



# Green County Area Entrepreneurs & Inventors Club

Monthly newsletter

May 2009

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### Sulzer Featured in Agri-View Article

MONROE, WI—Green County Area E&I Club member Mike Sulzer and his business operations were featured in the recent Agri-View newspaper. "Mike, a 4th generation farmer on his family's land, has been providing fresh, all natural beef to his customers for the past 25 years from his cow-calf operation between Monroe and Monticello, and they keep coming back for more," the article said. In addition, Mike's pet food cube packaging business was also covered in the article. If you want a peak at the press Mike got, go to the [Agri View](#) site.



Welcome to the Green County Area Entrepreneurs & Inventors newsletter. We want to highlight this month's meeting and share resources that you might be interested in looking into. Our goal at Green County Development Corporation is to open a dialogue with the entrepreneur and inventor—so that we can learn from each other and grow our businesses in Green County. If you have any suggestions for meeting topics or other resource opportunities, please let us know by emailing us at [enews@greencountyedc.com](mailto:enews@greencountyedc.com).

## E&I Meeting to Look at Lines of Credit

MONROE, Wis. – Ron Schaaf, First Banking Center in Monroe, will answer questions on business lines of credit and how to get and use them at the Monday, May 4, 2009 Green County Area Entrepreneurs & Inventors Club meeting, 6:30 to 8:30 PM in the Monroe Clinic hospital's New Glarus Room, 515 22<sup>nd</sup> Avenue, Monroe, Wisconsin. The event is free to the public and refreshments are served. Green County Development Corporation (GCDC) hosts these monthly meetings, held the first Monday of each month.

Schaaf will give an overview of "What is a Line of Credit?" for day-to-day business operations and about the benefits and downfalls of its usages. To better explain any questions there may be, he will follow with a question and answer session.

Ron was born and raised in Mineral Point, WI.

Through his experiences in the banking industry, Ron went on to pursue a degree in banking from the UW-Madison's School of Banking. He later took a position with First Banking Center, Lake Geneva, as a commercial lender. In 1996, he made the move to Monroe taking the position as president of the newly opened branch of First Banking Center.

Ron and his wife, Anna, have lived in Monroe since 1996. Ron is active in the community serving on various volunteer boards and committees, including Lions Club, YMCA Board of Directors, Knights of Columbus, St. Victor Church Finance Committee, and United Way Board of Directors.

Networking among attendees will be encouraged in the evening's program. "When club

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## Monroe's Infinity Studio wins SBDC Award

The Infinity Studio of Monroe, WI has been chosen as the Successful Small Business of the Quarter by the Southwest Wisconsin Small Business Development Center. Businesses which have

been SWSBDC clients for six months or longer, who are currently operating a successful business and who are meeting or exceeding business plan projections are eligible for this

recognition.

Halfway down the Square's West Alley is an entrance that leads down a hallway. At the end of the hallway is

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## About GCDC

GCDC, a multi-jurisdictional economic development corporation, was formed to bring professional economic development expertise to its member communities to create a competitive advantage to spur job creation and new investments. The organization leverages the resources of the county and its municipalities to ensure economic health and success of Green County communities and businesses. Visit the GCDC web site at

[www.GreenCountyEDC.com](http://www.GreenCountyEDC.com)

***“There will come a time when big opportunities will be presented to you and you’ve got to be in a position to take advantage of them.”***

**Sam Walton**

***Please join us on May 4 at 6:30 PM in the New Glarus meeting room at the Monroe Clinic hospital for a great time of learning and encouragement. If you need directions or other information, please don’t hesitate to call us at 608.328.9452.***

***See you in May!***

***Sincerely,***

Susan Wetherington  
Green County  
Development Corporation  
Monroe, WI 53566

## Award *Continued from Page 1*

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a limestone walled studio area once known as the Old Rathskeller restaurant. The surrounding environment lends itself to the room’s newest use, providing a comforting space to re-energize one’s spirit through fitness classes focusing on the mind-body connection. Cathy Hauck of ABC Yoga and Angie Dombkowski of Tai Chi of Monroe joined together to create a tranquil personal health and wellness studio area.

The Infinity Studio at 1015 16<sup>th</sup> Ave (under Portraits by Dawn) in Monroe may be a challenge to find at first, but students inside are regaling in the experience of personal wellness. In June of 2008, Cathy and Angie opened the studio with 30 clients. Relying on

word of mouth marketing and the support of local businesses on the Square posting class notices and making referrals, The Infinity Studio now services over 100 students. According to Hauck, “Monroe was eager for the opportunity to have a yoga studio. The SWSBDC provided resources and ability to research markets that were so helpful to starting the studio.” Dombkowski echoes her sentiments. “The timing was right for quality, knowledgeable instructors who adjust the class experience for individual skill levels. This allows for a mix of levels in each class.”

Cathy Hauck is a certified Yoga instructor, while Angie Dombkowski is a Certified Personal Trainer and a Certified Tai Chi Instructor. Dombkowski also offers classes involving stability balls and ring Pilates. Related sup-

## Lines of Credit

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members encourage each other, the peer network built not only strengthens their businesses but the community and county business structure as well,” said Anna Schramke, CECD, executive director of GCDC.

April’s program featured Janet Tyler Johnson, JATAJ Wealth Management, New Glarus, on “mind-mapping” as a business planning tool. “Mind-mapping engages both the right and the left side of the brain,” she told attendees. “It can be used to plan major projects, budget or marketing planning or something as simple as garden planning.” The June 1 program will feature Scott Thompson from WEKZ on using radio to promote your business.

For more information about Green County Area E&I Club or about the meetings, please contact GCDC’s office by calling 608.328.9452 or email [gcdc@tds.net](mailto:gcdc@tds.net)

## Green County Leaders Project Offers Green Solutions

Green County Leaders class members Jean Busker, Brent Smith, Russ Davis, Jeff Jensen and Bar-



bara Brewer prepared a Green Grant Resource Guide that is now featured on the GCDC website. Known as Green Source, the guide is a compilation of opportunities to be explored.

The project team identified potential funding sources for environmentally friendly projects in Green County. Funds are available for energy efficient and renewable energy projects. Individuals and businesses may apply for funds. The team’s goal was to find financial support for environmentally-friendly efforts by local businesses and farms with long-term savings in dollars and the carbon footprint.

**Check out information for inventors and entrepreneurs on the Green County Development Corporation’s website at [www.GreenCountyEDC.com](http://www.GreenCountyEDC.com).**