



**WELCOME
NEW MEMBERS**

*Strengthen our community
by supporting these members*

Allay Hospice, Inc.

Cindy Keitel
1020 S. Main St., Suite B
Fond du Lac, WI 54935
(920) 922-0134
www.allayhh.com

Auto Lockout Specialist, LLC

Stephen Endries
(920) 922-1655
www.autolockoutspecialist.com

Inter-Quest

Darwin Bethke
7 Guindon Blvd.
Fond du Lac, WI 54935
(920) 322-1117
www.wemaketechnsimple.com

JJC Interiors, LLC

Jason Ramminger
84 S. Main St.
Fond du Lac, WI 54935
(920) 906-4988
www.jjcinteriors.com

Kona Ice

Andy Charlton
(920) 948-4866
www.kona-ice.com

**Time to
tell us
what you
really
think**

We want to hear from you. Starting October 18, AC members will begin receiving the AC Member Survey, sent in four easy, quick segments to make it as user-friendly as possible.

The four segments - one sent every two weeks - will concentrate on the topics of Reasons for Membership, Programs & Events, Training Needs and Workplace Alternatives.

The survey is a project of the AC's Communications Council, working with Moraine Park Technical College.

The AC relies heavily on survey feedback. Many programs and initiatives are the direct result of what members told us through the survey vehicle, including Young Professionals of Fond du Lac and ACUniversity.

Please watch for your survey emails and help your association by providing your honest feedback. Only with your help will your local chamber grow, improve and adapt to serve its community best.

If you do not receive a survey, contact Tammy Young at (920) 921-9500 or tammyy@fdlac.com.



AC staffers tour YMCA construction

Fond du Lac YMCA CEO Greg Giles explains the work under way in the facility's gymnasium. Giles was debriefing members of the AC staff during a recent tour. From left, Amber Wiebelhaus, marketing and special events coordinator for the Downtown Fond du Lac Partnership; Mary Denzin, director of

educational partnership; and Amy Hansen, director of the Downtown Fond du Lac Partnership. The YMCA expects to reopen the refurbished gym in October and in December, open two new workout studios and a lower level multi-purpose room. The Boys & Girls Club is expected to open in December, too.

INSIDE

Young Professionals went "all in" at Casino Night Fundraiser
Page 3

Agricultural Ambassadors come off a record-setting year by bringing on a new team member
Page 4

CALENDAR OF EVENTS

Coffee Connection Oct. 6

Location: Lakeland Care District, N6654 Rolling Meadows Drive
Time: 7:30 a.m. to 8:30 a.m.
Your hosts: The Lakeland Care District coordinates provision of Medicaid-funded long-term care services through the state's Family Care program to eligible frail elderly persons and people with physical and developmental disabilities living in Fond du Lac, Manitowoc and Winnebago counties. Lakeland Care District staff oversee the care and services provided to members, and the district contracts with businesses throughout the region to provide direct services such as housing, in-home care, transportation, employment services, counseling and therapies. Lakeland Care District also assists area businesses that employ its members. Hiring a Family Care member enhances the life experience and opportunities for people with disabilities while enhancing your work place.
Cost: \$2
Deadline to register: October 5

Business Connection Oct. 19

Location: EP-Direct, 1479 S. Hickory St.
Time: 5 p.m. to 7 p.m.
Your hosts: Since 1969, EP-Direct has been in the business of helping its customers succeed through print. Many changes in the industry, in the technology used and in the needs of the customers themselves have pushed EP-Direct (formerly EconoPrint) to stay current. Starting with a small shop in Fond du Lac, the company quickly grew to include stores in Sheboygan, Manitowoc, Beaver Dam and Green Bay. In 2007, a new, state-of-the-art production facility in Fond du Lac was built to serve all those locations as well as the Fox Cities and Oshkosh. EP-Direct is listed among the 2010 Top 100 Quick Printers in the United States. Print and copy work is still a mainstay of EP-Direct, but many new and exciting products and services, along with a dedicated team of employees, has kept EP-Direct successful. Our digital color printing, high-volume black and white copying, full mailing and fulfillment services, variable data, graphic design, marketing technology tools, finishing and signage departments round out a complete menu of services.
Cost: \$2 in advance; \$5 at the door
Deadline to register: October 18



Making Friends with Your Financial Statement

Date: Tuesday, October 5
Time: 7:30 a.m. to 9 a.m.
Location: Fond du Lac Public Library

This fun and interactive class will teach business owners and managers how to read their financial statements, how to discover what they really mean and how to use them to benchmark and improve financial performance.

Instructor: Loree Shady is vice president of Hometown Bank, where she is responsible for all commercial banking operations. Shady has been with Hometown for more than 10 years. Previously, she had been assistant vice president in commercial banking at an area financial institution for 11 years. She received her bachelor's in Finance from UW-Oshkosh.

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



Trick-or-treat! Main Street Monster March

Little ghosts and goblins are invited to converge on downtown Fond du Lac from 1:30 p.m. to 3 p.m. Saturday, October 30, for the annual Monster March, the free, family trick-or-treat event. Children (and adults) in costume are invited to walk up and down Main Street sidewalks to trick or treat at downtown businesses. Monster March will run from Merrill Avenue to Fourth Street.

CEO sit-down

Do you know what it takes to be successful? Learn firsthand from Grande Cheese Co. President Wayne Matzke. He will share the tips and tools necessary to succeed in today's work force.

Lunch provided, compliments of Grande Cheese Co.



Date: Thursday, October 14
Time: Registration at 11:30 a.m.; program noon-1 p.m.
Cost: FREE for YPF members; \$10 for non-members
Location: Windhover Center for the Arts, 51 Sheboygan St., FDL

TO REGISTER FOR ANY EVENT, VISIT WWW.FDLAC.COM OR CALL (920) 921-9500

OCTOBER COMMITTEE MEETINGS

5	YPF Marketing	Noon
6	DFP Design Review Board	Noon
7	YPF Programs & Events	7:30 a.m.
	DFP Executive	Noon
12	DFP Organization	8:30 a.m.
13	Education	7:30 a.m.
	DFP Board @ The Nielsen Co.	8 a.m.
	Leadership Alumni	Noon
	HR Board	3 p.m.
14	Ag Board	Noon
15	AC Executive	7 a.m.
18	Legislative Forum	8 a.m.
19	DFP ER @ Windhover	Noon
	SSS 48	8:30 a.m.
20	Ambassadors Club	7:30 a.m.
	Ag Ambassador	Noon
21	DFP Events @ library	8 a.m.
	YPF Executive	8 a.m.
	SSS 47	8:30 a.m.
22	AC Board	7 a.m.
25	Community Sounding Board	7:30 a.m.
27	Communications Council	7:30 a.m.
	DFP Design @ Police Station	8 a.m.
	Leadership Board	Noon
	YPF Board	4 p.m.
28	DFP Marketing @ Cibo	Noon
	SSS 46	8:30 a.m.

BUSINESS, INDUSTRY & EDUCATION DAY

When: Wednesday, October 13

Where: Local businesses hosting tours and at UW-Fond du Lac for social and roundtable discussions

Time: 4 p.m. tours; 5 p.m. reception; 5:45 p.m. discussions

Register: Visit www.fdlac.com, click Event Calendar, or call (920) 921-9500

Business, education coming together

Business, Industry and Education Day will be held on October 13 and will consist of business tours and a social followed by small group discussion at UW-Fond du Lac.

BIE provides the opportunity for business and education professionals to discuss current and future local employment needs and trends. Business representatives can hear about the issues educators face in the classroom and initiatives to teach career development and awareness.

This year, nine businesses are opening their doors to give educators a first-hand look at processes and procedures. Tour sites include Action Printing, Agnesian HealthCare, Aurora Health Center, BCI Burke Co., J.F. Ahern Co., MAG, Mid-States Aluminum Corp., National Exchange Bank & Trust and Society Insurance.

After the tours, business representatives and educators will convene at UW-Fond du Lac for a social followed by small group discussions. Each table group will be asked to tackle several questions relating to work force development with the goal of bringing educators and business representatives closer and forge stronger partnerships.

Educators are invited to attend BIE at no charge. Business representatives pay \$25 per person or can purchase table sponsorships:

\$125: 2 attendees

\$150: 4 attendees

\$175: 6 attendees



Apparently the dealers were a big part of the show at Casino Night. Enjoying blackjack are Ben and Juli Prevost.

YPF goes 'all in' at fundraiser

South Hills Golf & Country Club was transformed into a swank casino on September 17 for the Young Professionals of Fond du Lac's third annual Casino Night fundraiser. YPF raised \$2,000 for the Fond du Lac Salvation Army. By playing poker, blackjack, roulette and craps, attendees were able to go "all in for a good cause." YPF also collected more than 500 canned goods at the door, which was matched by Festival Foods of Fond du Lac.

Since it began in 2004, the Young Professionals of Fond du Lac has grown to more than 160 members. Created for anyone ages 21 to 40 or those who are young at heart, the organization provides professional and social networking opportunities as well as a variety of diverse educational programs. YPF is a division of the AC. For more information on this organization or to learn about becoming a member, call Tammy Young at (920) 921-9500 or visit their website at www.ypdf.org.



At roulette, above, are, from left, Ed Barnes, Alan Hathaway, and Jenny and Ken Drake. In photo below, from left, Susan and Sam McClone, and Jenny Knuth.

Ag Ambassadors bring on a third to spread the word

The Fond du Lac Agricultural Ambassadors will hit the ground running on Monday, October 4, when they start the 18th year of classroom presentations. After educating a record-breaking 15,313 students and teachers during the 2009-2010 school year, the Agricultural Ambassadors are looking forward to the program growing even more this year.

Brenda Gudex, director of agricultural programs and Ann Meyers, assistant agricultural ambassador, are excited to welcome Amy Ries to the program as a third agricultural ambassador. The three ambassadors begin classroom presentations this month.

"Amy's teaching background and her connection to agriculture makes her a natural fit," said Gudex. "The addition of Amy will help ensure that every classroom that requests a visit will be seen."

The Agricultural Ambassadors will be busy the entire school year, educating students from all corners of Fond du Lac County. Teachers throughout the area have the opportunity to invite an Agricultural Ambassador to their classroom to share one of the 29 programs on Wisconsin agriculture. The state of Wisconsin mandates that schools offer agricultural education.

These programs are presented free to the schools. The program is run solely on donations from area businesses and individuals. Grants also help with program costs. With the increase in number of students, there is also an increase in cost for maintaining the program.

For information, contact Gudex at (920) 921-9500 or brenda@fdlac.com.

The Silent

Auction at the November 4 Agri-Business Council Annual Meeting will benefit the Agricultural Ambassador Program. Can you donate an item? Please drop off your items at the AC by October 15. Call Brenda Gudex at (920) 921-9500 for assistance.



We love our contributors!

Thank you to all the donors who contributed to the Agricultural Ambassador program January through September. The program is unique in Wisconsin. It is funded solely through grants and donations so that all programs are free to schools. We extend a heartfelt thank you to each donor. For information on donations, contact Brenda Gudex at (920) 921-9500.

3-D Dairy LLC
A&W Drive In
Agri-Land Co-op
Bank of Oakfield
Butz Farms
Calumet Dryer Services, LLC
Carol Sonnentag
Charles Averbeck
David & Audrey Zimdars
David Rose
Dick Schaefer
Donald & Linda Kopp
Double S Dairy
Ed Priebe Sales & Service
Elanco Animal Health
Erv Lesczynski
Evergreen Dairy
Family Dairies USA
FDL County Farm Bureau, Men
FDL County Farm Bureau, Women
FDL County Forage Council
FDL County, Holstein Breeders Association
Gerald & Barbara Jaeger
Guell Farms
Immel Insurance & Financial Services
Jim and Deb Fox
John & Kathy Gellings

Kathleen Goebel
Land O'Lakes Foundation, Inc.
Lisa Ferry
Maedex Holsteins
Milwaukee Milk Producers
Oakfield FFA Alumni
Phillip & Caroline Kramer
Pollack-VU Dairy
Prairie Rock Farms, Inc.
PT Tire & Service Corp.
Randy Jerome Redeker Dairy
Equipment, Inc.
Redtail Ridge Dairy
Richard & Gail Wetzel
Ripon FFA Alumni Association
Robert Hettwer
Robert V. Edgerton
Ruedinger Farms, Inc.
Schmitz Family Farm
Schraufnagel Implement, Inc.
Steve & Brigid Yeomans
United Co-op
Waupun Veterinary Services
Wayne Mueller
Wisconsin Milk Marketing Board



The Lighthouse Big Band entertained crowds with tunes from the 1940's and beyond at the Fondue Fest's Windhover Center Stage.

A litte rain doesn't dampen Fondue Fest

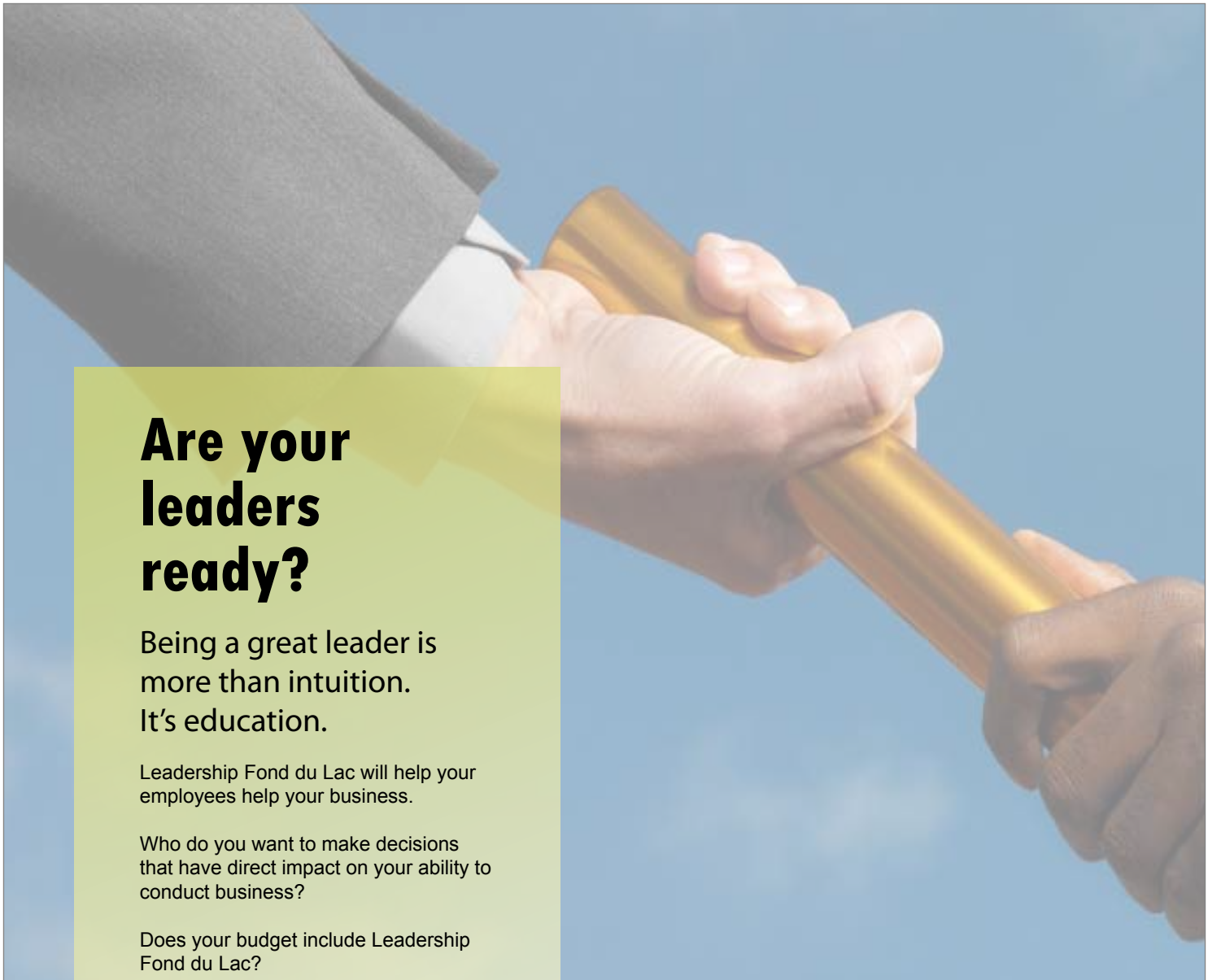
Cloudy skies and raindrops didn't stop anyone from enjoying Downtown Fond du Lac's Fondue Fest on September 11. Despite the morning rain, thousands flocked to downtown and enjoyed the variety of art and craft vendors, food and music. Three stages kept festival-goers of all ages entertained. Streets were lined with downtown businesses promoting exceptional sales and deals.

The Kids Zone, presented by The Garden, was packed with fun activities for the kids, including arts and crafts projects hosted by The Garden, Fond du Lac Public Library and the Family Resource Center. The Nielsen Co. hosted a hole-in-one challenge. Sheboygan Street was alive with a bounce house, bungee rock wall and giant slide. Sunshine the Clown handed out balloon animals, while mascots such as Winnie the Fox, Perseverance Pete the Green Dragon and Scoopie from Culver's entertained visitors.

Students from Moraine Park Technical College served up cheese and chocolate fondues. Both were a big hit and drew long lines. Next to the fondue, making its last public appearance, was the Guinness World Record Largest Fondue Set.

The Windhover Center Stage presented by Jackson Kahl Insurance, The South Music Stage presented by MAG and The Nielsen Co., and the North Music Stage presented by The Reporter/Action Advertiser drew large audiences all day. Performances by Hot Pursuit, Lighthouse Big Band and Copper Box, were just a few of the high energy, popular acts.

The Downtown Fond du Lac Partnership is grateful to the volunteers, sponsors, businesses and the Fond du Lac community. The Fondue Fest could not be accomplished without their help and support. Fondue Fest is a program of the Downtown Fond du Lac Partnership. For more information call (920) 921-9500, or visit us online at www.downtownfdlac.com.



Are your leaders ready?

Being a great leader is more than intuition. It's education.

Leadership Fond du Lac will help your employees help your business.

Who do you want to make decisions that have direct impact on your ability to conduct business?

Does your budget include Leadership Fond du Lac?

We are now taking applications for the 2011-12 program year

Leadership participants connect with others on a higher level and bring their new-found skills back to your organization.

Make a difference for your company, your team and for Fond du Lac. Select a team member to apply for Leadership today.

Download the application at www.fdlac.com or call Leadership Director Lesley Manowske at (920) 921-9500



LEADERSHIP

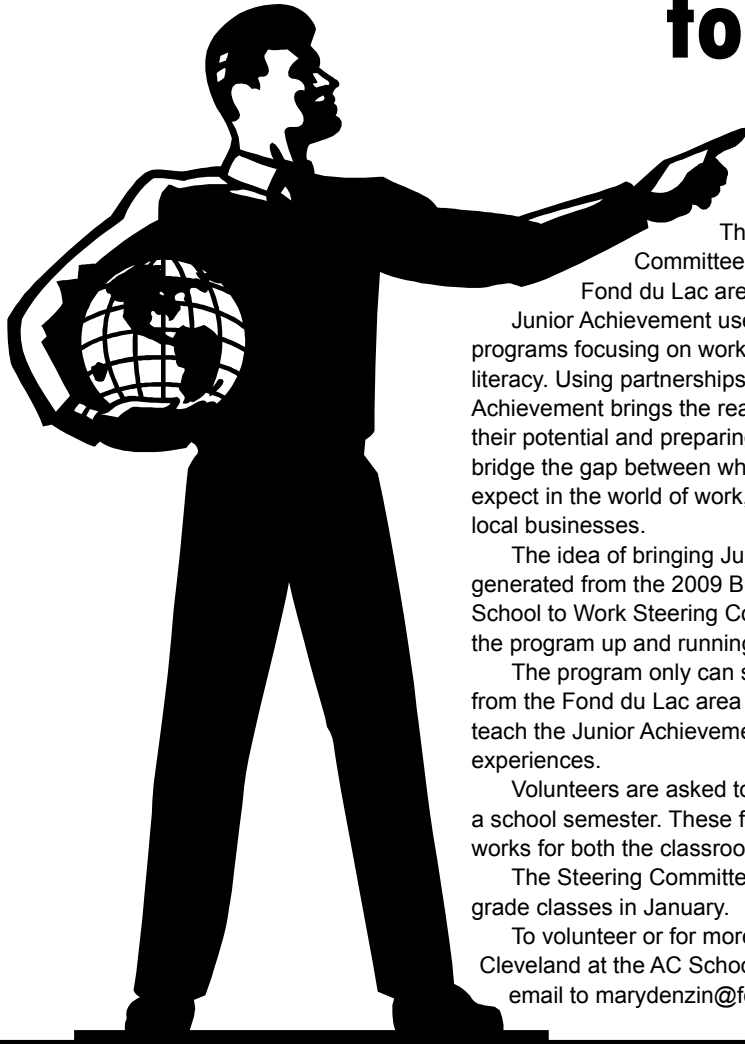
FOND DU LAC

Our mission To assist in the preparation of a strong, diverse group of leaders qualified to represent our communities and willing to make responsible decisions affecting both the public and private sectors.

Leadership Fond du Lac is a program of the Fond du Lac Area Association of Commerce • www.fdlac.com

Bring the world to young minds:

Step up to volunteer for Junior Achievement



The AC's School to Work Steering Committee is working to bring Junior Achievement to Fond du Lac area schools.

Junior Achievement uses a volunteer network to provide in-school programs focusing on work readiness, entrepreneurship and financial literacy. Using partnerships with business and educators, Junior Achievement brings the real world to students, opening their minds to their potential and preparing them for the world of work. The goal is to bridge the gap between what they learn in school and what they can expect in the world of work, along with informing the students about local businesses.

The idea of bringing Junior Achievement into area schools was generated from the 2009 Business, Industry & Education Day. The School to Work Steering Committee has taken on the task of getting the program up and running.

The program only can succeed with help from men and women from the Fond du Lac area business community who volunteer to teach the Junior Achievement curriculum and share their real-world experiences.

Volunteers are asked to commit to five one-hour sessions during a school semester. These five hours can be scheduled any way that works for both the classroom teacher and volunteer.

The Steering Committee plans to start Junior Achievement in fifth-grade classes in January.

To volunteer or for more information, contact Mary Denzin or Jim Cleveland at the AC School to Work office, (920) 921-9500, or by email to marydenzin@fdlac.com or jimc@fdlac.com.

AUGUST STATS FOR WWW.FDLAC.COM

- 2,383 unique visitors
- 3,859 visits
- Average of 124 visitors per day
- Most hits: Monday, Aug. 2, with 248 hits
- Tuesdays average the most hits
- 72.7 percent of visits originated from users' bookmarks
- 16.2 percent of visits came from a search engine
- 10.9 percent of visits came from a link on another site
- Most-viewed pages, in order: Events, Press Releases, Member Directory, Employment and School to Work.

Month	No. of visitors		No. of visits	
	2009	2010	2009	2010
Jan.	2781	2534	4812	4405
Feb.	2705	2487	4716	4395
March	3007	2549	5372	4541
April	3105	2641	5659	4668
May	2769	2454	4853	4166
June	2676	2626	4598	4426
July	2602	2432	4694	3983
Aug.	2682	2383	4741	3859
Sept.	2569		4778	
Oct.	2477		4237	
Nov.	2274		4281	
Dec.	2164		3982	



Online job network free to AC members

The AC and NationJob provide a top-rated Internet job board to help attract and retain a quality workforce.

Using the power of the Internet, we connect your company with the people you've been looking for. AC members receive access to www.nationjob.com for free.

Visit the Employment Opportunities link at www.fdlac.com or contact NationJob directly at (888) 256-1741, or email community@nationjob.com

Supervisor training session starts October 19

For more than 16 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 need extra attention. 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 October 19.

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.

Experienced instructor

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. Podeszwa has taught leadership classes at the AC for 16 years.



Dave Podeszwa

Network Health offers members group healthcare policy discount

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

Designed specifically 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 Plan was recently rated one of the top commercial health plans in the United States, ranking 31st in the nation according to U.S. News & World Report. For nine consecutive years, the National Committee for Quality Assurance has granted an "Excellent" level of accreditation to

Network Health Plan for its commercial HMO product line. The company 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.

Bid Rx can help lower prescription benefit costs

Skyrocketing increases for prescription benefits have resulted in rising out-of-pocket expenses. 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 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 more information on the program, call the company at (920) 230-6200.

MEMBER NEWS & ANNOUNCEMENTS

Center for Spirituality, Agnesian collaborate

The Fond du Lac Center for Spirituality and Healing collaborates with Agnesian HealthCare to provide classes in complementary and alternative health care through the Journeys Resource Center.

The Spirituality Center does outreach yoga teaching at St. Francis Home and Terrace. The Spirituality Center has become the central Wisconsin Healing Touch training facility. For more information, visit them at www.fch.org or call (920) 921-9404.

Fox Valley Wellness gets loan from Associated

Associated Bank has provided a Small Business Administration loan to Fox Valley Wellness Center/Midwest Hyperbarics™ Inc. of Fond du Lac. The loan will be used to purchase a multi-place hyperbaric chamber capable of treating up to seven patients at a time with 100 percent oxygen under pressure.

Fox Valley Wellness Center specializes in targeting and treating the cause of disease and offers therapies and treatments aimed at stimulating the patient's fundamental well being.

The medical practice was established in 1999 by Dr. Steven Meress, MD, FACP, and wife Julie Meress, and has 13 employees. For more information about Fox Valley Wellness, call (877) 676-5433 or visit www.foxvalleywellness.com.

"Associated Bank is committed to working with small businesses in our communities because we recognize the important role they have in creating jobs and driving economic growth. We were pleased to work with Fox Valley Wellness Center to obtain the SBA loan and help them further expand their business," said Donald R. Kudek, relationship manager of Associated Bank.

Associated Bank has been the No. 1 SBA lender in Wisconsin for the past five years and was the 13th largest SBA lender in the U.S. in 2009. More than 1,500 jobs were created and retained in 2009 as a result of Associated Bank SBA loans in Wisconsin. More information about Associated Banc-Corp is available at www.associatedbank.com.

Fond du Lac Business Barometer

August		2010	2009
Building permits	Monthly one-family homes / Year to date	1 / 29	1 / 11
	Monthly one-family value / Year to date	\$ 143,000 / \$ 4,156,400	\$ 318,000 / \$ 1,715,500
	Monthly multiple units / Year to date	0 / 5	0 / 0
	Monthly multiple units value / Year to date	0 / \$ 1,920,000	0 / 0
	Monthly commercial industrial / Year to date	4 / 10	0 / 4
	Monthly commercial industrial value / Year to date	\$ 1,364,000 / \$ 4,989,590	0 / \$ 5,947,348
Employment*	Number employed City / County	21,183 / 52,206	21,370 / 52,439
	Number unemployed City / County	2,227 / 4,312	2,762 / 5,342
	Percent unemployed City / County	9.5 / 7.6	11.4 / 9.2
Parking utilities revenues		\$ 26,439.63	\$ 25,571
Real estate transfers*		66	205
Utilities	Industrial power (KWH)		
Statistics	Marriages*		30
	Divorces (Clerk of Courts)	33	22
	Births*		56
	Deaths*		38
Sanitation permits (outside city)		4	17

* Results from July