



FOND DU LAC AREA ASSOCIATION OF COMMERCE

Promoting commerce ■ Developing partnerships ■ Creating opportunities ■ Building community

WELCOME NEW MEMBERS

Strengthen our community by supporting these businesses

Erbert & Gerbert's Bistro

(Marian University)
45 S National Ave
Fond du Lac, WI 54935
(920) 923-8525

HOSPICE Advantage

79 N Pioneer Road
Fond du Lac, WI 54935
(920) 922-1560
www.hospiceadvantage.net

Merchants' Choice Card Services, LLC

W8275 County Road MM
Hortonville, WI 54944
(920) 779-9000
www.mccs-wi.com

Russ Darrow KIA of Fond du Lac

416 N Rolling Meadows Drive
Fond du Lac, WI 54937
(920) 922-2260
www.russdarrow.com

Service Motor Company

N5560 CTH D
Fond du Lac, WI 54937
(920) 923-1768
www.servicemotor.com

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AC celebrating 100 years of progress

"The story reads like a fairy tale, but seeing is believing and if you go to Fond du Lac you will see that it is true. Like most middle Wisconsin towns Fond du Lac, years before its awakening, had a business men's association...that organization grew because it was the natural thing to do."

(Excerpt taken from *How a Town Can Help Itself and Its Country* by Chester Lloyd-Jones, October 1912.)

This year, the Fond du Lac Area Association of Commerce celebrates its centennial. A natural beginning turned into an extraordinary opportunity when the Fond du Lac Area Association of Commerce formed as the Fond du Lac Business Men's Association on February 12, 1912. With its incorporation, the Association became a chartered member of the US Chamber of Commerce and laid the groundwork for economic prosperity in Fond du Lac.



In its first years of existence, the Association's primary focus was to promote Fond du Lac as a convention and recreation destination. Under the direction of first president, E. J. Perry the organization focused its efforts on strengthening the business community and providing economic support for the entire area.



Pictured Top: E. J. Perry, first president of the Fond du Lac Business Men's Association.

Pictured Bottom: Group photo at the Wisconsin State Chamber of Commerce Meeting (date N/A). Sign reads, "Be a booster for your city. Join the Chamber of Commerce."

In 100 years, the Association of Commerce has evolved and transitioned into the most influential voice for business in Fond du Lac County. Advances and setbacks have occurred, businesses have come and gone and the effects of a tumultuous global economy have been felt. However, even in the midst of uncertainty, progress has led the way; and with it the Association of Commerce's mission of promoting the civic, commercial and industrial development of our community.

Share Your Story

The Fond du Lac Area Association of Commerce believes that the best way to commemorate our centennial anniversary is to focus on and celebrate the strength of member businesses. Throughout the year, watch for member spotlights and fun facts providing a rare glimpse into some of the businesses that help keep Fond du Lac moving forward!

How does your company fit into the fabric of the last hundred years of business in Fond du Lac? What impact has the AC had in helping you succeed?

Submit your story and publicize your company! E-mail katie@fdlac.com or mail to 207 N Main Street, FDL WI 54935.

NEW DATE! NEW LOCATION!

Business Connection January 24

Location: Horicon Bank
854 E Johnson Street
Time: 5 - 7 p.m.

Your Host: Horicon Bank is celebrating 5 years of business in the Fond du Lac community! More than just a full-service financial institution - it is a new way of banking. Customers find all they need at Horicon Bank and more! The bank invites you to come and experience a bank and coffee house combined under one roof. Stop in for a coffee or smoothie from the Blue Goose Coffee House as you visit with Relationship Bankers to meet your financial needs. Dale Hans will help with your home or personal loan needs. Steve Leaman will help with the financial building blocks to start or enhance any business venture. All of the staff at Horicon Bank is there to help guide and build your financial relationship.

Horicon Bank is celebrating 115 years of sound relationship banking and now has 14 locations in 5 different counties. Member FDIC and an Equal Housing Lender.

Kick off 2012 by joining Horicon Bank and the AC for the January Business Connection!

Cost: \$2 in advance; \$5 at the door
Deadline to Register: Jan. 23

Next AC Coffee Connection will be February 1, 2012 hosted by Linstrom's Catering.

HR Program: Knowledge Transfer

How to be prepared for the retirement of your workforce.

Date: January 17
Registration: 11:15 a.m. / **Lunch:** 11:30 a.m.
Program: 12 - 1:30 p.m.
Location: Holiday Inn
Cost: \$20 HR Members; \$25 AC Members; \$30 Non-Members

Understanding labor availability in the Fond du Lac area is vital to ensuring the continued success of local businesses and the community as a whole. The recent release of the Retirement & Departure Intentions Survey showed that a considerable number of current workers have planned for or are beginning to plan for retirement in the approaching years and as such, the need for an abundant labor pool exists. Data indicates that the need to

ACU: Social Media

Great for networking and marketing your business, but what are your legal risks?



Date: January 24
Time: 7:30 - 9 a.m.
NEW Location: FDL Police Department (126 N Main Street)
Cost: \$25 AC Members; \$30 Non-Members

Presenter: Mark Yokom, Davis & Kuelthau

The allure of social media/networking is attracting more and more users, both in and out of the workplace. However, the popularity of social media comes with potential legal issues. This seminar will examine how employers and their employees are using social media sites such as Facebook and LinkedIn for professional development, to describe business efforts and opportunities and to seek advice and opinions by asking questions to the social media community. It will also discuss the legal risks employers and their employees face as they explore and exploit social media sites, as well as an increasingly mobile workforce.

ACUniversity is designed to offer high-quality, affordable and user-friendly learning opportunities directly related to doing business in Fond du Lac today.

ACU is exclusively sponsored by:



Safety Program: Chemical Reactions

Date: January 16 (register by Jan. 13)
Registration & Networking: 4:30 p.m.
Dinner: 5:30 p.m.
Program: 6:30 p.m.
Location: Knights of Columbus Hall
Cost: \$20 Safety Council Members; \$25 AC Members; \$30 Non-Members

Presenter: John Whitsett, FDL School District

"One killed in industrial accident ..." read the headlines on Tuesday, November 29, 2011. According to Dodge County Sheriff Todd Nehls, "Two workers were mixing chemicals to create an adhesive. The two were then overcome by a smell made by the compound."

Knowing what chemicals can and cannot be mixed together can make a difference between life and death. Knowing how to use your Hazcom sheets and MSDS's is critical. Join the Safety Council as they delve into what chemicals can and cannot be mixed together. This hands-on program will give you several takeaways and in the long run, could save your life.

JANUARY COMMITTEE MEETINGS

4	DFP Design Review Board	Noon
5	YPF Programs & Events	7:30 a.m.
	DFP Executive	Noon
9	HR Board	3:30 p.m.
10	DFP Organization	8:30 a.m.
	YPF Executive	11 a.m.
	YPF Membership	Noon
11	Education Committee	7:30 a.m.
	DFP Board @ The Nielsen Co.	8 a.m.
	Leadership Alumni Board	Noon
12	YPF Marketing	Noon
	Ag Board	Noon
13	Safety Board	7:30 a.m.
16	Legislative Forum	8 a.m.
18	Ambassadors Club	7:30 a.m.
	Ag Ambassadors	Noon
19	DFP Events @ Library	8 a.m.
20	AC Executive	7 a.m.
23	Community Sounding Board	7:30 a.m.
25	Communications Council	7:30 a.m.
	DFP Design @ Police Station	8 a.m.
	Leadership Board	Noon
	DFP ER @ Windhover	2 p.m.
26	DFP Marketing @ Ramada	Noon
	YPF Board	4 p.m.
27	AC Board	7 a.m.



DOWNTOWN
FOND DU LAC

Partnership

SAVE THE DATES!

Planning is underway for 2012 events

The Downtown Fond du Lac Partnership (DFP) is looking ahead to a year filled with exciting events and valuable programs. Mark your calendars for the year's events! If you would like to be involved or sponsor any of the following events please contact the Downtown Fond du Lac Partnership at (920) 921-9500. Sponsoring a downtown event is a great way to support your local community and get your name and logo on a large volume of marketing materials. Additional information can be found at www.downtownfdl.com.

JANUARY

26 - DFP Annual Meeting @ Windhover Center for the Arts
(7:30 a.m. (breakfast); 8 a.m. (meeting))

FEBRUARY

2 - Sassy Soiree Series - Girls' Night Out * Kick-off Event
23 - Downtown Morning Exchange (8 a.m.)

APRIL

5 - Sassy Soiree Series - Girls' Night Out *
26 - Downtown Morning Exchange (8 a.m.)

MAY

3 - Sassy Soiree Series - Girls' Night Out *
12 - Saturday Farmers Market (opens) (7 a.m. - Noon)

JUNE

6 - Wednesday Farmers Market (opens) (2 - 6 p.m.)
28 - Downtown Morning Exchange (8 a.m.)

JULY

14 - Sidewalk Sale (8 a.m. - 2 p.m.)

AUGUST

2 - Sassy Soiree Series - Girls' Night Out *
23 - Downtown Morning Exchange (8 a.m.)

SEPTEMBER

6 - Sassy Soiree Series - Girls' Night Out *
8 - Fondue Fest (9 a.m. - 5 p.m.)

OCTOBER

25 - Downtown Morning Exchange (8 a.m.)
27 - Monster March (1 - 3 p.m.)

NOVEMBER

9 - 10 - Holiday Open House Weekend

DECEMBER

1 - Home for the Holidays (8 a.m. - 3 p.m.)
1 - Chili Crawl (11 a.m. - 3 p.m.)

* The Sassy Soiree Series - Girls' Night Out is a spin-off of last year's Sassy Soiree event. However this year, the Girls' Night Out festivities will have ladies out and about in downtown Fond du Lac every month! Be sure to pencil in every first Thursday of the month for a themed ladies night! Since this is a new event series, details are still in the works so stay tuned for more exciting information and get ready for a fun-filled kick-off event!

A Panel Discussion: The State of Fond du Lac

What: State of Fond du Lac – Economic Update

Date: Thursday, January 12

Registration & Networking: 4:45 p.m.

Program: 5:15 p.m.

Location: Agnesian HealthCare Plaza Level Conference Center
(430 E Division Street)

So the economy has experienced some ups and downs in 2011. The survival mode has passed and businesses are looking ahead to the future. But as we look ahead to 2012, what exactly does the future hold? How have businesses and industries fared? What economic conditions are companies experiencing right here in Fond du Lac? Get an insiders perspective from local business leaders in banking, manufacturing and healthcare.

Panel Participants

Mike Burch
National Exchange Bank
President & COO

Steve Little
Agnesian HealthCare
President & CEO

Steve Cramer
Mercury Marine
Vice President & CFO

Joe Reitemeier
FDL Association of Commerce
President & CEO

YOUNG  PROFESSIONALS
OF FOND DU LAC

Attend this unprecedented panel discussion and get the scoop on the state of Fond du Lac!

To register visit www.fdlac.com or call (920) 921-9500.

FDL retirement study calls for action

More than just facts, the 2011 Retirement and Departure Intentions Study identifies areas for improvement and provides numerous recommendations. If followed, these recommendations will allow the Fond du Lac community to continue to thrive.

The Association of Commerce, which serves nearly 900 members in Fond du Lac County and northern Dodge County, teamed up with the Fond du Lac Area Human Resource Association and Moraine Park Technical College to survey over 3,100 Fond du Lac employees to find out their plans concerning retirement and post-retirement. This survey was a follow-up to a similar study conducted in 2008, which predicted that Fond du Lac would need 17,000 workers by 2026 to compensate for baby boomer retirements. With the update, that number has increased to 19,500 by 2026. Factoring in the employers statements that they will replace 91 percent of all retirees and counting on at least half the high school graduates that left the area returning within five years for employment opportunities, the gap narrows to nearly 12,000 unfilled positions by 2026. All projections assume available workers' skill sets will match with those demanded by employers, which may not be the case.

Without a doubt, the results of the 2011 Retirement and Departure Intentions Study were alarming and warrant immediate attention.

The Association of Commerce's 24-page survey report included "Recommendations" in which the key players – the Association, the Fond du Lac Area Human Resource Association and Moraine Park Technical College – levied a request to the business

and education communities for "all hands on deck". Solutions require that business and education professionals establish open and lasting communication channels allowing for strategic and constant collaboration. Additionally, the data demonstrates that education will be critical. Businesses must work with educational systems to identify the labor needs of the community and focus on preparing the work force of the future.

"Clearly this is not an issue that can be turned over to government, education or business alone, it will require the full attention and cooperation of every leader, worker and citizen in the community," explained Joe Reitemeier, President and CEO of the Fond du Lac Area Association of Commerce. "Since 2008, a number of initiatives have begun to address the labor shortage and have demonstrated significant progress surrounding issues such as inclusion, manufacturing awareness and business and education partnerships, but there is still a long road ahead. Success will require more organizations to come to the table ready to work on and commit to implementing solutions meant to further advance the Fond du Lac community," stated Reitemeier.

If information is power, then Fond du Lac County is well ahead of the competition with current and reliable data mapping out the future labor market for the area. Community leaders will need to create new and innovative methods for recruiting and retaining workers at all skill levels. The use of technology will take the place of the more standard and antiquated approaches for recruitment. Organizations need to be creative in their approaches to compensation and benefits,



as well as how they define work space and work environments. Business and education professionals will need to form deep and mutually beneficial partnerships, eliminating gaps in communication and allow for a better understanding of each other's work environments.

"Our task was to get the conversation started," explained Reitemeier. "Our mission is to provide practical, step-by-step assistance. And to do this the Association of Commerce has chosen to pilot an extensive action group tasked with acting on the recommendations presented in the 2011 report." Reitemeier went on to explain that the Association of Commerce will be taking on the responsibilities of identifying individuals within the community capable of leading organizations, institutions and individuals in addressing the issues identified this evening and preparing the Fond du Lac community for the impending labor shortage.

NEXT STEP: A follow-up meeting has been scheduled for Feb 2. This program will be hands on, featuring group discussions on relevant topics. Stay tuned for more info!

AC hosts discussion on preparing the future workforce



Presenters from the December 1 event are pictured above (from left): William C. Symonds, Director of the Pathways to Prosperity Project; Dr. Josh Bullock, Vice President of Strategic Advancement at MPTC; Joe Reitemeier, President of the AC. Those in attendance were commended for their interest and encouraged to keep the conversation going. The need for collaboration and further engagement was obvious.

On Thursday, December 1 the AC hosted an evening of enlightenment, which included the release of the 2011 Retirement and Departure Intentions Study, as well as a presentation by nationally recognized speaker, William C. Symonds.

Currently serving as director of the Pathways to Prosperity Project at the Harvard Graduate School of Education, Symonds generated enormous interest as he outlined the challenges of preparing young Americans for the 21st Century. The focal point of this presentation was blunt: as a nation we are failing to prepare many young adults for success. Symonds offered up numerous solutions focused on better preparing students throughout the nation. Work-based learning, promoting multiple career pathways and expanding the role of employers in preparing students for the real world were just a few of the topics discussed. Symonds' message and call to action ran parallel to the recommendations outlined in the 2011 Fond du Lac County Retirement and Departure Intentions Study.

Access to the Pathways to Prosperity Report is available online at www.fdlac.com. Additionally, a video recording of the December 1 event is available - including the discussion of the 2011 Retirement and Departure Intentions Report and Symonds' presentation. Visit www.fdlac.com for more information.

Youth Apprenticeship

Invest in the future workforce

Invest in a student and strengthen the community, all while helping your company's bottom line. Sound too good to be true? Think again! Becoming involved in the Youth Apprenticeship program enables area businesses to connect with the future workforce and establish skilled employees.

As evidenced and discussed in the 2011 Retirement and Departure Intentions Study, Fond du Lac County is facing a labor crisis. In a few years, if not sooner, Fond du Lac employers will be hard-pressed when attempting to recruit and retain skilled workers. In order to combat this crisis, action and forward thinking is needed today and luckily, certain solutions and opportunities are already in place.

The Youth Apprenticeship program, a program of the Fond du Lac Area Association of Commerce, provides an opportunity for area employers to connect with, train and develop the future workforce. Initial recruitment for the 2012 – 2013 school year resulted in an overwhelming interest among high school students. However, with that interest comes the need for more business involvement. At this time businesses in virtually every industry are needed to host a student for the 2012 – 2013 school year. A small investment in a student(s) today will pay big dividends in your company's future.

"The Youth Apprenticeship program has been instrumental in promoting career development and awareness for the youth of Fond du Lac and surrounding communities. The program has allowed hundreds of high school students to test-drive career ambitions prior to entering post-secondary education.

"Selfishly, we love the program because it allows us to get to know some very talented young people and sell them on how a career at Agnesian will exceed other options.

"As a result, we have many nurses and technologists who have come back to work at Agnesian HealthCare as a direct result of their positive experiences in the Youth Apprenticeship program."

Steve Little
President & CEO
Agnesian HealthCare

Benefits to Business

- A voice at the table in developing skill standards
- More-experienced workforce, faster
- Stronger competitive position
- Connections with local schools
- Improved connection with educators, thereby improving the local economy in the long run
- Stronger community relations

Benefits to Students

- Hands-on, real-world training
- Better understanding of the requirements and expectations of post high school careers
- Connections with area businesses
- Improved commitment to personal career goals

Benefits to the Fond du Lac Community

- A skilled workforce ready to contribute and aware of the opportunities that exist in the Fond du Lac area.



For more information on the Youth Apprenticeship program and to learn how your business can benefit contact:

Mary Denzin
marydenzin@fdlac.com
(920) 921-9500

Jim Cleveland
jimc@fdlac.com
(920) 921-9500

FDLAC
207 N. Main St.
Fond du Lac WI 54935

Johnson launches 'American Job Creators' website

Senator Ron Johnson (WI) recently announced the launch of the American Job Creators website. The site gives small business owners and other job creators an opportunity to tell Washington about the federal rules and regulations that prevent them from hiring more workers:

"Our economy continues to grow far too slowly, and instead of helping, Washington is making it worse. We should be adding hundreds of thousands of new jobs each month – as we have in previous recoveries – but we are barely creating enough jobs to keep unemployment from rising. It's clear that Washington needs to be focused on job creation – not on expanding government.

"The first step in encouraging real, sustainable, private sector job creation, is to stop the tide of new regulations from Washington. Instead of imposing new burdens, we should be repealing rules that are misguided, costly, and harmful to economic growth. This new site will give people a way to let Washington know what we can do to get our economy growing again.

"Wherever I travel in the State of Wisconsin, I hear from small businessmen and women about the barriers the federal government puts in front of them. Wisconsin job creators who want to expand – who want to hire new workers – are worried about a Washington agenda which includes health care mandates, higher energy prices, higher taxes, and more bureaucratic interference. I'm inviting the

people of Wisconsin – or any American - to let me know what the Senate should be doing to get Washington out of the way of job creation," explained Senator Johnson.

This project builds on a successful initiative launched by Members of the House of Representatives. Thousands of Americans have suggested ways to eliminate Washington interference that hampers growth.

For more information visit <http://www.ronjohnson.senate.gov/public/index.cfm/american-job-creators>.

What's Holding Back Your Business?

Tell Us About Your Company

Business



Lead
Understand
Manage
Grow
Learn

Supervisory Skills Series

The next SSS session will start on February 21.

Enrollment is still open so sign-up today! Visit www.fdlac.com to read about the program, review the schedule and topics and view the contract or contact Gerrie Andrew at (920) 921-9500 or e-mail gerriea@fdlac.com.

The Ag Ambassador Program

The voice of agriculture in the classroom

The Agricultural Ambassador Program exists to educate, communicate, and promote agricultural knowledge to the community while providing a positive identity for all aspects of agribusiness. It strives to raise the awareness of the importance of agriculture in our society and the integral role agriculture plays in the business economy.

Program Highlights:

- 33 programs are available to classrooms, in both public and private schools, and other organizations throughout the greater Fond du Lac County area.
- ALL programs are presented FREE OF CHARGE to the school.
- Donations and grants are the SOLE source of funding for the program.
- The 2011-2012 school year marks the 18th year of the program!
- New programming has been launched for 4k students to include our youngest learners!
- A goal of 16,000 students and adults educated about Wisconsin Agriculture, already educated almost 5,000 students and teachers from October to December!



Agricultural Ambassador Brenda Gudex, right, teaches students at the Boys and Girls Club of Fond du Lac about Wisconsin's dairy industry through the popular program, We All Scream for Ice Cream.

SAVE THE DATE ...

Help celebrate our 100th anniversary! The AC Annual Meeting will be held Thursday, February 9, 2012, at the Holiday Inn of Fond du Lac. Members should watch for invitations in the mail and e-mail.

... AND START 2012 OFF RIGHT

Update your AC account with any new contact information, new associates, new web links that may have changed in 2011. Just send an email to info@fdlac.com with your changes.



MEMBER NEWS & ANNOUNCEMENTS

Dutch's Trading Post under new ownership

Dutch's Trading Post is now owned by Gary and Rose Boyke of Fond du Lac. The business now employs five full-time employees, including store manager Dave (Tuffy) Munson and business manager, Tiffany Boyke.

Edward Jones welcomes new financial advisor

Pamela Tollefson recently joined Edward Jones as a financial advisor in Fond du Lac, partnering with Steve Millin. Tollefson's branch office is located at 68 N Main Street.

Hopper's Silk Screen and All Star Trophy is expanding

Hopper's Silk Screen and All Start Trophy will be expanding its production capabilities in the spring of 2012. With the expansion, Hopper's will be able to print up to 900 multi-color garments per hour! To support this advancement the company will be adding one to two full-time employment positions.

Manowske Welding has expanded

Manowske Welding has expanded its manufacturing operations to include an additional manufacturing facility. The expansion has added 15,000 square feet to its facility located at 821 S Military Road in Fond du Lac.

McClone Insurance Group welcomes Suzanne Lois

Suzanne Lois recently joined the McClone Insurance Group as a farm specialist. Lois is an agribusiness and farm insurance specialist. She currently holds an AFIS and CIC designation and is a certified insurance counselor.

Mid-States Aluminum receives New North Workplace Excellence Award

On December 7th at the New North Summit in Green Bay, WI Mid-States Aluminum was the recipient of the New North Workplace Excellence Award. This award recognizes organizations establishing people practices that lead to improved competitive advantage and achievement of successful business outcomes. The focus of this award for Mid-States was the use of the Lean Six Sigma program in engaging associates in the continuous improvement process while focusing on the development of associates.

Online job network available to AC members at NO COST



For details visit www.nationjob.com or call (888) 256-0919.

Small Business Solutions recognized as Reader's Choice "Best Accountant"

Small Business Solutions, owned and operated by Jana Secord, CPA, was named Reader's Choice "Best Accountant" for the fourth straight year. Additionally, Secord recently passed new certification required by SAGE business solutions for reselling and implementing SAGE software products.

Uecker-Witt Funeral Home welcomes apprentice

Lee Uecker, son of Steve and Lynne Uecker has joined Uecker-Witt Funeral home as an apprentice funeral director and embalmer. Licensing will follow in 2013.

Wendt's Auto Body adds car rental service

Wendt's Auto Body, located at 402 West Johnson Street in Fond du Lac has added a Hertz car rental office. For more information call (920) 467-1287.

Zacherl Funeral Home Inc. installs crematory

Zacherl Funeral Home installed its own fully operational crematory in June of 2011. The addition allows for the opportunity to give families the assurance that their loved ones are cared for.

BidRx can help lower benefit costs

The AC has partnered with Wisconsin-based BidRx, LLC, to provide prescription cost savings to AC members and their employees.

BidRx.com is a free website that is changing the way prescription drugs are marketed, sold, distributed and dispensed in the United States.

BidRx.com has created an open and competitive marketplace for consumers to find and fill prescriptions with savings up to 85 percent. On their site, visitors can learn about similar medications, receive discounts directly from pharmaceutical companies and put their prescriptions out for bid to compare prices and services from the thousands of pharmacies in the U.S.

To sample their services, visit www.bidrx.com and click on "How it works."

For AC members who require more information on the program, contact BidRx at www.bidrx.com or call the company directly at (920) 230-6200.





FOND DU LAC AREA ASSOCIATION OF COMMERCE

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FORWARD FOND DU LAC

PHONE: (920) 921-9500

FAX: (920) 921-9559

EMAIL: INFO@FDLAC.COM

WEBSITE: WWW.FDLAC.COM

Fond du Lac Business Barometer			
November		2011	2010
Building permits	Monthly one-family homes / Year to date	1 / 21	3 / 39
	Monthly one-family value / Year to date	\$ 105,000 / \$ 2,959,500	\$ 797,000 / \$ 6,244,400
	Monthly multiple units / Year to date	1 / 4	0 / 7
	Monthly multiple units value / Year to date	\$111,000 / \$ 1,011,000	0 / \$ 2,463,000
	Monthly commercial industrial / Year to date	0 / 11	1 / 11
	Monthly commercial industrial value / Year to date		\$ 85,524 / \$ 5,075,114
Employment*	Number employed City / County	20,906 / 51,456	20,930 / 51,583
	Number unemployed City / County	1,786 / 3,408	1,866 / 3,693
	Percent unemployed City / County		8.2 / 6.7
Parking utilities revenues		\$28,448.74	\$ 26,982.31
Real estate transfers*		87	90
Utilities	Industrial power (KWH)		18,930,446
Sanitation permits (outside city)		0	4

* Results from October