

2018-2019 Annual Report

BELLEVILLE CEO[®]



Creating Entrepreneurial Opportunities



Comments from our Board President

On behalf of the Board of Directors, I want to thank the area businesses and individuals who so generously support the CEO Program (Creating Entrepreneurial Opportunity Program) with their financial backing, time, and use of their board rooms. Your belief in the program and our students has helped to make CEO grow and strengthen. We have now completed our fourth year.

The program is made up of students that are seniors in our Belleville High Schools. Students must submit an application and the best are chosen to receive a spot in the class. The class, facilitated by Mrs. Julie Siebers, is held at four different businesses throughout the year. This year, the class met at Allsup, Mathis, Marifian & Richter, Ltd, Barcom Security and Artigem Replacement Services.

CEO is a year-long honors class designed to utilize the partnerships that provide an overview of business development and processes. Students had the opportunity to visit area businesses, learn from guest speakers, write business plans and start and operate their own business. In April, they present their personal business plans at the CEO Trade Show in conjunction with Belleville Main Street's Ladies Night Out Event.

I have enjoyed working with the board members, students, mentors, the facilitator and businesses that have made this program a tremendous success.

Sincerely,

A handwritten signature in black ink that reads "Geri E. Boyer". The signature is fluid and cursive, with a long horizontal stroke at the end.

Gerie E. Boyer, P.E.
President
Board of Belleville CEO

Paul Fries

Paul is a senior at Althoff Catholic High School. He was interested in taking the CEO class because of all the great things that he heard about it, and the opportunities it provided. He knew that it was an opportunity that he could not pass up.

Paul is actively involved in his school and community. He is a member of the National Honor Society, Varsity Tennis, Student Ambassadors, Rotary Interact Club, Big Brothers Big Sisters, Teens for Life, and Teen Court. He is also a Eucharistic Minister and an Altar Server at the school masses. Paul also works part time at Schnucks as a bagger. In his free time, he enjoys playing tennis and photography.

His personal business is called Paul's Digital Memories. It is a business that creates slideshows with customer's vacation photos or any special memory pictures.

After graduation, Paul plans to attend Southern Illinois University Edwardsville and pursue a degree in business administration.



Stone Galloway

Stone is a senior at Althoff Catholic High School. He has been a part of many leadership roles. Stone is a huddle leader for Fellowship of Christian Athletes, on the executive board for student council, ACE leader that mentors freshmen, and captain of the soccer and football team.

He wanted to take this CEO class because previous friends who were in the class the years before highly recommended it. Taking this class was definitely something Stone has delighted in. Stone feels taking this class teaches so many important things and gives a business experience that nobody else has exposure to. As a result of being submersed in a business when visiting them and speaking with the CEO or founder, Stone sets himself a part from other students who do not take the class. Stone hopes that one day he will be able to give back to the program.

Stone is the owner and operator of Send It. Send It is a soccer and football kicking business that focuses on three core strengths: accuracy, consistency, and ball rotation. The target market is young athletes ages from 8-17 and the parents of the young athletes.



Erick Gosebrink

Erick is a senior at Althoff Catholic High School. He applied to CEO for the unique opportunity to learn about local businesses. Among many activities he participates in, he is a member of the National Honor Society, Rotary Club, Saint Vincent de Paul, and Fellowship of Christian Athletes. He currently plays on his school's varsity volleyball team. Erick is also an Eagle Scout in the Boy Scouts.

After high school, Erick hopes to become a naval officer through NROTC at the University of Tampa.

Erick is running a personal business that provides maintenance for homes with absent owners called Goose House Sitting Services. His business is a service that can be used by home owners on vacation as well as those who have multiple homes. Additional services can be provided for the homes at request of the clients.



Alex Hall

Alex is a senior at Belleville West High School, and is involved in theater.

Outside of school, he volunteers at a local community center where he distributes meals, toys, and food baskets to the less fortunate during the holiday season. He has assisted in running and organizing his church's Christmas toy drive where they collected over 400 toys for the needy. Over the last six summers he spent a week each summer at various orphanages where he led a group of five volunteers in constructing new fences, digging ditches, painting interior rooms and landscaping.

Alex's business is Phone-A-Drone, a drone photography business. He specializes in real estate photography, promotional videos and wedding pictures and videos.

Alex has a strong drive for success. He enjoys playing ultimate frisbee and spending time with friends and family. He will be attending Harding University where he will major in criminal justice.



Devin Jankowski

Devin is currently a senior at Belleville East High School. His counselor mentioned the CEO class and after talking to previous CEO members he was convinced it was for him. Devin feels there is no better way to understand business than to go to actual businesses and learn from the ones running them. Throughout high school, he has been involved in many activities, including participating on the Belleville East baseball, cross-country, and tennis teams, FCA, and he is a member of the Science Honors Society. Devin considers himself to be a hard worker, and highly motivated to achieve his objectives.

Devin's personal business is Jankowski Firewood. He cuts, splits, delivers, and stacks firewood to the surrounding areas. Devin harvests the wood from his dad's farm and finds his customers through Facebook Marketplace, Craigslist, and a sign along the highway.

After high school, Devin will be attending the Gies College of Business at the University of Illinois.



John Lipinski

John is a senior at Althoff Catholic High School. He took CEO for the amazing opportunities to meet with the local businesses. John is the President of National Honor Society and a leader in the Fellowship of Christian Athletes.

John's plan for college is to attend Purdue University to major in Biochemistry.

John's business is Custom Carvings by Long John. He makes personalized wood carvings. They will range from simple engraving to whole designs in pieces of wood. The pieces will be unique and can be made to meet the buyer's needs. There will also be originals that can be purchased.



Emelia O'Neill

Emelia is currently a senior at Althoff Catholic High School. She originally became interested in the CEO class because of her counselor. After learning more about the class from previous students and doing some research, she knew she wanted to be a part of this great opportunity.

Extracurricular activities have always been a big part of her life. She is the captain of the Althoff Catholic Women's soccer team and plays club when high school soccer is not in session. She was appointed to be the Sacristan for weekly Masses at school, and she is also a Eucharistic Minister. Mentoring for Big Brother Big Sister has been a great experience. Additionally, she is a member of Teens for Life and Crusader Cru. She currently works part time as a waitress at Mystic Oaks Golf Course and as a soccer coach for Happy Feet. She also volunteers for Special Olympics.

Emelia's personal business, ELA Pet Sitting, is a pet sitting business focused on the Smithton and Freeburg area.

She plans to attend Ole Miss and study business with a minor in manufacturing. She enjoys playing soccer, reading, and spending time with her friends and family. She is a hardworking and reliable individual.



David Osthoff

David is a senior at Althoff Catholic High School. He found out about the CEO program through a friend in the program. He was instantly interested in the class, knowing that he would learn life skills and hopefully find if he was interested in business. He has learned many skills throughout the year with the CEO class and hopes to use them in the future.

David is involved in many extracurricular activities throughout his school and community. He is a member of Student Ambassadors, Varsity Tennis, Crusader Cru, Fellowship of Christian Athletes, Big Brothers Big Sisters, Student Council, Physics Club, and has adopted families through his local parish. He also worked over the summer at Auto Spa Express. After graduating high school, he will be attending the University of Missouri, and plans on getting a degree from their business program.

With the success of the class business and the support of Belleville CEO, David is launching a new business called Deluxe Auto Cleaning Services. The business is a mobile car wash, which allows David to clean cars effectively and efficiently.



Briana Pearce

Briana is a senior at Belleville West High School. She has involved herself in many extracurricular activities such as National Honors Society, Spanish National Honors Society, Spanish Club as President, and Maroon Madnezz along with being a part of the Belleville West Swim Team and Belleville Township High School Lacrosse Team. During her junior year, she was elected as a Student Council Representative. Outside of school, she works at Kings Point Sports Club as a lifeguard, pre-team coach for 8 & under, and a receptionist. She also spends her time volunteering at the Belleville Animal Humane Society.

Briana joined Belleville CEO with the hope to gain more confidence in relation to social skills, public speaking, and improve networking skills. The class also was to help decide what career path Briana wants to follow, while attending Illinois State University this fall.

Briana's personal business is called BMP Boutique and it focuses on recycling old clothes through consignment. BMP Boutique collects clothes to resell and any unsold clothes are donated to Belleville's community donation centers.



Joseph Pearson

Joey is a senior at Belleville West High School. He has been an Honors student at West all four years and has also played Varsity soccer for Belleville West each year, taking on the role of team captain his senior year. Joey is currently employed by Farmer's Market.

Joey's lawn care business is called Pearson Lawn Services. His goal is to gain at least eight clients, where he will be offering cutting, trimming, and other lawn services such as fertilizing and bush trimming.

Joey feels this class helped him gain a better understanding of how to become not only a successful business person but to also find ways to make himself a more efficient and productive student and worker.

He believes he is a very trustworthy, hard-working person who succeeds in giving everything he has got, in any situation. Joey loves to challenge himself and he understands that setting himself outside of his comfort zone will allow him to work on skills he has not been able to before, making this class extremely important to him. He also wants to best prepare himself for higher education, and he believes that this class has given him the experiences necessary to do that.



Dion Smith

Dion is a senior at Belleville East High School. He decided to join CEO after thinking about starting a business and becoming an entrepreneur. He has been interested in learning how to start and how to maintain a successful business.

He is involved in multiple extracurricular activities in school and in the community. Dion is a part of the National Honors Society, Spanish Honors Society, and he is a varsity football player. He has maintained a 4.7 GPA throughout high school while also being a part of those various activity groups.

Dion is a responsible person with a hard working attitude. After high school he plans on attending college for business and law.

Dion's personal business is named Auto Express Wash. His personal business consists of cleaning and detailing cars. He offers different packages to help the customer best select how their vehicle needs to be cleaned. Dion has full service products that he uses such as a car vacuum, tire shine, car wax, car soap, and window cleaner. He plans to continue his personal business so it can be a source of income while he attends college.



Connor Storner

Connor is currently a senior at Althoff Catholic High School. He found out about the Belleville CEO Program when a few seniors from the previous year came in to talk about the CEO class last year. He instantly liked it and wanted to do it.

Connor's one extra-curricular activity that takes up the majority of his time is playing hockey. Last summer he was able to work at St. Teresa Grade School and help them get ready for the next school year.

He is very good people person and an easy person to talk to. Whenever he is passionate about something, he works very hard and does his very best. Upon graduation, he plans to attend the University of Mississippi and study business.

Connor's personal business, CS Errand Runner, is an errand running service for the local Belleville area. It is a quick call or text away from getting your groceries or anything you want. His target market will be the older generation in order to help people who can't get around as easily.



Riley Sullivan

Riley is a senior at Althoff Catholic High School. He is a member of the BASIC youth board in Belleville. Riley is an energetic, outgoing student who has a high interest in critical thinking and the answers to why the way things are and why people do the things they do.

Riley has been playing soccer since he was six years old, playing all through high school. He is currently employed at the St. Clair Country Club and works for his father, Sullivan Lawn Service, Inc. Through working for his father and other various jobs, he has been able to develop a good work ethic. He has expanded his father's lawn service, creating his own monopoly on the market with a business called Sully's Lawn Care.

Next year, Riley plans to attend Missouri State University where he plans to study construction management. After, he wants to practice a trade, and develop his own sub-contracting company.



Colin Wagner

Colin is a senior at Althoff Catholic High School. He is a member of the varsity baseball and soccer team as well as a variety of clubs including Big Brothers Big Sisters of America, Crusaders Against Alcohol and Drugs, Fellowship of Christian Athletes, Engineering Club and Spanish Club.

Colin has been intrigued by the idea of entrepreneurship and managing a business. CEO has greatly impacted his decision of pursuing a business career.

Bellville CEO has allowed Colin to establish many relationships with local business leaders around the area. CEO has also provided tremendously impactful guidance and business mentoring. With the experience of Belleville CEO, Colin started his own personal business titled Wagner Exterior and Interior Services. The company will offer commercial and residential services at affordable costs such as landscaping, lawn care, power washing, painting, vacuuming etc. Wagner Exterior and Interior Services will price per job and include packaged deals allowing the customer the opportunity to achieve discounts and receive more services.



Joey Weir

Joey is a senior at Althoff Catholic High School. He commented, “I have learned a lot from this class already. CEO has taught me the importance of not only first impressions, but how you carry yourself for the entirety of your relationship with any given person. I joined this class originally because I had friends in the class last year who liked it. Joining this class was probably one of the best decisions I have made this year, and I have never regretted it for a second. CEO is a great program and I hope that someday I will be able to support it as an investor.”

Joey’s personal business, called PC Garage, is a computer restoration business. He started this business because of his background with computers.



2018-2019 Business Visits

Kaskaskia Engineering	King’s House
Allsup	Belleville City Hall
Holland Construction	Thouvenot, Wade & Moerchen
Lowery Benefits/Northwestern Mutual	Belleville New’s Democrat
Egyptian Workspace Partners	FKG Oil/MotoMart
Belleville District 201	Belleville Police Station
Althoff Catholic High School	Barcom Security
Kurrus Funeral Home	The Edge
Bank of Belleville	Auffenberg Dealer Group
Mathis, Marifian & Richter, Ltd.	Cooling Concepts, LLC
TFDSupplies.com	Copperfire
Rauckman Utility Products, LLC	Artigem Replacement Services
Trinity Financial Group	Chick-fil-A
JT McDermott Remodeling Contractors	Sips & Splatters
Precision Practice Management	Labor and Industrial Museum
Fletcher’s Kitchen and Tap	Gaslight Vinyl
Simple Gifts Flower Farm	Impact Strategies
4204 Banquet Center	Empire Comfort Systems
Padgett Building and Remodeling	Providence Bank
Memorial Hospital	Associated Bank
Greater Belleville Chamber of Commerce	

Belleville CEO Orientation



Belleville CEO held an orientation for the new students on Thursday, July 26 at the Welcome Center at Lindenwood University. Students and parents were introduced to several investors, board members, alumni students, and the facilitator of the program.

TrepStart Day at St. Louis University



The students attended the 2018 TrepStart Day at St. Louis University sponsored by Independent Youth. The event was an opportunity for the students to network with many young entrepreneurs from all over America. The keynote speaker was Shari Fitzpatrick, owner of Berried in Chocolate and originally the creator of the renowned Shari's Berries. Throughout the day, the students attended many breakout sessions with the young entrepreneurs and received valuable advice for how to start up their own businesses and make them successful.

Belleville CEO Investor Impact Luncheon



The Belleville CEO Board hosted their annual Investor Impact Luncheon at the St. Clair Country Club. David Osthoff and Briana Pearce shared what CEO meant to them and how it has impacted their lives. The luncheon was a small way to say thank you to all of the investors and give information to possible new investors.

College Of Business Night at the Ballgame at SIU



Belleville CEO students attended the College of Business Night at the Ballgame at SIU Carbondale. The students were given a campus tour, mingled with 425 other CEO/FBLA students, and then attended a basketball game against St. Louis University.

Fourth Annual CEO Empowerment Day Sponsored by Nicol Financial Services at SIUE



The CEO class took a field trip to CEO Empowerment Day at Southern Illinois University and were entertained and heard from Steve Davis, an Elvis impersonator and Shannon Rusch, U.S. Navy Seal. They also heard from Donny Wilson and Bob Schultz from Midland as well as several SIUE personnel.

Belleville CEO Elevator Pitch



Our Fourth Annual Belleville CEO Elevator Pitch was sponsored by SIUE School of Business/Mrs. JoAnn DiMaggio-May, Director of Illinois Metro East Small Business Development for SIUE. The Belleville CEO students had two minutes to pitch their idea followed by a short question period in front of three judges, Mr. Ed Hoering, Mr. Kevin Pesko, and Mrs. JoAnn DiMaggio-May. Three awards were given to the top students who exhibited the best skills and quality of idea. The winners were: 1st Place – Devin Jankowski, Jankowski Firewood; 2nd Place – Colin Wagner, Wagner Exterior and Interior Services and 3rd Place - Stone Galloway, Send It Kicking Academy.

Belleville CEO Banker Day



On Banker Day, the CEO class was visited by our four bankers from our four investor banks, Kevin Pesko from Bank of Belleville, Robert Mueller from The Bank of Edwardsville, Brian Gibson from Providence Bank and Ben Wanless from Commerce Bank. The CEO students presented their business plans and financials and answered a variety of questions on pricing, margins and profits. The bankers gave all students helpful tips to give them the opportunity for further success.

Belleville CEO Speakers

J. Schneider & L. Clapp, Vertical Performance	Wendy Witte, St. Louis Community Foundation
Bob DeRousse	Mike Riley, Professional Therapy Services, Inc.
Brian Mentzer, M & M Storage	Donnie Wilson, Midland Institute of Entrepreneurship
Kent Probst, Midland Institute of Entrepreneurship	Vince Ojeda, Experimac
Amanda Guinn, SWIC	Hamilton Callison, BreakThru Beverage
JoAnn DiMaggio-May, SBDC SIUE	T. Blocker & E. Buehl, Men's Wearhouse
Garry Reuter, Greensfelder Hemker & Gale, P.C.	Eric Schauster, City of Belleville
Neal Eilers, SuperBitKicks	Kelly Quinn, Best Buddies
John Perles, The Momentum Builders	J. Kotler & D. DeMond, The Bank of Edwardsville
Justin Price, CliftonLarsonAllen	Patrick McKeehan
Andrew Barnell, Geneoscopy	Ed Horton, Dove Technologies
Tara Neutzling, Fashionably Organized	Tami Lang, ave the Girls
Mike Barnell, Precision Practice Management	Tony Bryan, Midwest CyberSecurity
Patty Gregory, Art on the Square	Todd Randall, Randall's Wines and Spirits
Thomas Farquhar	

2nd Annual Belleville's Got Talent



Belleville's Got Talent was a HUGE success. Over 320 people attended the event at 4204 Banquet Center from 6:00 p.m. to 9:00 p.m. on Saturday, February 10. Sponsors, mentors, community leaders along with family and friends came out in full force to support the 15 students. The evening started with a dinner followed by ten contestants who competed in Belleville's Got Talent show. The Belleville's Got Talent winner by the judges was Emma Betz. She won \$250. The Fan Favorite was Isaac Williams who won \$50. The other eight contestants were: Aidan Schweitzer & Caden Pollock, Anna Harla & Rachel King, Conduit Uchiha, Jillian Ritter, Grace Shaw & Ryan Schenewerk, Lauren Cerbin, Michael Reitano, and Abdulah Abraham & Jawuan Pearson.

Artitorium



Before the Talent Show started, attendees visited the Artitorium area which was a silent auction of high school and college age students' art pieces. Approximately half of the art was sold.

Belleville CEO Business Investors

Allsup, Inc.	Interstate Risk Placement
Artigem Replacement Services	JT McDermott Remodeling Contractors, LLC
Auffenberg Dealer Group	Kaskaskia Engineering Group, LLC
Bank of Belleville	Kurrus Funeral Home and Cremation Service
Barcom Security	Lowery Benefit Services
Belleville CEO Class of 2015-2016 & 2016-2017	M & M Storage (DBT Properties)
Belleville CEO Class of 2017-2018	Mathis, Marifian & Richter Foundation
Breakthru Beverage	McClatchy Newspapers Inc. (Belleville News Democrat)
Callison Wholesale Liquors	BJC Health System (formerly Memorial Hospital)
CliftonLarsonAllen LLP	Newbold Toyota
Commerce Bank	Noble, Inc.
Cooling Concepts	Padgett Building and Remodeling
Dahm & Schell, Inc.	Precision Practice Management, Inc.
Egyptian Workspace Partners	Professional Therapy Services, Inc.
Empire Comfort Systems	Providence Bank, formerly Community First Bank
Farquhar, Thomas L.	Randall's Wines and Spirits
FKG Oil Company	Rauckman Utility Products, LLC
Graebe, Robert W.	Shay Roofing
Greater Belleville Chamber of Commerce	The Bank of Edwardsville
Greensfelder, Hemker & Gale, PC	The Lowery Group
Gundlach, Jeffrey B.	Thouvenot, Wade and Moerchen, Inc.
Holland Construction Services	W. A. Schickedanz Agency, Inc.
Impact Strategies, Inc.	Walter E. Weidmann Charitable Foundation





30 YEARS OF EXCELLENCE | 1984-2014



THOUVENOT, WADE & MOERCHEN, INC.



Meet the Belleville CEO Board Members



Geri Boyer

President
Organization:
Kaskaskia Engineering
Group, LLC
Title: Owner



Kevin Pesko

Treasurer/President Elect
Organization:
Bank of Belleville
Title: Market President



Brian Mentzer

Administrative Agent
Organization:
BTHS Dist. 201
Title: Assistant Superintendent



Kathy Schaefer

Secretary
Organization:
Althoff Catholic High School
Title: Counselor



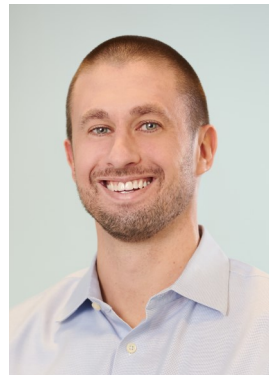
Jim Allsup

Member
Organization:
Allsup Inc.
Title: President and CEO



Garrett Reuter Jr.

Member
Organization:
Greensfelder, Hemker & Gale, P.C.
Title: Officer



Josh McDermott

Member
Organization:
JT McDermott Remodeling
Title: Owner



Roger Lowery

Past Board President
Organization:
Lowery Benefit Services/
Northwestern Mutual
Title: Owner



Pat Mathis

Member
Organization:
Mathis, Marifian & Richter
Title: Partner



Tom Farquhar

Member/Investor



Rich Plass

Member
Organization:
Allsup
Title: Vice President



Todd Badgley

Member
Organization:
MotoMart Convenience Stores
Title: President

Meet Our Facilitator



Julie Siebers

Julie Siebers earned her Bachelor of Science degree in Accounting from Greenville College and attended Southern Illinois University at Edwardsville for her teaching certification. For 12 years, she worked at CPI Corp. and CPI Photo Finish/Fox Photo holding various positions from staff accountant to Vice President Controller. After Kodak sold CPI Photo Finish/Fox Photo to Wolf Camera, she started her second career at Belleville East High School where she has been teaching in the business department the last 18 years.

“It has been another rewarding experience to lead, instruct, and facilitate these 15 students in discovering our business community. This year we have visited more than 45 area businesses and were inspired by more than 35 speakers. The students have learned and formed relationships with the best business people and community leaders in the surrounding Belleville area. A special thank you to the investors, CEO board members, and my students who made my fourth year as facilitator so amazing.”

Our Host Businesses



Allsup



Mathis, Marifian & Richter



Barcom Security



Artigem Replacement Services

Mentor/Mentee Relationships



Business Mentor

Student

Mike Marchal

Paul Fries

Michael Crotty

Stone Galloway

Jimmy Monken

Erick Gosebrink

Josh McDermott

Alex Hall

Dave Zura

Devin Jankowski

Matt Warren

John Lipinski

Robert DeRousse

Emelia O'Neill

Brian Mentzer

David Osthoff

Anne Koleson

Briana Pearce

Bobby Fritz

Joseph Pearson

Josh Lane

Dion Smith

Mike Dunnigan

Connor Storner

David Padgett

Riley Sullivan

Brett Baltz

Colin Wagner

Justin Price

Joey Weir



CREATING ENTREPRENEURIAL OPPORTUNITIES

"The mission of the CEO program is to prepare our youth to be responsible, enterprising individuals who become entrepreneurs or entrepreneurial thinkers and contribute to the economic development and sustainability of our area. It is our hope that these young entrepreneurs will follow in the footsteps of many of the entrepreneurs in our community and will reside in or return here to run their business, raise their families, and give back to their community"

Company Name _____

Contact Name _____

Address _____

City _____ State _____ Zip _____

Phone _____ Email _____

- I/We would be interested in:
Hosting a social event
Hosting the class long term
Allowing the class to tour my business
Speaking to the class
Mentoring students
Helping with recruitment events for future students
Cost sharing for the annual CEO trade show
Cost sharing for the production of the annual report, website, and other marketing materials
Cost sharing for the other occasional opportunities to promote the class

I/We would also wish to make a contribution to the CEO Entrepreneurship Fund. In consideration of the gifts of others for the purpose. I/We hereby agree to contribute one of the following:

- \$3000 Payable over 3 years (\$1000 per year)
\$3000 One-time payment in full
\$_____ Payable over 3 years

Please send paperwork and/or payments to:
St. Louis Community Foundation
Belleville CEO Fund
#2 Oak Knoll Park
St. Louis, MO 63105

Choose payment method :

- My check for entire pledge is attached
I prefer a 3 year pledge. My check for the first payment of my pledge is attached.
Please bill me.

Authorized Signature(s) _____

St. Louis Community Foundation is a 501(C)(3) organization. Your donations are tax deductible to the extent allowed by law.

Kevin Pesko
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Visit
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Wendy Witte, Donor Services Manager
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