



Sauk Valley Area
chamber of commerce

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



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Partnering for Success

MARCH 2022

New Date- Same amount of Glitz!

The SVACC and the 2022 CEO West Class invite you to the:
Sauk Valley Area Chamber of Commerce Annual Dinner and Meeting

Hollywood Glitz & Glamour

Thursday, March 24, 2022

SVACC &
JIM PRESCOTT'S BBQ SHOP

Business After Hours

IT'S TIME TO GET TOGETHER IN-PERSON!

THURSDAY, MARCH 17

5:00 - 6:30 PM

AT JIM PRESCOTT'S BBQ SHOP
1910 E 4TH ST., STERLING

FOOD PROVIDED BY LARGE MARGE BBQ



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March Meetings

March 3	Executive Board
March 8	Board
March 8	Education
March 10	Ambassadors
March 11	HBLC
March 15	Ag
March 16	PWN
March 22	Golf

Sauk Valley Area Chamber of Commerce Directors & Staff

Executive Committee

President: Dr. Jon Mandrell
First Vice President: Pam Fluck
Second Vice President: Tim Determan
Treasurer: Sheila Martinez
Past President: Lance Buser

Term Ends January 31, 2023

Mike Loos, Edward Jones Investments
Sheila Martinez, U.S. Bank
Rick Turnroth, Turnroth Sign Company
Pam Fluck, Sauk Valley Bank

Term Ends January 31, 2024

Dave Knie, Knie Appliance & TV
Tim Determan, Pinney Printing
Steve Munson, Retired, The Medicine Shoppe
Lance Buser, Wal-Mart DC #7024
Ryan Olson, Ward Murray Pace & Johnson
Amy Williamson, Holiday Inn Express & Suites

Term Ends January 31, 2025

Alejandro Rivera, RE/MAX Sauk Valley
Geoff Wright, CGH Medical Center
Josh Johnson, Whiteside Area Career Center
Dr. Jon Mandrell, SVCC

Staff

Executive Director—Kris Noble
Marketing Coordinator— Dallas Knack
Financial Specialist/Office Manager—Bailey Dorner

A Message from the Director

Every good business or organization has a plan with goals and a purpose. Having a plan is crucial as it creates a map for the business or organization to follow and use as a guide when implementing action. A good strategic plan allows for course correct when circumstances arise (such as a pandemic!).

In following best practices, the SVACC has used a strategic plan to help guide the work of our chamber for many years. We know that reviewing and adjusting a strategic plan is necessary to keep a business or organization moving forward, which is why our recent Board of Directors retreat focused on precisely that topic.

Led by Le Hartman, the board retreat was a great evening of activities and discussion. She encouraged and challenged board members to think about what the chamber should be doing in 2022 and beyond to fulfill our mission (To Enhance the Economic Climate and Quality of Life in the Sauk Valley).

Our Board of Directors represent you, our members, and they believe that the Strategic Priorities are:

- *Providing Value to Membership
- *Strengthening the Local Community
- *Enhancing Community Leadership

These priorities have been, and continue to be, critical to the growth of our members and the Sauk Valley as a whole. We will develop subsequent objectives and goals for each of these priorities which, once put into action through the work of committees, volunteers, and staff, will produce results that we hope will benefit our chamber members and our entire community.

Your investment and engagement in the SVACC is much appreciated. The SVACC will continue to be a champion for your business, organization and the Sauk Valley!

Kris

Investor Update March 2022

NEW INVESTORS

Bluebird Network
855-BLUEBIRD 2701

Devils Glen Rd., Bettendorf, IA
bluebirdnetwork.com

T-Mobile
815-380-6785

4206 E Lincolnway, Sterling
t-mobile.com

Sauk Valley Law Group
100 W. 1st St., Suite B, Rock Falls
815-535-6769
saukvalleylaw.com

MEMBER RENEWALS

Advocare Independent Distributor
BEST, Inc.

CGH Medical Center

Dairy Queen Brazier

Darla Rumbolz-White, Esthetician

DD Homes Network

Faith Baptist Church

First Congregational Church

House in the Country

Hughes Resources

Imprintable Memories

LK Design Source

Melton Seed & Service LLC

Pizza Ranch

Resthave Home

Russ & Carol Siefken

Savant Wealth Management

Selmi's Wedding & Events

Shay Brown State Farm Insurance

Shoe Sensation

Sterling NAPA Auto Parts

Sterling Rock Falls Jaycees

Sterling Steel Company

The Salvation Army

U.S. Cellular

United Craftsmen, Ltd.

Wal-Mart Supercenter #891

Wipfli LLP

We would like to give special recognition to the following groups who provide extra support to the Sauk Valley Area Chamber of Commerce. This extra effort and support is truly appreciated. If you have the opportunity to express your sincere appreciation to these members, please do so!

Investing over \$1000 in Dues

CGH Medical Center

Community State Bank

Farmers National Bank - Morrison

Midland States Bank

Sauk Valley Bank

Select Employees Credit Union

Sterling Federal Bank

US Bank

Wahl Clipper Corp.

Wal-Mart DC #7024

Ward, Murray, Pace & Johnson

150% Club

Allstate Insurance Agency

Altran Magnetics

Amazing Grace of Sterling

Green Bee Energy Efficiency

Happy Tails Humane Society

Helm Civil

Hill's Electric Motor Service, Inc.

Illinois American Water

James S Ferris, DDS, PC

Johnson Oil Company

Lance's Plumbing

LK Design Source

Loescher HVAC

Mattox Insurance Agency

Moore Monument & Granite Co

Roy Dern State Farm Insurance

Sawdust N Dreamz

Select Employees Credit Union

Smoked on 3rd

Sterling Rock Falls Child Care

Sterling Township

The Spa At Central Park

T-Mobile

United Craftsmen, Ltd.

110% Club

1st Gateway Credit Union

Bollman Auto Center

Candlelight Inn

Cassens Drainage

Central Heating & Cooling

Compeer Financial

Dennis Electric of Tampico, Inc

Farmer's National Bank

Folsom's Bakery

Hawkins-Cassens Insurance, LLC

Imprintable Memories

Kelly's Restaurant

Kiwanis Club of Sterling

Marv Lofgren & Sons Contractors

Mertes & Mertes

Mike Sprague State Farm

New Millenium Directories

Reitzel Roofing Company

Rock River Lumber & Grain

Rock River Ready Mix

Rosemeyer Management Group

Sauk Valley Food Bank

Scholl Insurance Agency

Sedona Staffing

Servicemaster

Shelly Dambman CPA

Sherwin Williams Company

Showplace Antiques & Treasures

St. Mary's School

St. Vincent DePaul

Stahr Media

Sterling Chevrolet

Sterling Commercial Roofing

Sterling Napa Auto Parts

Sterling Optimist Club

Steve Munson

The Cornerstone Agency, Inc.

Vintage Cousins Emporium

Wendler Engineering Services, Inc.

Willy's Restaurant

Chamber Ambassadors

Allie Johnston – University of Illinois Extension
Angie Delhotal— Sauk Valley College Foundation
Cassandra Salmon – Sauk Valley Bank
Chandra Meyer – Re/Max Sauk Valley
Christina Bystry — House in the Country
Janell Loos — Heritage Woods
Jennifer Alvarez — Surf Broadband
Justin Wiggins — Wiggins Computing, LLC
Karen Voss – Morningside of Sterling

Mary White – Community State Bank
Melissa Ryan—Rock River Hospice & Home
Nicole Bollman - CGH Medical Center
Pam Fluck – Sauk Valley Bank
Roy Dern – State Farm
Sheila Martinez – U.S. Bank
Sherry DeWalt – CGH Health Foundation
Skip Dettman—LSSI
Tygen Bausman—Sterling Federal Bank

Ambassador Spotlight — Sherry DeWalt, CGH Health Foundation

2022 marks my 20th year as an ambassador for the Sauk Valley Area Chamber of Commerce but I've been involved in the chamber for longer than that. More than 30 years ago I was a member of the Human Resources committee (that eventually became the Rock River Human Resources Professional Association). Over the past 30 years I have seen our chamber grow and reach new levels of professionalism and service to its members. The information, connections, and friendships I've collected as an ambassador have enriched my life and made me a better community member. In fact, one of those connections led to my employment with CGH Medical Center and subsequently the CGH Health Foundation. I owe a lot to SVACC and I'm glad I have the opportunity to give back. I feel privileged to serve this outstanding organization.



Ambassador Spotlight — Sheila Martinez, U.S. Bank

I started working for U.S. Bank 22 years ago. I am currently the Vice President and Trust Managing Director for U.S. Bank's Wealth Management Division. In addition to being an Ambassador for the Chamber, I currently serve on the Chamber's Board of Directors, Sterling Main Street Board and the Sterling Rock Falls Community Trust Board. As a native of Sterling, I enjoy being involved in the community.



My husband Ray and I reside in Sterling and we have three children Adrienne, Anthony and Allison along with four grandchildren Cayden, Maverick, Sophia and Brecken. I enjoy spending time with my family and enjoying the outdoors.



Hispanic Business Leaders Committee contributes a sponsorship to the YWCA Cinco de Mayo Festival to be held May 6, 2022 at the YWCA in Sterling.

The Sauk Valley College Leadership Program began February on Zoom with a powerful morning of guest speakers. Rebecca Munoz-Ripley, Executive Director of the YWCA of the Sauk Valley, first focused on sexism in the workplace and the world. Her passion for equality resonated throughout her presentation. Reverend Doctor Christina Berry, PFLAG board member and member of the Sauk Valley Diversity and Inclusion Committee, followed Munoz-Ripley with a thought-provoking Q & A session focused on the need for true allyship with the LGBTQI community. Then, Jeff Stauter, Executive Director of Kreider Services, discussed his leadership journey and led a meaningful dialogue about the rewards of working with persons with developmental disabilities. The final speaker of the morning was Rashaad Lane, Account Manager at Verizon Wireless and member of the Sauk Valley Diversity and Inclusion Committee. Lane discussed the mission of the Diversity Committee of the Sauk Valley, which includes educating the community about diversity, cultural awareness, and justice for all.



February 16 included a full-morning workshop with Danny Langloss, Dixon Police Chief (Ret.), current Dixon City Manager. Langloss discussed, among other things, fundamentals of leadership, leading the “whole person,” and the concept of “ownership.” His engaging, interactive presentation was followed by a fantastic lunch from Arthur’s Garden Deli of Dixon.



Congratulations to Total Construction Services (TCS) for receiving the Customer Service Award!

Nominated for doing an amazing job on the residing of a home, TCS is a locally owned company that is a full service contractor. Call them at 815-213-7250.



CSA Sponsored by:



Written by: Ally Clevenger, Newman Central Catholic High School

There has not been a day in CEO where I have regretted taking the class, but that's not to say we haven't had our struggles and learning moments. There have definitely been days where we go in circles with our ideas and disagreements arise frequently with a class of twenty-two students who all come from different backgrounds. Yes, it can be challenging to manage all of the different personalities but working through those disagreements and understanding different points of view is also one of my favorite parts about this program. At the end of January, we put on a pancake breakfast at the Rock Falls Chamber of Commerce and that was a great example of all the different aspects it takes to make an idea actually happen. There were many obstacles we came across throughout the planning process of the breakfast, but that is also where we learned the most. We were able to lean on each other for help and a new perspective when we were stuck with something. Recently, we have been working on our individual business ideas and starting to write out the plan that we will pitch to the CEO bankers in hopes of receiving a loan for the tradeshow. The loan we receive will go towards ingredients, supplies, or booth decorations. Writing out the business plan has been the most challenging part of the process for me so far, because calculating the finances and operation summaries are not my thing. However, every first Friday of the month we meet with our mentors. Having someone to take my questions to who has more experience than me has been very beneficial for the development of my plan. There are a lot of things I love about this class but one thing is definitely hearing business owners speak and talk about their journey. Learning what they think are the most valuable skills to have as an employee is also helpful. I feel very lucky to have heard so many different views on what makes you stick out as an employee and how to work with different people.

Written by: Kenny Boesen, Newman Central Catholic High School

CEO students are on the homestretch now. Some of us are deciding on our individual business while others have started to work on our business plans. I have figured out my product but there are many issues I thought were figured out, but are not. As I advance further and further in my business plans, I have had to change many things and add new ideas to it. Change may not be fun, but it is needed. I am selling milkshakes for my business. My original idea was selling popcorn, but eventually decided that selling popcorn was not very inspiring for me. I have two milkshake ideas that I am stuck on. I could sell only milkshakes with at least 5 flavors or sell a couple milkshake flavors and include fries with them. I surveyed many people at my school on this decision and they all said they would enjoy drinking a milkshake and dipping French fries in them. I would love to do both, but want to make sure I don't overload myself. I never would have expected this to be extremely difficult. I knew it would be hard, but expected some of my decisions would be easier. Overall, I am happy with the direction of my business and very confident it will do well at the trade show. Stop by to support all of us on April 27 and 28 at Northland Mall.

SVACC Lunch and Learn on February 22.

The SVACC is working with our members to be part of the Solution to meet workforce needs. Thank you to TAG Communications INC for presenting.



Welcome Home Sauk Valley!

After months of planning, meetings, creating content, and pausing for the COVID-19 pandemic, the SVACC in partnership with Sterling Main Street and Sauk Valley Community College is please to introduce the Welcome Home Sauk Valley Campaign.

Its mission is to promote the Sauk Valley area as an amazing place to live, whether you are looking to relocate or simply return to your roots. Brought together by their mutual love for our community, this collaborative sets forth to remind past residents why the Sauk Valley area is a great place to call home with the goal of enticing individuals to come home to the Sauk Valley community. From its ideal Northwest Illinois location featuring abundant recreational opportunities and an affordable cost of living, to its premier educational systems and access to state-of-the-art healthcare, the Sauk Valley area is truly a wonderful place to call home.

If you would like to find out more about how to support this project or how to post your business employment information on the hiring tab, please contact Kris at knoble@saukvalleyareachamber.com or 815-625-2400.

Click [here](#) to view the Welcome Home website.



Ribbon Cuttings



Davis & Gisi
10930 Hoover Rd., Rock Falls
815-564-2081



Sawdust N Dreamz
815-761-6541

MEMBER SPOTLIGHT

Shelly Dambman, CPA is a licensed full-service CPA firm located in Lanark, Illinois. We perform tax preparation, payroll, accounting, consulting, advisory, tax planning, compliance, and IRS representation services. Industries we specialize in include sole proprietors, individuals, farmers, agri-businesses, doctors and medical professionals, insurance agents, real estate agents, auctioneers, trucking, construction, auto repair, TV and media personalities. We can help you select your business entity including Sole Proprietor, Corporation, S-corporation, Partnership, or Trust. Setting up proper payroll and bookkeeping procedures is necessary to sustaining growth. Getting started right is a key to your success. We are committed to providing close, personal attention to our clients who find assurance in the firm's years of advanced training, technical experience, and financial insight. Our mission is to comprehensively serve you by playing an integral role in your financial success.



We look forward to working with local individuals and businesses to help their businesses succeed.

Government Affairs Update

To our members:

The Unemployment Insurance Trust Fund is the state's financial reserve for unemployment claims. When the COVID-19 pandemic forced many businesses to lay off or terminate employees, the number of unemployment claims skyrocketed. The uncertainty of the pandemic timeline and increased system fraud left a void in the trust fund that required federal assistance to help maintain benefits.

Today, the Unemployment Insurance Trust Fund faces a \$4.5 billion deficit. If not addressed by November 2022, millions of dollars more in interest will be levied onto the fund. Resolving the deficit must be the top priority for the Illinois legislature. Without action, businesses across the state will see higher taxes and those people seeking unemployment benefits will have their benefit duration and amount reduced. The growing deficit will impact businesses of all sizes and industries and further stunt economic recovery.

Illinois has an opportunity to address this deficit using the one-time American Rescue Plan Act (ARPA) funding from the federal government. The state can put all remaining ARPA dollars into the fund to offset the deficit to help prevent higher taxes on the business community.

The Sauk Valley Chamber of Commerce is a member of Chambers All-In for Economic Recovery. This Coalition is 40 chambers strong from every corner of the state advocating for policy, legislation, and regulation to help Illinois businesses recover from the pandemic. Addressing the UI Trust Fund deficit is a top priority for Chambers All In for Economic Recovery Coalition.

As part of the Coalition's platform for action, we want to make your voice, concerns and story heard. Suppose your business was affected by COVID-19 related induced layoffs/terminations, or you have problems resulting from inaction on the unemployment trust fund. In that case, we ask you to share your story. The Chambers All In Coalition is putting this call forward to businesses from across the state as there is great power in numbers and businesses' voices are particularly powerful.

Your story may be part of a campaign urging our legislators to address this critical issue. Should you be willing to share your story publicly, we ask that you submit this brief form [here](#). Your business' name and other identifying information are entirely optional. We must help elected officials understand how your business and workforce have been or will be impacted by a growing deficit in the trust fund.

Should you have any questions, please do not hesitate to ask.

Sincerely,



Lunch & Learn: Legislative Updates

from the Illinois Chamber of Commerce
& the US Chamber of Commerce

LEARN MORE ABOUT LEGISLATIVE UPDATES AND HOW THEY APPLY TO YOU & YOUR BUSINESS

Tuesday, April 12, 2022

11:45 a.m. - 1:00 p.m.

Candlelight Inn
2200 1st Ave., Rock Falls



Register online at bit.ly/34SHG6X

Save the Date!



SVACC 56th Annual Golf Outing
Registration and Sponsorship



Friday, June 10, 2022 | Deer Valley Golf Course

Proceeds are used to fund the Charles Farnham Business Scholarship and chamber operations.

Registration 11:00am Shotgun Start 12:30pm Awards 5:00pm

Presented by:



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To register, visit bit.ly/3BzrGU0

Guest Editorial

Written by: Lois Meisenheimer, ROE#47 Early Childhood Programs Coordinator

Sauk Valley STARS Early Childhood Education Coalition Support To Achieve Readiness for School



Vision: Every child and family reaches their full potential.

Mission: To plan, provide, and promote a comprehensive and collaborative system that identifies, coordinates, and facilitates equitable access to early education and community services designed to help all children, prenatal through age five, and their families reach their full potential.

The Sauk Valley STARS Early Childhood Education Collaboration began in 2004 in Whiteside County as a collaboration between the Regional Office of Education and Whiteside County School Districts. Since then, the coalition has expanded to include early childhood service providers in Lee, Ogle and Whiteside Counties. Membership now includes a variety of public and private preschool providers, home visiting programs, child care providers, health care services, early intervention and special education providers, social service programs and community organizations who support Early Childhood Care and Education initiatives.

Priorities and activities are driven by the membership, and are identified through discussion and review of current data and community needs. Regular activities address newly-identified gaps in service, foster collaboration between programs, share resources, and address ongoing concerns regarding the access to and availability of county-wide early childhood programming. The overarching goal of the coalition is to collaborate in providing services and support for an efficient and effective use of grant funds in order to meet the needs of the children and families and reduce the duplication of services.

Over the last year and a half, the Coalition has embarked on several ambitious projects. The three home visiting programs in the Coalition, Parents as Teachers First Years (ROE #47), Early Head Start (Tri-County Opportunities Council), and Healthy Families Illinois (Sinnissippi Centers, Inc.) partnered to bring IRIS to the region. IRIS is a centralized Integrated Referral and Intake System that can help eliminate many of the barriers that prevent families from engaging with services that are available to them. The organizations who partner together in IRIS can benefit from the increased ease of identifying clients who are interested and eligible for their services. There are now over 50 partnering agencies and programs using the IRIS network with more than 250 referrals in less than 6 months of use. 97% of referrals have been accepted by the receiving agency and 59% of referred clients have enrolled in services.

In the Fall of 2021, the Coalition, led by the Regional Office of Education, launched a Community-Based Planning for Expansion Project. This work has brought together a planning group with diverse community stakeholders to complete a community needs assessment and to develop a community plan for expanding early childhood care and education (ECCE) services that will address the identified gaps in the availability and quality of, and equitable access to ECCE services throughout the ROE's service region.

To date, the project participants have explored the following:

To date, the project participants have explored the following:

- Data and asset mapping of the Sauk Valley region
- Inclusion of family and community voice in ECCE planning
- ECCE program models, blending and braiding funding streams
- Building a qualified ECCE workforce

Plans are in place to address the following issues in upcoming sessions:

- Parent perception of ECCE programs
- Strengthening collaborations between ECCE providers
- Addressing the lack of ECCE facilities
- Building community/ECCE partnerships
- Finalizing a regional plan for expanding ECCE services

Other recent activities of the Coalition include:

- Redesigned marketing strategy and developed an inclusive brochure to promote choice of home visiting programs
- Redesigned the Coalition's webpage
- Renewed Memorandum of Understanding documents
- Updated Early Childhood Provider Resource Directories and distributed them throughout the service area
- Reviewed and updated marketing materials for the Coalition and Early Childhood Education
- Provided shared professional learning opportunities directed at home visiting staff
- Supported the ROE's family educator professional learning group
- Submitted and received a Request for Support for a PDG B-5 Pilot for IRIS for Coordinated Intake for Home Visiting.
- Developed a Memorandum of Agreement and Community Standards for IRIS
- Launched the Sauk Valley STARS IRIS Community on August 16, 2021
- Supported the ROE's Request for Support for a Community-Based Planning for Expansion Project and are participating in this venture
- Updated the by-laws for the Coalition
- Developed a Logic Model and Theory of Change for the Coalition
- Provided support for and/or participation in other community-based initiatives and/or projects that impact early childhood throughout the service area in the form of representation or consultation/expertise

If you are interested in learning more about ore becoming involved with the STARS Coalition, IRIS, or the Planning for Expansion project, please call Lois or Diana at the ROE at 815/625-1495.



Find Your Flow

Part 2: Managing Stress & Building Resilience

presented by: Natalie Moeller,
Moeller, Myers & Associates

Natalie Moeller, MSW, LCSW is a Licensed Clinical Social Worker who has counseled children, adolescents and adults for over 25 years

In today's overwhelming environment, it is more important than ever to develop emotional resilience. With constant device usage, adults, teens, and kids face a never-ending news cycle and pressures from social media. Add any medical condition and traumatic life event, the need to develop life skills that exercise emotional resilience become vital.

WEDNESDAY, APRIL 13

11:45 A.M. - 1:00 P.M.

STERLING FEDERAL BANK

110 E. 4TH ST., STERLING

\$20 MEMBERS

\$25 NON-MEMBERS

LUNCH FROM ANGELO'S INCLUDED

REGISTER BY APRIL 6

AT SAUKVALLEYAREACHAMBER.COM

OR CALL 815-625-2400





Sauk Valley Area
chamber of commerce

SVACC PAINTING PARTY

Hop Into Spring



PRESENTED BY: NANCY'S ART STUDIO

\$40 PER PERSON

INCLUDES ALL SUPPLIES AND STEP-BY-STEP INSTRUCTIONS.

BEGINNERS WELCOME! ALL PARTICIPANTS LEAVE WITH A FINISHED PAINTING

Thursday, March 10

6-8PM

Wesley United Methodist Church

2200 16th Ave Sterling

REGISTER AT SAUKVALLEYAREACHAMBER.COM BY MARCH 3
OR CALL 815-625-2400