



EFFINGHAM BUSINESS REPORT

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CROSSROADS OF OPPORTUNITY

WINTER 2009

J&J Ventures expands core, sells vending to Pepsi

J&J Ventures is making room for the growth of its core business as it leases much of the company's current facility located in the Effingham Business Park to the recent purchaser of their food & beverage business. The purchaser is Pepsi Mid-America with headquarters in Marion, Illinois and a Distribution Center in Effingham.

A 13,000 square foot expansion is under construction at the existing J&J location at 1301 Mansfield Dr. in Effingham.

Upon completion of the expansion, the facility will be home for J&J's core amusement and bingo business with 11 office employees and five warehouse employees.

J&J Ventures President Jack Jansen is the third generation of the Jansen family to operate the firm. He said the company

is retaining its office coffee service, amusement and charitable gaming interests. Amusements include Pinball, Counter-Top-Trivia, Pool Tables, Air Hockey, Video Games, Foosball, Darts, Jukeboxes and more

The older building space will become home to Pepsi Mid-America's food vending and beverage service. In addition, the facility includes the state-of-the-art, on-site Culinary Center, where meals and

snacks are prepared fresh daily. Like the previous owners, Pepsi plans to continue to offer high-value, quality and a great selection of foods and beverages for break rooms in manufacturing plants, office buildings, hospitals, schools, government buildings, colleges and universities.



Leading cataract surgery supplier changes name

The current national economy is providing opportunity for a local company to help medical

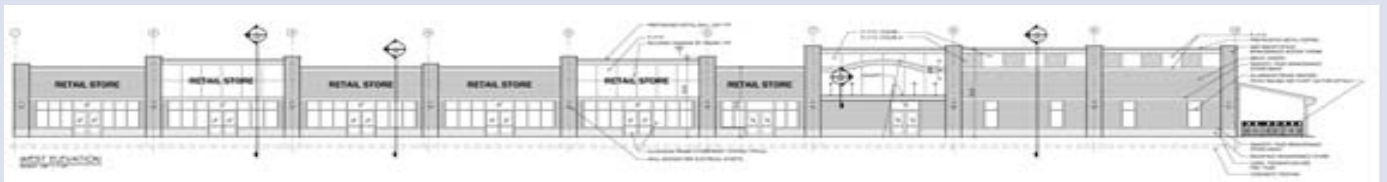


providers control expenses while adding jobs. For many, outsourcing is an effective way to maintain or even add patient services while reducing overhead costs. Vantage Outsourcing is the new name of an experienced company headquartered in Effingham that offers exactly what healthcare professionals are looking for.

Vantage Outsourcing is the leading supplier of safe and effective cataract surgery services. The company helps doctors, hospitals and surgery centers perform many high-quality cataract surgeries each year with increased

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New Center will complement active north side area



Effingham's regional shopping and dining identity will get an additional boost in 2009 with the construction of a new outdoor strip shopping center on the City's north side. Tenants are yet to be announced, but they are expected to complement the many other retailers and restaurants in the area including Kohl's, Wal-Mart, Menards, TGI Fridays, Cracker Barrel, Starbucks and a variety of others.

New clinic building

Many of the services provided in the Effingham area by Sarah Bush Lincoln Healthcare System will soon be available under one roof.

Construction, which began in early November, is expected to be complete in June 2009. The 10,500 square foot building, located at 905 N. Maple St., will house Sarah Bush Lincoln's current Effingham ENT physician office which includes Otolaryngologists Charly Nguyen, MD, FACS, Ketan Shah, MD and Michael Smith, MD, Ph.D., and SBL Audiology. Lincolnland Hospice of Sarah Bush Lincoln and Laboratory Services currently located on South Banker St., will be relocated to this new site as well.



In addition, Sarah Bush Lincoln will open a Sleep Disorders Clinic in the facility. It currently operates a four-bed sleep lab in Mattoon. Michelle Harris, RPSGT, Sleep Center supervisor, said, "We're pleased to expand this service to the Effingham community. It will make it more convenient and comfortable for Effingham area residents who travel to Mattoon for the overnight sleep studies."

Harris, a registered polysomnography technologist, has more than 15 years of experience in the sleep industry and works closely with physicians in the Effingham area who refer patients for sleep tests. There are also three other registered polysomnography technologists on staff; as well. The Sleep Disorders Clinic will offer the latest diagnostic equipment available and provide hotel-like amenities. Otolaryngologist Ketan Shah, MD, who is board certified in sleep medicine, will interpret the sleep studies performed by the SBL Sleep Disorders Clinic.

BK Resources locates in Altamont

BK Resources was established in 2001 as a global parts and material sourcing entity and supplier for foodservice fabricators nationwide. Started as an office in Effingham with minimal rented warehousing, BKR most recently moved into a 51,000 square foot warehouse in Altamont. The Altamont facility is a warehouse for stainless steel sinks, tables, plumbing and commercial equipment among hundreds of other related items.

Some of the items warehoused include; pop-up shelving, economy tables, lavatory shelves, fabricated hand sinks, hand sinks with side splashes, conventional wall mount units, add on faucets, basket drains, floor trough drains, heavy duty faucets, high-rise faucets, replacement parts and repair kits to name a few of the hundreds of food service items that are available.

Because of the volume of sourcing and its link to sources in the Orient, often times different products can be shipped together on the same container allowing for improved lead times and improved handling costs. Factory sources overseas

assist in the logistics to accomplish best possible costs allowing improved production lead times, as well as improves customer service. The company ships to all 50 states. They are working on opening up sales to South America and the European market as well. According to President Joe Emmerich and Executive Vice-President Mike Hamann, new markets continue to be explored to

sustain the double digit growth BK continues to experience.

Currently BK Resources employs 12 full-time employees in the office and warehouse combined. All operations are handled at the Altamont site. The company does include a full staff of sales representatives working in the field.

Not only was the location one of the priorities in choosing the site, but also the floor space and loading docks already in place helped in the choice of moving to Altamont. BK continues to be a quality brand alternative, well priced in the market, and flexible with its offerings, which equal positive growth. For further information on the company, visit their web site at www.bk-resources.com.



Couple mixes urban career with rural living

As forensic engineers, Bill and Jane Herman are structural investigators. Their engineering firm based in St. Louis takes them to projects in Chicago, Bloomington and parts of southern Illinois to determine how a roof fell in, why a bridge collapsed or where a crack forms in a wall.

What makes the Herman's careers so unique is that they operate out of their Lake Sara home in Effingham. Spending three days a week on the road for work, the Hermans stay connected to the home office through phone, fax and email.

A working vacation to the Lake of the Ozarks in Missouri first gave Jane the idea to work from Effingham. A Teutopolis native, Jane knew about the enjoyable lifestyle residents of nearby Lake Sara experienced every day. She welcomed the opportunity to return to a more peaceful community without sacrificing her career. The Hermans feel fortunate that they found a community that offers the best of both worlds – a more relaxing outdoor atmosphere with all the capabilities of a larger community.

Trails expected in 2009 in Effingham County

Trails Recreation Effingham County (TREC) is moving forward on its effort to construct bicycle and walking trails, with engineering work underway on the first phase of the proposed trail.

The first phase of the trail would run from the Fayette Avenue, along the Calico Road, through the countryside near Camelot Subdivision, ending at the Nazarene Church Road. The estimated price tag of the project is \$820,000, half is anticipated to be covered by a grant from the Illinois Department of Natural Resources. Part of the additional matching funds for the grant have been raised, including commitments from both the Effingham



City Council and the Effingham County Board.

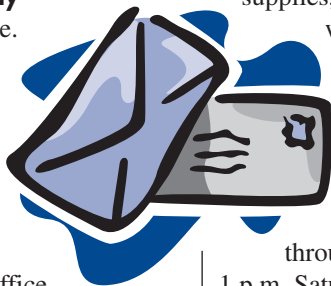
The TREC Board hired Charleston Engineering Inc. of Olney to complete design and survey work for Phase 1, and the board anticipates the initial phase of the trail will be built in 2009.

Over the past several months, TREC has received tremendous support from the community, with the most recent fundraiser hosted by the Firefly Grill in Effingham. TREC continues to meet monthly, as needed, at 11:30 a.m. the second Thursday of the month in the Effingham County Board room on the third floor of the Effingham County Office Building. The public is invited to attend the meetings.

New shipping store opens

Goin' Postal recently opened at 1705 Ford Ave. in Effingham.

The business offers packaging and shipping for UPS, FedEx and the U.S. Postal Service, and provides stamps, copies, fax, binding, laminating, notary, mailbox rentals, office



supplies, printer cartridges, cards, gifts, wrapping and packaging supplies and eBay trading assistance.

Lisa Holste is the owner and Russel Tichenor is the manager. Store hours are 8:30 a.m. to 6 p.m. Monday through Friday and 8:30 a.m. to 1 p.m. Saturdays.

New church welcomes public

The congregation at Watson

United Methodist Church is extending an open invitation to the entire Effingham area to come and visit their new church facility. Watson United



Methodist calls itself 'the friendly church family'. To demonstrate that sentiment, they are giving any community member the opportunity to use the church's new multipurpose room for a family or club function. The new church is expected to be used for meetings, weddings and other gatherings. Individuals, families and children are also welcome to participate in the regular Worship Service on Sundays at 9 a.m. and Sunday School at 10 a.m. The youth of the congregation have also organized a Praise Worship at 11 a.m. each Sunday. The church is located on 111 Route 37 at the junction of US Route 45 south of Effingham.

Venture firm finds home in wide open spaces

Open Prairie Ventures was recently noticed by the Dow Jones Private Equity Analyst for their unusual business location. While venture capitalists typically call New York or San Francisco home, Open Prairie Ventures has grown to value their offices in Effingham and Champaign, Ill., and just outside of Kansas City, Mo.

Banker and investor Jim Schultz, Open Prairie's managing partner, founded the firm in 1999. General partner and chief financial officer Dennis Beard joined the following year and general partner Michael Peck joined in 2006.

"If I'm going to develop a Web application, I probably want to be in Silicon Valley," Schultz said. "But for

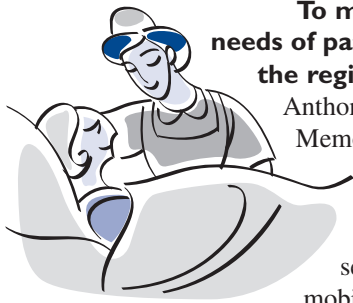
agricultural science, a company probably wants to be here."

Open Prairie launched its first \$40 million fund, Open Prairie Venture Fund LP, under the Small Business Administration's SBIC program. That fund has done well through the IPO of TomoTherapy Inc. last year and the sale of iNest Inc. to LendingTree Inc. in 2004. With the SBIC's funding program for venture firms winding down, HarbourVest Partners LLC in 2006 acquired the SBA's stake in the first fund for about \$20 million.

Open Prairie Ventures has recently found opportunity in medical devices and agricultural technology that comes with networking from their out-of-the-way locations.

In addition to the proximity of key clients, Open Prairie Ventures has benefited from the economic development deals that are easily accessible in this region. In its latest offering, Open Prairie Ventures plans to invest in a 14-state area from Michigan to Tennessee to Oklahoma to Minnesota. The region includes many large state universities as well as the headquarters of medical and agricultural companies. The firm also plans to devote 40 percent of the fund to agricultural technology, 40 percent to medical devices and 20 percent to wireless and IT directly related to medical and agricultural technologies.

St. Anthony's adds second MRI unit



To meet the needs of patients in the region, St.

Anthony's Memorial Hospital has added a second mobile MRI

Unit. It is located next to the hospital's current MRI unit near Physical Rehabilitation, and is being scheduled on Monday, Wednesday and Thursday.

The new MRI unit is the same advanced technology as the other MRI unit, a GE 1.5 HD (High-Definition) MRI. The new MRI is being used to provide additional scanning times for patients. Appointment times are available from 6 a.m. to 8 p.m. Monday through Friday.

Robin Brown, Diagnostic Services manager, explained why the hospital is expanding their MRI service. "Because of the quality of our MRI services, we continue to see an increase in the number of MRI patients and physicians who choose St. Anthony's. In order to offer the highest level of care possible, we have added this additional MRI unit to be able to offer more available times for patients to meet their healthcare needs the same day they are requested," she said.

Communityworks sponsors training for better region

A group of 23 community leaders, including six Effingham participants, recently completed the Pacific Institute's "Investment in Excellence" training sponsored by a grant from the Communityworks Endowment Fund. The four-day training focused on creating goals to build or maintain good jobs, diverse childcare options and a healthy environment for the region.

"The Investment in Excellence training is an incredible opportunity that teaches

individuals how to set bold goals, make their voices heard and their contributions count," said Joedy Hightower, executive director of the Effingham County Community Foundation and the Mattoon Area Community Foundation.



The two organizations created Communityworks as a joint project to enhance the region by developing strong regional leadership, accessible, quality childcare, a healthy environment, and skilled workers and jobs that help residents prosper in the community.

Unit 20 receives achievement grant

Beecher City Unit 20 is making plans to spend the proceeds from a special grant just received. The Board of Education recently learned that Unit 20 is the recipient of the \$33,132 Small Rural School Achievement Grant.

The federal grant program assists rural school districts in meeting yearly progress standards set by the state. School districts are eligible if all schools within the district are designated with school locale code 7 or 8, meaning they are rural based

on a statistical area. The district must also have fewer than 600 students in daily attendance.

The funds can be used in seven different areas, including improving academic achievement for the disadvantaged, creating 21st Century community learning centers and educational technology state grants. Unit 20 will use the funds to supplement technology improvements.

Y-Yard earns award for Environmental Stewardship

Y-Yard Auto and Truck, Inc. of Effingham was recently named winner of the 2009 ARA CAR Star award by the Automotive Recyclers Association (ARA). Y-Yard was nominated by the ARA Certified Automotive Recycler (CAR) Committee and chosen for its outstanding environmental protection standards and better business practices.

The annual ARA CAR Star award is given to a single ARA member and certified recycler that exhibits the highest level of certification standards and demonstrates a leading industry example for other automotive recycling facilities and ARA members to follow. ARA recognizes Y-Yard as one of the automotive recycling industry's top recycling facilities.

Y-Yard earned the CAR designation only after completing specific criteria for general business practices, safety and environmental compliance. Consideration for the award includes extensive written and photographic documentation for designation, as well as annual facility audits to ensure certification requirements are continually being met.

CAR certification reflects an

automotive recycler's total commitment to environmental protection and the



operation of a professional, progressive auto recycling facility. Such environmental commitments include participation in the National Vehicle Mercury Switch Removal Program, Storm Water Pollution Prevention and specialized

training for handling hazardous materials. ARA's CAR program is partnered with the Federal EPA's National Partnership for Environmental Priorities program.

Creating Entrepreneurial Opportunities (CEO) class excites students

The new entrepreneurship class, which is now known as “the CEO class”(Creating Entrepreneurial Opportunities) is well into its first year of existence. The 22 students who make up the class come from Beecher City, Effingham, Effingham St. Anthony, and Dieterich High Schools. The CEO class completed its second business of the year, a premiere of the baseball documentary “Cobb Field: a day at the ballpark”, presented by Midland States Bank. The class handled all phases of marketing and promotion for the premiere, which was held at The Rosebud Theatre in Effingham. All the proceeds help to fund the “bank”, from which students will borrow for their small businesses later in the year.

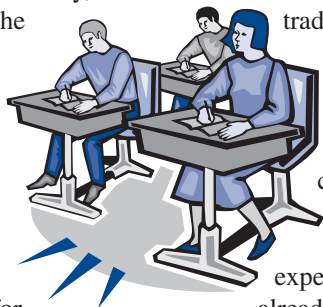
Craig Lindvahl, the instructor for the class, is thrilled with the early efforts of the class. “It’s unbelievable, really”, said Lindvahl “because we really didn’t have time to start things slowly and build to the

point where we were running a real business. These students are actively engaged in research, marketing, cash-flow, risk-reward, and all in the world of real business.”

The non-traditional teaching environment blends with the non-traditional class style. Each student has a laptop computer, allowing all written work to be submitted electronically and facilitate constant communication. The class members have varying degrees of business

experience, with some who have already developed a business and others trying to determine the direction they want to take. It is apparent that the class is a place for everybody, a place to share ideas and collaborate.

The class has hosted more than half of the business partners who are supporting their efforts with investments of time and private funds. Students also have hosted a number of guests including politicians, educators, and business leaders.



Hospitality training important

Employees of area restaurants, hotels, retail shops, and other service-related businesses benefit from training workshops that emphasize the importance of the power of hospitality. The Effingham Convention and Visitors Bureau, The Rosebud Theatre, and Lake Land College recently hosted two identical three-hour training sessions aimed at engaging and embracing the power of hospitality leadership at all levels in business.

Mario Ponce, author of “Waiting on America”, presented the Service First training. Ponce has 25 years of professional hospitality experience and has made over 300 presentations to hospitality staff members, managers and executives.

The workshops were hosted at The Rosebud Theatre in Effingham and sessions included: Waiting on America and Loving It; Excellence is Now Being Served; and Be Part of the Solution. For more information on hospitality training, please contact Kim Wiedman at 217-342-5305.

Cancer Center unveils advanced diagnostic imaging

Crossroads Cancer Center in Effingham is pleased to announce the expansion of services to include the most advanced type of cancer imaging available, a PET/CT scanner.

Expansion along the west side of the building has made room for a new GE Discovery STE PET/CT scanner which will allow for even more collaboration among the multi-disciplinary cancer treatment center. With construction complete and the new scanner installed, patient scans have been scheduled to begin.

By combining the functions of CT and PET technologies, physicians are able to more accurately diagnose and identify cancer. This diagnostic technology will “allow our team of doctors to view, manipulate and review scans on-site and improve the continuity of care for patients,” says Dr. Justin Floyd, medical oncologist. “We are

excited to bring the most advanced diagnostic imaging available to Crossroads to improve the diagnostic capability and treatment of our patients.”

Patients can expect availability and convenience of the PET/CT scanner to improve management of their care. According to GE, not only does this type of scanner help physicians diagnose problems, but it also helps doctors pinpoint the best approach to treatment and monitor patient progress.

During a PET/CT scan, the patient

lies on a comfortable table that moves slowly through a ring-like scanner that acquires diagnostic images. Most patient scans take from 15 to 60 minutes. Prior

to the scan, patients will receive a radiopharmaceutical injection. Following the exam, patient results are prepared for review and findings provided to the patient’s physician.

The physicians of Cancer Care Specialists of Central Illinois, SC, and Crossroads Cancer Center continually

strive to bring the best possible cancer care to the Effingham community. For more information, please call 217-342-2066.



New welcome signs for Teutopolis

The Teutopolis Community for Progress' plans for two welcome signs to Teutopolis have finally been realized. With a grant of \$2,000 from the Effingham County Community Foundation along with a great deal of help from the community, the new signs have been placed prominently on both ends of town.

On the west side, the sign has been placed on property owned by Tom Wegman, owner of Steven's Industries and on the east side of town the sign has been placed on Quatman's property. Effingham

Signs and Graphics made the signs, which include the Teutopolis colors of blue and gold, with the design being chosen by the Teutopolis Community for Progress.

Addison Brumleve did landscaping for the west sign for his Eagle Scout project with the help of his family-Roy, Marsha, and Brock Brumleve as well as



John Mette and Jim Apke, owner of Hillside Lawn and Landscape. Brock Brumleve will also do landscaping on the east side for his Eagle Scout project. Milano and Grunloh contributed their survey services.

Library provides nonprofits resource database

When Effingham County Humane Society board member, Colby Higgs heard Helen Matthes Library in Effingham was partnering with Donors Forum to open a new nonprofit resource center, he joined 15 other people on December 17 at the opening of the East Central Illinois Philanthropy Center.

"I'm here to learn more about the database program, because it's a valuable resource for Effingham County and the surrounding area," Higgs said.

Former library director Amanda Standerfer said the resource center grew out of the library's effort to help local nonprofits.

"This builds upon a position we started a year ago to open a nonprofit institute. It was mostly geared toward Effingham County, but we really felt like we could serve a larger area. There was really no place in the area that had a library for nonprofits," Standerfer said.

Claudette Baker, vice president of Library and Nonprofit Services at Donors Forum, led an orientation for 10 people about the various resources of the center in the state.

The database Illinois Funding Source can be especially helpful to nonprofits looking for funding sources. The database contains profiles of companies and foundations who provide grants, the grants they supply and information about the specifications required to apply for funding.

Higgs found the orientation useful and plans to use the database to research how other humane societies are funded.

Donor Forum's databases are now available on all of the computers at Helen Matthes Library. Anyone may use the database. Those who do not have a library card should ask a staff member for a guest pass or to be directed to a computer that does not require a library card number.

A small collection of nonprofit resource books are available in the reading room at the library. They are identified with orange tags and also can be borrowed by people who do not have a library card.

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productivity at the lowest possible cost. Additional benefits that providers enjoy are no capital outlay, risk-free returns, maximizing tight budgets and helping save money on many disposables options.

Formerly Vantage Technology, Vantage Outsourcing offers more than 18 years of



industry-accepted performance in cities and states across the U.S. According to company CEO, Ann S. Deters, the new name and logo reflect the company's vision and focus for consistent improvement. Not content to rest on its success, Vantage Outsourcing encourages and supports a culture of innovation combined with professionalism and reliability. Deters points out the dynamic new logo embodies those images. The logo's large

sweeping V also emits a feeling of cutting-edge performance along with active motion and mobility.

Vantage Outsourcing provides state-of-the-art phacoemulsification equipment with multiple vendor choices and many options for disposables. The company helps control OR inventory costs, improves efficiencies and minimizes capital investment by

providing quality products and services in a timely manner on a per case basis. And, to top things off, the procedures are conveniently performed right at the provider's facility.

The transition from an in-house service to outsourcing is easy when utilizing the reliable expertise of Vantage Outsourcing. The end result is a reduced investment with a better bottom line, which is just what is needed in today's economy.

Downtown businesses invest in community

Two businesses located in downtown Effingham are joining many others who are investing in their buildings to create a more attractive community environment. The City Council recently approved two downtown redevelopment program applications. Jeffrey Stevens plans to replace windows and doors at

Effingham Family Dental at 310 W. Jefferson Ave., with a reimbursement from the city of \$9,516.70. Next, Gayland Bourland plans to replace windows, a doorway, canopy and brickwork at Noah's Ark Pet Shoppe at 117 W. Jefferson Ave., with a reimbursement of \$27,014.43 from the city.

Beecher City sets sights on sidewalks

Officials on the Beecher City Village and School boards recently authorized and approved application for a Safe Routes to School grant. The Village is requesting \$200,000 to improve or replace existing sidewalks and construct new sidewalks in the community. The Safe Routes to School grant program is designed to provide walking routes for students so they are able to get to school safely. It will also curb the trend toward childhood obesity by providing another means of physical activity. The grant does not require matching funds, uses federal funding and is administered by the state.

Stimulus gift delights employees

St. Anthony's Memorial Hospital employees received a nice surprise on December 10 as they were called to the hospital Auditorium to receive a gift from Administrative Staff members of "Community Ca\$h Gift Checks" to use at over 200 local restaurants, retailers or businesses. The gift was a way for the hospital to assist hospital employees through a difficult economy as well as thank them for all they do for the patients of this region.

"We are grateful for your continual care, compassion and the talent that you bring to St. Anthony's Memorial Hospital," Dan Woods, President and CEO, explained in a letter to the employees. "Your dedication continues to make the hospital a shining light for the region whether times are good or not.

Enclosed is a small expression of our thanks for all you do to see our community through these challenging times. We hope that it will assist you and your family with a small necessity or special treat in the coming weeks," he said.

The gift came as quite a surprise to the employees, who were grateful for the assistance. "It is a wonderful gift and surprise," said Billie Zeller, R.N., Surgical Services. "It's a great way to give

to the employees as well as the community."

Bonnie Kruse, Food and Nutrition manager, shared her and her staff's appreciation. "Thank you for the unexpected gift. I appreciate your generosity and so does my staff. You have made this a special holiday season."



Plan board OK's optometrist move

With formal approval from the Effingham Plan Commission, Sehy & Jones Optometrists are set to move forward with plans for a new location. A 5,277 square foot facility at 301 N. Keller Dr. in Effingham will replace the existing office on Washington Avenue. The new location will be north of Rollin' Hills Boulevard and will be accessible from both Rollin Hills Boulevard and Keller Drive.

Sunrise Rotary establishes 100 Club

The Sunrise Rotary Club of Effingham has established a fund to assist the families of law enforcement officers and firefighters who are seriously injured or killed in the line of duty. The Rotary 100 Club is designed as an immediate supplement to the insurance that most emergency personnel in Effingham County already have in place.

The 100 Club plans to provide \$5,000 to the victim's family for assistance with immediate expenses within 72 hours of the tragedy. After the initial gift, the 100

Club may provide additional financial assistance, depending on the needs of the family.

With the establishment of this fund through the Effingham County Community Foundation, donors can easily make a contribution that will help these victims' families with immediate assistance. All contributions to the Rotary 100 Club Fund are fully tax deductible.



Pictured: Sunrise Rotary members from left; Fire Chief Joe Holomy, Jim Siner President of the Sunrise Rotary and Joedy Hightower Executive Director of the Effingham County Community Foundation.

