



December 2009

News Break

Our Mission: To provide leadership for building a healthy economy and high quality of life in the Portage area.

Chamber Sponsored Meeting & Event Dates

- 2 Ambassador Meeting
8am Community Bank
- 5 Cookie Walk 9am
- 8 Business After 5
The Mercantile
5pm-7pm
- 12 Culver's Breakfast
with Santa
8am & 9am
- 15 Youth Leadership
at Cardinal FG
8am-1pm

PACC Office Closed
December 25
and January 1

Holiday Cash Relief Raffle winners announced!
See page 2



Our \$1000 winner!

It's that time again!
**Business After 5
The Mercantile**

Dec. 8 5pm-7pm

Executive Director's Corner

Our office is working on a new membership directory that will be printed for the 2010-2011 season. We recently sent out a membership data form for you to verify the information and return to our office. All forms need to be returned by the first week of December so that we can make the deadline. Even if nothing has changed, please return the form. If you have any questions regarding the information on the data form, please contact our office. Thanks for your help with our efforts to make sure we have the most current and correct data for your business.

We are looking for businesses that are interested in hosting a Business After 5 in the year 2010. Business After 5 is held at a Chamber

member business during the months of September through May. This is an opportunity for you to showcase your business to other Chamber members and make them aware of the products and services that you offer. You can enjoy refresh-

ments, network with other members, exchange business cards and catch up with friends. Call our office today to reserve a date as our calendar is filling up.

Well the snow is sure to be here soon and I am looking forward to having a white Christmas. It is hard to believe that Christmas is less than 30 days away. There are many activities happening in Portage and so many retail stores have great gifts for everyone on your list. I wish you all the best for the upcoming holidays and I look forward to working with you again in 2010.

—Marianne Hanson



Walk this Way for Cookies

Cash for Cookies promotion added

Area businesses will have their cookies ready for the taking at this year's annual Citywide Cookie Walk, held Sat., Dec. 5 from 9am-noon.

The public can stop at the Chamber office, 104 W. Cook St., purchase a \$5 cookie box filled with coupons and a map noting participating businesses, then fill the box with a cookie from each location.

This year a promotion, Cash for Cookies, has been added to encourage shopping beyond the 3-hour event run time. People who make purchases

at participating Cookie Walk Chamber member business between Dec. 5 and Dec. 21 are encouraged to bring their receipts to the Chamber office.

For every \$10 spent (for banks, a transaction will earn a chance), a shopper will earn a chance to win \$250 in Portage Green Gift Certificates. A list of participating businesses will be located at the Chamber office, on the Chamber website (portagewi.com), and at the participating Cookie Walk Chamber member businesses.

While you are on the Cookie Walk, stop and enjoy a couple —See 'Cookie Walk' on page 2

Piano Fondue to perform at Annual Dinner

We've challenged them to a duel. And a duel is what we shall get.

The dueling piano performers will make an appearance in Portage when they play for the Chamber Annual Meeting & Scholarship Fundraising Dinner, scheduled for Thursday, January 28 at 6pm. Winter Garden Gala is the theme this year. We have moved the date from the usual Saturday night to a Thursday night.

More information will follow in the January newsletter.

Celebrating 80 Years of Serving Our Community

Sign up for 2010 Healthy Living Fair & Community Business Expo Now

Blau Family Chiropractic and the Portage Area Chamber of Commerce are partnering to bring you the 2010 Healthy Living Fair & Community Business Expo on Saturday, January 9, 2010 at Portage High School Commons and Gymnasium.

We cordially invite local businesses, organizations, and non-profits to show off their products, services and expertise to benefit the overall health, happiness, and productivity of our local community.

You will maximize your exposure to an audience eager to learn how your products and services can enrich their lives. As an added bonus, all participants will receive a list of our visitors' contact information.

Receive an early bird discount participation fee of \$65 by completing the attached application form now, then get ready to meet your potential customers face-to-face.

A table and skirting will be provided for you with your participation fee. An extra table is available for \$30. Electricity is available on first requests.

More information and registration forms are available at the Portage Area Chamber of Commerce office, 104 W. Cook St., on our website, www.portagewi.com, or Email graphics@portagewi.com.

—Cookie Walk from page 1

points of interest. The Discovery Depot Childrens Museum will offer cookie decorating at the Mercantile from 10am-Noon. Also, the new Portage Public Library director, Shannon Stiller, will be on hand at the library to meet and greet visitors from 10am-Noon.

If you would like your business to be included in the Cookie Walk or if you have questions, please call the Chamber at 742-6242 by Monday, November 30.

Congratulations Holiday Cash Raffle Winners!!

\$1000 Winner

Mike Hurd, Portage

\$250 Winners

George Beasley, Portage

Beth Hostert, Portage

Ron Jacobson, Portage

Ros Zeltins, Portage

Business Spotlight

Oliver's Plumbing

Oliver's Plumbing is a full service residential plumbing company. Our company handles all types of plumbing repairs on faucets, drains, piping, gas pipe, water heaters, and toilets. We also sell and install faucets, fixtures, water heaters, water softeners, and sump pumps.

Involved in the plumbing industry in various states—including the U.S. Army—since 1976, Ron Oliver moved to Sun Prairie, WI from San Diego. During a layoff at a Madison plumbing company he was working at, Oliver's Plumbing and Remodel was born in January 2004.

This family owned company has been in business 5 years and continues to expand with happy customers every day. One day the company may have a fleet of 5 service trucks and employ 8 more plumbers and office staff. What we like the most is meeting new people, solving their plumbing problems, and educating them about plumbing. We get great satisfaction out of protecting the health and welfare of the consumer. Consumers take plumbing for granted; when it fails, we are there!

We continue to evolve by staying up on the latest plumbing trends, new products, product safety, and providing information to our customers. Each of our customers has different plumbing needs and problems. We listen to the customer, then solve the plumbing problem. People should use our company because our plumbers are friendly, clean, polite, and possess a sense of humor. Oliver's plumbers keep the work area clean and leave no mess when the work is finished. We charge by the job—not by the hour. We also provide a 2 year warranty on new product installation (supplied by Oliver's).

We are honest, clean, reliable, and great to work with. Just look at the face on our truck. Who would put their face on a truck? It shows a person with pride who is not afraid to show it.

We are involved or sponsor many organizations in Sun Prairie. We look forward to getting involved in Portage Area service organizations soon.



Let us know about your *new* products, equipment or services you provide, employee promotions, sales or events you sponsor. E-mail graphics@portagewi.com or call the Chamber at 742-6242.

Cut Expenses on Your Business Insurance!



"We'll get your business on our price, but keep it on our service."

Don-Rick Insurance

Contact: Ed Kothbauer
608-742-5548 800-924-6536
236 W. Cook St. Portage, WI 53901

The following is reprinted from the Rapid City, South Dakota, Chamber Newsletter:

Q. I don't get anything out of the Chamber Membership. It does not benefit me in any way.

It is important to ask yourself what it is that you expect to 'get out of' the Chamber and how you define benefit. Most people have varying expectations when they join the Chamber, but it is important to think of membership as an investment in your business, not as an expense. We believe that—as with anything—you will only get out of it that which you put into it! Joining the Chamber is similar to joining the gym; the mere act of joining does not automatically mean you will lose those extra 20 pounds. It is essential to have a plan and follow it consistently to realize the results you are hoping for. Just as the gym provides an energizing atmosphere, proper equipment, diverse classes, and members with a common goal, so does the Chamber offer diverse networking venues, promotional benefits, camaraderie, and opportunities to meet hundreds of like-minded business people. What you choose to do with these resources and how much you decide to utilize them is up to you.

While what you may 'get' out of the Chamber may not be exactly what another member 'gets,' everyone benefits from belonging to the Chamber. While the referral benefit may be of greater value to an event planner than say a manufacturer in the Industrial Park, so too is the annual lobbying for a single tax rate much more important to the manufacturer than it is to the freelance artist. And so on...

How to Win Federal Contracts

The SBA has a new online training course to help strengthen access to contracting opportunities for small businesses, including those owned by women, minorities, disadvantaged individuals & veterans.

The training course, "Recovery Act Opportunities: How to Win Federal Contracts," is part of a federal government-wide initiative announced by President Obama and being led by SBA and the Department of Commerce.

Additionally, SBA and Commerce are expanding their outreach to contracting officials across the federal government to ensure they have the tools to meet their annual contracting goals and increase opportunities to small businesses, including those owned by veterans, women and minorities, as well as those in designated HUBZones.

As part of the outreach to small businesses, the comprehensive online course uses both audio and script to provide information about the federal marketplace, contract rules and, most importantly, how to sell to the government and where to find contract and Recovery Act opportunities. The new training portal is a free online training course designed to assist entrepreneurs during this period of economic recovery. This self-paced, instructional guide provides an overview of the federal procurement process.

The Recovery Act Opportunities course is available on SBA's Web site at www.sba.gov or directly at www.sba.gov/fedcontractingtraining. The course is indexed by subject matter to allow ease of use and, it includes multiple direct links to additional contracting resources.

The Recovery Act Opportunities course includes direct links that highlight the best contracting resources and engages small business owners in the contracting process. The course also includes practical and fundamental steps to engage business owners in the federal contracting arena. It is one of more than 24 online tutorials offered by the SBA and is available 24/7. For more information, please visit www.sba.gov.

Thank you
Dino's Restaurant
for hosting
November's Business After 5



Personal Wall Graphics



**It's your wall...
you be the star!**

Self-adhesive,
re-stickable
vinyl wall graphics

Two Rivers Signs & Design
1316 Wauona Trail, Portage
608-745-4242

WELCOME NEW MEMBERS

CrossPoint Assembly of God

2727 County Rd X
Portage, WI 53901

Nicole Campbell at 608-742-2221

Extending love to people & our community.

Sauk Columbia

Personnel Association

716 Superior St. PO Box 490
Wisconsin Dells, WI 53965

Trina McVicker at 608-355-3000

A group of small business owners and HR professionals who discuss HR issues & network with others in the HR profession.

★
**Get
your
tickets
for Santa
Breakfast**



The Portage Area Chamber of Commerce has Culver's Breakfast with Santa tickets available. The breakfast, free with a non-perishable food item, happens on Dec. 12 at the Portage Culver's. Tickets are available for both 8am and 9am time slots.

Along with the breakfast, there will be time for youngsters to tell Santa what they want for Christmas. All you have to do is stop at the Chamber office and pick up a ticket. Hurry, quantities are limited. Call the Portage Area Chamber of Commerce at 608-742-6242 for more information.

Portage Green Gift Certificates

A great gift idea for you!!

Use them just like cash at more than 50 participating Chamber member businesses. Give 'em to your employees for a job well done! Call the Chamber at 742-6242 for more information.



A ribbon cutting was held at Portage Tire & Service Center, 1114 Silver Lake Dr., to celebrate a new location. "Where tires are our business, not a sideline." We specialize in auto repair, exhaust, brakes, struts, and alignments. Call Deb at 608-742-6753 for more information.



Now offers a
Conference Room
for seating 70-75 people!

**N5781 Kinney Rd.
608-742-1554**

The City of Portage has recently started publishing a quarterly newsletter. It is available on the City's website at www.ci.portage.wi.us or a printed copy is available at the library.

December Portage Area Community Calendar

Have an event you want others to know about? E-mail graphics@portagewi.com or call 608-742-6242. Our deadline is the 20th of each month. Visit portagewi.com for a complete list of events.

- 2 **Indian Agency House Kiddie Christmas, 4-6pm.** Call Destinee at 742-6362 for more information.
- 3 **Christmas at the Kinzies, 6-8:30pm.** Indian Agency House, call Destinee at 742-6362 for more information.
- 4-6 **A Christmas Carol: A Cultural Heirloom, Dec. 4-5, 7:30pm; Dec. 6, 2pm.** Portage High School
- 4-30 **2009 Annual Local Artists Show Drury** Gallery inside Portage Center for the Arts, call 608-742-5655.
- 5 **Holiday Open House/Food Pantry Drive, Noon-5pm,** VFW. Call Susan at 742-4454 for more information.
- 5 **Songs from the Greatest Generation, 7pm-10pm,** at VFW—Michelle Duvall featuring the Doug Brown Trio.
- 6 **CP Rail Holiday Train, 1:30-2:15pm.** Amtrak Station. Raises cash, food for hunger relief. Live music show.
- 6 **Zona Gale Singers, 4-6pm.** Zona Gale Theatre. Call Hazel Rogers at 608-742-4917.
- 7 **Euchre Party, 6:30pm.** Every Monday (Dec. 7, 14, 21, 28) at Bethlehem Lutheran. Call 429-2363 for more information.
- 9 **Entrepreneurs and Inventors Club Meeting, 6pm.** West Square Building, Baraboo. Call 608-745-6161.
- 10 **19th Annual Love Light Celebration, 6pm.** Divine Savior Healthcare. Call Shelby Lang at 745-5166.
- 11 **Historic Living Windows, 6-8pm.** Call Main Street Portage for more information at 608-745-1861.
- 12 **Notable Home Tours, 10am-4pm.** Call Peggy Joyce for more information at 608-745-0800.
- 14 **3rd Annual Holiday Family Sing-A-Long with Late 4 Dinner, 6:45pm.** Portage Public Library, 608-742-4959.
- 17 **Christmas Caroling at Oak Park Place, Baraboo 6-8pm** Call 608-355-4111 for more information.
- 20 **Portage Center for the Arts presents Travis Cooper, 4pm.** Call the PCA at 608-742-5655 for more info.
- 24-25 **Santa's Workshop** Call Jean Anderson at 608-742-4224 for more information.

Save the Date
**Chamber
Annual
Meeting &
Scholarship
Fundraising
Dinner**
**Thursday
January 28,
2010**
**Place and time
TBA**

NEWS BREAK!

NEWS BREAK is an official monthly publication of the Portage Area Chamber of Commerce. Subscription rate is \$10 per issue which is included in membership dues.

Executive Committee

Kathy Cromey, President
Chad Stevenson, Vice
Susan Weyh, Treasurer

Term Ends

Dec. 2009 Manufacturing, Penda Corporation
Dec. 2010 Retail, Culvers
Dec. 2011 Service, Maid Spotless/HoopLa

Board Members

Scott Beard	Dec. 2010 Education, MATC
Carole La Vigne	Dec. 2009 Retail/Contractor, Edgewater Greenhouse
Gary Witt	Dec. 2012 Professional, Witt Consulting
Jennifer Bieno	Dec. 2010 Professional, Divine Savior Healthcare
Nathan Baumann	Dec. 2011 Professional, Associated Bank
Marlene Manthey	Dec. 2011 Professional, Portage National Bank
Andrew Murphy	Dec. 2011 Retail, Murph's Chop Shop
Dave Voelker	Dec. 2011 Professional, Bonded Collectors of Wisconsin

Ambassadors

Addie Tamboli, Century 21/Fox & the Locks
Barb Knight, Community Bank of Portage
Beth Hostert, Super 8 Motel
Colleen Zimmerman, Zimmerman PromotionZ
Dave Voelker, Bonded Collectors of Wisconsin
DeAnn Tollefson, Head 2 Toe
Doug Steele, Magnum Radio Group
Jason Nachreiner, Rhyme
Katrena Johnson, Integrated Staffing Services/Thunder 100.1 FM Oldies 1350 WPDR
Kim Klinkner, Summit Credit Union
Marlene Manthey, Portage National Bank
Melissa Kirk, Portage Daily Register
Nancy Elsing, Columbia County Econ. Dev. Corp.
Rachel Seltzner, Blau Chiropractic
Robert Hansen, Hansen's Midwest Publishing
Rosie Endres, Portage Furniture Store
Sarah Johnson, Zimmerman Plumbing, Inc.
Trina McVicker, QTI Group/QualiTemps

PACC Staff

Marianne Hanson, Executive Director
Brad Conrad, Marketing and Event Coordinator
Lori Witt, Administrative Assistant

Members:

We encourage members to update the Chamber listing and webpage ad on portagewi.com. If you have questions, call the Chamber at 608-742-6242.

**Portage Area
Chamber of Commerce**
104 West Cook Street, Suite A
Portage, WI 53901
Phone: 608-742-6242
Fax 608-742-3799
Web site: www.portagewi.com