits from her personal business she creates in CEO, Jordan will pursue her dream of attending a four-year university with a major in business. After completing her schooling, Jordan has plans to open her own cosmetology salon.

End of the year thought: My favorite class quote came from our instructor, Dr. Follis. "Mayflies, mayflies!" Dr. Follis' comparison of our CEO class to mayflies (who only live for three days) helped remind me to slow down and to take my time. We need to remember that not everything has to be done "right this second." He reminded us to pay attention to the task at hand. We must remember, even though we act like mayflies sometimes, we are really CEO's.

Journal entry: Jeff Howell and a few of his employees gave the CEO team a tour of APM (All Precision Manufacturing). APM is a machine shop that manufactures custom parts, or machines, for businesses. In many cases, these parts or machines are one piece of a bigger project, so precision is key! In this line of work, it is critical to measure pieces down to the thousandths or ten-thousandths decimal places. I learned from APM that even if I am given room for human error, I should do my absolute best to be as accurate as possible. Precision, in any profession, is important!



Jordan

Brea Cox: Nokomis High School

Brea Cox, President of the Student Council and her senior class, took courses in accounting, business law and employability to develop skills needed to create and manage her own business. Brea knew that Montgomery CEO would help her take the knowledge she had already acquired and put it into practice to grow her DJ business! Music is her passion and she enjoys being interactive with her audience by using humor and dance lessons to get the party started. Brea was able to learn additional aspects in business and create a large network of area business owners while in the CEO program.

End of the year thought: Heather Hampton-Knodle is the kind of person everyone needs to know. I learned one simple and important rule from Heather. Take advantage of opportunities! Heather constantly looks for ways to develop new skills and knowledge. Heather said, "Opportunity has presented itself through internships, community service projects and helping others solve problems." Taking advantage of opportunities is what has made her so successful! I joined CEO to take advantage of the many opportunities it offers!

Journal entry: Always stay hungry. Having a successful business can make an owner greedy for more, but Lucas Jachino, owner of Jachino Auto, Nokomis, taught us to always be hungry instead. (Greed can drive irresponsible growth, but hunger can drive opportunity.) In his case, he found opportunity in owning two homes and renting them both out for additional income. When my business starts getting more gigs, I could buy property and make a reception hall. This would allow me to rent out the building for receptions, graduation parties and other events. As a bonus, this will draw the customers into my DJ service.



Brea

Andrew DeLaCruz: Litchfield High School

Andrew DeLaCruz enjoyed being involved in extracurricular activities such as baseball, SADD and FCA. His entrepreneurial nature drew him to join CEO so he could learn and apply communication skills, the art of closing the deal and many other essential business skills. Former Montgomery CEO students who were able to create and run their own personal businesses inspired DeLaCruz. With hard work and dedication, he will achieve his ultimate goal of becoming a successful member in the business community.

End of the year thought: The CEO program is by far the BEST program I have ever taken in high school! I learned there is an opportunity to start almost any type of business here in Montgomery County. I plan to move back to Litchfield, or around Litchfield, at some point after finishing college.

Journal entry: Dr. Follis gave the class a Fair Market Value Challenge. We all had different ideas on how to turn \$1 into \$100. Many of us bought something cheap, such as a pack of gum, or a soda and then doubled our money by selling that item. From that point on it was easier to sell and make money. My number one takeaway from this challenge is that people are very willing to spend money. You can sell almost anything if you have the right price and the right demand. This challenge showed me that if you work hard enough, creating a successful business is very achievable.



Andrew

2017-2018 Montgomery CEO Class Members

Grant Hamby: Hillsboro High School

Grant Hamby joined CEO because he aspired to expand his business knowledge and create a strong foundation for a professional career. While in school Grant enjoyed working for Eisentraut Theatres in downtown Hillsboro, serving on student council, participating in school musicals and playing sports. His interest in business started when his mother opened a fabric store. His mother's experience in dealing with manufacturers and retail suppliers peaked his interest in both sales and manufacturing. Grant was attracted to CEO because the class tours local businesses and is an experience-based educational curriculum where students get to create their own business.

End of the year thought: Overall lesson from CEO is that execution is key and follow through is essential. Do what you said you would do. If you live by these words, your customers will have confidence in your abilities.

Journal entry: Today Valerie Belusko began to instruct us on writing our professional profiles. Some of her advice included: keep your bio up to date, wording should be effective - not busy, tell your story in as few words as possible and avoid enhancement words like "very."

I struggled in determining what information was most important and would help me be noticed over others. Finding ways to stand out among others, without crossing the small margin of being arrogant, was also challenging. My goal in creating a profile is to present myself in the best light possible to capture interest by future professors, potential bosses and clients. Representing Montgomery County in the CEO class increased my drive to perform exceptionally and professionally. It will be important for me to update my profile as I develop new skills.

Samantha Knodle: Hillsboro High School

Samantha Knodle has been involved in many student organizations including Art Club, Student Council, and FFA. Through her part-time job, she started learning the many different facets of business. Samantha knew that CEO would expose her to different types and models of businesses as she looks to transfer her passion for creating art into a successful career.

End of the year thought: Before CEO, and even during parts of CEO, I was horrible at working in groups. CEO taught me how to work with many different personality types and now group work comes much easier to me. I will continue to build on this skill as it is critical for so many different aspects in business.

Journal entry: Eric Helgen and his wife Dr. Colleen Helgen recently bought Litchfield Animal Medical Center. Eric has always been a farmer and Colleen has always worked in a large veterinary facility. Buying and running their own business was a big change but also a large blessing. They work together, leaning on each other's strengths, to manage the different aspects of their business. Colleen is extremely knowledgeable in veterinary medicine, but not so much with the financial business aspects. Eric is extremely knowledgeable about finances and paperwork, but not about veterinary medicine. Since I am not strong in accounting, I will need to find someone to help balance my weakness in order to have a successful business.

Melody Sailsbury: Litchfield High School

Melody Sailsbury looked forward to what she knew would be a transformational experience in CEO. She looked forward to learning business skill-sets that would help her in the creation of products that express her artistic talents. Since 2009 Melody has been creating fictional worlds through art, with the intention of one day presenting them to the public in the form of comic books and games.

End of the year thought: At the beginning of the year, I thought the only possible future for me lie outside this area. But I've learned that there is a community here. We all can support each other and stay connected. Now, I feel the need to help create a place in the community where others can also feel connected.

Journal entry: I knew professional dress was required for this course but Dwight Erskine, with the Effingham CEO Program, highlighted the many reasons why. One example he gave the class was how impactful shoes can be. People will form opinions based on that one occurrence of poor footwear. Even our everyday attire and casual clothes can misrepresent who we are if we are not careful.

Mr. Erskine also talked to us about how our table manners make an important impression on people. He said, "Mealtime is for more than just digesting/inhaling food, but a section of time people use for entertainment." There is an elegance to dining etiquette. He also mentioned several business etiquette rules, one being if I were to invite someone to a business lunch or dinner, then I should expect to pay for it all. The same would apply if I were invited to lunch; however, common courtesy dictates that I should offer to pitch in.



2017-2018 Montgomery CEO Class Members

Grant Shelton: Litchfield High School

Grant Shelton was inspired by the numerous successful service businesses in Litchfield and he hopes to one day join the list. He joined the CEO program to gain knowledge and experience in essential business skills such as: leadership, marketing, sales and product management. During the course of the year, Grant noticed that many service business owners had a natural talent for social interaction and leadership. This is a unique talent that Grant has been capitalizing on while playing sports and being involved in FFA. He hopes that one day, this talent will help him grow a large client base as he plans to return to the area and start his own business.

End of the year thought: Dr. Follis would tell us, "Don't make excuses, make it right." This lesson will follow me through everything I do.

Journal Entry: At the Who's Who Breakfast, held at St. Francis Hospital in Litchfield, business owners and community members attended to experience what a CEO class is like when a speaker visits. Dr. Wejuk shared his life story and how that led him to become a doctor. He not only inspired us, but also shared how four people impacted his life leading him to become the person he is today. It wasn't until years later that he was able to realize how important each of these people were in making him into the man he is today. His stories made me think back through the CEO program's tours and speakers. So much meaningful information was given throughout CEO and I might not even realize how much it will impact me until I am much further down the road of life.

Alexis Stewart: Lincolnwood High School

Alexis Stewart is constantly looking for opportunity. Being a Raymond-Harvel Fire Explorer, 4-H member, and the eldest sibling, Alexis has learned many leadership skills. Although her leadership skills are strong, she knew that CEO would help her reach personal goals so that one day she may become a leader in business. CEO is a unique opportunity for students to work with a local business mentor. My mentor, Holly Lemons, gave me five months of great advice!

End of the year thought: Through the class business I learned that when you work with a team, you need to stick to your actual job. It is really important to focus on doing your job well, before worrying about doing or helping with anyone else's job. I tried to wear all the hats when I could only handle one or two.

Journal Entry: Mike Plunkett noted that technology changes so quickly and sometimes that can cause a verity of problems; however, he believes that the need for paper marketing will never go out of style/need. The logistics used at the Journal News were impressive. They have double checks to make sure the job is done correctly and have backup plans for when things are not running so smoothly. I will make sure that I always have plan B for my business and ways to make sure double-checks are being done. This will ensure that my customers will be getting the best service/product.

Jacob Stockamp: Litchfield High School

Jacob Stockamp has developed perseverance through sports which helped him prepare for the challenge of CEO. He was instantly attracted to the CEO program and excited for the challenging "out of your comfort zone" experience. In hopes of one day running his own sales business, Stockamp recognized the importance of this entrepreneurship program and believed it was an opportunity that he could not ignore. Stockamp's first interest in entrepreneurship started when he learned about the meat market business his grandparents once owned. He understands there will be good days and bad days, but he is determined to turn his dreams into a reality.

End of the year thought: My last thoughts on these final few weeks are sort of bitter-sweet. I love the thought of finally being able to get adequate sleep more than one day a week, but at the same time I am going to miss seeing my team and Dr. Follis every morning. I will miss the learning platform that is CEO. My team has become somewhat of a family to me, and I enjoy CEO more than anything else throughout the day. It will be hard to not be able to have that experience anymore but I will definitely be staying connected with the program and all of the people/friends/mentors I have met through this program. I hope to one day be a success story from our program, and be able to return and speak with future classes. To sum all of this up, I am sad it is ending. All in all, it has been the greatest decision I have ever made and the best time of my life. I extend my gratitude to my team, Dr. Follis, and everyone associated with the program that has made it all possible.

Journal Entry: Path and Passion. Knowing how to draw people in with your standard product line, while offering variety at the same time. Figuring out what people like. All of these things are key points that Jessica Vickery with Petal Pushers dialed in on. When in business, it is a necessity to have something that people want. At Petal Pushers, they sell flowers. This may not be something that people need, but it is something they want. Getting people interested is probably the most important thing when it comes to selling a product. As I go into my business, it is going to take time to figure out what people like the most, as I am sure Jessica did when finding what flowers people liked. Getting feedback will be very important for me so I can know what improvements I will need to make.



Grant



Alexis



Jacob

2017-2018 Montgomery CEO Class Members

Brynee Tally: Hillsboro High School

Brynee Tally's interest in business became apparent when her dad proposed the idea that she become co-owner for his AT Trucking Company. She started in small company roles like signing checks and she continued to progress and build her business ownership skills by learning Excel, Access and QuickBooks. As she built a baseline knowledge of financial programs and a business background, she knew that owning her own individual business was in her future plans. Tally's interest in the CEO program began after speaking with an alumni from the program. Even though she is currently a co-owner of a local business, she plans on venturing out on her own to offer a service based business that will make a difference in her community.

End of the year thought: My favorite tour was Aumann Auctions with Kurt Aumann. This is not a local or national business, but a worldwide business headquartered in Nokomis, IL! It was motivational to learn about the business and it was nice to hear how much he loves the CEO program. I really hope he stays involved with the program and encourages other businesses to get involved.

Journal entry: Dr. Follis went into detail about our personality assessment and how to read our traits. My strongest trait is pace. This means I have high organization skills, I am good at seeing the big picture, and preplanning is my best friend. My weakest trait in my personality is conformity. This indicates that I am an independent and free thinker. The other qualities that my team members have, besides pace and conformity, was dominance and extraversion. This information became very important as we worked together for our first team project, lanyards. During the process there were a few. One team member was a high conformist and wanted a paragraph stating more about the sponsor and what they do. Our extrovert team member did not want this as they said speaking about the sponsor was the better option. In the end our team came to an agreement with the help from the team members with traits of dominance and pace. Knowing the explanations of our traits explains a lot in how my group works together. In my business I plan to use this by getting to know my contractors and how they work with one another. The right personalities can often lead to efficiency of communication and organization. Sometimes it's best to have all of the traits represented in employees, other times it might be best to stick to one or two traits.

Peyton Tester: Hillsboro High School

Peyton Tester serves his community both locally and abroad and works hard to be a successful and dependable community member. His interest in entrepreneurship started as an eighth grader when Tester took a chance and started his own over-the-road trucking business with the assistance of his father. His business, PDT Express, has managed risks and overcome adversity while still being profitable. In the summer before CEO started, Peyton grew his company by leasing a second truck, obtaining his own commercial driver's license, and hauling grain to Cahokia, Illinois for local farmers. Peyton became a member of the Montgomery CEO Program, to take advantage of the advice and information he could acquire from local professionals. He continues to look for ways to gain a competitive advantage and expand his business profile.

End of the year thought: I believe the best quote of the year came from Lonnie Bathurst when he said, "If it wasn't for the last minute I wouldn't get anything done!"

Journal Entry: At the Chamber of Commerce Breakfast in Hillsboro we met with many professionals and learned about their businesses. It was great to hear how the Chamber members are so willing to help the next generation of business professionals. We were also able to sit in on their planning meeting where they discussed the future of Hillsboro. This group is giving back to their community and actively working to make Hillsboro a better place to live for future generations. For multiple reasons I will give back to the community, but in particular because they helped me in CEO.



"I encourage every Montgomery County Business to support the Montgomery County CEO Program as an investor. The program is transformative, not just for the high school kids participating, but for businesses throughout the county that participate.

For the students it is transformative as they learn to be creative, innovate and build a business.

For Investors it gives them the opportunity to share knowledge, expose students to what entrepreneurship is all about and to give back. Who knows, you may gain a future leader for your own business!

Our future will be well founded, as our kids grow an entrepreneurial spirit, and stay here to live, grow and prosper."

John M Galer, owner of The Journal News

CEO business Partner Investors are the heart of CEO. Their annual investment of \$1,000 provides the necessary resources for current year teacher salary and other expenses while ensuring the sustainability of the CEO class for future students. Business Partner Investor Commitments of time and energy are also critical to the success of CEO. Thank you to those businesses and individuals who have supported Montgomery CEO!

CEO Class Business Partner Investors

** contributions received by July 1, 2018*

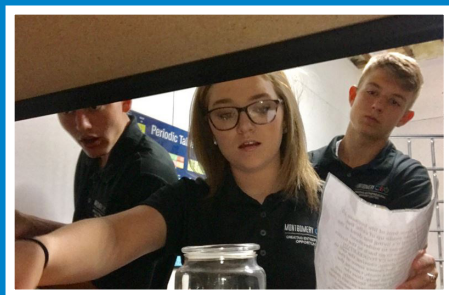
- Action Power Sports
- All Precision Manufacturing
- Ameriprise Financial
- Animal Medical Center
- Aumann Auctions
- Bank and Trust Company
- Betzold Farms
- Borgic Pork Partners, Ltd.
- Brandt Consolidated
- Computations
- Country Financial – Nate Clementz, Jim Beeler
- Doctors Barbara and Robert Mulch
- Dr. Patricia Whitworth
- Dynegy
- Farmers Grain Litchfield ~ Fillmore
- Farmers Mutual Insurance Co. - Nokomis
- Financial Services of America
- First Community Bank of Hillsboro
- First National Bank of Litchfield
- First National Bank of Nokomis
- First National Bank of Raymond
- Foresight Energy Services LLC
- German Seed & Chemical
- Hayes Abrasives
- Hillsboro Area Hospital
- Hillsboro Chamber of Commerce
- Hurst-Rosche Engineers
- Kerber, Eck and Braeckel LLP
- Knodle, Ltd.
- Litchfield Famers Grain
- Litchfield National Bank
- Litchfield Rotary
- MJM Electric Cooperative, Inc.
- MLH Futures
- Marten Insurance
- Montgomery CEO Class of 2016
- Montgomery CEO Class of 2018
- Montgomery County Board**
- Montgomery County Economic Development Corporation**
- Montgomery County Farm Bureau
- Montgomery County Realty
- National Bank - Hillsboro
- Niemann Grain Farms, Inc.
- Nokomis Savings Bank
- Patton and Company PC
- Pioneer Dealer – Steve Janssen
- Precise Specialties Corporation
- Regional Office of Education 3**
- Security National Bank
- St. Francis Hospital
- Stiehl-Dawson Funeral Home
- Sullivan Drugs
- The Journal News
- Vogel Plumbing, Inc.
- Weitekamp Electric
- Westside Cinema
- White and Associates
- Worksaver

**** Indicates Investor & Partner**

Friends of CEO

- Farmers Oil Company
- Hillsboro Sertoma Club
- Rotary Club of Hillsboro
- Thomas F Frazen & Co
- Matt and Valerie Belusko
- Walch Electric





Business Visits

APM (All Precision Manufacturing) - Jeff Howell
Aumann Auctions - Kurt Aumann, Matt Corso,
Jeremy Piatt, Claire Eskew, Jodi Reynolds
Bathurst Financial - Lonnie Bathurst
Behind Locked Doors - Tyler Frump
Borgic Partners/Farms - Phil Borgic, Caleb Borgic
Care Otter - Tessa Pulliam, Ryan Durham
CNB Hillsboro - Jordan Ruppert
Dowson Farms - Chris Dowson, Darrell Toma
Effingham Performing Arts Center - Rich Jorn
Financial Services - Bill Bailey
firefly grill - Kristie Campbell, Katie Custer, Donnie Wilson
Hubbart Wood - Chris and Brianne Hubbart
Hurst-Rosche - Scott Hunt, Jeff Meyer
Jackino Auto Body - Lucas Jackino, Pat Jackino
Journal News - Mike Plunkett
Kinney Construction - Bill Kinney
Litchfield Cinema - Steve Dougherty
Litchfield Farmers Grain - Spencer Jansen
Litchfield Funeral Services - Mary Dawson, Misty Reed, Bob Anderson
Litchfield Tourism - Sarah Waggoner
Marcoot Jersey Creamery - Amy Markoot, Laura Markoot
Mette's Distinctive Lighting - Zach Mette
Montgomery County Realty - Brandi Lentz
Montgomery County Recycling - Ben Bishop
Moonlight Y - Byron Witt
Nokomis Gift and Garden - Tom and Lola Spears
Osborn+Barr - Erin Barr, Adnan Sabic, Karen Pfaustch
Petal Pushers - Jessica Vickery
Quality Flooring - Andy Houser
Schutt - Clint Lemon, Kip Meyer
Security National Bank - Rob Williams, Jim Miller, David Hayes, Michelle Turner
Siemer Milling Company - Henry Siemer, David Jansen
Sierra - Mandy Jewel, Abby Snyder
Small Business Association - Valerie Ross
St. Francis Hospital - Sara Beck, Aryn Hunter, Kevin Sealey, John Piper, Katie Rodgers, Marisa Murray
University of Illinois Extension 3D Printing - Elisha Hughes
Worksaver - Tim Burena, Orville Stokes
Wright Automotive - Andrew Wright, Kevin Donnelly
WSMI - Mike Niehaus, Katie Wilson

Class Speakers

Amanda Payne and Kayleigh Bondurant - Customer Service
Ann Deters - Financial Accounting
Bob Schultz - CEO Empowerment Day
Brian Sullivan - Community and Business
Christopher Merit, Valerie Belusko, Congressman Rodney Davis, Senator Andy Manar, State Representative Avery Bourne, Tonya Flannery, Sarah Waggoner - Litchfield Legislative & Business Appreciation Breakfast
Debbie Held - IRS
Derrick Crass - CEO Empowerment Day
Donnie Wilson - CEO Empowerment Day
Dr. Roger Wujek - Who's Who Breakfast
Dwight Erskine - Fine Dining
Heather Hampton+Knodle - Starting a Small Business
Jim Campbell - CEO Empowerment Day
John Carenza - CEO Empowerment Day
John Perles - Purpose and Momentum
Keith Parr - Intellectual Property & Life Lessons
Kent Probst - Midland Institute/CEO
Kevin Nicol - CEO Empowerment Day
Kristen Hadeed - Hiring Millennials
Lisa Casterline - Hiring Strategies
Lou Vitncci - CEO Empowerment Day
Lucaas Secriest, Lucas Brookshire, Josiah Follis, Steven Weller, Savannah Rahlston, Abby Rupert, Christian Mizera, Kacie Cachera, Alaina Kerske - Alumni Panel on Lessons from CEO Past
Pete Visintin - CEO Empowerment Day
Sandy Carter & Margaret Phillips - Network Marketing
Stevie Davis (Elvis) - CEO Empowerment Day
Tim Rhodus - Community Investment
Trent West - Small Business Legalities
Valerie Belusko (U of I Extension) - Profile Creation & Marketplace Booth

2017-2018 Class Mentors

Kurt Aumann (Aumann Auctions)
Bill Bailey (Financial Services of America)
Valerie Belusko (University of Illinois Extension)
Phil Borgic (Borgic Pork Partners, Ltd.)
Jessica Chapplelear (Fusion Fitness)
Patty Clark (First National Bank of Raymond)
Nathan Clementz (Country Financial)
Brett Goldsmith (Self employed farmer)
Heather Hampton+Knodle (Knodle, Ltd.)
Holly Lemons (Circuit Clerk, Montgomery County)
David Pritchard (KEB)
Brenda Masters-Stout (Fleming, Tawfall & Company)

Student Support and Awards

Friends of CEO made Awards possible.

Most Deserving CEO

This award is voted on by the class and based on a CEO's abilities, contribution in the class business and potential for being in business five years from now. Jacob Stockamp was the recipient of this \$500.00 award.

Entrepreneurial Spirit Award

CEOs had the option of applying for this award. They completed an application that included their business plan and a statement on how they would use the funds toward their businesses. Grant Shelton and Brea Cox received \$750.00 for recognition of superior business planning, implementation and professionalism.

Patton and Company, an investor in Montgomery CEO, awarded both Jacob Stockamp and Alexis Stewart a \$500.00 scholarship for excellence through perseverance.



Jacob Stockamp, Alexis Stewart, Brea Cox
and Grant Shelton

Thank you to The Journal News,
a constant supporter of CEO, for this picture.

CEO Advisory Board 2017-2018

Heather Hampton+Knodle, Chairman (Knodle, Ltd.)
Jeffrey Howell, Vice Chairman (All Precision Manufacturing)
Phil Borgic, Secretary (Borgic Pork Partners, Ltd.)
Misty Borrowman, Treasurer (National Bank)
Valerie Belusko, Reporter (U of I Extension)
Amy Patton (Patton & Co.)
Merle Imler (Computations)
Tyler Helgen, (Montgomery County Farm Bureau)
Kurt Aumann (Aumann Auctions)
Rex Brown (Hillsboro Area Hospital)
Joanna Gasperson (Beacon Church)
Marchelle Kassebaum (Christian-Montgomery ROE)
Taryn Markezich (Lincolnwood High School)
Doug Hoster (Litchfield High School)
Rachelle McDowell (Nokomis Jr/Sr High School)
David Powell (Hillsboro Community School District No. 3)

Class Hosts

Patton & Company, PC





Morgan Arkebauer,
Owner of MAC Apparel



Brea Cox,
Owner of U-N-Me DJ



Andrew DeLaCruz,
CEO of Fowl Deceiver Game Calls



Grant Hamby,
Owner of Age Old Spice Co



Samantha Knodle,
Owner of Victory Vinyl



Kyra Bishop-Jacobs,
Owner of What A Girl Wants



Jordan Bruder, Consultant for
Younique Cosmetics



Alexis Stewart, Owner/Operator
of Relics of Time



Melody Sailsbury,
Owner of Guild of Many Things



Jacob Stockamp,
Owner of Jake's Frozen Fix



Grant Shelton,
Owner of Precision Engraving



Peyton Tester and Brynee Tally
Sky High Photography

**For more information on the
Montgomery CEO program contact
www.montgomeryceo.com**

**Heather Hampton+Knodle, Chair
Montgomery CEO Advisory Board
217-538-2171
Progress2050@royell.org**

**Ryan Follis, Instructor
Montgomery CEO Class
217-556-6620
rryanfollis@gmail.com**



Pledge Card - If you are interested in supporting the Montgomery CEO Class by becoming a Business Partner Investor, please use the form below. Thank you!

Business Contact: _____ Title: _____

Business Name: _____

Business Name (for recognition & marketing): _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ E-mail: _____

By checking below, I wish to financially support the Montgomery County CEO project by becoming an Investor or Friend of CEO:

_____ \$3,000 total—paid \$1,000 per year over a three-year period

_____ \$3,000 paid in full

\$_____ Friend of CEO _____ Please check here if you wish to be invoiced.

Signature _____



Montgomery CEO is a program to develop young people's professional and workplace skills in Montgomery County, Illinois. All donations to the Montgomery CEO Program are tax deductible charitable gifts to the Montgomery County Economic Development Corporation, a 501(c)3 not-for-profit organization dedicated to building a brighter future for Montgomery County, Illinois. Please mail your donation to the Montgomery CEO Program bookkeeper:
Jeff Eickhoff-CEO Program, White & Associates, P.O. Box 494, Hillsboro, IL 62049.

PLEDGE CARD