

2008-2009

VERMILION ADVANTAGE ANNUAL REPORT



6/25/2009

June 25, 2009

Members of Vermilion Advantage:

During my time on the board of Vermilion Advantage, it has become quite apparent that economic development is a complex task. It includes business development, workforce development, quality of life issues and overall pride in our community. These are the very areas that our organization continues to give its full attention.

Many hours are spent by our staff during the year working to keep Vermilion County's current businesses viable, as well as in showing potential new employers the great things Vermilion County has to offer. While the nature "of the beast" frequently prevents us from publicly discussing activity as it occurs, I can assure you our staff serves existing and potential new business on a daily basis.

One of the organization's strengths is the workforce development concentration. Vermilion Advantage has forged a strong relationship with local educational organizations, and for our efforts, we are gaining national recognition for being on the forefront of identifying the ever increasing need for a quality trained workforce. This work will pay dividends going forward.

In today's environment, it is impossible to ignore the ever growing changes in the health care arena. This is critical for our citizens, employers and health care providers. Once again, Vermilion Advantage has been on the forefront in getting parties together to facilitate a dialog toward success.

Finally, everyone has the desire to have a community of which we can be proud. This does not happen without hard work from all community stakeholders. During the past year we have embarked on a new civic engagement with our Vermilion County Pride initiative. This is perhaps the biggest challenge we will ever face, but the rewards will be monumental. Getting all individuals and organizations collaborating enhances our ability to shape a better community.

I read a quote not long ago that said, "Some people are confident they could move mountains, if only somebody would clear the foothills out of the way." Others say, "I just can't get to the top of the mountain." I believe these are unfortunate perspectives. The reality is you don't have a mountain without foothills and it's not a single mountain but instead a mountain range with a series of several hills and valleys. Once you reach the top of each hill you have a choice in reflection: Accepting the valley crossed for its beauty and opportunities provided; or, the difficulties you encountered. How you look back will determine the way you approach the next valley to be crossed. Perception is your choice.

My final challenge: As you reflect on the past and ponder the future, do so in a positive way. Understand that there is nothing we can do about the past. Don't look back and wish things were different; it only wastes time and energy. Instead, have fond memories of the good times and what was achieved. Then, as you look to the future, do everything you can to stay positive and show energy and enthusiasm as you tackle the journey that lies ahead.

It has been an honor to serve as your Chair. I appreciate the support of our members, the Board of Directors and especially our professional staff. Thank you all!

Tom

Thomas J. Chamberlain

June 25, 2009

Dear Vermilion Advantage Members:

The last 18 months will no doubt be recorded as one of the most economically unstable periods in our nation's history. It has been somewhat ironic that, outside of the actual Depression of the 1930's, many aspects of our current national economic crisis have been analogous to the recession of the 1980's. It was 1982 that a piece of what is Vermilion Advantage today was born. So much has changed in our world and in our county during the last quarter of a century. Many national corporate icons have disappeared from the national business landscape. The global inter-connectivity of our world economy is very apparent today in our own business foundation.

The recovery from the 1980's recession was largely influenced by the growing and changing automotive sector of our national economy; the same segment of the economy today that is feeling the greatest pain, shrinkage and change. It is a segment that today Vermilion County is much less dependent upon as our economy has changed and diversified.

The dominant drivers for our national and local environment going forward are energy, education and health care. These three components have a tremendous impact on overall economic development going forward. They are also three areas from which we should see great benefit here at home.

Much of the new business development we have courted over the last 18 months and continue to focus upon today revolve around alternative energy sources such as wind, solar, biodiesel, biomass and coal gasification. Vermilion County has both the geography and the natural resources upon which these emerging market opportunities depend.

The focus on education and the partnership between education and business that began 10 years ago has matured to find our county recognized nationally as a leader in the workforce development arena. Results in creative and new educational programs and partnerships have placed a new and growing emphasis on education and lifelong learning.

Health care in Vermilion County is not only one of the dominant employers; it is also a critical facet to our quality of life and community sustainability. While this segment of the economy is also in the national spotlight in a debate on quality, cost and access, there is also unilateral dialogue among all local community stakeholders in how to more effectively address

and succeed in professional recruitment and retention, venues for service and an overall emphasis on creating a healthier community focused on proactive wellness lifestyles.

A buzz term in the economic development today is “civic engagement.” This seems to be a modern notion about a practice that built successful communities in decades past. It is really nothing more than business, education, community-based organizations, health care, government, media and our youth all coming together within communities and taking an active, collaborative role in creating the future. Civic engagement and our own Vermilion Valley Pride are synonymous.

For the last 27 years, our Vermilion Advantage team, with the support and active engagement of our members, has served as a catalyst for proactive social change, economic diversity and a bridge of collaborative leadership between Vermilion County’s past and Vermilion County’s future. As you, our investors, look back over the last 18 months, I hope you can feel confident that the dollars, time, and confidence you entrust to us are manifesting into positive, long-term change and development for a future that will well serve many generations to come.

Sincerely,

Vicki L. Haugen

Vicki L. Haugen
President & CEO

2008-2009 VERMILION ADVANTAGE REPORT CARD

JUST THE FACTS

The last 18 months have created tumultuous times for our nation's economy. Our nation, and therefore, the world, has gradually been submerged into the depths of a recession unlike any other we have experienced.

For our local community, it has been a bit of a déjà vu squared. It was the national recession of the 1980's that led to the creation of the Economic Development portion of what is Vermilion Advantage today. Our county has seen much economic change in the interim. However, at that time, our economic strife found our unemployment challenges nearly two and one-half times the national average. While we continue to have our share of challenges to strengthen our local economy, the diversification that we have realized has created a more solid base. Overall, Vermilion County is much more resilient today than it was in the 1980's recession, as is evidenced by the data below.

Vermilion Advantage has kept in close communication with our major employers so that we might anticipate the impact of this national economic crisis on our Vermilion County community. We remain grateful to all employers for their support and confidence so that we might be in a position to serve them and the entire community as effectively as possible.

The quarterly outlook surveys that we conduct monitor our area's top 34 employers comprised as follows:

20	59%	Manufacturing
5	15%	Distribution
3	9%	Major Service Providers
6	17%	Health Care

Economic Outlook

<i>Time period</i>	<i>Decline</i>	<i>Steady</i>	<i>Steady Growth</i>	<i>Rapid Growth</i>
4 th Qtr 2007 projections	7%	41%	52%	0%
1 st & 2 nd Qtr 2008 projections	14%	44%	40%	3%
4 th Qtr 2008 projections	22%	47%	31%	0%
1 st Qtr 2009 projections	36%	45%	19%	0%
1st Qtr 2009 actual	26%	48%	23%	3%
2 nd Qtr 2009 projections	22%	52%	26%	0%
2nd Qtr 2009 actual	26%	62%	12%	0%
3 rd Qtr 2009 projections	18%	64%	18%	0%
4 th Qtr 2009 projections	15%	62%	23%	0%

Unemployment Comparisons/Trends

<i>Month</i>	<i>Year</i>	<i>Danville MSA**</i>	<i>State IL</i>	<i>United States</i>
January	2007	6.4%	5.2%	5.0%
January	2008	8.2%	6.2%	5.4%
January	2009	10.9%	7.9%	7.6%
% chg 07-08		1.8%+	1.0%+	.4%+
% chg 08-09		2.7%+	1.7%+	2.2%+
April	2007	5.7%	4.7%	4.5%
April	2008	6.3%	5.4%	4.8%
April	2009	9.8%	9.3%	8.6%
% chg 07-08		.6%+	.7%+	.3%+
% chg 08-09		3.5%+	3.9%	3.8%+
May	2007	5.7%	4.9%	4.5%
May	2008	7.3%	6.4%	5.5%
May	2009	10.1%	9.9%	9.1%
% chg 07-08		.6%+	1.5%+	1.0%+
% chg 08-09		2.8%+	3.5%+	3.6%+

** Danville MSA = Vermilion County, Illinois

There is little argument that the cornerstone to the Vermilion Advantage focus is our concentration on serving local businesses and the outreach to bring new investment and job creation opportunities to our Vermilion County community.

Prospect and Local Expansion Activity for 2008

<i>Type of Bs</i>	<i>Total</i>	<i>Active</i>	<i>Closed</i>	<i>Announced/Occurred</i>
Manufacturing	20	6	10	4 Blackhawk expansion Ball Consolidation Thyssen consolidation KIK consolidation
Office	11	2	6	3 City Financial Greater Lafayette Retina Center West Staff
Retail	9	5	1	3 Buffalo Wild Wings This Is It Furniture CosmoPro
Energy	5	5	0	0
Distribution	7	5	0	2 Prairie States Warehouse expansion International Greenhouse expansion
Service	4	2	2	0
Other	1	0	1	0
TOTAL	57	25	20	12

Prospect and Local Expansion Activity for 2009

<i>Type of Bs</i>	<i>Total</i>	<i>Active</i>	<i>Closed</i>	<i>Announced</i>
Manufacturing	10	8	2	0
Office	6	6	0	0
Retail	3	3	0	0
Energy	4	4	0	0
Distribution	0	0	0	0
Service	2	2	0	0
TOTAL	25	23	2	0

Reasons for Prospect/Project Closures

REASONS	2008	2009
Project died	9	2
Don't know	1	0
Electric costs	1	0
Located elsewhere in IL	4	0

As of June 25, 2009 we have 48 active projects in the queue.

WORKFORCE DEVELOPMENT

2009 marks the 10th anniversary of the beginning of the formal Workforce Development initiatives through the local Workforce Clusters. The first cluster to be established was a sub-set of what, today, is known as the Manufacturing/ Logistics Cluster. I would like to acknowledge and thank the original 13 business partners who are responsible for what, today, is three workforce clusters or 65 business partners and a full complement of educational programs, scholarship offerings and community awareness activities. These **charter** businesses are as follows:

ALCOA

Alstom (formerly Holmes Brothers)

Automation International

Danville Metal Stamping

Dines Machine

Jameson Steel

Leatherneck Hardware

Marble Machine

Mervis Industries

NACCO

**ThyssenKrupp Forge, Machining &
Presta Divisions**

Tridan International

Walter Danville Corporation

The foundation of the Workforce Development movement is job projection data that anticipates the upcoming needs of the local employers. Since the beginning each January, Vermilion Advantage surveys these major employers in an attempt to understand job/skill projection needs for the succeeding 24-month period. It is an invaluable data source for the Workforce Development portion of our program in an attempt to ensure that we are locally preparing our workforce for our employers' needs.

Annual Workforce Projections collected in January 2008 and January 2009 identified the following:

Year	Total positions Identified	New positions	Replacement For retirement/ attrition
2008	1,943	955	988
2009	1,254	312	942
Education required		2008	2009
Associate Degree		21%	25%
Associate or Bachelor Degree		17%	33%
Bachelor Degree		26%	20%
Master's Degree or greater		10%	8%
At least High School diploma		26%	14%

Education programs offered by the Clusters benefitted the local student population as follows:

<i>Program</i>	<i>Grade level</i>	<i># of Schools 07-08</i>	<i># of Students 07-08</i>	<i># of Schools 08-09</i>	<i># of Students 08-09</i>
Character Counts	1-8	16	2,191	17*	2,019
Mrs. Mary's Great Math & Science Adventure	3-4	19	1,928	22	1,672
SAE – World in Motion	4-8	5	281	0	0**
CHOICES	5 & 8	4	213	8	462
Gateway to Technology (GTT)	6-8	1	97	2	410
Project Lead the Way (PLTW)	9-12	2*	54	8	38
Career Lab	8	16	1,220	19*	1,079

*In addition to school classrooms, these programs were also offered to non-profit Youth organizations; ** SAE being replaced by GTT

Scholarships and Internships

In June 2004, our Manufacturing/Logistics Clusters kicked off the “**Engineers for Tomorrow**” scholarship program that was a partnership between our cluster companies, **DACC and Bradley University**. We awarded a single scholarship for a Mechanical Engineering student. This scholarship provided one-third of the student’s tuition, guaranteed paid internships in their field of study during the summer and guaranteed a job in the field of study upon graduation for two years. The student’s part of the contract required he/she to maintain a C average or better and to return to Vermilion County for a two-year period subsequent to graduation to begin his/her career with a sponsoring cluster

member. **Our first graduate was Rigoberto Torres in December 2006. He began his career with ThyssenKrupp – Forge Division.**

Since that time, all three of our clusters have created similar scholarships and the program name has changed to “CSI – Career Scholarship Initiative.” **In May 2009, our second graduate, Michael Andrews, was hired by Danville Metal Stamping where he has started his career in Manufacturing Technology.** Other students in this CSI Scholarship program at this time are as follows:

Joe Lerner	U of Illinois	Mechanical Engineering
Anthony Hornbeck	U of Illinois	Mechanical Engineering
Emma Feingold	DACC/U of Indianapolis	Physical Therapy
Dustin DeNeal	DACC/Southern IL University	Physical Therapy

Additional scholarships will be awarded before the start of the 2009-2010 school year.

In addition to post-secondary scholarships and internships, our clusters actively support high-school level experiences, as well. This summer we have five high school incoming seniors, two high school graduates, and eight college students employed in summer internships in engineering, manufacturing technology and health care.

New Workforce Marketing Initiatives

To address the continuing challenge of workforce-need perceptions and to bring more of our local story to life, **Vermilion Advantage has partnered with Com-Cast Spotlight** this year to produce two video productions; one featuring Manufacturing/Logistics spotlighting 11 local businesses and one featuring five Health Care providers. Both productions are now streamed onto the Vermilion Advantage website to use as further recruiting tools and a more in-depth representation of our Vermilion County community as individuals and businesses evaluate our area for possible relocation.

Careers, College and Candle Light, a partnership between DACC, VVEDS and Vermilion Advantage, hosted 116 sophomore parents to learn more about dual credit, College Express, college financial assistance and career opportunity fields. Parents were introduced to other viable educational options for their students in non-traditional careers and career exploration. The goal of the program is to document a 10% increase in enrollment/graduation rates at the community college and a 10% increase in high school students’ participation in college-credit programs such as **College Express and Project Lead the Way.**

WORKFORCE AND COMMUNITY SUSTAINABILITY

Vermilion Valley Pride

As follow up to the December 20, 2007 presentation made to our Board of Directors by Rick Stephens and Elane Scott, Co-Founders of **Birth2Work** and co-authors of “**The System: Igniting the Soul of Commerce,**” we proceeded to plan for expanding our current Workforce Development partnerships between our three core Clusters and the local K-14 education system to encompass a community-wide, systematic approach involving seven core stakeholder groups:

**Government
Business
Education
Health Care**

**Community-Based
Media
Students**

On March 18, 2008, Vermilion Advantage was featured on the Birth2Work Radio network as a Community example of how the Birth2Work process is built and executed.

On June 27, 2008, the first of a two-day Community Lyceum was held to walk through the six-step process of creating a template for community change. Close to 100 people participated in working through the first three steps. On August 22, 2008, the second day was held as a continuation as we worked through steps 4 and 5. Subsequent, individual stakeholder meetings have been held during the fall with a template and recommended actions now close to being in place to start the 2009 year.

The Six Steps

1. Identify and attract stakeholder community leaders.
2. Agree on a common language and a set of shared values.
3. Agree on a shared vision and measures of success.
4. Establish a plan including stakeholder roles and responsibilities and the relationships or interfaces between stakeholders.
5. Agree on the resources and the source of those resources to achieve the shared vision.
6. Establish and implement a management process for carrying out the plan.

On March 17, 2009, we began the part of the process that scrutinizes what resources exist, where the gaps are to address the needs identified and what the baseline metrics are from which we will measure our progress moving forward. It is our goal to complete this part of the process before the end of August, 2009.

Vermilion Valley Vision

Vermilion County is an excellent community in which to learn, live, work and play.

Value

Vermilion County is a healthy community of caring, diverse citizens with a passion for life-long learning and personal accountability, building a progressive place with a high standard of excellence.

Core Objectives

- ◆ Improving life-long learning measures for all age groups and demographics
- ◆ Increasing employment opportunities – new and expanded
- ◆ Improving the success of all citizens

As a result of this work, Danville Area Community College was chosen as one of six pilot sites throughout the nation to develop a new system of Adult Pathway training by Center for Occupational Research and Development (CORD). A meeting convening the six communities, colleges and business representation was held on July 17, 2008, at O'Hare airport. The Lyceum process in Danville was featured and is currently being discussed as a process to be replicated at the other five sites.

Also as a result of this process, the work of our Clusters and the Vermilion Valley Pride process has been featured as a best practice in a newly-released book, ***“Winning the Global Talent Showdown. How Businesses & Communities Can Partner to Rebuild the Jobs Pipeline”*** by Edward E. Gordon.

HEALTH CARE

Since the cost, access and quality of health care are among the top local priorities, as they are on a national scale, together with business and health care partners we began investigating what our options might be to benefit from best practices and business coalition practices elsewhere in the state and the country.

On July 11, 2008, we brought together the largest area businesses and health providers to hear presentations by Quality Quest for Health, Peoria and Heartland Health Coalition of Bloomington. Follow up from those presentations have lead us to other coalition models currently under consideration.

Likewise, business partners agreed to share Wellness practices and Return to Work practices so that, collectively, business partners can learn and benefit from each other.

TakeCare Health, a Walgreen Company subsidiary, is also interested in working with us on a coalition model. Meetings were held in February, April and June to further pursue how this type of model might work in our area.

SPECIAL MEMBER-FOCUSED INITIATIVES

August 28, 2008, we hosted a Members and Elected Officials Workshop that attracted over 70 participants. ThyssenKrupp Corporate representatives along with ThyssenKrupp Crankshaft and Presta Danville leaders made presentations regarding the scope, focus, breadth and relationship of their businesses and impact on the local economy. Collectively since 1991, this international corporation has invested over \$452M and created over 400 new jobs in Vermilion County, Illinois.

We also continue to hold bi-monthly Member Roundtable meetings to discuss issues pertinent to our members and to network new businesses with other members/existing businesses in our Vermilion County community. We average 20 – 25 members per meeting.

Our Personnel and Safety Councils have continued to grow and work more closely together throughout the last year. Attendance at these topic-specific networking sessions has been anywhere between 25 – 65 per meeting.

THINK VERMILION COUNTY FIRST – local retail support

Once again, our business community has shown tremendous support for the retail and service participants of the ***Think Vermilion County First*** initiative. One of the most popular components of ***Think Vermilion County First*** is our

Chamber Dollars program. Support from the local business community each year continues to surpass our expectations.

YEAR	TOTAL PURCHASERS	TOTAL AMOUNT SOLD	TOP FIVE PURCHASERS
2007	34 plus misc. walk-ins	\$259,051	Bunge Danville Metal Stamping KIK Center for Children Services Landmark Credit Union
2008	30 plus misc. walk-ins	\$285,748	Bunge Danville Metal Stamping KIK ThyssenKrupp Crankshaft Provena
2009 As of June 25, 2009	13 plus misc. walk-ins	\$74,923	Bunge Danville Metal Stamping Provena District #118 ThyssenKrupp

So far in 2009, these dollars have been redeemed at 65 different locations throughout Vermilion County with the **top 10 locations as of the end of May** as follows:

\$23,270	Wal-Mart
\$15,325	Danville County Markets
\$ 6,690	Big R Stores – North Vermilion
\$ 1,900	Montana Mikes
\$ 1,185	Lee's Famous Recipe
\$ 1,370	Walgreens
\$ 1,305	Lowes
\$ 1,085	Price-Less Foods
\$ 890	Jocko's Depot
\$ 805	Escape Spa

2009 Budget

INCOME	2009
MEMBERSHIP	\$480,875
Membership Dues	
In-kind Membership	
Member Increases	
New Member Income	
Subtotal	\$480,875
MISC	\$ 11,716
SPECIAL EVENTS	\$ 14,500
Golf Outing (net)	
Honor Student Banquet (net)	
Misc. events (net)	
PROGRAM	\$164,326
Cluster - Membership	
Cluster - Grants	
Leadership	
YPN	
Chamber Dollar	
442jobs.com ads	
TOTAL	\$671,417

EXPENSE	2009
PERSONNEL	\$368,101
Salaries	
Payroll Taxes	
Group Health	
Simple IRA	
WC Ins.	
Travel	
OCCUPANCY	\$ 37,000
Rent	
Utilities	
Telephone	
Office Maint.	
Cleaning	
OPERATIONS	\$ 53,150
Supplies	
Lia./Bond Ins.	
D/O Ins	
Postage	
Equipment Maint.	
Dues & Subs	
P/O	
New Equipment	
Equip Leases	
Bank Fees	
Subtotal	\$ 53,150
PROGRAMS	\$123,437
Leadership	
YPN	
Clusters	
Subtotal	\$123,437
MARKETING & PROMOTIONS	\$ 8,500
CONTRACT SERVICES	\$ 80,860
TOTAL EXPENSE	\$671,048
NET	\$ 369



VERMILION ADVANTAGE

Vermilion Advantage Board members give generously of their time, expertise and financial resources to support our efforts to grow and improve Vermilion County. Collectively, they establish the directives for implementing and attaining our goals.

2008 – 2009 OFFICERS & EXECUTIVE COMMITTEE DIRECTORS

Chair	Tom Chamberlain, Iroquois Federal
President	Vicki Haugen, Vermilion Advantage
1 st Vice Chair	Doug Cunningham, Jameson Steel
Vice Chair	Wes Anderson, Anderson Electric, Inc.
Immediate Past Chair	Gary Hackler, WCIA
Secretary	James Miller, M.D., Christie Clinic
Treasurer	Jim Anderson, Old National Bank
Directors at Large:	Jeff Burgoyne, First Midwest Bank Lee Leathers, Alcoa Lou Mervis, Vermilion Development Corp. Phil Muehl, Clifton Gunderson, LLP Jim Mulvaney, First National Bank Dick Read, Hoopeston Star Chrysler

2009-2010 OFFICERS AND BOARD DIRECTORS

OFFICERS & EXECUTIVE COMMITTEE DIRECTORS:

Chair	Doug Cunningham, Jameson Steel
President	Vicki Haugen, Vermilion Advantage
1 st Vice Chair	Wes Anderson, Anderson Electric, Inc.
Vice Chair	Jim Anderson, Old National Bank
Past Chair	Tom Chamberlain, Iroquois Federal
Secretary	Phil Muehl, Clifton Gunderson
Treasurer	Jeff Burgoyne, First Midwest Bank
Director	Louis Mervis, Vermilion Development, Inc.
Director	Jim Mulvaney, First National Bank (pro bono legal advisor)
Director	Pat O'Shaughnessy, Vermilion County Title
Director	Dan Nobbe, Fiberteq LLC
Director	Jerry Connolly, Danville Sanitary District
Director	Deanna Witzel, DND Witzel Enterprises, Inc.
Director	Mike Brown, Provena United Samaritans Medical Center

DIRECTORS:

Steve Barkley	Ameren IP
Frank Brunacci	WorkSource enterprises
Tom Bruns	Aqua Illinois, Inc.
Craig Campbell	First National Bank of Danville
Lanette Cannady	Insight Media
Dean Carlton	Heritage Development Services, Inc.
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Michelle Chesnut	Blue Cross Blue Shield of Illinois
Doug Dawson	Dawson Logistics
Mark Denman	Danville Dist. #118
Danielle Dequimpaul	Republic Services
Scott Eisenhower	Mayor, City of Danville
Jeff Fauver	Workforce Investment Board
Judi Finkle	Coldwell Banker Devonshire Realty
Keven Forney	Oakwood C. U. District #76 Supt.
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Bill Gross	Bunge Milling, Inc.
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Michael Hamilton	VA Illiana Health Care System
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Chris Hanson	White Construction, Inc.
David Henwood	Cannon Cochran Management Services, Inc.
Mike Hulvey	Neuhoff Family Broadcasting
Dr. Alice M. Jacobs	Danville Area Community College
Lee Leathers	ALCOA
Amy Marchant	Mediation Services
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Bob McMurray	McMurray Real Estate & Insurance
Nanette Mellen	Retired Executive
Jeanne Mulvaney	United Way of Danville Area
Bill Nicholls	Hoopeston Community Bank
Judge John O'Rourke	Retired Executive
Jim Ohl	Agriculture Representative
P. B. Patel	Holiday Inn Express
Gary Peacock	Covington Foods/Danville County Markets
Judd Peck	Danville Metal Stamping Co., Inc.
David Phillips	Mayor, Village of Tilton
Jim Picillo	Mervis Industries, Inc.
Terry Prillaman	Mayor, Village of Rossville for Verm. County Mayors' Council
John Quinn	AT&T Illinois

DIRECTORS CONTINUED

Dick Read	Hoopeston Star Chrysler
Bob Rice	Schlarman High School Principal
Jerry Rice	McLane Midwest
Keith Rife	DynaChem
Don Ritter	Danville Bldg. & Constr. Trades Council
Rick Rotramel	Country Insurance & Financial Services
Daniel Shenck	Viscofan USA, Inc.
Joan Shurbet	Christie Clinic
Jim Snider	Carle Clinic Association
Kevin Stroud	NexLAN
Jeff Summers	Media One Visual Arts
Dawn Taylor	Sleepy Creek Vineyard
Chris Voccio	The Commercial-News
Dave Warga	Vermilion Chevrolet
John White	KIK Custom Products
Kerry Wienke	Vermilion County Farm Bureau
Rickey Williams	Boys & Girls Club of Danville
Norman Young	ThyssenKrupp Crankshaft Co.

OUR STAFF TEAM

VICKI HAUGEN
President & CEO

TODD LEE
Director, Business Development & Government Relations

MACHELLE DYKES
Director, Business and Community Services

GLEND A KIETZMANN
Director, Marketing and Membership Services

KIM KUCHENBROD
Workforce Development Specialist

JO DOGGETT
Finance Manager



Vermilion Advantage:

Combining Resources/ Strengthening Services

▪ **VERMILION ADVANTAGE MISSION**

To serve as a partner in the growth and enhancement of the general welfare, prosperity and overall economy of Vermilion County, its people and businesses.”

▪ **VERMILION ADVANTAGE PHILOSOPHY**

We believe that by acting as a pro-active, congealing force within Vermilion County, we can effectively influence the overall viability of the county and create an environment in which all citizens have an opportunity to work and have a quality of life for which they can be proud.

▪ **VERMILION ADVANTAGE VISION**

Vermilion Advantage will be recognized by its customers as the premier organization within the State, Region and entire United States leading sustained economic development and quality-of-life enhancement.