



WASHINGTON AREA
CHAMBER OF COMMERCE

Annual Report *& Meeting Program*

Meeting Livestream

Thursday, January 14, 2021 - 8:30 a.m.

on the @washmochamber
Facebook page and YouTube channel

A note from the Chamber President...

On behalf of our Board of Directors, I'd like to welcome you to a new year full of new possibilities! Thank you for sticking with us as we all learned to navigate the rough waters of 2020. Like many of you, we had to change the way we do business. Some events were tweaked or rescheduled (Golf Tourney, Summer Mixer, Music at the Market, Member Luncheon), some completely re-imagined (Olde Fashioned Christmas), and unfortunately, a few canceled altogether (Banquet, Fair, Pumpkin Palooza, Winter Mixer). In light of the uncertain times, and to be as fiscally responsible as possible, we have reduced our office hours to 9 a.m. - 3 p.m., Monday through Friday.



Despite the challenges, we are grateful for the events we were able to have, and excited for the new ways we were able to support members. Our E-mail Updates now include "Member News" and "Featured Resource" sections, and many resource-specific e-mails were sent to keep the local business community informed of changing regulations and financial opportunities. Our "Thankful for our Community" Raffle provided a unique fundraising opportunity while staying true to our mission to support businesses and strengthen our community.

As a Chamber, we're proud of the work we could do for our members last year, and we look forward to serving you in 2021. One benefit that can have a huge financial impact on our member businesses is the availability of the MEWA insurance through the Missouri Chamber Federation. This plan lets businesses with 2-50 full time employees join together for insurance coverage to obtain better rates. We currently have 35 members taking advantage of this program, and I encourage you to ask your insurance provider if it is an option for your business.

Thank you again for your continued support of our Chamber and the Washington community. We wish you much success in 2021 and beyond!

Jennifer Giesike, CFE
Chamber President / CEO

Our Mission

The mission of the Washington Area Chamber of Commerce is to provide services that strengthen the capacity of our members to prosper and grow and to enhance the region's economic climate and the quality of life of area residents.

The Chamber will promote the economic well-being of the area through controlled, high quality industrial growth as well as through strict attention to issues important to the continued viability of existing area businesses. The Chamber will enhance quality of life by providing active leadership in the support of life enrichment activities and programs intended for the benefit of all area residents.



BUSINESS BREAKFAST and Annual Meeting

Program

Welcome & Pledge of Allegiance	Jennifer Giesike <i>Master of Ceremonies & Chamber President</i>
Invocation	Paul Brune
2020-2021 Fair Update & Board Introductions	Jon Ballmann <i>2020-21 Fair Chairman</i>
Economic Development Report	Sal Maniaci <i>Director of Economic Development</i>
Chamber Report and Awards Presentation	Dan Cassette <i>2020 Board Chair</i>
Chamber Board Introductions	Paul Brune <i>2021 Board Chair</i>
Closing Remarks	Jennifer Giesike

Special Thanks to our Program Sponsors:

Bank of Franklin County - USA Mortgage, Leesmann Mortgage Team

Thanks to the following businesses that sponsored events in 2020 that were canceled:

Altemueller Jewelry - Bank of Washington - Bank of Franklin County
Biermann-Straatmann PC, CPA - Broadcast Properties, KLPW 92.7 FM / 1220 AM
Cassette Electric - Citizens Bank - Cornerstone Financial Consultants
Deppe Farms - DMR Events - Eric Park & George Meyer w/ LPL Financial
First State Community Bank - KFAV 99.9 FM - Mark Wessels
Missouri Baptist University / Franklin County Regional Learning Center
Pasta House - Pepsi-Cola Bottling Company of New Haven
Riverbend Chapel - Sullivan Bank - USA Mortgage - Leesmann Mortgage Team
WEG Transformers USA - World Finance - Zick, Voss, Politte & Richardson P.C.



for supporting our work in the community!

2021 Chamber Board of Directors



Paul Brune
Chairman
MFA Co-Op
Assoc. #2



Andy Robinson
1st Vice Chair
School District of
Washington



Jay Nowak
2nd Vice Chair
Bank of
Washington



Steve Strubberg
Exec. Board Member
Horn Architects



Karen Timpe
Exec. Board Member
Legacy Embroidery &
Screenprinting



Dan Cassette
Ex-Officio
Cassette
Electric



Josh Brinker
Board Member
Bank of
Franklin County



Becky Cox
Board Member
Four Rivers
Family YMCA



Scott Hillermann
Board Member
Hillermann
Nursery & Florist



Joe Maniaci
Board Member
PFG-Middendorf



Tanya McCormack
Board Member
Washington
Hearing Center



Luke Meyer
Board Member
Citizens Bank



Craig Mueller
Board Member
Imo's Pizza /
Sugarfire Smokehouse



Tricia Piontek
Board Member
The Magnet Group



Kevin Richardson
Board Member
Zick, Voss, Politte &
Richardson, P.C.



Jason Unnerstall
Board Member
Past Fair Chairman

2020 Retired Directors: Dave Politte (Zick, Voss, Politte & Richardson, P.C.), Casey Zastrow (American Family Insurance)

Sometimes it's nice to step back and see how our projects fit into the bigger picture. Our organization has 4 main focuses, but it all points back to one overall goal: *the betterment of our community!*

OUR MISSION IN ACTION

STRENGTHEN BUSINESS

Young Professionals Development

Board Room Rental

E-mail Updates & Resources

Education Series



Networking Events

MEWA Health Insurance Program

Promotion Opportunities

- Website
- Blog
- Sponsorship

BETTER THE LOCAL ECONOMIC CLIMATE

Partnerships

- City of Washington
- Downtown Washington, Inc.



Participation

- Economic Vitality Committee
- CORE Restructuring
- Washington Civic Industrial Corp.

ENHANCE THE QUALITY OF LIFE

Washington Town & Country Fair

Student-Business Partnership

Participation

- Wash. Transportation Committee

Music at the Market



Farmers' Market

Leadership Academy of Washington

Olde Fashioned Christmas

Pumpkin Palooza

PROMOTE GROWTH

Partnership

- City of Washington Economic Development



Young Professionals Video Series



Community Website
washmo.org

Participation

- 353 Redevelopment Corp.

Publication

- Insight / Year In Review

Chamber Staff



**Jennifer
Giesike, CFE**
President/CEO



**Amanda
Griesheimer, CFE**
Marketing
Director



**Emily
Underdown**
Tourism
Director



**Tammy
Adragna**
Bookkeeper



**Cheryl
Quennoz**
Event
Coordinator

Support Staff:

Kathy Obermark
Part-Time Fair Assistant

Olivia Robinson
Chamber Intern

Vivian Hoofman
Tourism Clerk

Good News by the #s

534 members

43 Info/Resource E-mails Sent

35 Members Utilizing
MEWA Insurance

13 Events Held Safely

44,500 Views on Young Professionals
Video Series

58 Blog Posts

5 Ribbon Cuttings

15,282 Member Directory Searches

93 Avg. # Times
Member Listing Shown in
Directory Search Results

27 Avg. # Times Individual
Member Page Viewed,
per Member

Young Professionals

The Washington Area Chamber of Commerce proudly coordinates the Young Professionals group, comprised of individuals between the ages of 21 and 40.

The goal of the group is to bring young professionals together today, to be the community leaders of tomorrow.

The group was recently reorganized to allow more of our local young professionals to be more involved in the success of the group by serving on a break-out committee.

Committees include: Professional Development, Social Events, Outreach, Philanthropy, Health & Wellness, Family Fun, Job Openings, Fundraisers, WashMO Made. Bloggers & Organization Liaisons also needed!

Sign Up Now (it's Free!) at washmochamber.org/yp



OYP
OUTSTANDING YOUNG PROFESSIONALS

CLASS OF 2020

Andrew Allen | Nathan Deppe | Cassidy Lowery
Andrew Eggert | Mike Palazzola | Julie Peirick
Sean Brinker | Frank Hemmer | Jess Bowen | Chris
Locher | Melissa Mueller | Kurt Brown | Phillip
Kleekamp | Courtney Swederska | Nick Risch

 
October 2020 | A Special Supplement

Do you know an
*Outstanding
Young Professional?*

You can nominate them
for recognition in the
OYP Class of 2021

Details and nomination form
available at
washmochamber.org/awards.

Submissions due
by August 20.

Ambassadors / Past Board Chairs

Jane Haberberger —President
Sandy Anderson —Vice President

Gerry Bayless
Randy Brown
Dan Cassette
Rich Deppe
Mary Dobsch
Wayne Dothage
Buzz Eckelkamp
Jim Eckelkamp
Rita Griesheimer
Wally Hellebusch
Tom Holdmeier

Rick Hopp
Bob Jones
Steve Kuenzel
Daryl Lamb
Sandy Lucy
Walt Luther
Mike Marquar
Don Northington
Dave Politte
Mike Radetic
Melvin Roewe

Arnie Sallaberry
Julie Scannell
Joe Schneider
Bill Straatmann
Gary Terschluse
Pete Tobben
Les Unnerstall
Tim Unnerstall
Kurt Voss
Mark Wessels
Gael Wood

Are you utilizing all of the benefits of your
Chamber Membership?

Submit content for a
"Member Feature" on
the Blog

Sponsor
an event

Update your web listing - **add
logo, photos, and description**
to make it stand out!

**Post Job Openings, Deals, Events, and
News Releases** through ChamberMaster -
they are featured in our Update e-mails!

Attend **Events**

Write an
"Ask the Expert"
column for the Blog

Display Your
Member Plaque
(Don't have one?
Let us know!)

Add **more represen-
tatives** on your mem-
ber listing so your staff
stays in-the-know and
involved!

Read Your E-mails and utilize the resources and articles provided.

We work hard to combine our information so we don't overload our members' inboxes.
We send one specific e-mail invitation for individual events, and a reminder for the RSVP
deadline. **Other than that we try to keep all other news and relevant info in our
"Chamber Update"** e-mails, which are sent no more than once per week.
If you only have time to read one e-mail a week - make it that one!

Washington Town & Country Fair Board of Directors

Jon Ballmann—2020/21 Chairman
Joyce Couch—2020/21 Co-Chairman
Jason Unnerstall—Past Chairman

Chad Alfermann
Michelle Behr
Steve Bleckman
Chad Carter
Dave Cox
Don Emann
Kim Fler
Jason Gildehaus
Joe Groppe
Ed Guehne
Doug Hoberock

Dale Holdmeier
Sally Kleekamp
Joe Leesmann
Justin Leesmann
Ann Loesing
Kyle Maune
Stephanie McKenzie
Alex Meyer
Eric Rehmeier
Josh Wehmeyer
Terry Williams



224 market animals shown



57 STEER



144 HOG



14 LAMB



9 DAIRY

40

online
bidders

~150

in-person
bidders

Total Auction Revenue:

\$291,975

Evie Bryson's Grand Champ
Hog set new record for
price/pound (\$26.13)
and total price (\$7,500)!



Have you considered hosting an event or training in the Chamber Boardroom?
Members can use it at no charge up to 4 times a year!



To reserve the space, just call the Chamber Office (636-239-2715).
Details at washmochamber.org/boardroom

Economic Development Highlights of 2020



Glenn Archer, general manager of **Melton Machine & Control Co.**, leads Missouri Governor Mike Parson on a tour of the new 367,000 sq. ft. headquarters in Washington. Melton plans to add 20 employees in the future.



G.H. Tool & Mold, a division of Tooling Tech Group, completed a 21,000 sq. ft. expansion at its Plant 2 location on W-Industrial Park Drive in Washington and expects to hire about 25 new employees at the location over the next 5 years.



WEG Transformers USA manufactured several 45-ton transformers for **Ameren Missouri's Smart Energy Plan** and has announced plans to expand into a 3rd factory in Washington, boosting its total employment to over 500.

Washington Civic Industrial Corporation

WCIC was the original driver of economic development in Washington, and was founded in 1955 to offset a major economic dislocation from the closing of two major employers related to the manufacturing of shoe apparel. The Corporation immediately began raising funds and acquiring property for industrial development within the City of Washington, and was very successful in attracting and locating numerous industries to the area. WCIC's work continues today in a partnership with the Washington 353 Redevelopment Corporation and the Washington Industrial Development Corporation. WCIC plays the vital role of constructing speculation buildings, new buildings and facilities that are leased back to the industrial prospect through a lease purchase agreement.

Robert Dobsch - President & Treasurer

Pete Tobben - Treasurer

William Straatmann - Secretary

Walter Hellebusch - Assistant Secretary

Directors:

Jon Bauer

Rick Hopp

Mike Marquart

Richard Oldenburg

Gael Wood

Attorney:

Mark Piontek

Assoc. Members

Robin Bellis

Eric Eloff

Rick Hodges

Mike King

William Miller Sr.

Chamber Representatives:

Jennifer Giesike

Paul Brune

City Representatives

Mayor Sandy Lucy

Economic Development

Director Sal Maniaci

W. C. I. C. Activities Summary

(Includes activities with the Chamber of Commerce, City of Washington, and 353 Corporation)

- Assisted in the attraction efforts of Project UFO-T
- Broke ground on Workforce Housing Project at Locust and 8th Streets
- Assisted in efforts in WEG expansion
- Facilitated multi-family and traditional single family development for first time homebuyers
- Assisted in the International Shoe Factory Redevelopment

New Business & Business Expansion

- Melton
- Tooling Tech Group (GH Tool & Mold)
- WEG
- Magnet

2021 Prospects

- Project EFP
- Project Pressure
- Project UFO-T
- Project Hood
- New Industrial Park Development



Washington Area Chamber of Commerce
2021 Calendar of Events

Business Breakfast
January 14

Government Forum
February 26

Annual Banquet
April 10

Golf Tourney
May 7

Music at the Market
May 13

Summer Mixer
June 3

Music at the Market
June 10

Cajun Festival
June 25

Music at the Market
July 8

Fair Kick-off Party
August 1

Music at the Market
September 9

Member Luncheon
October 4

Music at the Market
October 14

Pumpkin Palooza
October 30

Olde Fashioned Christmas
November 28

Winter Mixer
December 9

Interested in sponsorship?

We have a variety of options available!
Learn more at washmochamber.org/sponsorship