Driving regional economic growth through positive professional development and passionately supporting workforce development initiatives.
Dear Friends,

The year 2019 flew by for our organization. Progress has been seen on all levels from committees, volunteers, and staff effort. We have continued to work hard to set a strong foundation for the members of IVAC and the people of the Illinois Valley.

- Our organization is committed to job creation, workforce development, leadership development and collaboration to advance all of our communities
- We respect the role we play in helping our members reach their goals - personally and professionally

In 2020 our positive impact will increase as we continue to influence business and community.

Thank you for your support and using IVAC as a resource for your business.

Sincerely,
2019 BOARD OF DIRECTORS

Dan Aussem
Illinois Valley Contractors

Jennifer Bias
Ficek Electric & Communication

Chuck Studer
Midwest Avtech

Phillip Hileman
Peru Mall

Steve Wrobleski
LaSalle-Peru High School

Johnathan Allen
Illinois Valley Community Hospital

Jeff Borelli
Connecting Point Computers

Dr. Stephen Dullard
Ancare Veterinary Hospital

Frank Kobilsek
St. Margaret's Health

Beverly Malooley
Malooley Dahm Realty

2019 AMBASSADORS

Danielle DeCarlo - President
Connecting Point Computers

Bob Suarez - Treasurer
First State Bank

Kathryn Andreoni
Ariva Skin Care & Day Spa

Kelsey Brannan
City Center Rehab

Dawn Farneti
Malooley Dahm Realty

Brandy Gilbreth
Arbonne Independent Consultant

Rachel Balestri - Vice President
Eureka Savings Bank

Neal Hodges
Hartauer Insurance Agency

Kayla Janz
Dimond Brothers

Michele King
Heartland Bank & Trust Co.

Melyssa Kotecki
Machinery Maintenance

Andrew Koyak
Koyak Appraisals

Jenny Roulston - Secretary
Starved Rock Lodge

Doneida Larsen
All Web Promotion

Brian Phillips
Motion Industries

Kathy Pullman
Edward Jones

Tracy Spencer
MTM Recognition

Cyle Dickens
Mendota Broadcast

Brian Szuda
2019 IV LEADS GROUP

Andrew Koyak
Koyak Appraisal Service

Chelsea Gergovich
Starved Rock Lodge & Conference Center

David Loveland
W.H. Maze Co.

Jeni Erlenborn
American Nickeloid Company

Jenny Roulston
Starved Rock Lodge & Conference Center

Joel Karun
American Nickeloid Company

Katherine Koyak
City of La Salle

Kelsey Brannan
City Center Rehabilitation West, Inc.

Kevin Folty
The Digital Store - Verizon Authorized Dealer

Sarah Landeros
Eureka Savings Bank

Spencer Luecke
Hometown National Bank

Chad Gilbreth
Edward Jones - Chad Gilbreth, Financial Advisor

Jennifer Sowers
IVCC - Illinois Valley Community College

Gentry Nordstrom
IV Leads

Jeff Puetz
IV Leads

Neal Hodges
Hartauer Insurance Agency Inc.

Neal Knauf
Central Bank

John Pickens
Crossbridge Community Church

Brian Phillips
Motion Industries

Katherine Orsini
La Quinta Inn & Suites

Rachel Balestri
Eureka Savings Bank

Danielle DeCarlo
Connecting Point Computers

Gina Balestri
First Federal Savings Bank

Heather Raffles
Beck Oil Company

Brittany Sandeno
Hometown National Bank

Jamie Taylor
Jamie Taylor

Megan Kneebone
IV Leads

Laura Guerrero
Starved Rock Lodge & Conference Center

Kevin Hancock
Crossbridge Community Church

Evan Carroll
IV Leads

Siobhan Moss
PDQ Logistics, Inc.

Dan Eiten
LaSalle State Bank

Brooke Beutler
Holiday Inn Express - Peru

Zack Giovanine
Hartauer Insurance Agency Inc.

Kip Ketner
IV Leads

Kim Zimmerman
North Central Area Transit

Ms. Melyssa Kotecki
Machinery Maintenance Inc.

Aleigh Day
Heartland Bank and Trust Company

Cristina Callahan
Illinois Valley Credit Union

Dakota Moore
Holiday Inn Express - Peru

Joe Brizgis
Hometown National Bank

MEMBERS AND GROWING
The Illinois Valley Area Chamber promotes prosperity, serving as a catalyst for economic vitality and strong communities. The chamber helps existing businesses in the community grow and prosper, and markets regional properties for new development. As the largest business network in the Illinois Valley region, the Chamber accelerates business.
OUR MEMBERS

31 RIBBON CUTTINGS
11% INCREASE FROM 2018

79,697 MEMBER PAGE VISITS

418 TOTAL MEMBERS

96% MEMBERSHIP RETENTION

37 NEW MEMBERS

3636 EVENT PARTICIPATION
38% INCREASE FROM 2018

MEMBERS BY YEAR

RECORD SETTING ATTENDANCE

80 JOBS CREATED
Through events, programs, and content curation, the Chamber is leading the way for business professionals and community members to connect, collaborate, and move the Illinois Valley forward.

PROGRAMS TO DEVELOP LEADERS AND CONNECT

**IVAC CONNECT**
Linking reliable vendors, establishing a corporate network, increasing visibility, and educating others about products and services.

**IV LEADS**
Developing professional skills of the future leaders of the Illinois Valley targeting ages 22-40.

**BUSINESS BREAKFAST SEMINAR**
Monthly educational seminar hosting professional speakers on leadership development and relevant business topics.

70+ EVENT AND CONNECTION OPPORTUNITIES (ANNUALLY)
Illinois Valley Area Chamber's State of the City's forum is annual interaction among the business, civic, and community leaders across the Illinois Valley region. Each mayor's address highlights projects, progress, and accomplishments.
We reinvest in our members by expanding our reach with social media marketing campaigns. Our efforts have resulted in a 25% increase in 2019, which is a 50% increase over the past two years.

SHARING HIGHLIGHTS WITH MORE THAN 150,000 COMMUNITY MEMBERS

NUMBER OF IMPRESSIONS MADE 674,437

SOCIAL MEDIA REACH 347,877

2014 322 PAGE LIKES
2018 2382 PAGE LIKES
2019 3003 PAGE LIKES
IVACED.ORG
BY THE NUMBERS

2014
10,991 USERS
14,340 SESSIONS
36,822 PAGEVIEWS

2018
39,445 USERS
55,596 SESSIONS
91,037 PAGEVIEWS

2019
89,984 USERS
102,918 SESSIONS
219,355 PAGEVIEWS

SINCE 2018,
128% INCREASE IN USERS
85% INCREASE IN SESSIONS
140% INCREASE IN PAGEVIEWS
### 2019 NEW MEMBERS

<table>
<thead>
<tr>
<th>Company/Individual</th>
<th>Company/Individual</th>
<th>Company/Individual</th>
</tr>
</thead>
<tbody>
<tr>
<td>City of La Salle</td>
<td>Clean Getaway</td>
<td>Cops 4 Cancer</td>
</tr>
<tr>
<td>Flint Hills Resources, LP</td>
<td>Brian Szuda</td>
<td>Your CBD Store</td>
</tr>
<tr>
<td>King Landcare, Inc.</td>
<td>Illinois Valley Flying Club</td>
<td>Martin Law Office</td>
</tr>
<tr>
<td>Stonecroft Village</td>
<td>Habitat for Humanity of LaSalle, Bureau &amp; Putnam Counties</td>
<td>Simply Modern Homes</td>
</tr>
<tr>
<td>TROY simplified technologies</td>
<td>State Farm Insurance - Kurt Bruno</td>
<td>D and G Cleaning</td>
</tr>
<tr>
<td>O.J. Stoutner</td>
<td>All About Personnel</td>
<td>Tangled Roots Beverage Company</td>
</tr>
<tr>
<td>Guys on the Radio DJ Service</td>
<td>Homestead Realty</td>
<td>Spring Valley Bakery</td>
</tr>
<tr>
<td>CORE Construction</td>
<td>OSF HealthCare Saint Paul Medical Center</td>
<td>Etscheid, Duttlinger &amp; Associates, Inc.</td>
</tr>
<tr>
<td>Personal &amp; Professional</td>
<td>North Central Area Transit</td>
<td>Wilson Law Office, LLC</td>
</tr>
<tr>
<td>Women's Development Network</td>
<td>FINETUNE'd Bookkeeping</td>
<td>Brandy Gilbreth - Arbonne Independent Consultant</td>
</tr>
<tr>
<td>Jersey Mike's Subs</td>
<td>100+ People Who Care - Illinois Valley</td>
<td>Illinois Valley Symphony Orchestra</td>
</tr>
<tr>
<td>Express Employment Professionals</td>
<td>Star Union Spirits</td>
<td>Schweickert, Ganassin, Krzak, Rundio</td>
</tr>
<tr>
<td>Edward Jones - Kathy Pullam, Financial Advisor</td>
<td>Housing Authority for LaSalle County</td>
<td></td>
</tr>
</tbody>
</table>

---

**As a new business owner, IVAC has given me peace of mind in knowing they will be there to help me with the many unknowns that come with starting a business. This organization’s ability to make connections to further economic growth in the Illinois Valley provides so much value to the community and its businesses.**

- Kate Gibson, M.B.A.

FINETUNE’d Bookkeeping
FINANCIALS

INCOME

- SPONSORSHIPS $8,850
- EVENTS $63,929
- DUES & NON-DUES $316,401

$389,180

EXPENSES

- BUILDING & MAINTENANCE $14,485
- ECONOMIC DEVELOPMENT/ MARKETING $14,129
- EVENTS $43,040
- GENERAL & ADMINISTRATIVE $204,107

$275,761

Building Business...
Building Community.
WORKFORCE DEVELOPMENT

Created and launched S.P.A.R.C., focusing on exposing regional jobs in manufacturing, job shadowing, and internships with goals of a more prepared workforce and talent retention. This pilot program is a partnership with LP High School and the Boy Scouts of America. By following the pilot group of students, from their freshman to senior year, they receive monthly opportunities to gain exposure to local industry.

- Hosted manufacturing roundtable addressing workforce initiatives/Co-hosted I.M.E.A. innovation voucher program
- Added soft skills training videos to our online Business Resource Library on ivaced.org
- Job postings/creating virtual job fair

ECONOMIC DEVELOPMENT

- A new comprehensive 2019 Regional Resource and Relocation Guide: The Advantage. A marketing piece that combines data and information about the Illinois Valley region's economy, demographics, workforce, and livability. The guide is being distributed digitally, as well as at trade shows, and is used as a recruitment tool by regional organizations.

  - Continue to grow virtual footprint to market the region's properties online.

  - Assist new businesses to open doors, creating new jobs.

- Collect, aggregate, and analyze data on local businesses with the goal of identifying opportunities for growth and retention, while troubleshooting challenges.

  - Working for communities throughout the region by representing them at all stages of economic development.

  - Responds to leads/inquiries and support local businesses with targeted industry statistics.
11TH ANNUAL STEVE BRUST MEMORIAL GOLF OUTING

Thank you to all who contributed to the success of this fundraising event. With the help of many hands, we were able to meet our goal and raise an additional $1050 to donate to the Aden Lamps Foundation in memory of Steve Brust.

BUILDING COMMUNITY...

Our organization is committed to our community and our member volunteers supported these partnerships to enhance the quality of life in the Illinois Valley. Illinois Valley Area Chamber of Commerce and Economic Development contributed funds, supplies, and over 3500+ volunteer hours supporting our community members.

SCHOLARSHIP FUND

In 2018, Illinois Valley Area Chamber of Commerce and Economic Development created a scholarship fund to help prepare workforce ready candidates. Two scholarships will be available to all regional graduates in the Spring of 2020. Currently, the scholarship fund is at $2900.
OUR SUPPORTERS

PLATINUM

SILVER

BRONZE