

# March 2015

## New Website!



The **Effingham County Chamber of Commerce** is pleased to announce our new redesigned website is now **LIVE!** We are excited for you to visit the website and discover some of the following new features:

- Streamlined Look with Easy Navigation
- Direct Access to ChamberMaster for Member Log-in
- Integration with Social Media
- Responsive Design for Mobile Use
- NEW! Job Seeker Resume Postings
- Coming Soon - Online Banner Advertising Opportunities

[www.EffinghamCountyChamber.com](http://www.EffinghamCountyChamber.com)

## 48th Annual Golf Outing

**Friday, May 29, 2015**  
**Effingham County Club**

**Do you want to....**

- .....Spend Quality Time with your best customer or a prospective customer?
- .....Get your business in front of Effingham County's top decision makers?
- .....Introduce new products or services or gain new business?
- .....Have an inexpensive way to treat your employees to a night out?

Join us Friday, May 29 for the Chamber Golf Outing at the Effingham Country Club, presented by Effingham Equity, HSHS St. Anthony's Memorial Hospital and Sarah Bush Lincoln Healthcare Center. Enjoy an afternoon of golf during the Best Ball Team event and a night of food, drinks and entertainment at the Par-Tee on the Green.

Don't miss out on the Early Bird Special, available through March 31! Sign up your four-some and be an Exclusive Hole Sponsor for \$700, a \$70 savings.

See the flyer in this mailing for registration and sponsorship information.

## Earn College Credit

Earn college credit while taking Effingham County Chamber of Commerce professional seminars and training programs!

**NEW!**

Did you know, if you complete as little as 7.5 hours of professional development training through the Chamber in a calendar year, you qualify to earn college credit through Lake Land College? Accreditation is offered through Lake Land's Center for Business and Industry.

For more information, contact Norma Lansing at the Chamber at 217-342-4147. Check our calendar of events for new and exciting educational and training programs coming up!

## Merchant Processing

The Chamber is pleased to announce that we have partnered with Midland States Bank ("Midland") to create a referral program for merchant services. Any business that accepts card-based payments is eligible to participate. With this program, Chamber members benefit from excellent, local service and potentially significant cost savings. In addition, the Chamber can build a recurring, monthly source of referral revenue for every merchant that uses a Midland States Bank merchant services account! Under this exclusive program, even if a Chamber member refers a non-member business, we can still earn a referral fee.

The process for this program is very simple. Midland will complete a very detailed, confidential, cost analysis of your current program that will compare your fees to the actual wholesale cost of processing. Once the analysis is done, Midland will contact you directly to review the analysis. To learn more, call 855-696-4352 and ask for Merchant Services.

Midland only uses interchange pass-through programs. In other words, all costs of processing cards are passed through to our members at cost and disclosed on their merchant statements. The fee for servicing the account is also separately disclosed, so that you know exactly what you're paying for.

We're fortunate to have a partner for merchant services that has as much interest in building our local economy as we do. Midland has been a part of our community since 1881 and is actively involved with the Chamber. Please support your chamber by taking advantage of this exclusive program.

**Midland**   
States Bank®

## From the Desk of the President



### TAKE ADVANTAGE OF US

The coffee cup I grabbed for my Saturday morning breakfast was a Chamber mug from several years ago, that has the phrase "Take Advantage of Us" on it. It caused me to stop and reflect on ways that our members can "take

advantage" of their Chamber membership to grow their business, improve their employee skill levels and make Effingham County a great place to live, work, grow, play, visit, prosper and raise a family.

Our members can take advantage of their Chamber membership by:

- **Displaying your membership plaque**, showing your customers and clients that you are a business that invests in your business and your community. If you need a plaque, contact Becky at 342-4147 and one will be delivered to you.
- Attending a **Chamber Morning Buzz** session to share your business concerns and learn how the Chamber can assist you to operate your businesses more effectively. The next one is Thursday, March 26 from 7:30 to 8:30 a.m. at the Cromwell Radio Group. You can reserve your seat by registering online at [www.effinghamcountychamber.com](http://www.effinghamcountychamber.com).
- Promoting the **Chamber Community Scholarship Program** to your employees and their families. \$1,000 scholarships are available to both graduating high school seniors and adults continuing their education as a way to be a more valued employee. Applications are now available and the deadline is March 31.
- Signing up for some of our **education and training programs** on topics ranging from Customer Service to Technology, Leadership & Management and Personal and Professional Development. These seminars not only help build valuable skills in your employee team, they also can earn college credit and needed certifications. See the complete list of upcoming training programs on the Chamber website at [www.effinghamcountychamber.com](http://www.effinghamcountychamber.com).
- Utilizing our complimentary **online Resume Service or Job Postings** to fill open positions in your company. It's an easy and convenient way to conduct an employee search.
- Meeting other Chamber members at **First Friday Luncheons and Business after Hours**. The next "After Hours" event will be at Roses from Linda, March 26 from 5 to 7 p.m. And, if you can't come, send an employee to represent your business. After all, your employees are Chamber members too.
- Distributing the **Member to Member Discount Cards** to your employees, giving them access to over \$2,000 worth of discounts on products and services at local businesses.
- **Volunteering** to serve on a Chamber committee or at a Chamber event. A form outlining a variety of volunteer opportunities can be downloaded from the Chamber website.
- Visiting our **NEW website** at [www.effinghamcountychamber.com](http://www.effinghamcountychamber.com), reading the **Take Five newsletter**, and our **Monday E-News** to keep up to date on upcoming events and timely information to benefit your business.

Most of these ideas have little or no cost to you, other than a small amount of your time.

So, take advantage of your Chamber membership this year. The investment you have made will return many dividends over the weeks and months ahead.

**-Norma Lansing  
President & CEO**

## March Member of the Month

### Congratulations



J & J Ventures' roots in Effingham County go deep. From the late 1920s, when HG (Jack) Jansen and Lawrence (Big Jack) Jansen, formed J & J Music, servicing the coin-operated market in Central Illinois, the company has continued to change with the times - encompassing the highly regulated food service industry,

legalized bingo and pull-tab market, vending, amusement games and video surveillance sales and installation - to becoming one of the largest video gaming terminal operators in Illinois, serving 550 locations.

J & J remains locally-owned and operated by 3rd generation owner Jack Jansen, his mother Kay Jansen and Bob Willenborg, managing member and owner. They provide employment to over 150 area residents from their Effingham-based headquarters and operate facilities in Springfield, Marion, Collinsville, Centralia and Evansville, IN.

The company is known for consistently setting the pace with innovative and aggressive management techniques to ensure that their clients and partners receive the highest possible revenue return on their investment and their staff is nationally recognized by their peers in both amusement and gaming as industry leaders. J & J staff hold positions on the Illinois Coin Machine Operators Association Board and Illinois Licensed Beverage Association.

Bob Willenborg is a recipient of the Distinguished Service Award presented by the Lake Land College Board of Trustees, the Crystal Swan Award from the Lake Land College Foundation and the Business Ethics and Social Involvement award by East Central Illinois Development Corporation. He and Ann Wagner are former Chamber Board members and other employees serve on committees and as volunteers for events like the Annual Business Recognition Gala and EffingHAM JAM.

Both the owners and employees are active in the community and many hold positions on area Boards. They support education at all levels from the local schools to area colleges, children's needs through CASA, Blessings in a Backpack and as mentors; arts and entertainment, including the Effingham Performance Center; health and wellness at local hospitals, the Workman sports center and school sports; entrepreneurship, including the Effingham County Community Foundation, The Alliance and the Chamber.

In 2014, J & J created a charitable foundation further developing and emphasizing their process for giving back to the communities they serve.

For more information, visit their website at [www.jjventures.com](http://www.jjventures.com).

### NEW! ADVERTISING OPPORTUNITY

Promote your business with a business card ad placed in our monthly newsletter.

**\$50** for one

**\$40** per ad for 3 or more

Send print ready version.

Contact Becky at the Chamber at (217) 342-4147.

## Our Chamber is Growing

We are pleased to welcome the businesses that have recently joined the Effingham County Chamber of Commerce!

### National Rifle Association of America

P.O. Box 301  
Effingham, IL 62401  
(217) 881-9030  
www.friendsofnra.org  
Donald L. Higgs, NRA Field Representative  
(Non-profit organization)  
Referred by: Patty Greene

### Ed Wolfe Construction, Inc.

9401 N. 1425 Street  
Effingham, IL 62401  
(217) 536-5858  
www.wolfeconstructiondamagerepair.com  
Terri Wolfe, co-owner  
(Fire/Water Restoration)

### Viamedia

2116 South 17th Street  
Mattoon, IL 61938  
217-238-6403  
www.viamediatv.com  
Lorri Dunn, Account Executive  
(Cable Advertising, Marketing)

## New Effingham County Maps Coming Soon!

**PHELPS MAP COMPANY** is currently updating the Effingham County Map. The map features the City of Effingham, Teutopolis, Lake Sara and a quick reference map of the city and is co-sponsored by the Chamber and the Effingham Convention & Visitors Bureau. In addition to the full-size, full-color fold up maps, pads of Effingham City maps will be produced for fast tear-off reference of main travel routes and destinations.

Phelps Map Company is contacting local businesses for advertising on the 10,000 maps that will be produced. If you are interested in advertising in the map, please contact Phelps Map Company at (217) 345-4007.

This is the only map endorsed and distributed by the Chamber.

## Employee Appreciation Lunch

Employers...Nominations for Employee of the Year are now being accepted.

This is an excellent opportunity to acknowledge a valued employee for contributions to your business by nominating that person for the 2015 Employee of the Year. The award is given annually to an outstanding full-time employee, who demonstrates a high level of professionalism and commitment to the business.

All nominees will be recognized at the **Employee Appreciation Luncheon on Friday, May 1.**

Don't miss this opportunity to tell that special employee how much you appreciate her/his efforts.

**Go to [www.EffinghamCountyChamber.com](http://www.EffinghamCountyChamber.com) for a  
Employee of the Year Nomination Form.  
Deadline is Monday, April 13.**

## Good News Department



### Chamber Congratulations:

- *Jim Schultz* of Effingham has been named Director of the **Illinois Department of Commerce & Economic Opportunity** by Governor Bruce Rauner.
- *Craig Lindvahl*, **Midland Institute for Entrepreneurship**, on his nomination to Illinois State Board of Education
- **Effingham's Fairfield Inn & Suites** has been recognized by Marriott International with the Gold Award, placing them in the top 10% of all Fairfield Inn & Suites based on guest satisfaction, quality assurance inspections and overall performance, and the Lowest Problem Incidence award, which goes to only 3 hotels out of over 700 Fairfield Inn & Suites.
- **EJ Water Cooperative, Inc.** won the Best Tasting Water Award at the Illinois Rural Water Association conference and is now entered into the National Rural Water Association's annual taste test.
- **The Effingham Hampton Inn & Suites** received the 2014 Hampton Inn & Suites Lighthouse Award, placing the hotel in the top 5% of all Hampton Inn & Suites.
- **Land of Lincoln Credit Union** has announced that 2014 contributions through their Do Good Checking included local charities, Effingham Animal Rescue Sanctuary (EARS), Effingham Unit 40 Mentoring, Blessings in a Backpack and Sexual Assault and Family Emergencies (SAFE). LLCU staff also contributed nearly 2,300 hours at more than 80 organizations spread across its membership field.
- **B & B Homes** is the first recipient of the City of Effingham's new Business Appreciation award.
- **I.C. Enterprises** has been recognized by Duro-Last with the Eagle Award as one of the top 10 in the country in product sales; a #1 Illinois winner in Membrane, Insulation, and Exceptional Metal sales. ICE was also recognized for having the biggest increase ever in sales in one year. ICE's team took #2 in the roofers challenge against competitors from all over the US.
- **Firefly Grill's** Chef de Cuisine *Benjamin Downs* is featured as one of 12 Midwest chefs featured by Feast Magazine as a Chef on the Brink.

### Member Welcome:

- *David Glassman*, new President of **Eastern Illinois University**, who begins his duties June 1.
- *Alyssa Murfin* has been named the new Administrative Assistant to **HSHS St. Anthony's Memorial Hospital** CEO Theresa Rutherford.
- *Bailey Tait* is the new Business Development Manager for **Innovative Staff Solutions**.
- **Family Care Associates** welcomes nurse practitioners *Candi LeDuc* and *Katie Roedl*.
- **Century 21 Realty Concepts** welcomes *Kasey Iffert* to their sales team.
- *Chris Kessler* is the new HR Manager at **Sarah Bush Lincoln Health Center**.
- **Patton Printing & Graphics** welcomes *Katie Repking* as the new customer service representative and assistant graphic designer.

### Changes & Notes:

- *Mel Stock* has been named Effingham Market President at **Midland States Bank**.
- **Unique Personnel Consultants** have moved to 401 E. Washington Avenue (Old Balda Dental).
- **Stevens Industries** has a new website: [www.StevensAdvantage.com](http://www.StevensAdvantage.com)

### Member Milestones:

- **Effingham Equity**, celebrating 95 years in business.

## CHANGE SERVICE REQUESTED

- NEW Website!
- Golf Outing
- Merchant Processing
- New Effingham Maps
- March Member of the Month
- Good News Department

### ChamberMaster

**The Calendar of Events on the Chamber website is a great resource to:**

- Stay connected to upcoming Chamber & community events
- Register online for Chamber events
- Set an email reminder for registered events
- Add events to your personal calendar
- Make online payments
- Learn of event sponsorships available
- Add your company events

**Did You Know?**

### Mark Your Calendars

#### March

- 20 - Marketing U: Facebook for Business at Imagine This! Marketing Group
- 24 - Candidate Forum - Unit #40 School Board
- 26 - OSHA 10-Hour Training for General Industry
- 26 - Business After Hours: Roses from Linda
- 26 - Chamber Morning Buzz: Cromwell Radio Group
- 27 - OSHA 10-Hour Training for General Industry
- 31 - Candidate Forum - Effingham City Council

#### April

- 6 - Chamber Destinations Info Meeting: Islands of New England, October
- 8 - Community Celebration of Excellence Breakfast
- 9 - Chamber Morning Buzz
- 9 - Business After Hours: Effingham County Club
- 10 - First Friday Lunch
- 17 - Chamber Radio Days - WCRC 95.7
- 23 - Business After Hours: Walks Auto Body
- 24 - Heartsaver: First Aid/CPR/AED Training
- 29 - CEO Tradeshow

Update: Coffee & Connections rescheduled for May 6

**Scholarship Reminder: Deadline March 31**



See our online calendar at  
**[www.effinghamcountychamber.com](http://www.effinghamcountychamber.com)**  
for additional event details, set a reminder, and share with others!