The Fond du Lac Area Association of Commerce (AC) brought together 300 area business and community leaders at the 104th AC Annual Meeting. The evening provided an opportunity to take a step back and celebrate the accomplishments of 2015 and look ahead to what is in store for the organization moving forward. Those in attendance were able to hear from past and present AC leadership, highlights of the unveiling of the Envision Fond du Lac strategic plan, and join in congratulating the recipients of the 2015 Community Awards, as well as the 2015 Volunteer of the Year.

In addressing fellow members, 2016 AC board chair Tom Schneider, president of Silica For Your Home, shared the AC’s commitment to expand the organization’s advances in workforce and community development, networking opportunities and educational programming to assist members. Schneider addressed several of the programs that the AC has to offer and encouraged all members to take some time to get to know everything that the AC has to offer, even if it’s in a small way by getting involved with one of the many programs available to current members.

“Fond du Lac Works is one of the newest programs that the AC has to offer and it goes so much deeper than just helping the business community. It brings recognition to how great this community is, as well as the many career opportunities that are right here in Fond du Lac,” stated Schneider. He encouraged everyone to take some time to go to the Fond du Lac Works website to become familiar with the mission of Fond du Lac Works.

Schneider also thanked past chair Rick Parks, of Society Insurance for the memorable year and the many advancements that occurred under his leadership. Parks provided a recap of the past year, highlighting the accomplishments. He also thanked the incredible individuals helping to advance various AC divisions and the Fond du Lac community. The AC is an organization that succeeds due to the work of countless volunteers that chair or serve on several committees.

Parks went on to explain, while the Fond du Lac Area Association of Commerce will continue to support the full array of programs (Agri-Business Council, the Ambassadors Club, Communications Council, Community Sounding Board, Fond du Lac Marketing Professionals, Fond du Lac Works, Human Resources Association, Leadership Fond du Lac, Safety Council and the Young Professionals of Fond du Lac), FDL Works will be the unifying anchor for much of what we will do going forward. Its mission, “Bolstering the Fond du Lac economy through the recruitment, retention and development of a quality workforce” really defines what an Association of Commerce does. From engaging children to be entrepreneurs with a program like Lemonade Day, to focusing teens on career opportunities in their hometown with the Spark, Youth Apprenticeship Program, to training programs for those needing special job skills to the largest online job board in the area, FDL Works offers real value to every member of our association. Its online platform and use of social media make it contemporary and relevant to everyone, and positions us for the future. “When I look back on my year as the board chair knowing that Fond du Lac Works started during my term will always be very satisfying to me,” stated Parks.

Special recognition was given to the Young Professionals of Fond du Lac (YPF) as the 2015 Future 5 award recipients were acknowledged and celebrated. Recipients were: Jenna Floberg of St. Francis Home and Agnesian HealthCare; Tony Goebel of SGbenefits and Goebel Insurance; Ryan Haase of Society Insurance; Amy Jessen of Michels Corporation; and Jenny Knuth of wisnet.com (Knuth was also recognized as the 2015 Young Professional of the Year).

Holly Brenner, vice president of strategic development and marketing of Agnesian HealthCare and the Envision Fond du Lac chair presented highlights from the Envision Fond du Lac strategic plan. Envision Fond du Lac is a planning process, a group of community thinkers and doers, and it’s a strategic visioning document for the future of our great community.

A collective vision increases cooperation and communication between public and private partners and develops coordinated approaches to important regional problems. Ultimately, the plan will answer: “what should the Fond du Lac area look like in 10-20 years and how do we get there?”

“There is a lot of great activity in our community right now. People, committees, organizations, institutions, all working for the ‘betterment of the greater Fond du Lac area.’ Envision Fond du Lac was designed to help us, as a community, identify our true North, to coordinate resources and to really move our community forward in a meaningful, intentional way,” stated Brenner.

“Envision Fond du Lac will prompt change within our community. Thanks to input from our community, we recognize that there are many things about the greater Fond du Lac area that make us who we are. The Envision Fond du Lac process will help us to embrace our roots, while simultaneously strengthening our identity, super-charging our economy and attracting and retaining our next generation,” said Brenner. Community open houses are scheduled for Wednesday, March 9 from 5:30-8:30 p.m. at Fond du Lac High School Media Center and Thursday, March 10 from 8:00 – 10:00 a.m. at Fond du Lac YMCA.
BioLife Plasma Services is part of Baxalta US businesses and the community at large. The Agriculture Showcase allows the public to interact with businesses throughout Wisconsin. Most of these businesses have an agricultural aspect in the production of food goods or agricultural products. These businesses cater to all individuals, families or other businesses in the agricultural field and beyond. Sponsored by Fond du Lac Area Association of Commerce Agri-Business Council, Wisconsin Milk Marketing Board and Festival Foods.

FUEL UP WITH AGRICULTURE is the theme for this year’s event. From chocolate milk, the perfect refueling drink in your diet, to the use of other crops and livestock to create energy sources, the Agriculture Showcase will fuel up your mind with agriculture.

In addition to numerous vendor booths, there will be kids’ activities and fun for the whole family; activities will include: Amy Hanten, “The Cooking Mom” – will be on stage whipping up fast, easy recipes your whole family will love and will also be on hand to sign her famous cookbook; cheese, sausage, wine and beer tasting – all day; Country Visions Petting Zoo; kids’ coloring contest; and much more!

AC Coffee Connection MONDAY March 7

Time: 7:30 - 8:30 a.m.
Location: BioLife Plasma Services (923 Security Drive)
Cost: $5 per person and two business cards

BioLife Plasma Services is an industry leader in the collection of high quality plasma that is processed into life-saving plasma based therapies. BioLife operates and maintains numerous state-of-the-art plasma collection facilities throughout the United States and collects around 5 million liters of plasma per year. BioLife is committed to safety. In order to provide high quality service and a high level of safety to our donors, as well as the patients who receive life-saving plasma-based therapeutics, the company is licensed by and/or complies with numerous regulations.

Each BioLife center is a vital part of its community. The donors not only contribute the source of these life-saving therapeutics, but also contribute to the commercial vitality of their immediate neighborhoods. Our research shows the fees donors receive for their commitment to the BioLife program are used to support church, civic and charitable organizations and activities, as well as, for their families. These dollars are then spent and re-spent in the community, multiplying their impact and the benefits to the donors, neighboring businesses and the community at large.

BioLife Plasma Services is part of Baxalta US Inc., the principal domestic operating subsidiary of Baxalta Incorporated (NYSE:BXLT). Baxalta Inc. is a $6 billion global biopharmaceutical leader developing, manufacturing and commercializing therapies for rare and chronic conditions in hematology, oncology and immunology. Driven by passion to make a meaningful impact on patients’ lives, Baxalta’s broad and diverse pipeline includes biologics with novel mechanisms and advanced technology platforms such as gene therapy.

YPF: SECRETS OF SUCCESSFUL NEGOTIATIONS™ with CHRISTINE MCMAHON March 9

Time: 7:15 - 10:00 a.m.
Location: Holiday Inn (625 W. Rolling Meadows Drive)
Cost: $20 YPF Member / $30 Non-Member

Every move you make conditions the other party how to negotiate with you. If you bow under pressure, the other party learns to use strong-arm tactics to get what they want. If you speak before you think, the other party learns to flood you with information before a critical deadline.

Christine McMahon has personally interviewed over 100 top negotiators and in this session, she will reveal the most important strategies for mastering even the toughest negotiating situations.

Expect to learn how to:
• Prepare for a negotiation so you don’t surrender your initiative
• Create common ground to achieve mutually beneficial outcomes
• Give and get concessions

Christine McMahon is a Business Strategist and principle of CMA, LLC. Prior to launching her business 17 years ago, she worked with Procter & Gamble, Slim-Fast Foods and Nabisco as a sales leader developing top performing sales teams. Her expertise is creating the business strategy that supports innovation and generates profitable sales growth.

For the past fourteen years, McMahon has written a monthly business column for the award winning BizTimes publication on a wide variety of business topics.

YPF Member Monday March 14

Time: 5:00 - 6:00 p.m.
Location: Benvenuto’s (625 W.Rolling Meadows Drive)
Cost: FREE

Member Monday is a program hosted by the Young Professionals of Fond du Lac (YPF), held the second Monday of every month!
2015 AC Award Recipients

For several years it has been a distinct honor of the AC to single out a number of individuals, firms or organizations to receive special recognition for their contributions to the community.

Community Award Recipients

Society Insurance:
In recognition of the growth and development of the company and for the commitment made to the area over 100 years in Fond du Lac.

Julie and Brian Balson:
In recognition of the growth and development of the company and for the commitment made to the greater Fond du Lac community.

Society Insurance:

*In recognition of the growth and development of the company and for the commitment made to the area over 100 years in Fond du Lac.*

Julie and Brian Balson:
*In recognition of the growth and development of the company and for the commitment made to the greater Fond du Lac community.*

Volunteer of the Year

Marcia Snyder, of Hometown Bank, was named Volunteer of the Year in recognition of her extensive service and dedication to the AC. Marcia demands excellence and is a terrific motivator for fellow volunteers. She believes that volunteering is for everyone and that the opportunities are endless. Snyder’s energy and passion is seemingly endless, as is her impact in the Fond du Lac community! She has served and continues to serve on numerous boards and committees and has been responsible for the growth and development of several community causes and initiatives in the Fond du Lac area and beyond.

Snyder’s first volunteer commitment brought her to the AC, serving on the Communications Council – which she currently continues to contribute to today. Snyder willingly stepped up to chair the Communications Council in 2015 and is starting her second term as council chair in 2016.

Snyder also currently serves as the treasurer for Fishing Has No Boundaries, Church of Our Savior and Residential Services, the advisory board for the Fond du Lac Symphonic Band, is the second vice president of the Wisconsin USBC Women’s Bowling Association, chair and campaign captain of the Fond du Lac United Way, and helps with Hometown Bank’s Relay for Life team. Snyder previously served in many capacities while serving on the Leadership Fond du Lac Alumni board to include chairman of the board, chair of Empty Bowls and an avid recruiter for the Leadership Fond du Lac program. She also previously served as president of the Fond du Lac Noon Optimists and was a board member and past president of Habitat for Humanity of Fond du Lac County.

To read about the award winners, visit:

www.fdlac.com
(Programs Tab / AC Annual Meeting)
Ag Showcase
FUEL UP WITH AGRICULTURE

Saturday, March 5, 2016
8:30 a.m. - 3 p.m.
Fond du Lac County Fairgrounds - Recreation Building
$3 Admission — Children 10 and under FREE

The Agri-Business Council, along with partners, the Wisconsin Milk Marketing Board and Festival Foods, invite you to the 13th Annual Fond du Lac Agriculture Showcase. The Showcase will be held on Saturday, March 5, 2016, at the Fond du Lac County Fairgrounds Recreation Building. Doors will be open from 8:30 a.m. to 3 p.m.

FUEL UP WITH AGRICULTURE is the theme for this year’s event. From chocolate milk, the perfect refueling drink in your diet to the use of other crops and livestock to create energy sources, the Agriculture Showcase will fuel up your mind with agriculture.

“The Cooking Mom” Amy Hanten of Fox 11’s “Living with Amy” will be on stage whipping up fast, easy recipes your whole family will love. She will also be on hand to sign her famous cookbook.

Event Features:
• Cheese, Sausage, Wine and Beer Tasting All Day
• Kids Activities
• Country Visions Petting Zoo
• Coloring Contest
• AND MUCH MORE!!

MARK YOUR CALENDAR AND PLAN TO ATTEND!
For more information about the Fond du Lac Agriculture Showcase:
(920) 921-9500
www.fdlac.com

MARCH 2016 YOUNG PROFESSIONALS OF THE MONTH

Name: Casey Placek
Hometown: Pierre, SD
Education: Bachelors Degree in Metallurgical Engineering from South Dakota School of Mines and Technology

Where do you work, what is your current position and what do you like most about it?
I work at Kondex Corporation as a Metallurgical Engineer. I love working at a facility that realizes that innovation is pivotal to growth and invests in the latest technologies, such as laser additive manufacturing. I enjoy working on an ever expanding product base, as well as having the freedom to explore any and all ideas I have regarding process improvements and new product ideas.

What has YPF done for your personal and/or professional development? YPF has been an excellent tool in introducing me not only to the Fond du Lac area, but also to some of the many professionals in the area.

Who or what is your source of professional inspiration?
My father was a very intelligent, and driven man who excelled at any task he put his mind to. He always pushed me to do better and be better in all facets of life. That encouragement and dedication has and will continue to be how I choose to live my personal and professional life.

What are some of the professional and volunteer groups you participate in? ASABE (American Society of Agricultural and Biological Engineers), ASTM (American Society for Testing and Materials) and ASM (American Society for Metals)

What words of wisdom do you have for other young professionals working in Fond du Lac? Two words...establish goals. Once you’ve established your goals, make a list of what you need to accomplish to achieve those goals and start pluggin’ away!

Human Resources Association Announces New Board Members

The Fond du Lac Area Human Resources Association president Rachel Schaeve has announced the election of four new board members for 2016. New to the Board are Brittanie Schaefer, Recruiter at Adecco; Christy Blessing, Employment Manager at Moraine Park Technical College; Suzanne Sinjakovic, Human Resources Manager at Lakeland Care District; and Tiffany Hall, Human Resources Assistant at The Arc of Fond du Lac.
Leadership Fond du Lac

Now taking applications for the 2016-17 program year!

What is Leadership Fond du Lac?
It is a community-based program that provides information and experience to persons who are willing to make a commitment of service to the community.

How does it work?
Applications are accepted until May 31, 2016 for classes that run September through May. The classes meet once a month. Participants learn, in depth, about the community's government, culture, social services, education, health care and more. Additionally, each class is divided into teams, which are charged with completing a project that will benefit the community.

What is the value?
Leadership participants connect with others on a higher level and bring their newfound 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 Fond du Lac today.

Fond du Lac

JOB FAIR

Wednesday, April 13, 2016 | 10 a.m. - 2 p.m.
Doors open from 9:30 - 10:00 a.m. for Veterans only
UW - Fond du Lac Phy Ed Building (400 University Drive)

Additional Services and Opportunities

Career Clothes Closet: April 5th, 6th & 7th
Resume Assistance: April 7th | 5 - 7 p.m.
Employer Panel Discussion: April 7th | 7 - 8 p.m.

Open to all. All events at UW - Fond du Lac Phy Ed Building.
***For more information visit www.fdljobfair.com.***

*FREE Admission*

Hosted By:
FDL Area Association of Commerce
FDL Job & Career Center
Marian University
Moraine Park Technical College
UW - Fond du Lac

Corporate Sponsors:

Media Sponsors:
Communications Council
Noon
7:30 a.m.
YPF Membership
YPF Programs and Events
HR Board
Ambassadors Club
Noon
Ag Ambassadors
AC Executive
Ag Board
YPF Executive
YPF Board
7:30 a.m.
Leadership Alumni Group

when they went to the “dark side” – trading
career and the business
question of leadership.

When she went to the “dark side” – trading

journalism for advertising and PR – she put

her newsroom experience to work for clients

including Carver yachts, McDonald’s, and the

Wisconsin Department of Tourism.

Today her client roster is dominated by

Midwest travel and tourism brands, including

visitor bureaus, boutique hotels and B&Bs, restaurants

and retail, plus she continues to do work for the

state tourism department. She also conducts

community evaluations with a focus on economic
development and tourism brand positioning.

She’s seen clients through crises as broad

ranging as Lake Delton draining in Wisconsin

Dells to visitor injuries and illnesses to

employment issues. And this morning she’s

going to take you through crisis comm 101 called

“How do human resource professionals

move into roles where they are true partners and

strategists to the business? They implement a

conscious strategy that moves them beyond

the boundaries of functional responsibility to

create greater alignment and integration across

the enterprise. Specifically, they build critical

relationships and learn what is important to their

customers. This presentation describes what

steps HR professionals take to lead the business

as partner and strategist.

Dr. Alan M. Patterson has more than three
decades of international consulting experience
in change leadership, leadership development,
and executive coaching. His clients have
included Anheuser-Busch, Federal Reserve
Bank, Johnson & Johnson, Hewlett-Packard,
Major League Baseball, Sea World, Shire
Pharmaceutical and United States Navy.

Dr. Patterson has been a featured speaker,
workshop leader and expert resource for several
state and nation professional development
organizations. He has served as an adjunct
faculty member for four executive MBA programs.
He is a published author including the book,
Leader Evolution: From Technical Expertise to
Strategic Leadership.

Credit Available for: SHRM-SCP/CP and SPHR/
PHR Recertification (1 credit)

2016 Safety Day and Safety Award
Recognition Ceremony March 23
Time: 7:30 a.m. - 12:00 p.m.
Location: Moraine Park (235 N. National Ave)
Cost: $50 Safety Members; $75 Non-Member

7:30 a.m. - Registration
8 - 9 a.m. - Keynote: Drugs in the Workplace
9 - 10 a.m. - Breakout Session 1 (Site Security,
Incident Investigation, Ergonomics)
10 - 10:15 a.m. - Break
10:15 - 11:15 a.m. - Breakout Session 2 (OSHA
Update, Weekend Warrior, LEPC Chemical)
11:15 a.m. - 12 p.m. - Safety Performance
Awards and Door Prizes

Fond du Lac Area Dementia Summit:
Providing Education & Awareness

DATE: APRIL 7, 2016
TIME: CHECK IN: 12:30PM - 1:00PM
SUMMIT: 1:00PM - 4:30PM
LOCATION: Community Church
N6717 Streeblow Dr., Fond du Lac

PRESENTATIONS INCLUDE:
• Approaches to Communication in Dementia
  Dr. Diane Mosnik, PhD, Clinical Neuropsychologist
• Faces of Dementia in Wisconsin: An Emerging Portrait
  Ginny Nyhuis, Alzheimer’s Association
• Dementia resources in Fond du Lac
• Call to Action

PRE-REGISTRATION APPRECIATED
FREE and OPEN to the COMMUNITY
VISIT: http://Googles/forms/3habe89Xj7? (Web address is case sensitive)
EMAIL: Karissa Schneider, kschneider@kiddyclubfdl.org
CALL: Jesse Te Stroete @ 920.907.8692

DONATE:
Collecting new or used iPods/MP3 players to be used in
Music and Memory programs. On-site drop box available.

Hosted By: Just Keep Making Progress - A Leadership Fond du Lac Team
Leadership FDL is a program of the FDL Area Association of Commerce - a 501c3 entity.

Sponsored By:

Agnesian HealthCare
Fox Valley Savings Bank
SHEA Electric
Aurora Healthcare
Apply now for business accelerator course. Free program offers entrepreneurs top training, cash awards

Northeast Wisconsin’s free 10-week, mentor-driven program for entrepreneurs will usher in a new class in April, but there’s still time to apply.

Entrepreneurs cultivating business ideas with a technology focus are invited to join Emergent Technology Center’s accelerator program in Fond du Lac. The application is available at emergenttechnologycenter.com.

Each business team selected for the program will attend weekly evening meetings, a boot camp and a final pitch event. Teams that move their ideas forward will receive cash awards.

The program helps innovators and entrepreneurs ground their great ideas in solid business practices. Graduates will be investor ready. Coursework includes instruction on Lean Startup, evidence-based entrepreneurship, developing minimal viable product, customer discovery, revenue models, selling, raising capital and pitch presentations.

The first accelerator run by ETC in 2014 included businesses that launched a gaming app, herd management software, healthcare tracking app and handcrafted tone wood wireless speakers. The spring session features a unique collaboration with University of Wisconsin Oshkosh’s Small Business Development Center and Alta Resources Center for Entrepreneurship and Innovation.

The program is open to young and old from around the region. In addition to the BoviSync team from Eden, participants in the first accelerator came from Milwaukee, Princeton and Oshkosh.

“Our goal is to provide the validation, startup and customer development processes vital for new company growth,” said UW Oshkosh’s Colleen Merrill, instructor for the spring session and ETC Board vice-chair. “We surround each team with a network and community that provide support difficult to find outside an accelerator.”

Cultivating, developing and promoting entrepreneurship are vital to a strong local economy, said Steve Jenkins, president of the Fond du Lac County Economic Development Corporation and chairman of the Emergent Technology Center Board.

“We need to do everything we can to encourage innovation,” Jenkins said. “Programs like this give entrepreneurs the tools and skills they need to quickly take their businesses from concept to launch.”

Businesses in the accelerator receive feedback from experts, make connections with members of the business community who can help them grow their ideas, and learn the skills necessary to catapult their ideas to success, Merrill said.

“We want to see these businesses succeed,” she said.

Merrill, who services as director of UWO’s Small Business Development Center and executive director of Alta Resources Center for Entrepreneurship and Innovation, encourages anyone interested in the program to submit an application.

“While each applicant will not be chosen, each entrant will have access to no cost business support and consulting through many of the Ignite! Business Success partners,” said Merrill.

For information on the accelerator course that begins in April, contact Merrill at merrillc@uwosh.edu or (920) 424-1456. For more information on ETC, past graduates or to apply visit the Emergent Technology website at emergenttechnologycenter.com, call (920) 929-2928 or email info@emergenttechnologycenter.org.

Rehab Arisces Welcomes Jaime Roth

Rehab Arisces, LLC is pleased to announce the addition of Jaime Roth as Community Outreach Coordinator. In her new role, Jaime will be providing outreach to the community and business professionals to create awareness regarding rehabilitation services. Rehab Arisces offers physical, occupational, and speech therapy with the option of receiving these services in a clinic setting or the patient’s home. Jaime will be directing her efforts in the northeast and central region of the state with a focus on Brown, Outagamie, and Winnebago counties.

“We are so fortunate to have Jaime as part of our team. She brings a lot knowledge from her experience in the healthcare field. We appreciate her positive energy and ideas which have helped create new opportunities.” commented Kim Fleck, Co-Owner of Rehab Arisces.

Jaime began her career in health care at the age of sixteen working as a certified nursing assistant. She went to Marian University to pursue nursing and changed her focus to health care administration. She received her Bachelor of Science in Health Administration from the University of Phoenix in 2009. Most recently, she worked as the Manager of Market Development for a skilled nursing facility. She also has previous experience as the Executive Director for assisted living homes.

Jaime is a Certified facilitator for Evidence Based programs including Stepping On Falls Prevention, Living Well with Chronic Conditions and Living Well with Diabetes. She has served as the Co-Chair for the Fond du Lac County Walk to End Alzheimer's in 2013 and 2015. She has also served as the Chair for Fond du Lac County Triad since 2013 and has been a Caregiver Support Group facilitator since 2012.

Rehab Arisces is located in Fond du Lac at 845 South Main Street, FDL Suite #120 (corner of Main & 21st). For more information, please call (920) 322-0447.

MEMBER NEWS & ANNOUNCEMENTS

SEND US YOUR NEWS AND UPDATES!
E-mail to info@fdlac.com.

E-mail to info@fdlac.com.

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Fond du Lac Business Barometer

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