

An Award Winning Newsletter

Chamber

FAIRMONT
T.M.

Area Chamber of Commerce

323 East Blue Earth Avenue, P.O. Box 826, Fairmont, MN 56031-0826 • Phone 507-235-5547 • Fax 507-235-8411

Website: www.fairmontchamber.org Email: info@fairmontchamber.org

Join the Chamber!

Call us at 507-235-5547 to receive a Membership Packet!

The Fairmont Area Chamber of Commerce Board of Directors
invites you, your employees and guests to your

Annual Meeting & Banquet

Date: Tuesday, February 22nd

Location: Holiday Inn - Fairmont

Social: 6:00 p.m.

Dinner: 6:45 p.m.

Cost: \$22 per person



Guest Speaker: Brigadier General Gerald E. Lang -
Assistant Adjutant General - Army, Minnesota Army National Guard

**There will be a couple short videos and a powerpoint presentation
of what the 34th Red Bull Infantry did when they were deployed overseas.**

General Lang completed basic training at Fort Dix, New Jersey, and advanced individual training at Aberdeen Proving Grounds, Maryland. He received his commission in 1976 through the Officer Candidate School at the Minnesota Military Academy. He has deployed overseas to Bosnia/Herzegovina where he served as the Deputy Commander for Multi-National Brigade (North), a North Atlantic Treaty Organization Stabilization Force (SFOR) mission for Operation Joint Forge. General Lang also served as the 34th Red Bull Infantry Division Deputy Commander for Multi-National Division South, Iraq, consisting of four brigades, and several separate battalions with over 16,000 personnel of all branches of service.

Invite a Non-Chamber Member to be your guest.

Make your reservations before February 17th by calling the
Chamber at 507-235-5547 or email callie@fairmontchamber.org.

48-hour cancellation notice required.

Agri-Business Committee to Award Scholarships

Graduating Seniors of Martin County high schools that plan to pursue a bachelor's degree in agriculture or an area of study that services agriculture, may apply for up to \$8,400 in scholarships. In partnership with the Agriculture Future of America (AFA), the Agri-Business Committee of the Fairmont Area Chamber of Com-

merce is offering two \$4,200 scholarships, which includes registration for the Fall 2011 AFA Leaders Conference.

Applications are available from high school Guidance Counselors, Vocational Agriculture Instructors, the Fairmont Area Chamber of Commerce, and online at

www.fairmontchamber.org.

Applications are due April 1, 2011. They can be submitted to the Chamber office at 323 East Blue Earth Avenue, mailed to Ag Scholarship, Fairmont Area Chamber of Commerce, P.O. Box 826, Fairmont, MN 56031, or email to info@fairmontchamber.org.

Officers

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Vice Chair

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Term Expires December 1, 2011

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Traci LardyPresentation College

Jacob SukalskiMycogen Seeds/AgroScience

Ruth TheobaldAd Mfg., Inc.

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Don AndersonAmbassadors

Ann TerfehrBureau 14

Jim DavisonBusiness/Education Partnership

Mike FosterFestival & Events

Mike FosterGlows

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Bob WallacePresident

Tom SteffesAdministrative Assistant

Callie GoerndtSecretary/Receptionist

Linda GregorSecretary/Receptionist

Convention & Visitors Bureau

Stephanie BusiahnDirector

February Community Calendar

1	12:00 p.m.	Rotary Club Meeting, Holiday Inn
1	12:00 p.m.	Uptown Kiwanis, Tami's On The Ave
3	6:00 p.m.	Adult CPR/AED, Martin County Red Cross
4	7:30 p.m. - 9:00 p.m.	Open Skate, Martin County Arena
4	7:30 p.m. - 10:00 p.m.	Tracy Silverman, Fairmont Opera House
5	7:30 p.m. - 9:00 p.m.	Open Skate, Martin County Arena
5-28		Girls Scout Cookie Sales
6	6:45 p.m. - 7:45 p.m.	Pond Hockey: Arena Event, 35 & Older Pond Hockey, Martin County Arena
6	7:30 p.m. - 9:00 p.m.	Open Skate, Martin County Arena
7		Blizzard Snowmobile Club Meeting, Blizzard Snowmobile Club Groomers Building
7	12:00 p.m.	Rotary Club, Holiday Inn
8	6:00 p.m.	Infant/Child CPR, Martin County Red Cross
11	5:00 p.m. - 7:00 p.m.	Artists Reception with artist Jen Bartholmey, Red Rock Center For The Arts
11	7:30 p.m. - 9:00 p.m.	Open Skate, Martin County Arena
12		Channel Inn Snow Golf, Channel Inn, Hall Lake
12-13		Kinship "Gala Gowns Go Green" Sale, Five Lakes Centre
12	9:00 a.m. - 2:00 p.m.	CPR/AED for the Professional Rescuer/Health Care Provider, Martin County Red Cross
12	7:30 p.m. - 9:00 p.m.	Open Skate, Martin County Arena
13	6:45 p.m. - 7:45 p.m.	Pond Hockey: Arena Event, 35 & Older Pond Hockey, Martin County Arena
13	7:30 p.m. - 9:00 p.m.	Open Skate, Martin County Arena
13	7:00 p.m.	Hymn Fest, Red Rock Center For The Arts
14	10:00 a.m. - 3:00 p.m.	Rural Advantage - Thrid Crop Producer Meeting, Knights of Columbus Hall
15	12:00 p.m. - 1:00 p.m.	Lunch With The Arts, Red Rocks Center For The Arts
15	12:00 p.m.	Uptown Kiwanis, Tami's On The Ave
16	12:00 p.m. - 1:00 p.m.	Networking at the Red Rock Center For The Arts, Red Rock Center For The Arts
17	6:00 p.m.	First Aid CPR/AED, Martin County Red Cross
17	7:00 p.m.	Fairmont Women of Today, Martin County Library
17	12:00 p.m.	Cooking Minnesota With MN Cookbook Authors Shelly Holl & BJ Carpenter, Martin County Library
18	7:00 p.m.	Tombstone Trio, Red Rock Center For The Arts
18	7:30 p.m. - 9:00 p.m.	Open Skate, Martin County Arena
19	6:00 p.m.	Habitat For Humanity Celebrity Server Dinner, Knights of Columbus Hall
19	7:30 p.m. - 9:00 p.m.	Open Skate, Martin County Arena
19	5:00 p.m.	Marshall Star Band - Country Band and Mechanical Bull Riding, Green Mill - Fairmont
19	8:00 p.m.	Hairball, Fairmont Opera House
20	6:45 p.m. - 7:45 p.m.	Pond Hockey: Arena Event, 35 & Older Pond Hockey, Martin County Arena
20	7:30 p.m. - 9:00 p.m.	Open Skate, Martin County Arena
21	12:00 p.m.	Rotary Club, Holiday Inn
22	6:00 p.m.	Adult CPR/AED, Martin County Red Cross
22	12:00 p.m.	Uptown Kiwanis, Tami's On The Ave
22	10:00 a.m. - 12:00 p.m.	Get LinkedIn Today Seminar, SMEC Building
23	6:45 a.m.	Early Risers Kiwanis, The Ranch Restaurant
25	7:30 p.m. - 9:00 p.m.	Open Skate, Martin County Arena
25	8:00 p.m.	Blues On Stage - Featuring Corey Stevens, Fairmont Opera House
26	6:00 p.m.	Presentation College - Mardi Gras, Holiday Inn
26	7:30 p.m. - 9:00 p.m.	Open Skate, Martin County Arena
27	6:45 p.m. - 7:45 p.m.	Pond Hockey: Arena Event, 35 & Older Pond Hockey, Martin County Arena
27	7:30 p.m. - 9:00 p.m.	Open Skate, Martin County Arena
28	10:00 a.m. - 3:00 p.m.	Rural Advantage - Third Crop Producer Meeting, Knights of Columbus Hall
28	12:00 p.m.	Rotary Club, Holiday Inn



Have you accessed your Chamber this month? Here's what's been happening at the Chamber

- Chamber Gift Certificates
- Jefferson Bus Tickets
- Chamber Update
- Governmental Affairs
- Ambassadors
- Business Government
- Southern Minnesota Educational Campus
- Legislative Updates
- Member-To-Member Benefit Program
- Community Calendar
- Leadership Martin County
- Junior Achievement
- City Map
- Seasonal Brochure
- Visitors Guide
- ACE
- Annual Meeting

Thank you to everyone who has renewed their Chamber membership this month! We appreciate your support!

February Chamber Calendar of Events

PLEASE CLIP AND SAVE - THIS IS YOUR MEETING REMINDER

<u>Date</u>	<u>Group</u>	<u>Place</u>	<u>Time</u>
February 1	LeadsPlus!	Center For Specialty Care	7:00 a.m.
February 9	Bureau 14	Holiday Inn	6:30 p.m.
February 14	Pork Masters	Jake's Pizza	Noon
February 15	Agri. Business	Sirloin House	6:30 p.m.
February 15	LeadsPlus!	Center For Specialty Care	7:00 a.m.
February 16	Ambassadors	Chamber of Commerce	3:00 p.m.
February 16	Business Government	Ranch Restaurant	Noon
February 22	Board Meeting	Chamber of Commerce	7:30 a.m.
February 22	Annual Meeting	Holiday Inn	6:00 p.m.

KSUM and KFMC Spring Expo

March 11-13, 2011 • Five Lakes Centre

For more information contact KSUM/KFMC at 507-235-5595.



The Fairmont Area Chamber of Commerce invites you to a PM Exchange hosted by:

Associate Optometry, Eunoia Family Resource Center, P.A.
and Lynn Reeve Dentist, D.D.S.

Maple Pointe, 1307 Albion Avenue, Fairmont, MN 56031

Thursday, February 10th • 5:00 p.m. - 7:00 p.m.

All Chamber Members will be entered in to a \$150 Progressive Chamber Bucks Drawing. The drawing will be at 6:00 p.m. Someone from your business must be present to win. If the winning business isn't present, at the next PM Exchange we will have everyone that attends place their name in a bowl to win the \$150.

Hors d'oeuvres and beverages will be served.



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Fairmont Area Chamber of Commerce Mission & Vision Statement

Mission:
Fairmont Area
Chamber of Commerce
exists to promote a healthy
business climate through
leadership, communication
and education for its
members in the
greater Fairmont area.

Vision:
Fairmont Area Chamber
of Commerce will be
recognized as the leader
in assisting area businesses
to prosper.



Creating Strategic Goals



“Goals that are not written down are just wishes.” unknown

As businesses we can blow with the wind or we can affirmatively set a course with a desirable destination. Most would agree that the latter is the better decision but goals without sufficient information can be misguided. The purpose of a situational analysis, vision, mission, and values is to provide the information we need to set goals that will propel us toward our vision.

Creating goals and implementing them is where the strategic plan really pays off. A planning group works together to determine possibilities and then prioritizes based on a goal's value. The benefit is that effort is focused and

that decisions are purposeful. A written well thought out strategic plan greatly increases the probability of achieving your vision and finding success.

The process must create goals that realistically move the organization forward. SMART is an acronym that is helpful in formulating goals. Refer to it as you write goals for your company to increase your success.

S - specific, significant, stretching

M - measurable, meaningful, motivational

A - agreed upon, attainable, achievable, acceptable, action-oriented

R - realistic, relevant, reasonable, rewarding, results-oriented

T - time-based, timely, tangible, track-

able

Finally, review your plan regularly and hold people accountable in implementing goals.

“Make no little plans; they have no magic to stir men's blood and probably will themselves not be realized. Make big plans; aim high in hope and work, remembering that a noble, logical diagram once recorded will not die.”

Daniel H. Burnham

Wes Pruett, owner of HR Advisors is a certified coach and consultant. He can be reached at 507-399-1240. This is the last of a five part series on strategic planning. The entire series on strategic planning can be read at www.HRadvisors.biz

American Cancer Society's Annual Daffodil Days



Spring is coming and one of the first signs is a bright, yellow daffodil. This marks the 31st year that Martin County has offered these flowers for sale to help in the Amer-

ican Cancer Society's effort to fight cancer. Five area towns will be involved with the flowers sales from March 11th - 13th.

Fairmont daffodil headquarters will be located at the Five Lakes Centre with other selling locations being at Shopko, Fareway and Hy-Vee. Donations for the flowers will support cancer research, programs for cancer

patients and their families, education, early detection, and advocacy.

Join us for another blooming Daffodil Days event, a reminder that cancer is survivable and that support from people like you will bring hope and new life to many. To place orders in advance call Sue at 507-235-9423 or Callie at 507-399-1647.



Presentation College

By: Traci Lardy, Director of Presentation College - Fairmont

Presentation College Fairmont Campus is hosting “Explore Presentation College Days”.

1. “Visit Day”

Thursday, March 3rd; Beginning at 6:00 p.m.

Get first-hand information about Presentation College-Fairmont Campus. Information will be presented at Visit Day to help ease your worries regarding academics, admissions, and financial aid. Tours will be given.

2. “Open House”

Friday, March 4th from 9:00 a.m. - 3:00 p.m.

Visiting a college campus is a vital part of your college selection process. Presentation College-Fairmont Campus invites you to check out our campus or sit in on a class. Stop by our staff and faculty is ready to talk with you and give you a tour.

Refreshments provided, application fee waived, and participating students will receive a gift. Registration is not required. For more information please contact Susan or Traci at 507-235-4658 or visit our website at www.presentation.edu/fairmont.

Thank You For Your Membership Renewal

A & E Construction Supply	Edward Jones - Wyman Fischer	Goldfinch Estates	Martin County Fair
AgStar Financial Services, ACA	Enderson Clothing for	Good News Bookstore	Martin County Farm Bureau
American Legion Post #36	Men and Women	Graham Tire Co.	Martin County Historical Society
Ameriprise Financial	Eunioia Family Resource Center, P.A.	Chuck Groth	Martin County Implement
Ronald J. Arens, CPA, PC	Fairlakes Transportation, Inc.	Hall Lake Bait and Tackle	Martin County Mechanical
Associate Optometry, P.A.	Fairmont Area Let's Go Fishing	Hall Lake Cabins and Rentals	Martin County Preservation Assoc.
Avery Weigh-Tronix	Fairmont Artificial Breeders	Hawkeye Foodservice Distribution,	MC Fitness and Sports Training
Baarts Trucking, Inc.	Fairmont Concert Association	Inc.	Center
Bank Midwest	Fairmont Convention and	Hawkins Chevrolet	McDonald's
Bank Midwest Investment &	Visitors Bureau	Heritage Acres	Midwest IT Systems, Inc.
Insurance Services	Fairmont Development Group	Hinrichsen Seed and Chemical	Militello Motors
Belle Vue Estates Condominium	Fairmont Early Risers Kiwanis	Hometown Sanitation Services, LLC	Minnesota Abstract & Title Co.
Association	Fairmont Family Dentistry	HR Advisors	Minnesota West Community
BEVCOMM, Inc.	Fairmont Farmers Mutual	Hy-Vee Foods	and Technical College
Bolton & Menk, Inc,	Insurance Company	Indoor Technologies, Inc.	MRCI - Fairmont
Borchardt Agency, Inc.	Fairmont Fire Systems	Ingleside	Mycogen Seeds/Dow AgroSciences
Bowlmor Lanes	Fairmont Foods of Minnesota	Interlaken Golf Club	NAPA Auto Parts of Fairmont
Brown and Brown Insurance	Fairmont Ford	Jackson Chiropractic, P.A. of Fairmont	New York Life Insurance Company
Ken Carlson, Prudential Insurance	Fairmont Hearing Aid Service	Jake's Pizza	Noddle Companies - Fairmont Plaza
Carstensen Cabinetry & Woodworking	Fairmont Housing and	JCPenney, Inc.	Elroy Nuss
Casey's General Store	Redevelopment	Jetter Clean	On The Wall
Cavers Realty	Fairmont Medical Center -	Eric B. Johnson Financial Advising	Orthodontic Health Center
CENTURY 21 Northland Realty	Mayo Health System	Richard Johnson	PC Janitorial Supply
Chain of Lakes Yacht Club	Fairmont Opera House	K & W Electric	Peters Insurance Agency
Channel Inn	Fairmont Photo Press	Kahler Automation Corp.	PM Pork, LLP
Char Commercial Art	Fairmont Veterinary Clinic	Kahler Electric Co.	Preferred Capital Management
Christensen Lumber and Millworks,	Family Eye Care	Kaloch Properties, LLC	Presentation College-
Inc.	Fareway Stores Inc.	KBEW Inc.	Fairmont Campus
CHS, Inc.	Faribault County Register	KEYC-TV & KEYC FOX Mankato	Professional Tax Advisors Inc.
Cleanrite Carpet Service	Farm Bureau Financial Services -	Krahmer and Nielsen, P.A.	Profinium Financial
Cloverleaf Cold Storage of Fairmont	David Huset	Krahmer and Shaffer, Ltd	Profinium Insurance Agency
Coldwell Banker Commercial	Farm Bureau Financial Services -	Krueger Realty, Inc.	Rabe International, Inc.
Fisher Group	Jeff Schlomann	KSUM and KFMC Radio	Redi-Haul Trailers, Inc.
Countryside Townhouses	FEDA	Joe Kurtzman	Dr. Lynn Reeve, D.D.S.
Culligan Water Conditioning	First Farmers and Merchants	Kwik Trip, Inc.	Reiter Dental P.A.
Dahl Trucking, Inc.	National Bank	Lake Sisseton Saloon	Richard's Auto Repair and Towing
Dan's Appliance and TV	Fitzgerald Moving	Lakeview Funeral Home	Riverland Community College
Dareld's Appliance	Five Lakes Aviation	Lakeview Methodist Health	Roessler, Nuss, and Co. P.A.
Day Plumbing, Heating and Cooling,	Fleet and Farm Supply	Care Center	Rose Lake Golf Club
Inc.	Flying Goose Campground	Landscaping Plus, Inc.	Rosen's, Inc.
Devenish Nutrition	Fordice Dental Office	Dr. Tom Larson, D.D.S.	Safety Solutions,
DeWar Electric, Inc.	Foty Lock and Safe	Lund Chiropractic Clinic	A Masterguard Dealer
Doolittle's Carpet and Paints, Inc.	Fountain Center of Fairmont	Madsen Land Surveying, Inc.	Salvation Army Thrift Store
Doug's Sports Center	Michael Garry	Marco	Schultz Motors
Dulcimer Medical Center, P.A.	GCC Ready Mix	Marketlink, Inc.	SealedBid
Dutch Creek Farms	Gene's Cleaners	Martin County Corn and	Sentinel
E-Z Wash Laundromat	Gethmann Dental Office	Soybean Growers	ServiceMaster
Easy Automation, Inc.	Godfather's Pizza	Martin County Economic	Sirloin House
Education Minnesota - Fairmont	Gold Cross Fairmont	Development Authority	Slumberland Furniture

Membership Renewals Continued

Smart Clinic
 South Central WorkForce Council
 Southern MN Municipal
 Power Agency
 The Squeegie Brothers Inc.
 State Bank of Fairmont
 State Farm Insurance - John Korsmo

STEP, Inc.
 Sterling Drug
 Summit Vue Apartments
 Sweet Financial Services, Inc.
 Joseph E. Switras, Ph.D., P. A.
 Tech Builders
 Temperance Lake Ridge

Thrivent Financial for Lutherans
 Unicef
 US Bank
 Valero Renewable Fuels Company,
 LLC
 Village Cooperative of Fairmont
 Walgreens

Welcome Motor Company
 Wells Federal Bank
 WFS
 The Whittler's Lady Bed and Breakfast
 Jim Zarling



Minnesota West Community & Technical College - Fairmont Center

Submitted by: Jennifer Bendix, Center Director

The Fairmont Center of Minnesota West Community & Technical College is gearing up for May term and summer session courses. Whether you are a current college student that is going to be home for the summer, a recent or future high school graduate, or someone who is interested in going back to school there may be a course for you. Students can choose from courses being

taught via ITV at the Southern Minnesota Education Campus (SMEC) Building in Fairmont or online. You can view a current listing of course offerings by logging onto our website at www.mnwest.edu. For more information please contact the Fairmont Center at 507-235-3385 or jennifer.bendix@mnwest.edu.

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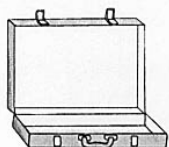
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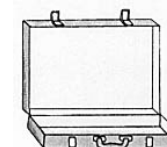
No Minimums

601 N. Prairie Ave., Fairmont
 507-238-5400 Or Toll Free 1-800-596-7619



BUSINESS BRIEF

Important Information



Fairmont Community Hospital Foundation
507-238-8177

Save the date! Plans are underway for the 2011 FCH Foundation Classic - A Healthy Day of Bridge and Golf. This biennial fundraiser to benefit Fairmont Medical Center will be held on August 1, 2011, at Interlaken Golf Course in Fairmont. If you are interested in volunteering to coordinate this exciting event, contact Nikki Bremer, FMC volunteer and special events coordinator, at 507-238-8177 or 1-800-234-6141, extension 8178 (toll-free).

FCH Fairmont
Community
Hospital Foundation

Fairmont Medical Center - Mayo Health System
507-238-8100

Fairmont Medical Center - Mayo Health System will transition from paper charts to electronic documentation of medical records beginning February 12th. Providers will have immediate access to your chart. Your doctor will be alerted regarding allergies and medication problems. Easy to read prescriptions can be sent electronically to your pharmacy. If you receive care at another location within Mayo Health System, your record can be accessed by those providers and updated with information.

Fairmont Medical Center
Mayo Health System

Foty Lock & Safe
507-238-1703

Foty Lock & Safe now provides a new line of decorative hardware by Emtek. The product lines include electronic deadbolts and lever locks plus high quality locking, cabinet, bath, hinge and door accessory hardware. The beauty of cast brass and aluminum hardware is unsurpassed and all products are very reasonably priced. Come see the many colorful samples in our showroom.


F O T Y
LOCK & SAFE

Sweet Financial Services
507-235-5587

I am pleased to announce Ty Totzke has become a partner in the firm effective January 2011. Ty joined Sweet Financial Services in 2003, and serves as a Raymond James Principal & Financial Advisor. He earned the Accredited Investment Fiduciary (AIF) professional designation, awarded by the Center for Fiduciary Studies, which is associated with the University of Pittsburgh. In addition, Ty is a Wealth Management Specialist (WMS). He holds a Bachelor of Arts Degree in Financial Economics from Gustavus Adolphus College.



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 **James Busche, O.D.**
111 E. 6TH ST.
BLUE EARTH, MN
PH: (507) 526-2020

Ambassadors Visits



Blue Box Bridal - New Business
72 Downtown Plaza
Karla Boettcher & Michelle Morris, Owners



Wireless World - New Business
1245 Goemann Road
Nicole Tietje, Store Manager



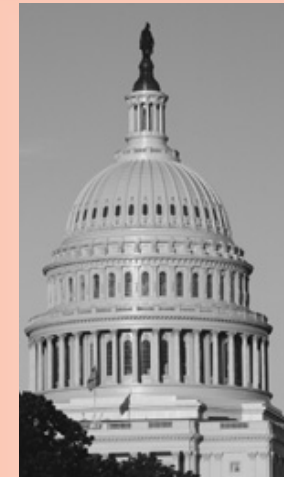
United Hospital District
Home Health & Hospice - New Business
99 Downtown Plaza
Mary Ellen Rigby, RN, BSN, Manager



Maurices - Relocation
1241 Goemann Road
Rebecca Schmidt, Store Manager



Family Eye Care - Relocation
1210 East Blue Earth Avenue
Javen Holm, Owner



Business Day at the Capital

Minnesota Business Day at the Capitol provides all sizes and types of Minnesota companies the opportunity to see the Legislature in action and to influence public policy decisions. Over 800 business leaders gather for a day of education and lobbying at the Capitol.

Wednesday, March 16, 2011
Crowne Plaza St. Paul Riverfront

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Wanted: Entrepreneurs!

Ignite - assists individuals, entrepreneurs, communities and existing business in achieving their respective dreams and goals.

For a FREE consultation contact:
Bryan Stading, Business Facilitator for Martin County
 507.386.7285 or email bstading@hickorytech.net or
Martin County Coordinator's Office
 507.238.3126 or email scott.higgins@co.martin.mn.us

Ignite
 An Entrepreneurial & Business Network

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