



# ChamberWorks Newsletter

January 2018

Monroe Chamber of Commerce | 1505 9th Street | Monroe | WI | 53566 | 608.325.7648 | www.monroechamber.org

### Inside this issue:

Blackhawk Tech/Emmi Roth	2
Score Seminar	3
Community Calendar	4
Morning Meet Up/Behring Senior Center	5
Linked In	6
Lean Six Sigma Training	7
SLICE Arena	8

## 2018 Stateline Home and Business Expo

### April 7-8 at the SLICE ARENA

With exciting new offerings to better showcase our member businesses to the entire state line region, this year's event is sure to draw the best of the best among area businesses.

We are excited to Announce that Monroe's very own **TASHONA SMITH, MRS. WISCONSIN INTERNATIONAL 2018**, will be featured at this year's event. Stay tuned as we keep you updated on her appearance schedule.

Consumers in our community are especially eager to shop local. By taking part in this event, you will help to provide them with an incredible one-stop shopping experience, where they can conveniently support all of their favorite local businesses! You definitely won't want to miss out.

We expanded the event to include our **local wine and beer producers** to participate. Wine and Beer Vendors must hold a Wisconsin License to participate. The event is open to all businesses in the State line area.

Not a Chamber Member? We invite you to join the Chamber, or choose to pay a non-member rate to make connection with nearly 2000 state line shoppers.

Register today and become a vital part of the Stateline's Largest Indoor Business-Focused Consumer event.



### Contact us at today:

608 325 7648 | [contact@monroechamber.org](mailto:contact@monroechamber.org) | [www.monroechamber.org](http://www.monroechamber.org)

**608-325-3731**

**R RadioShack**  
Independent Dealer

Bring this ad in and

**TAKE \$50.00 OFF**  
A TV Over \$500.00

**TAKE \$100.00 OFF**  
A TV Over \$1,000.00

Offer Valid at Radio Shack Monroe, WI Only

---

**U.S. Cellular**  
OF MONROE

Bring this ad in and

**RECEIVE \$20.00 OFF**  
A NEW U.S. Cellular Phone

Offer Valid at Radio Shack/U.S. Cellular of Monroe at 301 6th Ave. West, Suite 129, Monroe, WI Only

**Locally Owned, Nationally Connected**  
301 6th Avenue West • Suite 129  
Monroe WI, 53566

A1

ELECTRIC

Inc.

A PDC Company

Highest Quality  
Guaranteed.

Electrical Contractors  
Residential • Commercial • Farm

24 Hour Emergency Service

608-325-1114

315 11th • Monroe, WI 53566

Monroe Clinic

Sponsored by the Congregation of Sisters of St. Agnes

[monroeclinic.org](http://monroeclinic.org)



# CASTING

Browntown Manufacturing Facility

(608) 966-3261 N2480 County Highway M  
www.aam.com Browntown, WI 53522



brandtconstruction.net

1107 19th Street  
Monroe, WI 53566  
608-329-7877

Ron Brandt - Owner  
ron@brandtconstruction.net

## Welcoming our New Board Member



Welcome our newest Board Member, **Rob Frie**. We are excited to have Rob providing his time and talents to an already highly skilled and dedicated Board of Directors.

Rob has provided a brief Bio for us to get to know him a little better. I am sure you will have many opportunities to meet Rob and get to know more about him in the Future.

*"I was born and raised right here in Green County in Brodhead. Working right out of High School at Mid-America Dairymen's Juda facility as a warehouse employee and later, after serving in the Marine Corp for 8 years, was employed with Dairy Framers of America at the same facility in Juda.*

*In 2002 I was hired by Roth Käse USA here in Monroe that later became Emmi Roth USA in 2009. I have been with the company for 15 years serving in different capacities in Quality and Operations. I am currently serving as the Director of Operations.*

*Married for 8 years to Angela Frie and a blended family of four children: Kyle, Tasha, Kirstie and Elicia.*

- Board of Directors member & President of Habitat for Humanity Green County
- Current BOD member – White Hill Cheese in Schullsburg, WI"
- Current BOD member - Foreign Type Cheesemaker Lab Monroe, WI

## Saying Farewell But Not Goodbye

**Mary Lou Campbell**, Administrative assistant to the Monroe Chamber Of Commerce, has announce her Retirement. Mary Lou was a bright and energetic staple in all things Chamber related. She worked tirelessly to ensure events like the State Line Home and Business Expo and The Annual Golf outing went smoothly. Her outgoing personality at the chamber-hosted events made it a breeze to get to know new people and make connections. We are lucky that with all of Mary Lou's "irons in the fire", Mary Lou will still be around on occasion to assist us. Mary Lou was the go to for many of us and her daily presence will be missed. We were fortunate to capture her talents while we could. She made things look easy, even when they were not! Mary Lou was always at the Center of activity and the Ambassadors group was one of the areas she shined.



Above: Mary Lou (center) is surrounded by the Ambassadors Group on one of our recent Surprise Cookie Patrols!



The human side of real estate.™

**Jeff "Twitty" Conway**  
REALTOR

1500 10th St, Monroe, WI 53566  
Office: 608 325 2000  
Cell: 608-214-9971  
E-Mail: twitty@tds.net  
Website: jeffreyconwayhomes.com



**Strong, Local, Friendly!**  
woodfordstatebank.com

Proud to be the *true, locally-owned* community bank of choice in the Monroe Area!

Member FDIC

SPRING IS COMING  
**BE READY.**

Call or visit us online  
to schedule a  
**SPRING TUNE  
& CHECK.**

**Loescher**  
HEATING AND AIR CONDITIONING. FBE  
**608.325.HEAT**  
www.loescherhvac.com

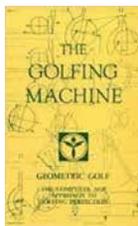
**GOLDEN GATES**  
Music, Song, and Dance of Russia  
Saturday, February 17 at 7:30 pm

MONROE ARTS CENTER 608.325.5700 monroecartscenter.com

**EXPERTS ON  
CAREER PREPARATION**

**blackhawk.edu**  
BTC is an EO/AA educator/employer.

700 8th Avenue, Monroe  
The Best in Independent  
Retirement Living  
(608) 329-4400



**JOIN NOW!**  
2205 21<sup>st</sup> Street  
Monroe, WI 53566  
608 325-3157  
608 325-3150

**SCORE Seminar Series/FREE WMEP WEBINAR**



FOR THE LIFE OF YOUR BUSINESS

**January Topic: Simple Steps for Starting Your Business**

Presenter, David Grunke  
**February Topic: Simple Steps for Starting Your Business**

**Wednesday February 14, 2018  
8:00 – 10:00 am**

**Business Concepts**

This Seminar will cover the following topics

- Capture Your Dream
- Feasibility Plan Draft
- Industry Profile Data
- Customer Data
- Competitive Data
- Resources for Collecting Data

**Seminar Location**

Monroe Chamber of Commerce  
1505 9th St  
Lower level Conference Room

**Seminar fees**

Members \$15.00  
Non Members \$50.00

**Continental Breakfast will be served**

**Building Effective Employee**

**Retention Programs:**

**Presenter: Thomas O'Rourke**

**Thursday, Feb. 22nd at 11:00**

Retaining a motivated and engaged workforce is crucial to the success of Wisconsin manufacturers of all sizes. However, many firms are struggling with where to start when addressing employee retention. Determining the root causes as to why employees leave jobs is crucial.

**The WMEP is hosting a FREE webinar**

February 22nd at 11 am

focused on actions your organization can take now to evaluate and increase employee retention. Key factors impacting retention that will be discussed include: The role of competitive pay, the criticality of the supervisor/new hire dynamic, and the impact of effective employee onboarding programs. Register today:

Find more info at our website: [WMEP.org](http://WMEP.org)

**Home of the Green County  
Welcome Center**

Open Tues-Sat 9 am-4 pm  
Sunday 11 am-4 pm  
May 1 - October 31

2108 6th Ave. Monroe, WI

National Historic  
Cheesemaking  
Center  
"...an undiscovered  
gem".

**(608) 325-4636**



**PIZZA COUPON**

**\$2 OFF Any Large Pizza**

**\$1 OFF Any Medium Pizza**

*One coupon per pizza-Not valid with other coupons*

**EAT IN OR CARRYOUT—325-3220**

**Free City Delivery-Med. & Large-5 to 10pm**

# Rachel's Choice—Elizabeth Anderson

Rachel's Choice was an empty building that had not been occupied for five years before Elizabeth Anderson began leasing it in 2008. For a while, Elizabeth lived there herself taking care of the residents. The cost to purchase the building was too great given the needed repairs and updates it required for full occupancy. While waiting Elizabeth opened up another building across the street, Community Living Home Options as a CBRF for 12 residents reside in a homelike setting.

Elizabeth had to leave the building once the lease was up and it was again left empty for several years. Finally after much patience and prayers Elizabeth received an email from the owner of the building to buy the building cheaper than before and with a new roof and heating system added. Elizabeth brought a new business plan to Sugar River bank vice president Joe Klein and worked out the details. The building was purchased in 2012. Elizabeth and her sons have ran it as state licensed adult family home ever since. Only four residents were allowed to occupy the home at a time due to updated state DHS codes on a required sprinkler system for more than four occupants since the building was built.

After a long frustrating battle to get the sprinkler system in and up to code with the only certified installer in the area. The state denied us the full occupancy again due to the living space area also not being up to new codes since the buildings construction.

Though frustrated with the cost and length of time it took to only be denied again Elizabeth decided to continue moving forward. Elizabeth went to Sugar River Bank Vice president, Joe Klein to share her expansion idea and help with funding. Elizabeth then met with Doug Sutter from Keller and his team to help with our new building project that began January 9, 2018. We are currently taking resident's on a waiting list bases by calling Elizabeth Anderson 608-329-4991.

Our next project idea is planning a new building in the area. The new facility would serve 18-25 residents. We also are working on creating a nonprofit "Caring for Elderly". This program will allow elderly to stay in our homes longer with the program to pay for their care and supplies once their private funds run low.



Pictured above: Zachariah Flood, Jeremiah Flood, Elizabeth Anderson and Doug Sutter from Keller INC. Pictured in front of the new expansion currently going on at Rachel's Choice.

Elizabeth's Story shows a great amount passion and dedication to provide our community with a much needed, loving way to care for people. Although there were some road blocks, our community was able to benefit from Elizabeth's unstoppable mission. Through her connections and cooperation from a few of our Chamber members coming together to help Elizabeth. She is on her way to seeing vision become reality.

Community Living Home Options LLC



The Monroe Chamber of Commerce is pleased to welcome Preferred Living to our list of publication sponsors  
 Preferred Living  
 Supportive Home Care  
 15015 9th St, Monroe WI  
 Diane Knautz  
 608 328 2517  
 prliving@tds.net

**CLM CLEANING SERVICE**  
 We Stand Behind Our Work!

—Residential/Office—  
 We Provide our customers high quality services personalized for their unique needs.  
 We Use Eco-friendly and hypo allergenic products.

- Full Janitorial Service
- Floor Cleaning
- Floor Stripping & Waxing
- Carpet Cleaning
- Upholstery Cleaning
- Window Cleaning
- Gutter Cleaning
- Free Deodorize
- Sanitizing

Mention this Ad - We'll take 20% off for NEW Customers.

Serving Green, Dane, Rock and Lafayette Counties  
**FREE ESTIMATES**

608-293-0522 or 608-328-3408



**BIG RADIO**

AM 1260 **Big Country** 95.5 FM WEKZ

102.1 FM THE BIG ROCK

AM 1490 **IRON Country** 101.9 FM KICKIN' COUNTRY

1380 **THE BIG A** WBEL

93.7 FM **THE BIG F** WBGR

105.9 FM **THE HOG** EVERYTHING THAT ROCKS

**WFRL** 1570



## 2018 MCCI BOARD OF DIRECTORS

**Tim Wolff**

**2018 MCCI President**

Colony Brands

**Lynn Molinaro**

**2018 Vice President**

Dairy Queen

**Joe Klein**

**Treasurer**

Bank of New Glarus

**Adam Bansley**

Empire Media

**Erin Daniels**

Monroe Clinic

**Gerald (Fuzzy) Karlen**

Fuzzy's Audio & Video

**Jeff Maliszewski**

First Weber Hedeman Group

**Phil Vosberg**

International Ingredients

**Rob Frie**

Emmi Roth

**Al Rufer**

**2018 Past President**

PDC

### STAFF

**Melissa Even**

Executive Director

**Mary Lou Campbell**

Administrative Assistant

## Monroe Clinic Host Morning Meet Up



sponsored by the Sister of St. Agnes.

With more than 10,000 providers and 40,000 employees in four states, SSM Health is one of the largest employers in every community it serves. An early adopter of the electronic health record (EHR), SSM Health is a national leader for the depth of its EHR integration.

The Monroe Clinic Hosted the Monroe Chamber of Commerce's very first **Morning Meet Up** on January 23, 2018. This early morning Networking options joins our already very popular **Business After 5** Offering an opportunity for people to stop in and share in some early morning networking. Lots of new faces got a chance to shake hands. Jane Monahan, VP of Ministry Services and Human Resources, provided a wonderful welcome presentation and provided an update to all of us regarding the recent transition of Sponsorship to SSM Health. Previously

Monroe Clinic  
is joining



## Business After 5

*In 1993 Jeff Russell started his company by borrowing \$1000.00 from his Mom and Dad and started selling cell phones out of the back of his car. He paid his parents back within 30 days and opened his first store. As of today Russell Cellular has over 395 stores and growing ever day.*

*Join us to hear the rest of their story at the*

*Monroe Chamber of Commerce*

**Business after 5**

**Russell Wireless**

**March 1, 2018**

**5:00-7:00 pm**

**110 8th Street**

Monroe, WI 53566

Meet our new Manager Rachel Boatright

And say hello to our friendly staff.

Network and see what cool things are happening

in the world of wireless!





Richard Hager

Tallie Everson  
Diana Lincicum1455 MANSION DRIVE  
P.O. BOX 86  
MONROE, WISCONSIN 53566PHONE (608) 325-4306 FAX (608) 325-2185  
shgfuneralhome@tds.netNew Life  
P · R · E · S · S

608-325-6083

2971 Ninth Avenue  
Monroe, WI 53566Brochures • Flyers • Posters • Forms  
Photo Copies • Wedding Invitations

## QUEST INDUSTRIAL NAMED IN TOP 10 Robotics Companies

**CIO** TOP 10  
 APPLICATIONS ROBOTICS  
 TECHNOLOGY COMPANIES 2017

### Quest Industrial: High-yielding Robotic Automation

**A**bout a year ago, The Manufacturing Institute and Deloitte concluded that rapid industry growth and massive employee retirement over the next decade will necessitate the recruitment of 3.4 million additional workers. However surprisingly, the industry is still projected to fall short of a startling two million workers. How do industries fill the voids created by critical labour shortage issues? The answer to this question lies in robotic automation, and Monroe, WI-based Quest Industrial helps filling these voids with specialization in advanced robotics and integrated vision systems.

**Quest Industrial incorporates over 5000 in-house algorithms to the robotic arm of FANUC, consequently delivering much enhanced scanning technology and End of Arm Tooling**

With the most innovative and unique solutions in the robotic automation industry, Quest Industrial effectively bridges employment gaps in organizations by automating major tasks that are hard to tackle manually. Presently, 60-80 percent of the firm's robotic solutions cater to the food industry, whereas plastics and durable goods industry account for the rest. For the food industry, in particular, Quest brings robotic cheese pick and place system—is capable of picking and placing raw, as well as packaged cheese, as well as food robotics for the produce and deli industry, with utmost accuracy and swiftness. The company is also considered the first in the industry to bring a robot in cheese handling application.

Quest Industrial even develops its own vision systems and blends those

off-the-shelf systems with the newest safety technologies in order to design the robust robotic automation solutions. The company incorporates over 5000 in-house algorithms to the robotic arm of FANUC, consequently delivering much enhanced scanning technology and End of Arm Tooling. In the words of Don Wickstrum, Founder and CEO of Quest Industrial, "90 percent of our systems are 2D, 3D vision, and 3D scanner-driven we've developed most of the algorithms, for our solutions, in-house."

Quest Industrial also deftly addresses another key element, which often remains a challenge in the food processing industry—food hygiene. The implementation of the FDA Food Safety Modernization Act (FSMA) has essentially doubled the strictness to ensure safety within the U.S. food supply sector. But Quest Industrial's vast experience with the WDA, 3-A, and USDA has resulted in development of tool sets that are not only food-safe, but also reliable and cleanable. The proficient End of Arm Tooling by Quest eliminates chances of holes or usage of tubes, by replacing them with NO external vacuum sources, generators, or vacuum pumps to pick a particular product.

To put the unique advantages offered by Quest Industrial's robotic solutions in a clearer perspective, Wickstrum points out a study conducted by his team. The study aimed to apprehend the key challenges faced by Quest Industrial's clients owing to labour shortage and delivered some alarming statistics. The study highlighted that employee supervisors were 15-18 percent, and co-workers 29-33 percent, less productive as a direct result of employee gap. Consequently, as demand for products increased, 43 percent of the companies' net production cost was assigned to cope with recurring labour



Don Wickstrum,  
Founder & CEO

gap related drawbacks. To address these challenges, Quest Industrial employed its efficient pick and place robotics in areas where labour gap issues were prevalent and repetitive. Their pick robotics methodically packed cheese and the tray robotics increased the rate of pour by freeing up four employees for other organizational units where they could add more value. Automation not only resulted in a steady additional ROI of 35-150 percent payback for labour absenteeism, but also steered over 96 percent OEE (overall equipment effectiveness) and ROI.

Having already developed robust 3D vision and scanning systems, Quest Industrial is now aiming to develop advanced agricultural robotics, since this particular sector still encounters immense labour shortage. As Quest Industrial continues pushing the envelope of robotic automation, Wickstrum concludes by saying, "Rather than waiting for the industry to come up with solutions for us, we're constantly innovating newer solutions to aid our customers." **CA**



325-1500

“Your Hospitality Professionals”

6th Street & Hwy 69



328-3444

## Welcome New Members



### Rachel Harris Creed-Keller Williams

Why Choose Me As Your Agent?

When you work with me, you will receive a knowledgeable and professional real estate agent, a committed ally to negotiate on

(608) 851-1227

### KC Computers/Hard Water Solutions

Computer Technician Sales, Service installation and Repair, Antivirus install Computer parts. 751 10th Avenue Ct Monroe, Wisconsin



## **NAMI** Green County, Inc.

National Alliance on Mental Illness

▶ LOCAL NAMI SUPPORT FOR INDIVIDUALS & FAMILIES

The mission of NAMI Green County, Inc. is to educate, support, and advocate for those we know and care about who live with mental illness. We are dedicated to improving the lives of persons affected by mental illness.

### Esser Insurance Services-Allstate Insurance



Jessica Everson Agent 608-291-6250



**PROUD TO BE MONROE'S COMMUNITY BANK.**



A WINTRUST COMMUNITY BANK

1017 1/2 St. | Monroe, WI 53566  
608-328-3800 | [www.townbank.us](http://www.townbank.us)



Colony BRANDS



**WE EMPOWER PEOPLE TO ENRICH LIVES**

CUSTOMER • EMPLOYEE • COMMUNITY

ColonyBrands.com

**Make Your Home Search Easier.**

Start with a free preapproval.

**Stephen Kundert**

NMLS# 555829 | 608-328-1215  
skundert@oldnational.com  
www.oldnational.com/kundert

**OLD NATIONAL BANK**



**Lancaster named MLS Board President**



Jennifer Lancaster, having served on the Board of Directors for the South Central Wisconsin MLS for 3 years, On Jan. 18th, was inducted as the Board of Directors President. "I have truly enjoyed serving our members. Our Board works very hard to provide the best service possible with our ever-changing

market and with a record breaking market in 2017 we are looking forward to another in 2018. This is the first time in the history of the Board that two Presidents came from the same Real Estate office. Bub Zwygart was the President in 2001 and I feel very fortunate that I get to follow in his footsteps!" The South Central Wisconsin Multiple Listing Service (MLS) works as a clearinghouse through which more than 500 local real estate firms exchange information on properties they have listed for sale. It assures home sellers the widest possible exposure to prospective buyers, and it provides home buyers the greatest possible selection.

This local area network of up-to-date information is immediately available to approximately 3,500 Realtors. These professionals have exclusive access to this system, allowing them to offer the quality service you expect and deserve.

The South Central Wisconsin MLS covers Dane, Columbia, Dodge, Grant, Green, Iowa, LaFayette, Rock, and Sauk Counties, as well as parts of Adams, Crawford, Fond du Lac, Green Lake, Jefferson, Juneau, Marquette, Monroe, Richland, Vernon, Walworth, and Waushara Counties.

The South Central Wisconsin MLS is governed by a Board of Directors comprised of MLS Participants. Decisions regarding MLS services are made by the MLS Board of Directors with input from the MLS Committee.

**Studio 906**



Studio 906 can update your look! Book your appointment now.

Enjoy the pampering of Studio 906

Give a Studio 906 gift certificate for a pedicure, facial, hair care or massage.

Check out our website at **608.328.4292**

**web solutions that work for you...**

**Personalized & Local Service**

- hosting & domain services
- 1-on-1 training & support
- design & development
- cloud backup



608-214-9922

fusionflywebdesign.com

Enjoy the Most Advanced TV in Monroe!



A LOCAL FAVORITE

With TDS TV you'll experience TV like never before.

- ✓ Crisp, lifelike pictures.
- ✓ Picture-in-picture channel surfing.
- ✓ A connected-home DVR.
- ✓ Hundreds of channels.
- ✓ Lots of on-demand content.
- ✓ Wireless options.
- ✓ TV Everywhere programming.

**Bundle to Save!**

Order TDS Internet and Phone service along with TDS TV to get a great, low rate.



Order Now!  
1-877-241-8490  
tdstv.com

TDS TV availability is limited. Terms and restrictions may apply. Call for details. TDS TV is a registered trademark of TDS Telecommunications, Inc. ©2014 TDS

**Teens, Individuals, Couples Specializing in Trauma Treatment**



**COUNSELING**  
608-426-6463

affinitycounselingllc@gmail.com

**FEHR GRAHAM**  
ENGINEERING & ENVIRONMENTAL



Improving the quality of life for our clients in the communities where they live and work by providing collaborative, insightful, results-driven solutions.

www.fehr-graham.com

INSIGHT • EXPERIENCE • RESULTS



**The Bank of New Glarus<sup>®</sup> and Sugar River Bank Branches**

www.thebankofnewglarus.bank



Belleville 608.424.1520    Brodhead 608.897.8607    Juda 608.934.5151    Monroe 608.325.3025    New Glarus 608.527.5205

*The Banking Standard: Yesterday, Today & Tomorrow*



Joe Klein  
SVP-Commercial Relationship Manager



Ryan Dahmen  
NMLS ID #14322673  
Mortgage Lender



Sharon Wedg  
NMLS ID #713105  
Branch Manager - Monroe