

ADAMS COUNTY CEO[®]

CREATING ENTREPRENEURIAL
OPPORTUNITIES

2021/2022 ANNUAL REPORT



WWW.ADAMSCOUNTYCEO.COM

FROM OUR BOARD CHAIR & FACILITATOR

BOARD CHAIR LETTER



CEO supporters,

It is hard to believe we have two years of Adams County CEO classes behind us, and a third class has been selected and is ready to go for August 2022. As if the first year, 2020-2021 was not going to be hard enough, we had Covid-19 to contend with which changed the way the program operated. Thanks to a great facilitator and a great class our first year was a success. Year two, 2021-2022, had its Covid-19 challenges as well but thankfully they were less than the year before. This class too was a great success and enjoyed by all.

We are proud of this class for their dedication and hard work. To see the growth, they made over this past year is amazing. They have become more confident in communicating with others, they expanded their comfort zone and learned more about their community.

All plan to attend college next year and a couple of them plan to continue running the business they started in CEO. The majority would consider returning to the area after college because of this program. The business tours opened their eyes to what the area has to offer and the impact the businesses have on the area. So much so they are patronizing some of them now and referring them to others. The mentorships were valuable in providing additional support and learning opportunities for them throughout the year.

Whether you are an investor, a friend of CEO, volunteered time, talents or just cheered us on, we are so grateful! Without your investment, monetarily or otherwise, the Adams County CEO program would not exist. From the board, students, and schools, we sincerely thank you for your support!

Best Regards,

John Johannes
Adams County CEO Board Chair

FACILITATOR NOTES

There are many great things I get to experience as Facilitator during the year. I observe the CEO participants start the year suspiciously eyeing students from another school, only to see them become good friends by Christmas. I get to learn something unique about a business in Adams County that I never knew. Watching the students learn how difficult it is to make good decisions and work as a team in a business is fulfilling. It is satisfying to create an environment where the students transition from getting spoon-fed information to having them search for information. I enjoy watching a young man or woman develop into a confident public speaker. And many more!

I am thankful for the tremendous supporters of this program. Investors provide the needed financial resources. Board members create direction and give countless hours behind the scenes. Mentors share their time and support students in one-on-one conversations.

Business tour hosts open their doors and allow students to see areas that the public never gets to see. Guest speakers tell their stories and hope to provide inspiration. Parents see growth in their son or daughter and become some of our best spokespersons.

Thank you, CEO class of 2022, for allowing me to be a small part of your life story! Your future is bright, and we are excited to see what lies ahead for you. Please remember, we welcome you to share your entrepreneurial talents and career successes with our community, Adams County, Illinois.

Roger Leenerts
Adams County CEO Facilitator



THANK YOU TO OUR INVESTORS & FRIENDS

INVESTORS

Adams County CEO Advisory Board Members
Adams Electric Cooperative
Adams Fiber
Anonymous
Blessing Health System
CEO Class of 2021
City of Quincy
Community Foundation of the Quincy Area
Craig Industries
Culver-Stockton College
Edward Jones - Trenton Murfin
First Bankers Trust Company
First Mid Bank & Trust
Gates Air
Gerald and Virginia Holzgrafe
Herald-Whig & WGEM
Kunes Family Foundation - Kunes Country
Liberty Bank
Liberty Education Foundation
Niemann Foods Foundation
Nuessen Family Foundation
Optimist Club of Quincy
Panther Pride Foundation
Quincy Area Chamber of Commerce
Quincy Medical Group
Quincy Public Schools Foundation
Quincy Recycle
Refreshment Services Pepsi
Regional Office of Education Adams/Pike Counties
Rural Adams Development Corp.
Schmiedeskamp Robertson Neu & Mitchell LLP
Servpro of Quincy
State Street Bank & Trust Company
Stevenson Paxton Group of Wells Fargo Advisors
Titan International, Inc.
Tracy Kiefer - O'Brien Insurance Agency



FRIENDS

BASF
Golden Bridges
Great River Economic Development Foundation
Great River Referral Group
Kiwanis Club of Quincy - Gem City
Kiwanis Club of Quincy - Noon
Michelmann Foundation

PITCH CONTEST, BANKER DAY & MORE

PITCH CONTEST

Students sharpened their public speaking skills all year. They had the opportunity to learn techniques from Aiden McDonnell, member of Toastmasters, and practice their skills. All students participated in public speaking engagements through local service clubs and high school Junior recruitment days.

Congratulations to the winners of our local pitch competition:

- 1st Place - Shannon O'Neil
- 2nd Place - Annabelle Schaffnit
- 3rd Place Alex Buss



BANKER DAY

Students present their individual business plans to bankers. They get one-on-one feedback regarding their marketing plan, financials, and more from our local experts. Thank you to our participating bankers:

- Chad Massner & Maggie Schwartz - Bank of Springfield
- Troy Kemp - Mercantile Bank
- Ryan Goestenkers - Commerce Bank

OUR BOARD OF DIRECTORS & MENTORS

2021-2022 BOARD OF DIRECTORS

Chairperson	John Johannes , President, First Mid Bank & Trust
Vice Chair	Trenton Murfin , Advisor, Edward Jones
Treasurer	Matt Schmidt , Development Director, Salvation Army
Secretary	Gena Finley , Secretary, QAVTC Maggie Strong , Owner, Strong Consulting Mark McDowell , Principal, Quincy Notre Dame Donna Veile , Superintendent, Payson CUSD #1 Joel Logue , Engineer, BASF Natalie Oswald , Lawyer, Schmiedeskamp Robertson Neu & Mitchell LLP Brian Fox , VP & COO, Tracy Holdings, LLC Ricci Dula , Scout Executive/CEO, Boy Scouts of America
Fiscal Agent:	Jonathan O'Neal , CFO, Community Foundation
Admin Agent:	Ryan Whicker , Business Manager, Quincy Public Schools



OUR MENTORS

A mentor is a business owner, entrepreneur, or intrapreneur from the Adams County CEO business community who is willing to share their time and expertise with a CEO student.

Brian Fox

Tracy Holdings

Jonathan Hoover

Schmiedeskamp Robertson Neu & Mitchell LLP

Jeff Longlett

North Adams Bank

Amy Looten

HomeBank

Katie Roskamp

Sullivan Auctioneers

Payne Schoen

Payne Schoen Consulting

Nancy Waters

Golden Bridges, Inc

CEO® CLASS OF 2022



Alex Buss is a senior at Payson Seymour High School. She is the class president and a member of the Seymour Dance Team. In her free time, she enjoys reading, sewing, and baking. Alex joined CEO to get the opportunity to experience what it is like to operate a small business. Her future plans are still being developed but attending John Wood Community College is a goal.

Business of Cookies can take care of your catering needs for small group celebrations. Alex's baking abilities are excellent, and her decorating skills are more so. This type of small business can be scaled from part-time to full-time depending on Alex's future plans and goals.

Two things that Alex learned this year were "better communication" methods and "project completion skills". She also hopes to continue relationships with her classmates and mentor.

Makenzie Davis is a senior at Quincy Senior High School taking four dual credit classes through JWCC. She was also the cross-country team manager. Makenzie works many hours per week at part-time jobs and enjoys spending time with her family and friends. She will continue to attend John Wood Community College taking business and accounting classes, before deciding on a transfer location.

Mak's Cleaning Service was created to provide cleaning and organizing services for residential customers. Makenzie learned to pivot after creating her business and adjusted her plan accordingly. For the trade show, she focused on creating her own cleaning product.

Makenzie is proud of her accomplishments in CEO. One of those is improving her public speaking skills and the other is learning how to work on a team with people who think differently than you do.



Morgan Holtman is a senior at Quincy Senior High School. Morgan loves to travel and enjoys taking on new challenges. The decision to take CEO was based on that it is an interesting and fun way to change up her normal school day. Morgan will be attending the University of Alabama, studying criminal justice, with a goal of attending law school in the future.

Morgan's Custom Crews is a business that can create a custom logo and print it on a shirt. For the trade show, Morgan created crewnecks focusing on local schools. A unique crew neck is a great gift for a graduating senior.

Morgan enjoyed the relationships she developed with her classmates in CEO and wants those to continue. She learned "the importance of business relationships" and sharpened her "public speaking skills".

Annie Jenkins is a senior at Quincy Senior High School. She works many hours at Bed Bath & Beyond as a sales associate. Annie is passionate about working towards a more environmentally friendly future. She already had an entrepreneurial drive and looked towards this class as a way to improve the skills within her. Annie has plans to attend DePaul University and major in philosophy.

Aromatherapy by Annie is a small business focusing on aromatherapy products like scrubs, candles, etc. Annie creates her own products with only raw materials, scents, and packaging that she approves.

Annie feels that "creating a business with others" and "learning how to network" were two important things she accomplished in CEO.



CEO® CLASS OF 2022



Shannon O'Neil is a senior at Liberty High School. Shannon has been busy her senior year participating in varsity golf, cheer team, track, and competitive bodybuilding. She is a Chief Petty Officer in the United States Sea Cadet Corps and had the responsibility for training 30 cadets. Shannon will be attending Culver Stockton College this coming fall.

Victory Personal Training provides personalized training services for women who want to get in better physical shape and feel better about themselves. Shannon has certifications in this field and enjoys helping others.

Starting her own business and winning the pitch competition are two of the accomplishment highlights for Shannon in CEO that she is very proud of.

Theodore Palmer is a senior at Quincy Notre Dame. Theo played soccer at QND and enjoys all aspects of sports. One of his goals in participating in Adams County CEO was to learn the skills needed to run a business successfully. This fall, Theo will be attending St. Louis University and majoring in sports management.

Riverside Soccer was created by Theo to give him experience in organizing and leading a sports camp. He has had a passion for soccer and helping younger people to learn the game. Theo can also help with private lessons for those wanting a smaller group.

Three things that Theo learned in CEO this year are: "how to communicate better", "how to manage time better", and "how to work as a team".



Annabelle Schaffnit is a senior at Unity High School. She has been very involved in FFA, 4-H, student council, and the softball team. Annabelle is also recognized for her involvement in Wreaths Across America. She decided to apply for CEO as an opportunity to learn how to run and manage a business. Annabelle will be attending Western Illinois University majoring in Agribusiness.

AB's Tastee Treats is primarily in the funnel cake making business. Annabelle had the opportunity to hone her skills by having her business at several school events. Enjoy a delicious funnel cake!

Annabelle says "asking questions" is an important thing she learned in CEO this year. She is also proud of "starting networking" and what she has accomplished with that process.



“CEO helped me to better understand my home town and the opportunities it holds.”

2021-2022 BUSINESS VISITS

FALL 2021

Kunes Country

Jeff Conn

Atrium Hotel

Brian Fox

Michelmann Steel

Laura Gerdes Ehrhart

Gates Ehrhart

Connor Cramsey

Terripin Farm Stand

Jessica Whiston

Four Winds Farm

Deborah Lee

Adams Electrical Co-Op

Bill Stalder

Laura Bergman

Koontz Builders

Scott Koontz

Tim Koontz

Ursa Creek Lodge

Duane Shaffer

Pam Shaffer

Marlboro Wire

Don Brown

Quincy Regional Airport

Gabe Hannafin

Quincy Business & Technology Center

Charles Bell

DenLine Uniforms

Dennis Adams

The District

Bruce Guthrie

Nutrition HQ

Tyler Hall

Knapheide Manufacturing

Erin Frazier

Chris Russell

Kohl Wholesale

Matt Ehrhart

Darla Rischar

Andrew Romano

Quincy Farm Products

Bryan Stokes

Jerrod Evans

Liberty Bank

Mark Field

Culver Stockton College

Dr. Douglas Palmer

Kim Gaither

Eric Larson

First Mid Bank & Trust

John Johannes

Western Illinois Veterinary Clinic

Dr. Michelle Duncan

Great River Economic

Development Foundation

Kyle Moore



SPRING 2022

Royal Printing

Dan Asbury

Eric Asbury

John Wood Workforce Development Center

Gordon Forbes

Schmiedeskamp Robertson Neu & Mitchell LLP

Natalie Oswald

Tiramisu

Ilija Cucuk

Jeni's Boutique

Jeni Schluckebier

North Adams Bank in Camp Point

Jeff Longlett

K's Family Foods in Camp Point

Kelly Nash

GemStone Countertops

Lindsay Ertel

Quincy Axe Company

Jarid Jones

Advanced Dental Care

Dr. Curtis Fauble

Quincy Gems Baseball

Daniel Smith

JJ's Catering

Julie Louthan

Emerald City Jewelers

Sheri Busse

Lewis Seed Farm

Shawn Lewis

Quincy Community Theater

Brandon Shea

Salvation Army

Matt Schmidt

Kroc Center

Chad Rodgers

Blessing Health System

Maureen Kahn

Stephanie Sander

Scotties Fun Spot

Jeff Scott

ServPro

Tim Maquire

Refreshment Services Pepsi

Brad Lipcaman

Gregg Roseberry

Niemann Foods Inc

Gerry Kettler

“ It gave me more insight on the impact businesses have in our community that we may not always see. ”

2021-2022 SPEAKERS

CEO participants have a unique experience with guest speakers serving as instructors for the program. Community Leaders present their life stories, entrepreneurial journeys and share lessons on a variety of business topics.

SPEAKERS

Ron Wallace - Quincy Herald-Whig

Maggie Strong - Maggie Strong Consulting

Don O'Brien - Better Business Bureau

Trenton Murfin - Edward Jones

Brandon Wynn, gymnast - Fearless Founders

Michelle Milstead-Howe - WIU

Susan Scholz/Nancy Waters - Golden Bridges

Rory Vaden, leadership consultant - Fearless Founders

Board Members - Adams County CEO Board

Shawn Valter - Adams County Farm Bureau

Ciara Weese/Debbie Carter - Carter's Coffee

Jim Broemmer - Adams Fiber

Tracy Kiefer - O'Brien Insurance Agency

Payne Schoen - Payne Schoen Consulting

Jeremy Farlow - Farlow Realtors

Jennifer Jenkins - HR Consultant

Julie Boll - Julie Boll Consulting

Marcelo Beroiza - Quincy Park District

Paul Bealor - North Adams Bank



CLASS BUSINESS & TRADE SHOW



The Adams County CEO Class of 2022 operated their class business, "Santa's Snack Shop" on *Thankful Thursdays* in Washington Park. They created a leadership team, wrote a business plan, set financial goals, and promoted the event. The business made a net income of \$2,634. The Class decided to use the proceeds to reinvest in CEO, buy supplies for their individual businesses, and give back to the community by donating to local little food pantries.



2022 TRADESHOW

The 2022 Trade Show was held on April 28th at the Oakley-Lindsay Center. Investors, friends, family, and community members came to show their support for the CEO Students and purchase their products and services.



INVEST IN OUR FUTURE !



“ I'm now able to confidently build my own business. I am a better speaker. I ask better questions. ”

ADAMS COUNTY INVESTOR PLEDGE FORM

Community Stakeholders are the heart of CEO. Your investment allows us to offer this program at *no cost* to participating students and schools, providing needed resources and ensuring our long-term sustainability. Your commitment of time is also critical to the success of Adams County CEO.

PLEASE MAKE CHECKS PAYABLE TO:

Community Foundation Serving West Central Illinois & Northeast Missouri
4531 Maine Street, Quincy, IL 62305, CHECK MEMO LINE: ADAMS COUNTY CEO PROGRAM

Name: _____ Organization: _____

Name as you would like it to appear in promotional materials: _____

Address: _____ City _____ State _____ Zip _____

Phone: _____ Email: _____

I/we wish to make a contribution to the ADAMS COUNTY CEO Program. In consideration of the gifts of others for the same purpose, I/we hereby agree to contribute the following. (Please check all that apply.)

INVESTOR: \$1,000/year for 3 years or \$3,000 one-time payment in full.

FRIEND OF CEO: (Less than \$1,000/Year) Amount \$ _____.

MENTOR: I would like to be paired with a student for the course of the class year.

HOST SITE: I would like to provide a meeting place for 20 people for up to 9 weeks at a time.

BUSINESS VISIT: The class may tour my business at least one time in the course of the class year.

GUEST SPEAKER: I would like to volunteer to speak to the class about business or life skills.

Signature _____ Date _____



What did I learn from CEO?

- 100%** Gained business knowledge
- 100%** Learned about my community
- 86%** Became more confident in communicating with others
- 86%** Became more self-aware of my strengths and challenges

71% of CEO students noticed this about business visits:

- Found themselves sharing information from the business visit with others.
- Thought to themselves: "I could see myself working for this business."

MISSION

CEO nurtures entrepreneurial thinkers who possess an awareness of themselves and their communities.

VISION

To be learners, owners, creators, communicators and connectors

The CEO class embodies everything that our country was built upon. The core principles of hard work, innovative thinking, and entrepreneurship are values that we experience every day through CEO.