



# Hathaway's message to members: Get involved

"It's your turn." Fond du Lac Area Association of Commerce Board Chair Alan Hathaway urged fellow members to unleash the power of the organization and get involved during his keynote address at the chamber's 98th Annual Meeting on February 11.

Hathaway provided examples of how membership in the association has come back to enrich his business, BrownBoots Interactive, Inc., his staff and his sense of connection to the community.

"I did a quick assessment of my client base," Hathaway said. "More than 65 percent of the businesses on the list are also AC members." That wasn't accidental, he said. The relationships with customers were forged through chamber networking events, committee work and training opportunities.

Hathaway told members they could take "their turn" by helping the AC's March membership drive and by connecting on the political front.

Hathaway thanked Past President Lisa Washa, of Charter Communications, who delivered her address via prepared video. She looked back on a year that admittedly was a difficult one.

But Washa pointed to accomplishments in 2009 that included new programs, such as the association's Local Stimulus Package weekly email advertising package, a renewed emphasis on the AC's Political Action Committee and the completion of the comprehensive member survey.

The survey, she said, revealed a high satisfaction for the AC's work promoting the local business



**Annual Meeting award winners: Front row, from left: Volunteer of the Year Mary Balthazor; Brian Baker of Baker Cheese, winner of a Community Award; and Donna Blend, vice president of the Advocap Board, winner of a Community Award. Top row, from left: Rep. John Townsend, winner of a Community Award; Mike Bonertz, of Advocap, winner of a Community Award; and Association Board Chair Alan Hathaway.**

community and creating opportunities for members to make connections with one another.

Along with the keynote addresses, several awards were handed out.

Mary Balthazor, Oakfield Middle and High School counselor, was named Volunteer of the Year in consideration of more than 10 years as an AC volunteer, including her current term as chair of the Education Committee, champion of the School to Work Program and proponent of better connections between the education and business communities.

Three Community Awards were given:

Rep. John Townsend, for 49 years of public service, including terms on City Council and as a state representative

Advocap, for service to the poor and underserved in the region

Baker Cheese, for investment in and commitment to the community

## U.S. study shows chamber members more reliable

A study released by the American Chamber of Commerce Executives looked at the credit scores and payment behavior of businesses that are members of 10 local chambers across the United States, comparing their scores with other regional, state and national business averages.

According to the study, chamber members possess an average credit score of 629, compared to a 557 average score for businesses at large. Such scores play a significant role in attracting lines of credit and securing favorable terms from lenders and suppliers.

"From a credit standpoint, chamber members on average are better businesses, and as a result they have significant advantages in obtaining the funds they need," said Mick Fleming, president and CEO of ACCE.

"This study provides hard evidence to what most people doing business have known for many years," said AC President and CEO Joe Reitemeier. "Businesses that invest in chamber

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### WELCOME NEW MEMBERS

Strengthen our community by supporting these members

H&R Block  
Mark Rasner  
24 W. Pioneer Road  
Fond du Lac, WI 54935  
(920) 922-2084

Humana  
Larry Moldenhauer  
N19 W24133 Riverwood  
Drive, Suite 300  
Waukesha, WI 53188  
(262) 951-2300  
www.humana.com

Laura Rose Interiors  
Laura Rose  
(920) 904-5593  
www.lauraroseinteriors.com

Moe's East Side Spirits  
Mohammad Moheballi  
405 Fond du Lac Ave.  
Fond du Lac, WI 54935  
(920) 921-5401

**Coffee Connection  
March 3**

**Location:** Rehab Alliance, 845 S. Main St., Suite 120  
**Time:** 7:30 a.m. to 8:30 a.m.  
**Your host:** Partners Kim Fleck, who is an occupational rehabilitation therapist, and Jennifer Taylor, a physical therapist, established Rehab Alliance, LLC, in February 2007. Today, Rehab Alliance provides physical, occupational and speech therapy services in 10 counties with more than 50 employees. Rehab Alliance therapists go to patients' homes and assisted living facilities and provide services in their new Fond du Lac clinic. Clinic staff Jim Taylor, physical therapist, and Stephanie Vogds, occupational rehabilitation therapist, have more than 22 years' experience combined, with an emphasis on orthopedic rehabilitation in the areas of manual therapy, hand therapy/splinting, post-surgical rehab, vestibular/balance deficits and sports medicine.  
**Cost:** \$2  
**Deadline to register:** March 2

**Business Connection  
March 16**

**Location:** Advantage Refrigeration LLC, W6974 County Road OO  
**Directions:** Hwy 41 north to North Fond du Lac Exit OO. Turn west (left if coming from the south) on OO. Advantage Refrigeration is located just over the viaduct on the left.  
**Time:** 5 pm. to 7 p.m.  
**Your host:** Advantage Refrigeration LLC is a full-service commercial and industrial refrigerated equipment supplier and service business specializing in supermarket, restaurant/food service and convenience store refrigeration systems. Advantage designs, builds, installs and maintains quality, energy-efficient systems in a timely and cost-effective manner. Advantage can assist you in your refrigeration system needs. Replacement and repair parts and equipment available online 24/7 at [www.advantagerefrigeration.com](http://www.advantagerefrigeration.com). Reservations are encouraged!  
**Cost:** \$2 in advance; \$5 at the door  
**Deadline to register:** March 15

**How to handle  
an EEO investigation**

So, you got a letter from the U.S. Equal Employment Opportunity Commission, and it ain't an invitation! "Anatomy of an EEO Investigation: Demystifying the EEOC Charge & Investigative Process," will be presented by Maria Flores of the EEOC. Flores will help lessen the shock of an employment discrimination investigation by dissecting how EEOC processes cases and makes determinations. This is a rare opportunity to hear directly from an agency insider. She will cover:

- How charges are filed
- Types of charges EEOC receives
- Requests for information and documentation
- Onsite investigations
- Types of decisions issued
- Determining damages/remedy
- Benefits of settlement and mediation, etc.
- How to prepare responses for quicker resolution

**Date:** Wednesday, March 17  
**Location:** Holiday Inn, Fond du Lac  
**Registration:** 7:45 a.m.  
**Breakfast:** 8 a.m.  
**Program:** 8:30 a.m. to 10 a.m. (note time)  
**Cost:** \$20 HR Association members/\$25 AC members/\$30 non-members



**Wine, networking ...  
what's not to like?**

Young Professionals of Fond du Lac will host Wine Maniacs, who will bring in 15 to 20 varieties of wine for a fun evening of wine tasting and networking. Bottles will be available for purchase. Appetizers provided.  
**Date:** Tuesday, March 9  
**Location:** Windhover Center for the Arts  
**Registration:** 5 p.m.  
**Wine tasting:** 5:30 p.m.  
**Cost:** \$10 YPF members;  
 \$20 non-members



**MARCH COMMITTEE MEETINGS**

2	YPF Marketing	Noon
3	DFP Design Review Board	Noon
4	YPF Programs & Events	7:30 a.m.
	DFP Executive	Noon
8	HR Board	3:30 p.m.
9	DFP Organization	8:30 a.m.
10	DFP Board @ The Nielsen Co.	8 a.m.
	Education	7:30 a.m.
	HR Board	3:30 p.m.
11	Ag Board	Noon
15	Legislative Forum	8 a.m.
16	DFP ER @ Windhover	Noon
	SSS 45	8:30 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.
22	Community Sounding Board	7:30 a.m.
24	DFP Design @ Police Station	8 a.m.
	Leadership Board	Noon
	Communications Council	7:30 a.m.
	YPF Board	4 p.m.
25	DFP Marketing	Noon
	SSS 46	8:30 a.m.
26	AC Board	7 a.m.

**Credit card rules changing:  
Are you ready?**

**When:** 7:30 a.m. to 9 a.m., Tuesday, March 23  
**Where:** Fond du Lac Public Library



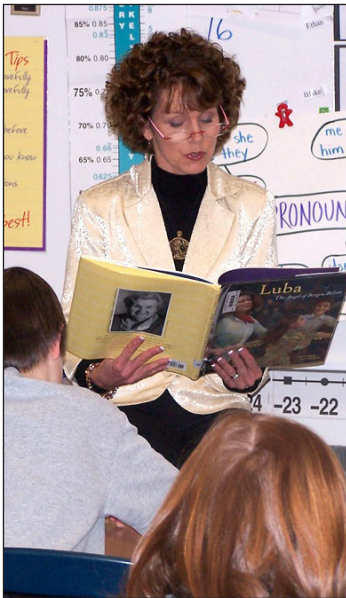
The new Credit Card Act of 2009 and Payment Card Industry's Data Security Standard

6.6 requirements go into effect this July. This set of requirements is a worldwide information security standard designed to ensure all companies – big and small – that process, store or transmit credit card information maintain a secure environment. If a customer's credit card information is breached, your business could be held financially liable. What you'll learn:

- What PCI compliance means for different types of businesses
- How to make PCI compliancy changes financially manageable for your business
- Understanding and reducing credit card processing charges
- Understanding your credit card statement
- How to calculate your true cost and effective rate
- Examining the cost plus, tier and bucket systems

**Presenters include:** Troy Streckenbach, owner, Jimmy Seas/StirUps; Peter Helander, Heartland Business Systems; and Diane Roundy, Schenck SC

**Cost:** \$25 AC members; \$35 non-members



Katie Hornung, owner of The Classic Cut Day Spa, reads to fifth graders in Julie Kremer's class at Friendship Learning Center.

## 170 leaders spread the word about literacy

More than 170 business people were welcomed into area classrooms in the first week of February for the annual Leaders as Readers program.

The program is a project of the AC's Education Committee, working in conjunction with elementary schools in the districts of Campbellsport, Fond du Lac, Lomira, North Fond du Lac, Oakfield and Rosendale-Brandon. The leaders – volunteers from area businesses – visited classrooms to read a story aloud and talk about the importance of literacy in their professional lives.

To encourage after-school reading, more than 600 fifth grade students received a free book, thanks to the generous support from Agnesian HealthCare, Alliant Energy, Fond du Lac Education Association, Haber/M&M Printing, J.F. Ahern Co., Kiwanis Club of Fabulous Fond du Lac, Lakeside Wealth Management, Marian University, Michels Corp., Mid-States Aluminum Corp., Morning Rotary Club, Quad/Graphics, Rosendale Dairy and Soroptimist International of Fond du Lac.

## Leadership class gets Capitol treatment



Members of the 2010 Leadership Fond du Lac Class gather at the Capitol in Madison with Sen. Randy Hopper, far right, and Reps. John Townsend, front left, and Richard Spanbauer, front right, for the program's annual State Government Day on February 17. The class heard from Deputy Attorney General Raymond

Taffora; Prof. Andrew Reschovsky, of the La Follette School of Public Affairs at UW-Madison; Dan Kohler, director of Wisconsin Environment; Scott Manley, director of Environmental Policy, Wisconsin Manufacturers & Commerce; and Wisconsin Commerce Secretary Richard Leinenkugel.

## DFP events = marketing opportunities

The Downtown Fond du Lac Partnership's Events Committee has put together a 2010 calendar of community events that offer many positive marketing opportunities for regional businesses. Highlights from the calendar include:

**Summer Sidewalk Sale**, Saturday, July 10. The Sidewalk Sale has been a Fond du Lac tradition for more than 20 years and success continues to grow. Last year's event had attendance of approximately 5,000 customers. Event marketing will begin in mid-June.

**Fondue Fest**, Saturday, September 11. Fondue Fest holds great value for our downtown, the city and surrounding community by bringing thousands of visitors from throughout the region for a day of family fun while enjoying our beautiful downtown in a celebration of community and culture. The DFP Events Committee is hoping to build on the success and momentum from 2009, when attendance

was estimated at 25,000. Event marketing begins in the spring. Radio, television, print and billboard advertising will begin in mid-August.

**Home for the Holidays** has two components:  
- Holiday Open House  
Weekend, November 12-14  
- Home for the Holidays special event day, Saturday, December 4

The extended period of the Home for the Holidays events bring maximum exposure for partner businesses. Marketing for both components begins in mid-October with print, radio and television advertising.

These downtown events emphasize family and community, providing unique ways to market your company to a wide audience while supporting downtown Fond du Lac.

Contact the Downtown Partnership at (920) 921-9500 for details on these marketing opportunities. Package information can also be found at [www.downtownfdl.com](http://www.downtownfdl.com).

### DFP 2010 CALENDAR

**Farmers Market**  
Saturdays  
May-October,  
6:30 a.m. to noon  
Wednesdays  
June-October,  
2 p.m. to 6 p.m.

**Sidewalk Sale**  
Saturday July 10,  
8 a.m. to 2 p.m.

**Fondue Fest**  
Saturday,  
September 11,  
9 a.m. to 5 p.m.

**Monster March**  
Saturday, October 30,  
1:30 p.m. to 3 p.m.

**Home for the Holidays**  
- *Open House Weekend*  
Friday, November 12,  
5 p.m. to 8 p.m.; Saturday,  
November 13, 10 a.m. to 4 p.m.;  
and Sunday, November 14,  
noon to 4 p.m.  
- *Home for the Holidays*  
Saturday, December 4,  
8 a.m. to 3 p.m.

# 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

**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 Tennies, 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](http://www.fdlac.com) or call the AC at (920) 921-9500



## GOVERNMENT AFFAIRS UPDATE

### Retirement plans remittance timing

Under newly finalized Dept. of Labor regulations, employers sponsoring 401(k) or ERISA 403(b) plans with fewer than 100 participants will be considered to have timely transferred participant contributions to such plans if they do so within seven business days of payroll withholding. All other employers must continue to remit such contributions by the earliest date on which they can be segregated from the employer's general assets. The department has stated informally that for larger employers with electronic payroll systems, participants' contributions should generally be contributed to the plan the same day as they are withheld from pay, and that participant contributions remitted even a few days after withholding may be considered late, which is a violation of the so-called "plan asset" rules. The Labor Dept. has said that this is an issue of focus for audits, particularly as the economic downturn may cause some employers to delay remitting participant contributions to help cash flow.

**FOND DU LAC  
AREA HUMAN  
RESOURCES  
ASSOCIATION**

A division of the  
Fond du Lac  
Area Association  
of Commerce



AFFILIATE OF  
**SHRM**  
SOCIETY FOR HUMAN  
RESOURCE MANAGEMENT

### Employee misclassification: Why you may be at risk

On February 1, 2010, President Obama revealed his proposed \$3.8 trillion budget for fiscal year 2011, which provides \$117 billion to the Labor Dept. for worker protection programs. These funds would enable the agency to hire 177 new investigators and other enforcement staff. The Wage and Hour Division will focus funds on its new "Misclassification Initiative." The initiative is a joint effort between the Labor and Treasury departments to eliminate incentives for employers to misclassify employees and to impose sanctions and penalties on employers who do not properly classify workers.

*Excerpted from Wisconsin SHRM legislative legal partner Krukowski & Costello's. The entire article is at [www.wishrm.org/CouncilCoreLeadership/GovernmentalAffairs/NewsAndArticles.aspx](http://www.wishrm.org/CouncilCoreLeadership/GovernmentalAffairs/NewsAndArticles.aspx)*

### Outlook

What's next? Last week President Obama hosted his first in a monthly series of meetings with Democratic and Republican leaders. He said he wants to see a jobs bill passed soon, movement on health care, regulatory reforms for financial institutions and his proposal to create a fiscal commission to control the nation's deficit. Depending on how Congressional leaders act – or don't act – on jobs legislation and a health care compromise, we will have a good idea which issues are likely to see progress during the remainder of 2010 and which ones will remain dormant in 2011 or beyond.

Written by Joy Mueller, FDL Human Resources Association Governmental Affairs Director, [joy.mueller@mercmarine.com](mailto:joy.mueller@mercmarine.com). This column is a project of the HR Association's Governmental Affairs Team: Mueller, HR manager at Mercury Marine; Tami Christian, senior HR business partner at The Nielsen Co. and Wisconsin SHRM Governmental Affairs director; and Janet Neerhof, benefits manager at Michels Corp. 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 your legal counsel for advice on these or any other topics.

## 7th Annual Agriculture Showcase

# Hawaiian luau with a Wisconsin twist



**Saturday, March 6, 2010**

Fond du Lac County Fairgrounds Recreation Building

8:30 a.m. to 3 p.m.

Admission \$1; children 10 and under free

## Cheese, sausage & beverage tasting all day

**9 a.m. & 11:30 a.m.**

Appearance by American Honey Princess

**10 a.m.**

Larsen's Famous Clydesdales

**11 a.m.**

"Edible Aquifers" Youth Activity

**Noon**

LaClare Farm Goat Cheese Presentation

**1 p.m.**

Barnyard Buddies Puppet Show

**1:30 p.m.**

Winners announced: Cheesecake Contest & Coloring Contest

For more information, call the AC (920) 921-9500

## Agri-Business mural contest deadline is April 30

Teachers of kindergarten through fifth grade students are encouraged to engage their classrooms in the Annual Agri-Business Mural Contest. This year's theme is "Fun, Fantastic Farming – Food, Fiber & Fuel." Students are asked to create a mural reflecting the theme and incorporating their favorite Wisconsin agricultural products.

The winning mural in each grade will receive an ice cream sundae party. All entries will be displayed at the June 27 Breakfast on the Farm at Hillside Dairy near Mount Calvary. The farm is owned by Mark and Missy Steffes and family.

All contest murals must be submitted by 4 p.m. Friday, April 30. Drop off murals at the AC, 207 N. Main St., Fond du Lac. For additional information, call (920) 921-9500.

## BidRx can help lower prescription benefit costs

The AC has partnered with Wisconsin-based BidRx to provide prescription cost savings to AC members and their employees. On BidRx.com, visitors can put their prescriptions out for bid among thousands of pharmacies in the U.S., resulting in savings up to 85 percent. To sample their services, visit [www.bidrx.com](http://www.bidrx.com) and click on "How it works." For more information, contact the company through their website or call them at (920) 230-6200.

# Jobseekers R Us

The AC and the Fond du Lac Area Job and Career Center partners will host the **2010**



**Tuesday, April 13 • 11 a.m. to 3 p.m.**

UW-Fond du Lac Gym

Talk with interested candidates • Conduct interviews on-site

Develop a strong portfolio • Extend offers

Booths \$250 • Register at [www.fdljobfair.com](http://www.fdljobfair.com)

THANKS TO SPONSORS



## HR scholarship deadline April 2

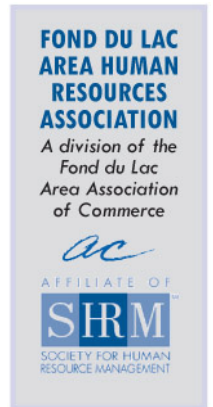
The Fond du Lac Area Human Resources Association will be offering up to \$2,000 in scholarships to area students demonstrating an interest in the Human Resources profession.

Persons applying should be:

- Enrolled in a degree program at an accredited two or four-year college or university OR enrolled in a Human Resources certification program.
- Able to demonstrate an interest in human resources and have a potential to contribute to the future of the human resources profession. The applicant may be a practicing HR professional continuing his or her education in a HR related field, i.e. management, leadership, etc., or a person new to HR.
- A U.S. citizen AND be a resident of the Fond du Lac area OR attending a program in the Fond du Lac area. i.e., Fond du Lac, Dodge, Calumet or Winnebago counties.

Scholarships are awarded primarily for interest in/contribution to the HR profession, leadership experience, academic attainment and financial need.

Applications are available at financial aid or career offices of area schools, the AC office or at [www.fdlac.com](http://www.fdlac.com). Deadline for applications is April 2.



## NationJob + WorkplaceDiversity create more-complete recruitment site

NationJob.com has forged a new partnership with WorkplaceDiversity.com, the nation's pre-eminent job search website for recruiters seeking diverse talent. NationJob recognizes that diversity is a key issue for many employers. Its relationship with WorkplaceDiversity.com puts employers in touch with a large number of diverse candidates from the state, region and nation, 95 percent of whom are college educated.

This partnership allows NationJob.com to leverage the unique talent database of WorkplaceDiversity.com through bundle package prices offered exclusively to NationJob customers.

NationJob.com is the No. 1 provider of community-based internet recruitment. AC members have access to this powerful tool for no fee. For more information, click on the Employment Opportunities link at [www.fdlac.com](http://www.fdlac.com) or contact NationJob directly at (888) 256-1741.



## Next Supervisory Skills class starts March 25



Supervisory Skills Series is now accepting applications for a new round of the 13-month course scheduled to meet March 25.

SSS is an advanced management program that meets one day a month. Students in the series receive state-of-the-art training in management topics such as Leadership Style &

Versatility; Business Performance Management; Building Effective Teams; and Negotiation Skills.

Instructor Dave Podeszwa, of DL. Podeszwa & Associates, has been the series instructor since 1994. For information and registration fees, contact Gerrie Andrew at (920) 921-9500 or e-mail [gerriea@fdlac.com](mailto:gerriea@fdlac.com).

## Study shows chamber members more reliable

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membership are businesses that see the big-picture benefits to helping ensure a vibrant and healthy local economy."

The AC was recognized by the national group in 2009 for being in the top 10 chambers in the country for member retention, among organizations of similar size. This is another indication that chamber members – especially in Fond du Lac – are stable and reliable, Reitemeier said.

Produced by Cortera™, a community-driven business credit bureau, on behalf of ACCE, the study includes the Bowling Green (KY) Area Chamber of Commerce, Greater Boca Raton (FL) Chamber of Commerce, Greater Durham (NC) Chamber

of Commerce, Greater Omaha (NE) Chamber of Commerce, Helena (MT) Area Chamber of Commerce, Lake Champlain (VT) Regional Chamber of Commerce, Lubbock (TX) Chamber of Commerce, Salem (OR) Area Chamber of Commerce, San Diego (CA) Regional Chamber of Commerce and Tulsa (OK) Metro Chamber.

"The economic health of the entire supply chain is dependent on the payment behavior of each of its stakeholders," said Jim Swift, president and CEO of Cortera. "This study suggests that chamber members are among the most dependable participants in this ecosystem."

To read the study in full or for more information, visit [www.acce.org](http://www.acce.org) or [www.cortera.com](http://www.cortera.com).

## Nominations accepted for WI Family Business of Year

The seventh annual Wisconsin Family Business of the Year Award is accepting nominations. The award celebrates companies that exemplify the family spirit of doing business together for everyone's success. Since the beginning of the program, 44 family-owned companies have been recognized for their contributions to their communities, their industries, and the economy. One family business will be selected for Grand Awards in each category of small (under 50 employees), medium (50-99), and large (100 or more) companies. The deadline for nominations is March 26. Awards will be presented at a banquet in Madison on May 13. Additional information can be found at [www.familybusinessaward.com](http://www.familybusinessaward.com), or by calling (608) 836-7500.

## Companies to Watch awards announced

The Dept. of Commerce and Wisconsin Entrepreneurs' Network announced the winners of the inaugural year of Wisconsin Companies to Watch, an award that honors second-stage companies that demonstrate high performance in the marketplace, exhibit innovative products, services or processes, or otherwise make their company "worth watching." The Edward Lowe Foundation developed the awards. Their studies have shown second-stage companies are the ones that generate jobs and economic growth in their communities. For more information, visit [www.wenportal.org](http://www.wenportal.org) or [www.edwardlowe.org](http://www.edwardlowe.org).

## 2010 WISCONSIN COMPANIES TO WATCH

Alice.com, Inc., Middleton	NeuWave Medical Inc., Madison
Beehive Botanicals, Inc., Hayward	New Glarus Brewing Co., New Glarus
BioSentinel Pharmaceuticals LLC, Madison	PercipEnz Technologies, Inc., Madison
Bradshaw Medical, Inc., Kenosha	PhysioGenix, Inc., Milwaukee
Broadjam, Madison	PreventionGenetics LLC, Marshfield
CORE Consulting LLC, Thiensville	Quintessence Biosciences, Inc., Madison
EraGen Biosciences, Inc., Madison	River Town Ironworks, Inc., Prairie du Chien
Fiberstar, Inc., River Falls	RoomPro Technologies, Wisconsin Rapids
FluGen, Inc, Madison	Semba Biosciences, Inc., Madison
Green 3, Oshkosh	Standard Imaging, Inc., Middleton
Idle Free Systems, Inc., Madison	The Payroll Co., Inc., Middleton
Interfacial Solutions, River Falls	Visonex LLC, Green Bay
Lauterbach Group, Sussex	Wisconsin Specialty Protein (dba teraswhey), Reedsburg
LMI Packaging Solutions, Inc., Pleasant Prairie	Zeon Solutions, Inc., Milwaukee
MailFoundry, Green Bay	
NeoClone LLC, Madison	

## MEMBER NEWS & ANNOUNCEMENTS

### BCI Burke wins state award for second year in a row

For a second year in a row, BCI Burke has been chosen as the Wisconsin Park & Recreation Association Commercial Member of the Year, the first time any member has won consecutively.

"This selection was truly an easy one," said association executive director Steve Thompson. He cited Burke's involvement with the association through sponsorship of their main conference, involvement in the Foundation Scholarship Golf Outing and other programs.

The prestigious state award will be presented to Burke during the 45th annual association conference and trade show at the La Crosse Convention Center later this year.

"We are proud to support (association) programs and honored to receive this distinguished award," said Tim Ahern, owner and CEO of BCI Burke. "We take great satisfaction being the only playground manufacturer in Wisconsin and are steadfast in our goal to provide the best services, products and support."

BCI Burke, at 660 Van Dyne Road, is a premier manufacturer of commercial playground, park, and recreation equipment. More information is available at [www.bciburke.com](http://www.bciburke.com).

### News from doctors at Family Foot Clinic

Dr. Ian Furness, of Family Foot Clinic, S.C., 21 S. Marr St., is serving a third term as chairman of the Podiatry Affiliated Credentialing Board at the Wisconsin Dept. of Regulation and Licensing. Furness, for a third year, in January spent a week volunteering for the Guatemala Medical Relief Project. Also from Family Foot Clinic, Dr. Michael DeGere is serving as the Chief of Surgery at St. Agnes Hospital. He is vice president of Wisconsin Society of Podiatric Medicine. Phone: (920) 921-1669 or on the web at [www.familyfootclinicsc.com](http://www.familyfootclinicsc.com).

### Hierl invites businesses to participate in health care survey

Hierl Insurance, Inc., a member of United Benefit Advisors, invites area businesses to participate in the 2010 UBA Employer Opinion Survey, which gathers opinions in four key areas: health plan strategies, benefits philosophy and opinion, health plan management and consumer-driven health care.

Survey results will provide employers who participate with critical benchmarks that allow them to compare their attitudes and strategies regarding employer-provided health care with those of their peers and competitors. Results will provide information from employers representing all major industry classifications, employee size

categories and regions of the country.

"Employers will learn which strategies are actually being implemented (rather than just talked about) and which ones are really working," said Scott Smeaton, executive vice president for Hierl.

"As we have seen in prior opinion surveys, there undoubtedly will be some surprises," said William Stafford, vice president of member services for United Benefit Advisors, which is one of the nation's leading employee benefits advisory organizations.

The survey is open through March 5. Employers who participate will receive a complimentary electronic synopsis of the final report and a summary of this year's special supplement on health care reform issues. To participate, contact Hierl Insurance at (800) 462-8931 or [www.hierl.com](http://www.hierl.com).

### Larry Schneider carrying Network Health Plan

Larry Schneider at Insurance Service Center is working with Network Health Plan, which carries the Chamber Plus Plan, with discounted group health insurance for businesses with two to 50 employees. Schneider also carries senior health products and is an agent for Catholic Family Life, assisting in financial annuities, retirement plans and life protection for members. Contact Schneider at (920) 926-0387.

### Calvary Cemetery adds Cremation Garden

Calvary Cemetery/Mausoleum, 686 Fond du Lac Ave., recently opened a new Cross of Calvary Cremation Garden. It is located on the east side of the cemetery along County V. Calvary Cemetery/Mausoleum can be reached at (920) 923-2202.

### Anderson, Tackman wins Microsoft contract

The Software Consulting Division of Anderson, Tackman & Co. in Green Bay has been awarded a contract by Microsoft Corp. to assist in the implementation of the Microsoft Great Plains accounting, payroll and human resources systems for Albemarle County, VA. This project involves the implementation of both government and school districts. This award was partially due to the development by Anderson, Tackman of school district functionality for payroll and human resources to meet the broad and unique needs of teacher contracts. As a result, Anderson, Tackman is assisting school districts in Minnesota and North Dakota. Phone: (920) 432-6661 or visit them at [www.atcccpa.com](http://www.atcccpa.com).



**FOND DU LAC AREA ASSOCIATION OF COMMERCE**

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**FORWARD  
FOND DU LAC**

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<b>Fond du Lac Business Barometer</b>			
<b>January</b>		<b>2010</b>	<b>2009</b>
Building permits	Monthly one-family homes / Year to date	2 / 2	3 / 3
	Monthly one-family value / Year to date	\$ 570,000 / \$ 570,000	\$ 470,000 / \$ 470,000
	Monthly multiple units / Year to date	0 / 0	0 / 0
	Monthly multiple units value / Year to date	0 / 0	0 / 0
	Monthly commercial industrial / Year to date	0 / 0	0 / 0
	Monthly commercial industrial value / Year to date	0 / 0	0 / 0
Employment*	Number employed City / County	20,378 / 50,005	21,918 / 53,486
	Number unemployed City / County	2,424 / 4,702	1,730 / 3,343
	Percent unemployed City / County	10.6 / 8.6	7.3 / 5.9
Parking utilities revenues		\$ 26,688	\$ 26,912
Real estate transfers*		75	97
Utilities	Industrial power (KWH)	12,019,212	17,363,226
Statistics	Marriages*	26	23
	Divorces (Clerk of Courts)	26	26
	Births*	50	49
	Deaths*	43	48
Sanitation permits (outside city)		4	5

\* Results from December