

IAMIC 142nd Annual Convention & Trade Show August 21 - 23, 2023

Embassy Suites Hotel & Riverfront Conference Center | East Peoria, Illinois

WEEKENDS ARE FOR FAMILY! We'll see you on MONDAY!

Monday, August 21, 2023

2023 SCHE

9:00	Golf Outing —Registration at 9:00; Tee off at 10:00
10:00	Sporting Clays —Registration at 10:00; Competition at 10:30
12:00 - 4:00	Trade Show Set-up
2:00 - 5:00	Registration
4:30 - 6:30	Grinnell Hospitality
6:00 - 10:00	Catch the Wave – Luau Style Party– wear Hawaiian dress.

Tuesday, August 22, 2023

- 7:00 9:00 Registration Trade Show 7:00 - 5:00 7:00 - 7:45 Memorial Service Speaker: Meghan Rewers, LCSW, CLS, Executive Director of The Crisis Nursery of Effingham County

8:00 - 9:30

OPENING GENERAL SESSION

Key Note Speaker: Traci Brown, CSP Liar, Liar Pants on Fire Traci can help your team reveal secrets your clients are keeping from you. Secrets that are impacting your bottom line.

Traci Brown

Trade Show / Refreshment Break 9:30 - 10:00

Concurrent Round Tables x 3 10:00 - 10:50

The flexibility of round tables allows you to discuss specific topics that are important to your role at the Mutual and the advantage of getting different viewpoints. We will be breaking into three different areas to cover Directors/Claims/Underwriting issues.

- Directors
- Claims
- Underwriting



11:20 - 12:10 Industry Updates/Business Meeting



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Business Meeting — Delegates need to sit in reserved section for voting issues.

Awards & Recognitions

Honor Past Chairs

- Presentation of Company Achievement Award, Fire Department of the Year Award, Lautum Award, and Volunteer of the Year Award

Ceremony Swearing in New IAMIC Officers Tony Koehler, 2022 Chair

IAMIC Updates

One of IAMIC's missions is to provide advocacy to its members and this year has been filled with many opportunities. We will briefly summarize what has been happening in the Illinois legislative agenda this year and how it has helped your organization. Speaker: Evan Manning, IAMIC Lobbyist

12:10 - 1:30Lunch/Tradeshow

1:30 - 2:20



Reinsurance Panel (Must attend both sessions) Reinsurance...It's at the top of everyone's concern. Our local reinsurance panel will discuss the challenges ahead and try to answer questions on everyone's mind... Can we survive the increasing reinsurance cost? What should Farm Mutual companies do today to ensure they have long-term reinsurance partners tomorrow? Do farm mutuals have a strong chance to survive long term? Does the international reinsurance market affect Illinois mutuals and how? How do you see the future for the small farm mutual? What determines a small or large mutual? Is it policy count, insured amount, investment capital, etc?

- 2:20 2:30Trade Show/Break
- Reinsurance Panel Continued 2:30 - 3:20
- 3:20 3:50 Break/Tradeshow
- 3:50 4:40 Soak Up The Sun

Speaker: Steve Carroll, Frontier – Mt. Carroll Mutual

Back by popular demand! Now more than ever homeowners are looking into options that help them stay within budget—solar panels being a big one. However, with new equipment comes many new questions. We will answer some of those in this session.



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5:00 6:30 - 10:00 **DRAWINGS** in the Trade show area.

A Live Comedy Show featuring Mark Klein.



Mark Klein

Dinner and a Show! Join us For Dinner and

Mark Klein has made his living with laughter for over 30 years. He headlines shows for cruise ships, corporate events, country clubs, resorts, and 55 communities from Alaska to the Bahamas, is also a thoroughbred racehorse owner, real estate investor, husband, father, and the official walker of the dumbest dog in the world.

Wednesday, August 23, 2023

7:00 – 8:00	Fun Run — to benefit The Crisis Nursery of Effingham County (<i>Registration at 7:00/ Photo at 7:15; Event</i>
	begins at 7:30)



- Auxiliary On Their Own 9:00 - 12:00
- **CONCURRENT SESSIONS** 9:00 - 12:00

9:00 - 12:00 **Ethics**

Speaker: Brett Gerger, CIC

Qualifies for the state-mandated 3-hour Ethics Course. Brett's experience in the Risk Management industry and with the Independent Insurance Agents of Illinois brings experience to the table. Brett has a way of shining a light on everyday situations that lets us recognize areas where we are challenged with ethical decisions.

9:00 - 10:00 FMDC (Farm Mutual Director *Certification*) Must attend both courses

Insurance Accounting & Investment Management

Finance & Accounting Module — Core Speaker: Phil Capps, Kerber, Eck & Braeckel

This course will provide a high-level focus on insurance accounting principles and the investment process.

9:00 - 10:00

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Cybersecurity for Insurance Agencies: Protecting Yourself, Your Clients, and Your Data Amidst the Growing Threat of Cybercrime

Speaker: Trey David, Facet Technologies

A look at the state of cyber threats in the insurance industry: need-to-know information for business leaders on current cybercrime trends and the tools and strategies experts recommend to prevent breaches and work more efficiently as we approach 2024. This session features tips you can take back to your office to immediately strengthen your defenses against attack.

- 10:00 10:30 Break
- **FMDC** (*Farm Mutual Director Certification*) 10:30 - 12:00 Implications

Mergers & Consolidations - Financial Speaker: Abby DeZeeuw, Cain Ellsworth &

Co, LLP

Finance & Accounting Module – Elective This course will provide an understanding of what is involved in completing a merger and consolidation. Explains reasons to consider a merger transaction, the importance of outside expert advisors, and proper terminology and steps taken to approve and finalize a merger.

10:30 - 11:30 AAIS

Speaker: Tiffany McConnell, AAIS

In today's world full of technology, knowing what all these words mean is critical. It's easy to be scammed and you need to be aware of your electronic correspondence in order to keep your company safe.

*NOTE: to qualify for 3 CEs, you must attend BOTH of the FMDC courses, or BOTH of the Staff courses

12:00 Lunch - TO GO IAMIC ends this year's convention with "Lunch To Go" for those who need to get on the road. Be sure to exchange contact information and stay in touch... networking is the key to gathering ideas and real-time experience from your peers.

IMPORTANT DETAILS

Registration — Save \$\$ — Register Online — Easy Process

Visit **www.iamic.org**. Click on **2023 Convention > Register HERE**. Sign up as many members as you would like. Be sure to answer the questions for each attendee to help us obtain accurate head counts for meals and activities, please.

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Finish > Pay by check – mail IAMIC a check (*Preferred method to save on processing cost*). Credit card accepted ONLINE only.

FULL Registration	On or Before August 1	ONLINE SPECIAL	After August 1	ONLINE After August 1
IAMIC Members	\$375	\$350	\$425	\$400
Non-Members	\$475	\$450	\$525	\$500
One Day Registration*				
ONE DAY ONLY IAMIC Members	\$225	\$200	\$250	
ONE DAY ONLY Non-Members	\$325	\$300	\$350	

* Please identify which "one day only" you will be attending.

Registration includes admittance to the Monday Night Networking event and Tuesday's Comedy Show, performed by Mark Klein, Trade Show, General Sessions, Education Sessions for Agents, Directors, and Staff as well as the Annual Business Meeting/Industry Updates. Also included are all refreshment breaks, not to mention the great networking that goes on during the convention. Please make plans to join us for this fantastic event but remember to book your room at the Embassy Suites in East Peoria by **August 5th** to get the reduced rate.

Accommodations

Important Information: When we contract with a hotel for a conference, the hotel relies upon the revenue that is generated by food and beverage, meeting room, and guestroom sales. When our group sales fall below the contract obligations, we are penalized. This penalty, which can be quite substantial, can be avoided. By booking your guestroom at the host hotel, you will receive a beautiful, specially priced guestroom AND you will help us to live up to our contractual commitment and keep future program fees in line.

To reserve a guest room for the convention, please contact the hotel directly, making sure to mention IAMIC to receive the

special group room rate of \$140. Please keep in mind that any rooms not reserved by the cut-off date, August 5, 2023, will be released to the public and will be available on a space-available basis only and may not be at the special room rate. Identify that you are with IAMIC Convention, to receive the special group room rate.

Embassy Suites Hotel & Riverfront Conference Center

100 Conference Center Drive East Peoria, IL 61602 Reservations 1.309.694.0200, or register online \$140 IAMIC rate – please mention IAMIC Convention to get the discounted rate. Parking: Free Check In: 3:00 p.m. Check Out at 12:00 noon Room Release Date: August 5, 2023 Directions: Visit https://www.hilton.com/en/hotels/piaeses-embassy-suites-east-peoria-riverfront-hotel-and-conference-center/





Featured Performers

Opening General Session: Traci Brown

Traci is trained in the body language of deception detection, right alongside our country's top law enforcement. You'll be able to immediately use the same tools to tell whose pants are on fire, stop fraud and create more success in your organization and personal life so you see more zeros (before the decimal) in your bank account.

Annual Business Meeting/ Industry Updates

In addition to board nominations, by-laws considerations if any, financial reports, and committee and Chairman-Elect reports, this year's Annual Business Meeting, scheduled for Tuesday, August 22, 2023, at 11:20 a.m. will also include the Award ceremony for LAUTUM Award, Company Achievement, Fire Department of the Year, and Volunteer of the Year. Our special guest speaker is IAMIC Lobbyist Evan Manning.

Sponsorship

Companies that can assist in defraying some of the costs of the convention are currently being sought. A sponsorship brochure was mailed to each company. Any company or individual able to donate to help in sponsoring the programs would be greatly appreciated. If you or your companies are interested in donating, please contact the IAMIC office at 217.563-8300. Sponsorships must be made by **August 1** to be recognized in the program booklet which is given to all attendees.

What to Wear

Casual Attire/IAMIC Polo: Golf Outing, Skeet Shoot Dress in Hawaiian Luau Dress attire for the "Catch the Wave" Luau on the Patio.

Business Casual Attire: General & Education Sessions, and Comedy Show performed by Mark Klein.

Memorial Program

We will hold our Memorial Service on Tuesday Morning. Plan to join us in fellowship as we gather to pay our respects and remember friends and colleagues whom we have lost in the past year. Our charity this year will be the *Crisis Nursery of Effingham County*. Please join us by making a donation.

Trade Show

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The Trade Show will be open Tuesday, August 22. We will serve complimentary refreshments and will have a sitting area available for you to visit with friends and colleagues. Our vendors offer many services that can help your Mutual. Developing relationships with them now is key! Take advantage of this opportunity to find out more about their products and services.

Continuing Education

We have applied to the Illinois Division of Insurance for **Six** hours of continuing education credit for Tuesday, August 22; and **Three** CE hours for Wednesday, August 23. (3 CE Ethics credits are offered at Convention.)

Auxiliary Programs

Relax and visit; catch-up time.







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lease print or type the information below. To ensure an accurate count for ur programs, please mark all events that you plan to attend. Please note hat full registration includes all items <u>NOT</u> marked with an asterisk.	۲/N															su		
Voting Delegate for your Mutual (NAME)	ed fee)	-					Υ/N								Inting	olidatic		
Any FIRST TIME attendees? (NAMES)	375 adde	late				.=		Fire							a/Arroi	& Cons	- 17	
Anyone interested in VOLUNTEERING to help? (NAMES)	oring a Guest (\$75 added fee)	Annual Business Meeting & Industry Update	ige 8)		T-Shirt Size for My Guest for Fun Run	Dinner and Comedy Show with Mark Klein	I will bring a Guest to Dinner (\$75 added fee)	its on	lirectors	Claims	Tuesday Round Table – Underwriting	Tuesday Education – Business Meeting	Reinsurance Panel	Soak Up the Sun	Ethics EMDC Insurance/Accounting	FMDC Mergers & Consolidations	Cyber Security	AAIS
	Luau on the Patio – I will bring a	s Meeting	FUN RUN Benefit (see page 8)	T-Shirt Size for Fun Run	My Guest	ledy Show	est to Dinr	ion – <i>Liar</i>	Tuesday Round Table - Directors	Tuesday Round Table – C	Table – U	ion – <i>Bus</i>	ion – <i>Reii</i>		Wednesday Education – <i>E</i> Wednesday Education – E	ication - F	Wednesday Education – (ation –
I will bring a Guest (NAME) My Guest is a first time attendee: Yes No	the Pati	Busines	JN Bene	Size for F	Size for N	and Com	ng a Gue	/ Educat	/ Round	/ Round	/ Round	/ Educat	Fuesday Education -	Tuesday Education -	iday Edu	Wednesday Education	sday Edu	Wednesday Educ
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>>>> Don't forget to sign up for Golf, Sporting Clays and/or I	- un R	un	on t	he s	sep	arat	te fo	orm	pro	vid	ed o	on p	page	e 8 <	< < <	<		
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Full Registration IAMIC Members (\$375 thru Aug. 1; \$42; Non-Member (\$475 thru Aug. 1; \$525 aft			Amount Due \$ \$	ONLINE SAVINGS Visit www.iamic.org to save \$\$!
IAMIC Members ONE day of ONE DAY ONLY (\$225 thru Aug. 1; \$2	•	=	\$	Indicate which day you will be attending: Tuesday Wednesday
Non-Members ONE day only ONE DAY ONLY (\$375 thru Aug. 1; \$3		=	\$	Indicate which day you will be attending: Tuesday Wednesday
Additional Tickets		Total Number of Registrations	Amount Due	If you are ordering additional tickets, please let us know for whom they are reserved \checkmark
Monday – Luau Style Party for Guest Tuesday – Industry Lunch (extra ticket) Tuesday – Dinner and Comedy Show (ex <i>(Individual tickets will not provide access to</i>	\$50 X tra ticket)\$75 X	=	\$ \$ \$	Name Name
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Name

Company

Registration Deadline

All persons must register (including spouses) or have purchased ticket to each event. If you are unable to attend, we will gladly make refunds, if requests are received by the following dates: *All refunds are subject to a \$6.50 processing fee.

By July 22	Full Refund
July 22 – August 5	50% Refund
After August 5	No Refund

To take advantage of the early-bird registration fee, return <u>both</u> pages of this form by **August 5, 2023** to: IAMIC • P.O. Box 116 • Ohlman, IL 62076 Or FAX to 888-403-0935. Register ONLINE to save \$25/pp

Payment Method

□ Enclosed is check #_____ payable to IAMIC. Credit Card Payment is accepted ONLY for online registrations.

The Fine Print

By entering the event premises, you consent to interview(s), photography, audio recording, video recording and its release, publication, exhibition, or reproduction to be used for our promotional purpose on websites, social media and any other printed correspondence. You waive all rights you may have to any claims for payment or royalties in connection with any use. You have been fully informed of your consent, waiver of liability, and release before entering the event.

Any questions?

Please call 217-563-8300 or email us at leadership@iamic.org.

PLEASE NOTE: To preserve the professional business environment of the Convention, no one under age of 14 will be allowed to attend IAMIC functions, unless invited to a special event. Thank you.

IAMIC Golf Outing

The games and registration will begin on Monday, August 21 at 9:00 a.m. registration and Tee at 10:00. The fee for the "Golf Fun Day" is \$90 per golfer, which includes green fees, golf cart, driving range balls, lunch, drinks and prizes.

DRESS CODE: Non-Metal Spikes ONLY. Proper golf attire must be worn at all times. Shirts must be worn at all times. Tank tops are not allowed.

Directions to Weaver Ridge Golf Course

From the East: I-74 to 474 West to Route 6 North to US 150 (War Memorial Drive). US 150 East (War Memorial Drive) 1 mile to Big Hollow Road. Right on Big Hollow Road. 1 mile to Charter Oak Road. Right on Charter Oak Road. 3/10 mile to WeaverRidge on left.

Sporting Clays

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Join us for a day of friendly clay shooting completion, stopping at each of the 10-20 stations to test your skill on the targets, while building industry relationships. As a shooting sport enthusiast you will enjoy this IAMIC event on the beautiful grounds at Oak Ridge Sportsman Club in Mackinaw, IL. Sporting Clays is a challenging clay target game designed to simulate field shooting. On a Sporting Clays course, shooters are presented with a wide variety of targets that duplicate the flight path of game birds, such as flushing, crossing, incoming and other quartering shots. Courses are laid out in natural surroundings with shooters moving from one station to the next to complete the course. Today, sporting clays is one of the fastest growing sports in America, with more than three million people of all ages participating both competitively and recreationally. There are 10 easy stations and 10 hard stations \sim regardless of your skill set, you will enjoy this event.

We begin the day with a 10:00 a.m. registration and practice with our event beginning promptly at 10:30 am. Lunch will be served at 11:30 and is included in registration. Additional lunch tickets can be purchased for guest. MUST USE STEEL SHELLS.

DIRECTIONS: Take I-74 East to 155 South. Exit at Tremont, take Rt 9 East for 5 miles to Weishaupt Rd. Turn Left and it's right there. www.oakridgesportsmansclub.net.

□ Sign us up for Sporting Clays! I (we) will need: additional lunch tickets @ \$10 ea.
Phone Phone
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Total Number of Registrations Total Amount Due
X =
x = x =

Please return this form by August 4, 2023 to: IAMIC, P.O. Box 116, Ohlman, IL 62076, or fax to 888-403-0935



AWARD NOMINATIONS

The LAUTUM Award

The highest honor of our association, the LAUTUM Award, will be presented to someone at our Annual Business Meeting & Industry Update. The coveted award will be presented to a person who has earned the respect and high regard of his or her colleagues, and who has contributed greatly to the Illinois Association of Mutual Insurance Companies and their community.

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If you know an IAMIC member who you feel is deserving of this distinguished award, please complete and return this form to the IAMIC office. All nominations are kept in consideration for five years. Previous award winners are not eligible.

Nomination Form for 2023 LAUTUM Award

Nominee's Name
Company Affiliation
Background Information
Nominated By (optional)
Company Affiliation
Please return this nomination (or apply online at www.iamic.org) by July 15 to: IAMIC, P.O. Box 116, Ohlman, IL 62076.

The Company Achievement Award

The 2023 Company Achievement Award will be presented at the Annual Business Meeting on August 22. This award is presented annually to a company to recognize a wide, ever-changing variety of criteria. Some of these items include, but are not limited to, Director Participation, Policyholder Surplus, Economic Growth, Longevity and Stability, Educational Commitment, Mission Statement/Marketing Plan, Community Involvement, Loss Prevention, Agent Development, Innovation and Enthusiasm.

Let us know how your mutual has worked with any of the above-mentioned items. Share with us how your company overcame its greatest challenge or obstacle. Welcome too would be pictures of the office and staff. Also, send along advertisements or a copy of your brochure, if available. All applicants will be eligible for award consideration for the year of submission plus four years. Take this opportunity to recognize your Board Members diligence and your staff's dedication and hard work.

Please send your application for the Company Achievement Award (or apply online at www.iamic.org) by July 15, 2023 to: IAMIC, P.O. Box 116, Ohlman, IL 62076.

The Volunteer of the Year Award

We recognize one of our volunteers with the Volunteer of the Year Award. This award is to recognize an individual for their tireless work on behalf of the association. IAMIC is nothing without its many volunteers. Join with us at the Annual Business Meeting when we recognize a member who has gone above and beyond for the members of IAMIC.

Fire Department of the Year Award

Here's a great chance for you to help recognize the efforts of your community's fire department. The IAMIC Fire Department of the Year Award will be presented at the Industry Meeting on Tuesday, August 22. The award is designed to honor those courageous, hard-working and vital members of our communities our fire departments. Please take a moment to write a letter listing the fire department you are nominating and the reasons they are deserving of being named the Fire Department of the Year.

Please submit your nomination for the Fire Department of the Year Award (or apply online at www.iamic.org) by July 15, 2023 to: IAMIC, P.O. Box 116, Ohlman, IL 62076.

IO CONVENTION SPONSORSHIPS

Companies that can assist in defraying some of the costs of the convention are currently being sought. A sponsorship brochure was mailed to each company. Any company or individual able to donate to help in sponsoring the programs would be greatly appreciated. If you or your companies are interested in donating, please contact the IAMIC office at 217-563-8300. *Join Our Team!*

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Sponsorships must be made by August 1 to be recognized in the program booklet which is given to all attendees.

Convention ONLY Sponsorship Packages	DIAMOND \$3,000	SAPPHIRE \$2,500	EMERALD \$2,000
Power Point Welcome Slide Company Name will be displayed	*	*	*
Convention Materials — Including Company contact	*	*	*
Special Recognition in the IAMIC newsletter — LAUTUM News	*	*	\star
Exclusive Sponsorship Packages for Welcome Dinner & Opening Session Sponsorship **Additional Convention Sponsorship will be assign by IAMIC	*	*	*
Convention Program Booklet Ad (You provide ready-to-print art — high resolution PDF or JPG file)	Full Page 3.5"x8"	1/2 Page 3.5" x 4"	1/4 Page 3.5"x 2"
Banner Recognition	Personalized w/ Co. Logo	Shared w/ Co. Logo	Name Only
Recognition on home-page website through Convention	*	*	
Exclusive sponsorship for Networking events	Luau Performers	Comedy Event	
Exclusive sponsorship Networking event	Happy Hour at The Luau		
Welcome Art at Registration Area	*		

Educational & General Sessions

TUESDAY	Opening Session (Exclusive for Packages)	
	Round Tables — Directors	\$350
	Round Tables — Claims	\$350
	Round Tables — Underwriting	\$350
	Reinsurance Panel	
	Solar Panels	\$350

WEDNESDAY

FMDC — Insurance Accounting	\$350
FMDC — Mergers/Consolidations	\$350
Ethics	
Cyber Security	
AAIS	

nvention sponsorships

Sign up online to verify open events. FYI: Mailed donations will be placed where needed if your first choice has already been taken online.

Meal Functions

MONDAY Welcome Dinner...(Ex

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Welcome Dinner(Exclusive for Packag	ges)			
Luau (4)				\$500

00

TUESDAY

AM Break	\$350
Lunch Desserts	\$500
PM Refreshment Break	
Dinner/Comedy Event	
	2000

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WEDNESDAY

AM Refreshment Break	\$350
Lunch TO GO **EXCLUSIVE**	\$1,500

Sporting Clays

MONDAY

Event Sponsor	\$125
Lunch/Drink Sponsor	\$400
Prize Sponsor (4)	\$100

Golf Outing

MONDAY

Event Sponsor\$125	,
Hole Sponsor (18) \$50	l
Lunch/Drink Sponsor\$400	
Prize Sponsor (4))

Miscellaneous Events

MONDAY		
	Luau Performers (***Diamond Exclusive***)\$ 1,000	

TUESDAY

Popcorn **EXCLUSIVE**	(Sponsor supplies the printed bags)	\$250
Prizes (unlimited)		\$50
Convention Friend		\$100

WEDNESDAY

Prayer Memorial **EXCLUSIVE**	\$500
Fun Run (2)	\$500

Printed Materials . .

Color Program Booklet Ads				
	Full Page Ad 3.5" x 8"\$200*			
	Half Page Ad 3.5" x 4"\$175*			
	Qtr. Page Ad 3.5" x 2"\$150*			

*Discounts available for Exhibitors who sponsor

Pocket Schedule **EXCLUSIVE**	\$500
Questionnaire **EXCLUSIVE**	\$500
Charging Station **EXCLUSIVE**	\$500

If you or your companies are interested in participating in Sponsorship,	** Exclusive to only 1 Sponsor
please contact the IAMIC office at 217-563-8300. Join Our Team!	*** Exclusive to all Sponsors at that level ***



P.O. Box 116 Ohlman, IL 62076 Presorted STANDARD U.S. Postage **P A I D** Springfield, IL Permit #925

THANK YOU 2023 PLATINUM SPONSORS!

