



Make your voice heard

Program after program rolled out of Washington last year with expectations of helping everyone pull out of the recession. Madison was no different, making promises to every special interest group that lined up. But missing from the handouts and fanfare was an answer to the question: At what cost? No one seems to know how these promises are going to be paid for.

We do know that Washington and Madison have their sights set on businesses' checkbooks, and it couldn't come at a worse time. Businesses are fighting for their lives to pull out of this recession only to be told they need to ante up for national health care, certification of foreign workers, stricter emission standards, elimination of the QEO and on and on and on.

You might wonder how you can make a difference. The very best way to have impact among lawmakers is to get informed and get involved.

More: *The secret \$2.7 billion state deficit.* **Page 5**

2010 Legislative Breakfast

Presentation of the 2010 Northeast Wisconsin Legislative Agenda ... meet and discuss issues of importance with elected officials

Keynote: *The Wisconsin State Budget Outlook: The Worst is Yet to Come*, former state Revenue Secretary Richard Chandler

Monday, February 22, 7:30 a.m.
Radisson Inn Paper Valley, Appleton
\$15 (breakfast included)

Register at www.fdlac.com
or (920) 921-9500

Business Day in Madison

Wisconsin's premier legislative program brings policymakers and business leaders together to discuss state issues

Keynote: *Behind the Scenes at the White House*, Dee Dee Myers & Dana Perino

Tuesday, February 23, 7:30 a.m.
Monona Terrace, Madison, \$100

Register at
www.businessdayinmadison.com
or (608) 661-6925



IT'S YOUR TURN to start something

Make a difference in the community by learning more about the AC ... our programs, events and how to get active for the benefit of the community.

AC member businesses of every size are able to effect real change by relying on one another to improve the economy and the quality of life.

Celebrate community at the **AC Annual Meeting** Sponsored by *CitizensFirst Credit Union*



Date:
Thursday, Feb. 11
Location:
Holiday Inn of Fond du Lac
Networking:
5:30 p.m.
Banquet:
6:30 p.m.

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

Thank you to *Charter Communications* for creating the AC Annual Meeting video



WELCOME NEW MEMBERS

Strengthen our community by supporting these businesses

AXA Equitable
Ronald Schmitz
(920) 322-0600

Flyway Signs & Graphics
Dee Burkhardt
N5528 Miranda Way
Fond du Lac WI 54937
(920) 921-7181
www.flywaysigns.com

McNeilus Steel
Chris Lund
123 E. Larsen Drive
Fond du Lac WI 54937
(866) 223-1277
www.mcneilus.com

NAFCO International
Tracy Rupp
206 W. McWilliams St.
Fond du Lac WI 54935
(920) 921-5757
www.nafcointernational.com

RT Restorations
Tracy Rupp
206 W. McWilliams St.
Fond du Lac WI 54935
(920) 921-6863
www.rtrestitutions.net

Second Set of Hands
Pam Behnke
(920) 926-1579

**Coffee Connection
February 3**

Location: AAA Insurance, 504A N. Rolling Meadows Drive
Time: 7:30 a.m. to 8:30 a.m.
Your host: Open in Fond du Lac since 2001, AAA Insurance offers auto, home and personal liability umbrella coverage at competitive prices, as well as a wide variety of life insurance products and tax-deferred annuities. AAA offers a variety of travel services, including all-inclusive tours, cruises and a Disney preferred partnership for the best Disney vacation prices and discounts on hotels and rental cars. AAA also offers a full line of travel-related membership benefits, such as emergency road service, tour books, maps, TripTik travel planner, Visa travel money cards and no-fee American Express travelers checks. For generations, AAA has provided quality insurance coverage with 24-hour emergency road service as well as many discounts in our Show Your Card and Save program. Join AAA for the February Coffee Connection for refreshments, prizes and a free gift.

Cost: \$2
Deadline to register: February 2

**Business Connection
February 16**

Location: J.F. Ahern Co., 855 Morris St. Note: Please park in the employee lot off Pioneer on the east side of the building.
Time: 5 p.m. to 7 p.m.
Your host: J.F. Ahern Co. is a full-service mechanical and fire protection contractor with offices in eight states. Ahern installs and services systems in a variety of business sectors, including commercial, industrial, municipal and institutional markets. Since its inception in 1880, J.F. Ahern has grown to be one of the largest mechanical contractors in the nation and consistently receives excellent safety and customer satisfaction ratings. For a complete list of our services, visit www.jfahern.com, or call (920) 921-9020. Reservations are encouraged!
Cost: \$2 if you are pre-registered; \$5 at the door
Deadline to register: February 15

**Emergency!
Are you prepared?**

What if your business was faced with an emergency? Do you know what you need to do first? How would you evacuate your employees? This interactive session will lead participants through a mock emergency, throwing in unpredictable changes as the situation progresses. Come see how prepared you are!
Presenter: John Williams, Fond du Lac School District
When: February 15
 4:30 p.m. Registration and networking
 5:30 p.m. Dinner, program
Location: Knights of Columbus Hall, 795 Fond du Lac Ave.
Cost: \$20 Safety Council members, spouses and guests, \$25 AC members, \$30 non-members
Registration deadline: February 12 (cancellations accepted 48 hours in advance)

Podcasting for Business Made Easy

When: 7:30 a.m. to 9 a.m., Tuesday, February 9
Where: FDL Public Library

Don't let the idea of podcasting scare you. For about \$100 worth of recording equipment, any business can start to produce a podcast, which are online audio-only broadcasts. Our presenter will share his experiences of how his company got into podcasting, including how they brainstorm relevant content and rough out scripts and interview questions. He'll walk you through the technical process of capturing and posting the podcast. You'll discuss how podcasting can be used in your business and come away with creative, fresh ideas for driving traffic to your website.
Presenter: Steve Andrew is director of marketing for IFS North America, the global enterprise software company. Steve oversees advertising, public relations, events, online marketing, social media, strategic relationships and pipeline development activities. He has 25 years of experience in technology sales and marketing and holds a degree in business administration from Cardinal Stritch University, Milwaukee.
Cost: \$25 AC members; \$35 non-members



FEBRUARY COMMITTEE MEETINGS

2	YPF Marketing	Noon
3	DFP Design Review Board	Noon
4	DFP Executive	Noon
9	DFP Organization	8:30 a.m.
10	Education	7:30 a.m.
	DFP Board @ The Nielsen Co.	8 a.m.
	HR Board	3:30 p.m.
11	YPF Programs & Events	7:30 a.m.
11	Ag Board	Noon
	AC Annual Meeting	5:30 p.m.
12	Safety Board	7:30 a.m.
15	Safety Council	4:30 p.m.
16	SSS 45	8:30 a.m.
	STW Steering	9 a.m.
17	Ambassadors Club	7:30 a.m.
	Ag Ambassador	Noon
18	DFP Events	8 a.m.
	SSS 44	8:30 a.m.
19	AC Executive	7 a.m.
24	Communications Council	7:30 a.m.
	DFP Design @ Police Station	8 a.m.
	Leadership Board	Noon
	YPF Board	4 p.m.
25	SSS 46	8:30 a.m.
	DFP Marketing	Noon
26	AC Board	7 a.m.

**Have fun, support the troops,
win great prizes with YPF**

Join the Young Professionals of Fond du Lac as they gather at Open Road Harley-Davidson.



This hands-on event will include Harley trivia, a fun-filled icebreaker and three stations that allow attendees to learn more about Harley-Davidson.

Register for a chance to ride the Dynamometer – feel the wind in your hair!

When: Tuesday, February 23
Time: Registration at 6 p.m., kickoff 6:30 p.m.; done at 8 p.m. with Q&A and prize drawings
Where: Open Road Harley-Davidson, 24 S. Rolling Meadows Drive, Fond du Lac
Cost: \$10 includes food and a beverage, with \$5 going for donations for the troops. Cash bar will be available, with all proceeds from bar sales going to the troops.

Get an extra door prize ticket by donating an item to send to our troops overseas. Check out the list of items needed at www.ypdfdl.org.



Partnership celebrates 2009 accomplishments



2009 Ambassador of the Year: Dick Casper

The Fond du Lac Area Association of Commerce is proud to announce Dick Casper as the 2009 Ambassador of the Year. A longtime member of the Ambassador's Club, Casper led the group in new member recruitment in 2009. The Ambassador's Club provides public relations and good will for the AC and recruits new members, building a stronger foundation of business support. Please congratulate Casper the next time you see him!

The Downtown Fond du Lac Partnership celebrated 2009 and announced plans for 2010 at its Annual Meeting at the Ramada Plaza Hotel on January 28.

Dave Schneider was named Friend of Downtown, an annual award given to a person or organization that has had major impact on the partnership. Schneider is a longtime volunteer and officer, serving on the board since 2004 and as treasurer since 2007. He served as chair of the Fall Festival Committee for five years and currently heads the logistical aspects of the festival, being instrumental in set up, maintenance and tear down.

Design of the Year was presented to Louie Lange and his business, The Commonwealth Companies, for their renovation and addition to St. Peter's Church and School. St. Peter's Church was built in 1869 and is one of the oldest buildings downtown. The steeple and tower were destroyed and the interior heavily damaged in a 1908 fire that consumed most of downtown. The school was built in 1925 and was occupied until 2008. Commonwealth purchased the properties in 2008. They converted the church into space to house their offices. They remodeled and added on to the school to create a 46-unit St. Peter's Place senior apartments with covered parking,

a community room, a hair salon/barbershop, library, computer center, business center and exam room.

Jon Bartz from Martenson & Eisele presented the Downtown Comprehensive Plan. The plan outlined the goals, objectives, policies, recommendations and implementation strategy for the downtown in the coming years.

The partnership is the administrative arm of the Business Improvement District, which encompasses Main Street from Follett Street on the north to Ninth Street on the south, and includes areas to the east and west. The mission of the partnership is to establish a diverse, prosperous and healthy district that is the social, commercial and cultural heart of our community.

For information call (920) 921-9500 or visit www.downtownfdl.com.

DESIGN OF THE YEAR



The transformative work on the St. Peter's Church and School properties resulted in Design of the Year accolades for The Commonwealth Companies.

FRIEND OF DOWNTOWN



Dave Schneider

Food pantries receive donations from 2009 Empty Bowls

Six local food pantries received donations of more than \$1,100 each from the AC's Leadership Alumni.

Broken Bread, Solutions Center, Fondy Food Pantry, Loaves and Fishes, Salvation Army and St. Vincent de Paul reaped benefits from the group's Empty Bowls luncheon, held in December, which featured student-made ceramic bowls, donated soups and a silent auction.

"Times are tough, and the number of people who need help keeps increasing," said Empty Bowls Co-chair John Williams.

"Empty Bowls was created to help feed hungry people, and we are very grateful for the outstanding support that our event received from the community."

Leadership Alumni received help from more than 90 local companies and volunteers. Art classes from St. Mary's Springs, Fond du Lac, Horace Mann, Campbellsport and

Oakfield high schools and Woodworth, Sabish and Theisen middle schools made more than 300 clay bowls. The soups were donated by Salty's Seafood & Spirits, Cibo at Ramada Plaza Hotel, Ala Roma Italian Restaurant & Deli, Trepanier's Backyard Grill & Bar, Pump and Pantry and the Fond du Lac Fire Dept. Desserts, beverages and baked goods were donated by Moraine Park Technical College Culinary Arts program, Lake Breeze Dairy, Aramark, Festival Foods, Schreiners Restaurant and Linstrom Catering. More than 50 alumni volunteers worked at the event.



Leadership Alumni presented donations to local food pantry organizations. Seated, from left, Mary Choo Quan, Loaves and Fishes; Lt. Jamie Curry, Salvation Army; Rick Ewald, St. Vincent de Paul; and Everett Schwalbe, Broken Bread. Standing, from left, Lesley Manowske, director, Leadership Fond du Lac; John Williams, Fond du Lac School District and Empty Bowls co-chair; and Lindee Kimball, Solutions Center and Empty Bowls co-chair. Not pictured: Fondy Food Pantry.

"We are thankful for all the donations," said Lindee Kimball, Empty Bowls senior co-chair. "It feels great knowing the community came together to help others."

Safety Day speaker brings the fun

Richard Hawk will be the keynote speaker for the 7th Annual Safety Day. Recognized for injecting fun into the serious field of industrial safety, Hawk's innovative approach has helped hundreds of companies improve their safety records. The Fond du Lac Area Safety Council's annual seminar is the best one-day safety program in Wisconsin.

Wednesday, March 24

UW-Fond du Lac

Cost: \$50 Safety Council members, \$65 non-members



Richard Hawk

7:30 a.m.-8 a.m.

Registration & Continental breakfast

8 a.m. -9:15 a.m.

Keynote: *Chill Out When You're Stressed Out: Powerful and Fun Ways to Handle Stress:* Richard Hawk

Richard Hawk's proven tips and tools for reducing stress will help create an atmosphere throughout your organization that's cooler – and safer – by degrees. You will learn how to:

- Appreciate the connection between stress and safety
- Measure how much stress individuals are under
- Create an action plan to handle common stressful situations
- Use humor, fun and creativity to overcome stress
- Master easy-to-use tools to minimize daily stress

9:30 a.m.-10:45 a.m.

Morning break-out sessions (pick one)

Spice it up! Richard Hawk

For anyone who conducts safety meetings, trainings or toolbox talks. This interactive presentation will be packed with practical tips and techniques for getting through to the most-jaded employees.

Industrial Hygiene/Noise: Ann Grevenkamp, OSHA

Every year, about 30 million Americans are exposed to hazardous noise at work. Fortunately, hearing loss can be cut or eliminated through engineering controls and conservation programs. Grevenkamp will discuss this and other industrial hygiene topics.

Comparing General Industry & Construction Standards:

Jim Lange, J.F. Ahern Corp.

Compliance with OSHA standards is especially important when performing work (or work is being performed at your site) that could be covered by a different set of OSHA standards than your own.

This session will cover many of the key differences between the General Industry Standard and Construction Standard.

11 a.m.-Noon

Distracted Driving: At What Cost? Jason Steward and Ed Tennes, Federated Insurance

Drivers today are tempted by a variety of distractions that can impact their ability to safely operate company vehicles. This presentation will look at types of driving distractions, the consequences and what we can do to avoid them. Also, this session will cover the importance of implementing a Motor Vehicle Report program and review how to establish one at your business.

Noon-12:45 p.m.

Lunch (provided)

12:45 p.m. -2 p.m.

Afternoon break-out sessions (pick one)

Spice It Up! Richard Hawk, repeated from morning

Record Keeping: Ann Grevenkamp, OSHA
OSHA now has a National Emphasis Program on recordkeeping. Are you recording all of your workplace recordable injuries and illnesses? This program will help make sure you fully understand how to keep your company's OSHA 300 forms.

Is Your Safety Committee up to Snuff? Bill Belongea, Quad/Graphics

Safety committees can get bogged down with blame games and maintenance lists. Where's your committee going? Consider a subcommittee system to provide value for employees' time and to advance safety culture through committee work.

2:15 p.m.-3:15 p.m.

Humor for the Health of It! Barb Knutzen, Agnesian HealthCare
The typical preschooler laughs 400 times a day; adults are lucky to have a good hard chuckle 15 times a day. What happened? Somewhere between the age of 5 and the right to vote, we've lost our ability to see the lighter side of life. This fast-paced program is designed to tickle your funny bone, exercise your laugh muscles and get you back in shape by using your sense of humor to reduce your stress and take charge of your life.

3:15 p.m.-4 p.m.

The Dangerous Daze: Richard Hawk

Richard Hawk will address the human side of workplace accidents and near misses in this eye-opening, life changing presentation. From front-line employees to supervisors to upper management, everyone in your organization will understand how to get rid of the

"why" behind the "whoops!" You will learn to:

- Recognize and control the four major causes of accident behaviors
- Debunk common misconceptions about why accidents happen
- Overcome bad habits and over-familiarity with routines
- Adopt new ways of working and living safe and sound

Register at www.fdlac.com or call the AC at (920) 921-9500

How safe is your company? File information for annual Safety Award

The Fond du Lac Area Safety Council encourages safe and healthy work environments and wants to acknowledge area safety leaders.

Every year, the council's Safety Awards acknowledges businesses and industries that achieve safety standards equal to or better

than the national average for their type of business. To be considered for an award, fill out the 2010 Incident Survey, available online at <http://fdlac.com/safety/php>, and return it to the AC by February 12.

The council also wants to provide the community with benchmarking information

from specific industries. Information from the Incident Surveys will be shared anonymously at the 7th Annual Safety Day on March 24, along with the presentation of the Safety Awards. Winners will be notified in advance.

For information, contact Tammy Young at (920) 921-9500 or tammyy@fdlac.com.



GOVERNMENT AFFAIRS UPDATE

OSHA posting requirements

Every February 1, employers with 10 or more employees must post the OSHA-required Form 300A, which summarizes reportable injuries and illnesses for the prior year. The posting period is February 1-April 30, and an employer with 10 or more employees must post Form 300A even if it had no reportable injuries or illnesses in the prior year. Employers may not post Form 300 because it provides confidential medical information. Employees with no fixed work site or no access to posted sites must be provided with a copy of the 300A report. For information and to determine if you are required to follow the posting requirements:

Partially Exempt Industries

<http://www.osha.gov/recordkeeping/ppt1/RK1exempttable.html>

Injury and Illness Recordkeeping Forms

<http://www.osha.gov/recordkeeping/RKforms.html>

Links to forms 300, 300A, 301 and instructions

The OSHA Recordkeeping Handbook

<http://www.osha.gov/recordkeeping/handbook/index.html>

OSHA Publication 3169 – Various Questions Answered

<http://www.osha.gov/recordkeeping/pub3169text.html>

<http://www.osha.gov/Publications/osha3169.pdf>

Coverage of dependents to age 27

A new Wisconsin law changes dependent insurance coverage. The law, effective in January, requires insurers and self-insured governmental plans to potentially provide coverage for an adult child or dependent child between the ages of 17 and 27. Information:

www.oci.wi.gov/sitemap.htm

Click on Site Index, click on F, scroll down to "Frequently Asked Questions Regarding Coverage of Dependents"

COBRA Subsidy Coverage Extension

Under the American Recovery and Reinvestment Act (ARRA) passed in February 2009, eligible individuals could receive a 65 percent subsidy for insurance continuation coverage under certain circumstances. On Dec. 19, 2009, the subsidy was extended from nine months to 15 months and requires plan administrators to provide a premium extension notice to affected individuals by Feb. 17, 2010, 60 days from Dec. 19, 2009. Employers need to identify potential eligible participants: COBRA participants who were previously eligible and then dropped their COBRA coverage once the initial subsidy ended, and COBRA participants who were eligible for the subsidy and who paid full COBRA premiums. COBRA notices will need to be updated to include the extension. Small employers may want to send an extension notice to all COBRA participants or seek legal advice on how to proceed. Plan documents and summary plan descriptions should be updated to reflect the subsidy extension. Information about the required notification process as well as a sample notice can be found at:

<http://www.dol.gov/ebsa/COBRAmodeInotice.html>

This update was written by Joy Mueller, FDL Human Resources Association Governmental Affairs Director. You can reach her at joy.mueller@mercmarine.com. The column is a project of the HR Association's Governmental Affairs Team. The information contained in this article is for informational purposes only, does not support any political party and is not intended to be legal advice. Consult legal counsel for advice on these or any other topics.

The \$2.7 billion state deficit no one told you about

By **Todd A. Berry**

President, Wisconsin Taxpayers Alliance

A week before Christmas, an important report appeared on a Wisconsin government website. There were no press releases from Madison politicians. No headline news stories. Yet no public official, taxpayer or citizen can afford to ignore the report's bottom line: According to just-released financial statements, state government closed its 2008-09 books with a \$2.71 billion deficit in its general fund.

This might come as a surprise. By law, state government is supposed to balance its budget. On paper, it does. However, for more than a decade, governors and legislators of both parties have "balanced" budgets through use of accounting maneuvers, timing delays, borrowing and billions in one-time money.

When the state controller, a CPA, prepares the state's official financial statements, he must follow generally accepted accounting principles, or GAAP. That means he must reverse the budget gimmicks and accurately represent the state's true financial condition. When he does this, the budget's black ink turns red.

What does this mean in everyday terms? Suppose you use a credit card to buy a new living room set. You take it home and make active use of it. Credit card or no credit card, according to the state controller, you spent money. However, that's not the way the folks at the Capitol see it. The furniture might be used, but they don't budget the money until the credit card bill has to be paid.

Now, some state officials who have practiced politics full-time will try to reassure us by saying, "There's no real problem; it's just the recession."

True, this year's deficit is the largest ever reported. But it's the fifth consecutive year that the GAAP shortfall exceeded \$2 billion and the ninth that it has topped \$1 billion. We have not had a recession every year since the late 1990s. This recession didn't really get under way until early 2008.

Even more troubling than the size of the deficit is its trend. Since 1999, the shortfall has grown every year except one: \$830 million in fiscal 1999, \$1.21 billion in 2000, \$1.48 billion in 2001, \$2.24 billion in 2002, \$1.93 billion in 2004, \$2.12 billion in 2005, \$2.15 billion in 2006, \$2.44 billion in 2007, \$2.50 billion in 2008 and now, \$2.71 billion in 2008-09.

We don't yet know how other states' 2008-09 deficits will compare with our \$2.71 billion hole, but we do know what states reported in 2007-08. Wisconsin had a deficit of \$2.5 billion. Three other states were in the red, according to their statements: California (\$4.17 billion), Illinois (\$3.93 billion) and Maine (\$0.24 billion).

The problem with this comparison is that it ignores the relative size of states. California has 36.8 million people, Illinois, 12.9 million. Wisconsin has only 5.6 million residents. When 2007-08 deficits are compared on a per-capita basis, the Badger State had the largest GAAP deficit in the nation (\$445 per person), followed by Illinois (\$305), Maine (\$181) and California (\$113).

Figures like these led the Pew Trusts recently to name Wisconsin one of 10 states most in "fiscal peril." Of the states listed, however, only California, Illinois and Wisconsin reported GAAP deficits last year. Pew said California "was in a league of its own." Yet it's worth noting that Wisconsin's deficit per capita was four times larger than California's.

Todd A. Berry, Ph.D., has been president of the Wisconsin Taxpayers Alliance since 1994. Founded in 1932, WISTAX is a nonprofit, nonpartisan public policy research organization dedicated to teaching and informing Wisconsin citizens, public officials and the press about our government.

Supervisory training: Lifeline for the front line



"The topics covered in SSS have been invaluable in preparing me for real-life management situations. The opportunity to learn from others' insights, questions and experiences gives this training a unique and constructive dimension. Built-in course feedback mechanisms have enabled me to use training guidance from SSS to become a more productive supervisor, employee and peer."

Larissa Clinard
Executive Administrative
Assistant
J. F. Ahern Co.

For more than 15 years, Supervisory Skills Series, sponsored by the AC, has provided excellence in leadership development. Instructor Dave Podeszwa provides real-life learning situations for new and seasoned supervisors.

Classes are conducted in Fond du Lac one day a month for 13 months, allowing participants to learn and practice between sessions. Managers in SSS learn how to avoid unnecessary conflict and how to assign challenging and rewarding tasks while providing employees with a sense of job fulfillment and satisfaction. Class topics include Leadership Style & Versatility, Communication, Coaching, Problem Solving and Time Management.

SSS emphasizes training that's practical, informative, educational and readily applicable.

As well, Podeszwa provides free post-graduate support. By phone or email, SSS graduates can continue to receive coaching if they encounter problems or situations that they're unsure about or that need extra attention. Also, SSS graduates who feel the need for a brush-up can repeat any of the 13 sessions at no charge.

The next SSS session will start on February. 25. Visit www.fdlac.com to read about the program, review the schedule and topics and view the contract, or contact Gerrie Andrew, (920) 921-9500, gerriea@fdlac.com.



Dave Podeszwa

Expert instruction

Dave Podeszwa has been in the leadership development business for more than 30 years. His background includes U.S. military, manufacturing, electrical engineering, marketing, management, and running his own business, D.L. Podeszwa & Associates. Dave has taught leadership classes at the AC for 15 years.

Educate yourself ... find a new career!
The Fond du Lac Area Association of Commerce and The Fond du Lac Area Job and Career Center partners present

JOB FAIR

FOND DU LAC

Tuesday, April 13

11 a.m. to 3 p.m.
UW-Fond du Lac gym

Sign up now to ...
Meet interested candidates
Conduct interviews on-site
Fill positions
Develop portfolio of candidates

A limited number of booths are available for \$250

Registration and information at
www.fdljobfair.com
or call the AC at (920) 921-9500



NationJob is a top-rated internet job board that can connect your company with the people you've been looking for. AC members receive access to www.nationjob.com for free! For details contact the AC at (920) 921-9500 or NationJob directly at (888) 256-0919

Kids' safety poster contest tackles health, fitness safety

The AC's Safety Council's annual Poster Drawing Contest will challenge children to create a poster with the theme of health or fitness safety. The contest is open to children in third, fourth and fifth grades.

The first-place winner will receive a \$150 AC Gift Certificate that can be used at hundreds of area businesses. Second and third place prize winners will receive \$50 Savings Bonds. Fourth place through 10th place winners each will receive a \$15 AC Gift Certificate.

The Safety Council promotes safety in industry, homes, traffic and schools. Please help them reach your children!

Deadline is March 19. Guidelines are available at <https://fdlac.com/safety.php> or by contacting Tammy Young, Director of Programs & Services at tammyy@fdlac.com or (920) 921-9500.

DECEMBER STATS FOR WWW.FDLAC.COM

- 2,164 unique visitors
- 3,982 visits
- Average of 128 visitors per day
- Most hits: Tuesday, December 1, with 258 hits
- Wednesdays average the most hits
- 77.5 percent of visits originated from users' bookmarks
- 12.6 percent of visits came from a search engine
- 9.7 percent of visits came from a link on another site
- Most-viewed pages, in order: Member Directory, Events, Press Releases, Employment Opportunities, and School to Work

	No. of visitors		No. of visits	
Month	2008	2009	2008	2009
Jan.	3677	2781	6371	4812
Feb.	3623	2705	5680	4716
March	3909	3007	6258	5372
April	3976	3105	6663	5659
May	3106	2769	5305	4853
June	3656	2676	5900	4598
July	3180	2602	5743	4694
Aug.	2820	2682	5404	4741
Sept.	2546	2569	4275	4778
Oct.	2837	2477	4902	4237
Nov.	2607	2274	4533	4281
Dec.	2414	2164	4176	3982

Moo-loha!

Ag Showcase sets island theme



Break out the Hawaiian shirts, grass skirts and the coconuts and take part in an agricultural luau. The 7th Annual Fond du Lac Agriculture Showcase will take on a tropical theme on Saturday, March 6, at the Fond du Lac County Fairgrounds Recreation Building from 8:30 a.m. to 3 p.m.

The showcase again will feature cheese and beverage pairings. Wines, beers and other drinks from Kerrigan Brothers Winery, Sand Creek Brewery and others will be paired with a wide variety of cheeses from area companies.

The showcase will feature vendor booths from companies promoting agricultural products throughout the region and state. Vendor displays will be geared for consumers and producers alike.

The youth activity area will return, as

will the popular coloring contest. Kids should watch for the contest page in the Action Advertiser or contact the AC for a copy. All contestants will receive a goodie bag, and cash prizes will be awarded to the top entries in each category, thanks to sponsors Agri-Land Co-op, Badgerland Financial and WE Energies.

New this year: The Fond du Lac Agriculture Showcase Best Cheesecake Contest. Details will be available soon at www.fdlac.com and in the March AC newsletter.

Showcase sponsors include the Agri-Business Council, Wisconsin Milk Marketing Board and Festival Foods.

Admission is \$1; children 10 and under are free. Information is available by calling (920) 921-9500.

Network Health offers AC group policy discount

AC members with 2 to 50 employees are eligible for discount group health insurance plan, Chamber Plus Plan, through Network Health.

Designed for small businesses, the Chamber Plus Plan provides a 10 percent discount and is based on a local health care network system with a large number of in-plan local providers. It offers a wide variety of plan designs, eight separate HMO plans, six separate POS plans and the ability to create your own consumer-driven plan. All agreements are for one year, and all plans are underwritten individually.

Network Health is headquartered in Menasha. The Chamber Plus Plan is sold exclusively through AC member insurance agencies. To receive the list, call the AC at (920) 921-9500.



MEMBER NEWS & ANNOUNCEMENTS

Integrity Glass offers 'shower guard' doors

Integrity Glass and Paint, 689 Fond du Lac Ave., now offers "shower guard" for shower doors. Shower guard uses an ion beam process during manufacturing, which seals the glass surface permanently. The process minimizes cleaning time and keeps the glass looking clear-as-new years after purchase. Integrity also offers home color consultations and carries the popular Pottery Barn line of Benjamin Moore paints. Phone: (920) 922-1480 or visit them online at www.integrityglassandpaint.com.

Schneider & Schneider's Dry Ice eradicates mold, mildew

Schneider & Schneider Professional Painting can help eradicate mold and mildew in commercial and industrial facilities using their new Dry Ice Blasting equipment. Dry Ice Blasting technology is the answer to lots of difficult cleaning jobs. The blasting media – dry ice – reverts to its gaseous form after it has removed the contaminant from the surface, making it ideal for cleaning live electrical components, removing mold, mildew, soot from a fire and for general cleaning before painting. For inquiries, call Joe Schneider at (920) 921-7575 or visit them at www.schneiderandschneider.com.

FDL Credit Union to build new on current site

Fond du Lac Credit Union plans to construct a new facility at its current site, 91 N. Pioneer Road, using a local architect, contractor and building crew.

"Our facility has been in need of major renovations for quite some time," said Board Chair Mark VandeBerg. "After comparing the costs of renovations to building new, it only made sense to go with a new facility."

Groundbreaking will take place this winter, with completion expected as early as this fall. Fond du Lac Credit union serves Fond du Lac and Dodge Counties and has been a strong local business since 1954. Visit them at www.fdlcu.com.



The Lutheran Homes and Health Services Board of Directors: back row, from left: Dick Kleinfeldt; Jim Thomas, Treasurer; Al Knuth; Terry Schleif, Secretary; and Marty Ryan. Front row, from left: Bonnie Baerwald, vice chair; Karl Pennau, chair; Mari Beth Borek, CEO; and Dr. Mary Schultz. Not pictured: Jack Pollei.

Lutheran Homes Board names officers

The Lutheran Homes and Health Services (LHHS) Board of Directors provide for the strategic direction and vision for the future of the organization. They also are charged with oversight of the non-profit operations of LHHS, which includes the Fond du Lac Lutheran Home, Tarfa Terrace, DeNeveu Creek, St. Peter' Place, the Wellness & Rehab Center and the Lutheran Homes and Health Services Foundation.

"We're so grateful to have such talented members of our community volunteering their time and experience to help the organization grow to meet the increasing needs of seniors in the Fond du Lac area," said CEO Mari Beth Borek.

Visit them at www.fdllutheranhome.org.



FOND DU LAC AREA ASSOCIATION OF COMMERCE

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**FORWARD
FOND DU LAC**

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Fond du Lac Business Barometer			
December		2009	2008
Building permits	Monthly one-family homes / Year to date	4 / 20	1 / 35
	Monthly one-family value / Year to date	\$ 841,246 / \$ 3,348,746	\$ 625,000 / \$ 6,534,500
	Monthly multiple units / Year to date	7 / 11	0 / 19
	Monthly multiple units value / Year to date	\$ 5,620,711 / \$ 7,150,711	0 / \$ 11,115,710
	Monthly commercial industrial / Year to date	0 / 7	2 / 10
	Monthly commercial industrial value / Year to date	0 / \$ 8,928,012	\$ 5,863,836 / \$ 7,998,281
Employment*	Number employed City / County	20,668 / 50,716	22,094 / 53,916
	Number unemployed City / County	2,330 / 4,320	1,621 / 3,295
	Percent unemployed City / County	10.1 / 7.8	6.8 / 5.8
Parking utilities revenues		\$ 26,561	\$ 24,744
Real estate transfers*		110	97
Utilities	Industrial power (KWH)	18,438,846	18,454,876
Statistics	Marriages*	11	17
	Divorces (Clerk of Courts)	21	29
	Births*	51	46
	Deaths*	29	37
Sanitation permits (outside city)		6	6

* Results from November