

ANNUAL REPORT EDITION 2023



CEO®

Dear Friends,

"It takes a village to raise a child" is a well-known proverb. This sentiment is very true for the Saline County CEO Program. The success of our program relies on our community. I am so grateful that Saline County recognizes the value of investing in our young entrepreneurs. Our mentors, class speakers, business owners, and board members dedicate time to sharing life experiences and business knowledge with our students. One of the amazing things I heard over and over from the class is that they never knew how many businesses exist in Saline County. By sharing your passion for what you do and where you live, you are opening a world of possibilities for our students.



It may be a career they never considered, the realization that Southern Illinois is a great place to live, or the confidence to pursue a dream. Having someone along their path believe in and support them is transformational. Because this program is privately funded, our investors are the heart of what we do. Without them we could not operate. We have more investors in the program than ever before. This is important because as our program grows so does our need for resources. Thank you to all the investors who started with us eight years ago and those of you who joined us along the way. Not only do each of you invest monetarily in the program, but you share your wisdom as mentors, board members, and speakers. This year we had a class of ten highly motivated and enthusiastic students. Our facilitator Tina Norman's passion galvanized the students to embrace the program. She challenged the class and they met and exceeded expectations. I witnessed students who I had to struggle to hear speak at the start of the year bloom into accomplished public speakers. The students bonded and figured out how to successfully work as a team. The support they showed each other as they developed their personal businesses was impressive. These are skills that will serve them well in the future. I know each of these students will excel and I cannot wait to see them soar.

Again, thank you to everyone who participates in the Saline County CEO Program. By giving your time, expertise, and money, you are the village supporting the people who will shape our community in the years ahead.

Gloria Tison
Saline County CEO Board Chair

Dear CEO Community,

In preparing to write this letter, I started thinking of the many things I could share. I could share about the success of CEO. I could share the many positive impacts made on the lives of students. I could share how students transform into confident, forward thinking, young leaders.

Ultimately, I decided to share with you one of my favorite elements of CEO: The making of a team. Prior to CEO many students may have had experiences on sports or work teams but this is a different dynamic.

From the first day, this class was ready to get started. They were ready to make their mark and do things never done by the classes prior to theirs.

I recall the first "Team Day" where they sat in a circle and made plans for how they would obtain badges. One student quickly made checklists and roles were easily delegated.

This year's class was very driven and stayed that way throughout the year. Although they had very different personalities, they blended into a wonderful team. They were thoughtful, hardworking, and always willing to help one another out. The setup for the team business, Frosty Fest, was a great day when everyone came together to see their vision for the event come to reality. The look on their faces the day of the event was incredible as over 700 people were in attendance.

This team mindset stayed throughout the second semester as well as they often offered advice to one another in preparation for their individual businesses. They were as excited for each other to succeed as they were for themselves. They have even made plans to continue to get together even after CEO had ended because they really just enjoy the healthy team atmosphere. What a great bond this team created.

I am so proud!

Tina Norman
Saline County CEO Program Facilitator



Our Program Investors provide support to our community driven program. An annual investment of \$1,000 provides the necessary resources for current-year facilitator salary and operating expenses, and ensures the sustainability of the Saline County CEO class for future students. Investors also contribute their time to the program. Hosting host business visits, providing guest speakers and serving as mentors.

All crucial to the success of Saline County CEO.

Here is a list of our current investors:

All in One Real Estate	Legence Bank
Beck's Drugs	Little Tractor
Carrier Mills-Stonefort CUSD 2	Medicine Shoppe
City of Eldorado	Michael & Gloria Tison
City of Harrisburg	Michael Stewart & Associates Financial Services
D & D Electric-Solar, LLC	Nancy Braddock
Eldorado Community Unit School District	Peoples National Bank
Farmers State Bank	Russell Oil Company
Ferrell Hospital Community Foundation	Saline County Chamber of Commerce
Fowler For Senate	Saline County Industrial Development Co
Galatia Community Unit SD1	SIU Credit Union
H.E. Mitchell	Southeastern Illinois College
Harrisburg CUSD #3	Southern Illinois Healthcare
Harrisburg Rotary Club	Southern Truss
Jim Hayes, Inc.	WLC Management Firm

2022-2023 Financial Report**Revenue:**

One-to-one hundred:	\$ 1,000.00
Class business:	\$ 9,012.00
Investor Income:	\$ 29,150.00
Internal Contributions:	\$ 2,452.51

Total: \$ 41,614.51

Expenses:

SICF Fund Admin Fees:	\$ 583.00
Facilitator Conference:	\$ 701.54
Midland Fees (Program Expense):	\$ 3,000.00
Contracted Services:	\$ 20,000.00
Student Businesses:	\$ 5,716.00
Program Expense:	\$ 7,382.67

Total: \$ 37,383.21



A Mentor is a business owner, entrepreneur, or intraprenuer from the Saline County business community. A mentor is someone willing to share their time and expertise with a CEO student. Here are our wonderful program mentors for the 2022-2023 year:

Olivia Bradley
Charli Franks
Natalie Fry
Mike Gearing
Kristin Warren

Dana Hull
Holly Kotner
Tricia Overturf
Kelly Phelps
Jennifer Vinyard





Katrina Coyle is the founder of **Katrina Clay Ceramics**. Katrina Clay is professionally home made dinnerware ceramics that is eco-friendly and non-toxic. The goal of her business is to bring comfort and safety into everyone's home as well as smiles to their faces. For more information, please contact Katrina at katrinabjc@icloud.com and check out Katrina Clay Ceramics on Facebook, Instagram, and TikTok! Katrina Coyle plans to take time to grow her business and travel to different communities where she will sell her product.

Mentored by Olivia Bradley.



Sophie Williams is the founder of **ClayNation**. ClayNation is focused on creating handmade clay earrings that are unique, will compliment every outfit, and bring confidence to whoever wears them. For more information, contact Sophie at swilliamse29@gmail.com or reach out through Instagram (claynation_23) or Facebook (ClayNation Earrings).

Mentored by Holly Kotner.



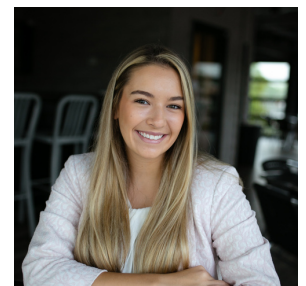
Abbie Graham is the founder of **Wild Wood Creations**. WWC is all handmade products from wood. Pieces vary from shelves, cabinets, benches lamps, and more. WWC also offers custom orders. The main goal is that every customer loves their handmade piece and it makes them smile. For more information follow on Facebook "Wild Wood Creations."

Mentored by Charli Franks.



Kaylee Horn created Kaylee's Kouture Soaps which handcrafts and sells melt-and-pour luxury soap bars. Kaylee's Kouture Soaps wants to share the stress-relieving experience of taking a bath with a luxurious lather of our soaps. The Purpose of Kaylee's Kouture Soaps is to provide a luxury bath experience, as well as become a great resource for gift giving. Kaylee has always loved a stress-relieving experience. She created this business to share that experience with other people. Kaylee plans to attend Southern Illinois University Edwardsville on the Pre-Law track.

Mentored by Kristin Kyle Warren.



Kelee Mills is the founder of **Mills Fudgy Delights**. Mills Fudgy Delights is a candy product combined with happiness and deliciousness. The goal of her business is to bring joy to everyone. Also to give everyone the family feeling when they taste her fudge. For more information, contact Kelee at millskelee10@gmail.com and check out Mills Fudgy Delights on Facebook and Instagram. Kelee plans to attend Southeastern Illinois College where she will major in journalism.

Mentored by Jennifer Vinyard.





Noah Turner is the founder of **Turner Power Washing**. Turner Power Washing cleans the exterior of homes, this includes many things such as concrete, exterior walls, and so much more. Turner Power Washing's main goal is to help people be happy with the appearance of their home and to help provide a better looking community. For more information or to schedule an appointment contact Noah at (618)715-5636.

Mentored by Mike Gearing.



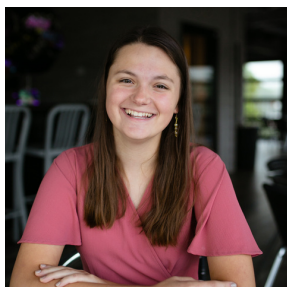
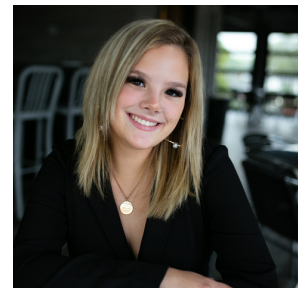
Liza Wiggins is the founder of **Sweet Heaven**. Sweet Heaven uses a homemade family recipe to make delicious banana pudding. Sweet Heaven's goal is to create an experience for the customer by producing a unique and great dessert. For more information contact Liza at (618) 841-8819.

Mentored by Natalie Fry.



Abbigayle Musgraves is the founder of **Happy Air** candle company. Happy Air uses soy wax because it's all natural, biodegradable, and has a slower burn time. Our candles are made from love for each individual person. They are designed to inspire precious moments and memories. For more information, contact Abbigayle Musgraves at (618) 518-2580 and check out happyair1234 on Instagram. Abbigayle plans to attend Southeastern Illinois Community College in fall to pursue a degree in early childhood education!

Mentored by Trisha Overturf.



Kassidy Currin is the founder of **Rings + Things**. Rings + Things sells rings, earrings, and key rings. Each item has a one of a kind design to ensure that each piece is unique. To find out more, you can follow Rings + Things on Facebook and Instagram.

Mentored by Dana Hull.



Brock Newman is the founder of **The Muffin Man**. The Muffin Man is a bakery business that focuses on one thing: muffins! Brock started this business because his mom's blueberry muffin recipe was infamous around Brock's small town. Brock wanted to not only bring his mom's muffins back to life, but create an even bigger name for the wonderful product she created. To follow The Muffin Man's baking journey, follow @the.muffin.man23 on Instagram. Brock plans to attend Southeastern Illinois College where he will major in business.

Mentored by Kelly Phelps.



Business Visits

An important piece of the CEO experience is visiting local businesses in Saline County. People drive by these locations daily without recognizing their contribution to economic development of the area.

The group walks away with a changed mindset, never viewing the business the same way again.



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.

KIM BARR
JESSI LONG
TW NORMAN
AMY MINGS
JENNIFER VINYARD
GLORIA TISON
RYAN FOLLIS
AYN BARTOK
RACHEL RICHEY
MIKE PHALIN
KIM BABINGTON
KAILYN CASH
BYRAM FAGER
MICHAEL TISON
KENDRA MITCHELL
OLIVIA BRADLEY
DR. BRENT JONES
TRICIA OVERTURF
CEO ALUMNI PANEL
SUSAN ODUM
NANCY LAMBERT
AUSTIN BROOKS
RUSSELL WILLIAMS
ANGELA ROWE
NATALIE FRY
AUSTIN LEWIS
KELLY PHELPS
DON HUTSON
BRAD MCCORMICK
ALLISON HASLER
KEEGAN DENNIS
CHRIS EGELSTON
ROB LANDES
TINA NORMAN
TERAH STEARNS
TINA GIBBS

SI WORKWEAR
FERRELL HOSPITAL
CITY HALL
AIR EVAC
GLAMOUR & GRACE
BAREFOOT SOPA
BECK'S DRUGS
HARRISBURG FIRE DEPARTMENT
3 DARLING K'S
EGYPTIAN HEALTH DEPARTMENT
RABEN FARMS
LEO'S FITNESS
D&D ELECTRIC
LITTLE TRACTOR & EQUIPMENT
SOUTHERN TRUSS
COUNTRY FINANCIAL-JORDAN HICKS
ROC 1
WKI
JIM HAYES
MICHAEL STEWART & ASSOCIATES
KEMPER CPA
HARRISBURG NUTRITION
TEAL VETERINARY
VILLAGE PIZZA & GRILL
INTEGRATED HEALTH
SONUS- NICK OLDHAM
FORTRESS COMMUNITY
FSB INSURANCE
COLEMAN TRI-COUNTY
FLIP FLOPS & FITNESS
SENATOR DALE FOWLER'S OFFICE
MAGNOLIA WOODS
DAIRY QUEEN
FARMERS STATE BANK
CROWN BREW
RENT ONE PARK
ETHOS
ELDORADO CITY HALL
MOLLY WILSON/WHIPPER JOHNSON
KATRINA CLAY
BIGGS & MOORE HEATING & AIR
NATURE'S NEST
SWEET SOUTHERN LABRADORS

FROSTY FEST

Frosty Fest was held on December 3 at Little Chapel Church. This event was a vendor fair. Students created revenue from this event by obtaining sponsorships from local businesses and by charging the vendors a booth rental fee. This was a very successful event and over 700 people were in attendance.



This year's Trade Show was held at SIC on April 20. The annual Trade Show is the launching point for each student's individual business. The public is invited to shop these small, student owned businesses.



BOARD MEMBERS



Gloria Tison

Board Chair
Legence Bank & Kotner Title
Vice President General Counsel



Ayn Bartok

Board Member
All in One Real Estate Company
Owner/Entrepreneur



Scott Dewar

Board Member
Harrisburg Community Schools
Principal



Dale Fowler

Board Member
State of Illinois/People's National Bank
Illinois State Senator 59th District



Tina Gibbs

Board Member
Ameren Illinois
Community Relations Strategic
Initiatives Manager



Jessica Grinnell

Board Member
Legence Bank
Marketing and
Public Relations Manager



Angie Hampton

Board Member
Egyptian Health Department
Chief Executive Officer



Ryan Hobbs

Board Member
Eldorado Community Schools
Superintendent



Luke O'Neal

Board Member
People's National Bank
Mortgage Originator



Martin Rowe

Board Member
First Eldorado Bancshares, Inc.
Chief Executive Officer



Scott Stout

Board Member
WLC Management Firm, LLC
Chief Executive Officer



Ben Vinyard

Board Member
Carrier-Mills Stonefort CUSD#2
Assistant Principal



Alex Watkins

Board Member
PLD Rentals
Accountant



Jennifer Vinyard

Board Member
Hospice of Southern Illinois
Development Administrator



Eric Witges

Board Member
FSB Insurance Agency
Chief Operating Officer

SALINE COUNTY 



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for more information

**CALLIE OXFORD**

Callie Oxford is a 2019 graduate of the Saline County CEO Program. She built her “Toolbox for Life” starting her Senior year and it has carried her through into her career.

“CEO changed the trajectory of my life. Thanks to the wonderful people in a small community, I was able to see beyond the box my brain was in. I was finally able to envision a future for myself.”

After Graduating from Harrisburg High School, Callie went to Southeastern Illinois College, graduating in May of 2021. She then transferred to Southern Illinois University-Carbondale and will graduate this May with a degree in Criminology and Criminal Justice, minoring in Political Science.

Callie attributes her success in work and school to her time with CEO. “This program introduced me to important pillars in my community that later led me through my future.”

Because of CEO, Callie worked as an Intern for her State Senator for 3 years, followed by working as the Victim’s Advocate at the Saline County State’s Attorney’s Office. She now has started her career in the field of law at a local law firm.

“Thanks to CEO, I am able to speak to people with many years of expert knowledge. I am able to not only speak with them but learn from them. CEO taught me to gather as much knowledge as I can from those willing to share.”

The major key Callie took from her time with the CEO Program was the idea of the toolbox. Although some bits of knowledge may seem like they won’t aid in your success, they may later in life. So, her advice to incoming CEO students is to take it all in. “You never know what will take you to the next chapter in your life!”