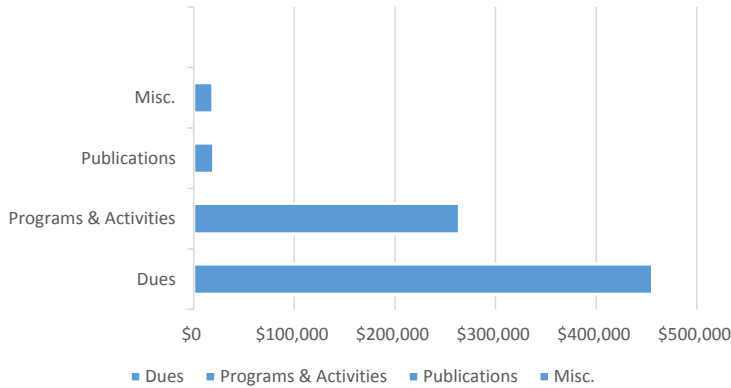


WHAT'S BEEN HAPPENING THE CHAMBER NEIGHBORHOOD

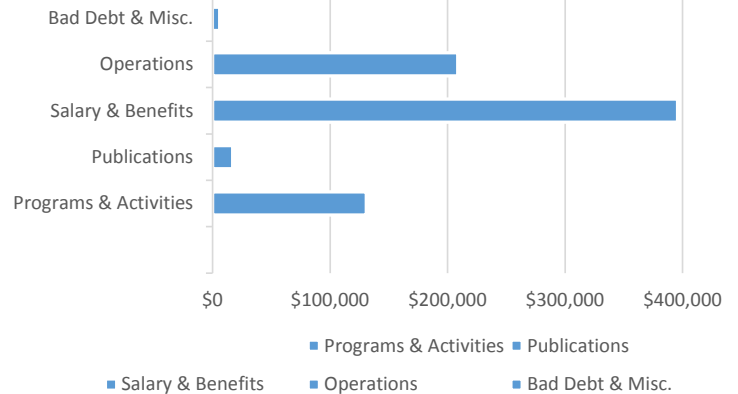
FY18 ANNUAL REPORT

Chamber Financials (*unaudited*)

INCOME



EXPENSE



Dues	\$456,014
Programs & Activities	\$264,074
Publications	\$19,867
Misc.	\$19,228

Programs & Activities	\$130,752
Publications	\$17,167.90
Salary & Benefits	\$395,698
Operations	\$208,659
Bad Debt & Misc.	\$2,052.04

INCOME TOTAL **\$759,182**

EXPENSE TOTAL **\$754,329**

Don't Let Us Tell You, Let Your Fellow Members Tell You:



"It was a helpful event to learn the shapes of others in order to better communicate and work together as a team."

-Christina West, Sidney Dairy Barn

"Great information. We had several useful take-aways. We implemented a few things immediately. I think the information will help us with retention of millennial employees."

We enjoy HR and Leadership topics offered by the chamber."

-Sandra Ahten, Elliott Counseling

"Loved when he said 'ask better questions.' He elaborated just enough and delivered all sorts of value in a very short period of time."

Excellent job Chamber. Thank you."

-Marlene Bonilla, Something You Salon & Spa, LLC

"This was encouraging and directionally focused for our future in sales." -Amber Emerick, FE Moran



Talent Development

- Using 42 Chamber volunteers, we reviewed and helped prepare 156 high school students with professional resume development.
- Launched, in partnership with many community organizations, the Health Care Careers Pilot Program. 20 High school students were part of exploring all the possible health careers available.
- Built the leadership skills of 25 emerging business leaders in the LEAD Champaign County Program.

Building Business

- Assisted 55 new entrepreneurs with their plans to start and grow their businesses in Champaign County

Public Policy & Advocacy

- Working with the City of Champaign, our Chamber helped to scale back the amount of the proposed storm water utility fee saving our members money.
- Organized and implemented the first community inter-city visit to Des Moines, IA for community leaders to learn and experience how other communities partner and work together.
- Successfully advocated for the passage of the nursing home sale referendum and the county board vote to authorize the sale of the home.

Member Resources

- Celebrated 24 businesses with ribbon cuttings.
- Members participating in the electricity co-op saved 8.9 percent on their bills in FY18 totaling \$317,756.
- Partnered with the University of Illinois on Economic Modeling giving our members and local municipalities' relevant data for budgeting and forecasting purposes.

Making Business Connections

- Over 2,700 connections made at Connect@ Lunch
- 86,400 business connections made at Chamber networking events in FY18.

Oh... and this

Laura Weis named 2017 Illinois Chamber Executive of the Year by the Illinois Association of Chamber of Commerce Executives.