

The Power of Local

Thursday, October 27, 2016
La Crosse Center • South Hall A & B
8:30 a.m. - 2:30 p.m.

Free Admission with a Business Card



I'm a small business owner. I'm not Altra's biggest account but they make me feel like I am.

Kimberly Bentzen-Tabbert
Owner of Mainstream Boutique



Business SERVICES

FRIENDLY • MEMBER-FOCUSED • FULL SERVICE Building Relationships to give you the best service!

SBA PREFERRED LENDER IN THE SEVEN RIVERS REGION! Providing your best deposit alternatives and the personal attention in Merchant Processing that every business wants and needs.

Contact our Business Lending Dept. today!

2715 Losey Blvd. S • La Crosse 608-787-4518 • www.altra.org



La Crosse Area **Chamber Leadership**

EXECUTIVE COMMITTEE

Joe Kruse, Chair Mayo Clinic Health System

Joe Poehling, Chair-Elect First Supply, LLC

Forrest Moe, Vice Chair-Elect Schomburg Refrigeration Co., Inc.

Ed Jaekel, Treasurer JRM CPAs, LLC

Jack Peplinski, Past Chair Altra Federal Credit Union

Bruce Friell Gundersen Health System

Cindy Prindle Western Technical College

BOARD OF DIRECTORS

Randy Berg Trane

Kerstin Boudreau Metre

Lynn Bruns

Chris Butler Verve, a Credit Union

Brad Dinsmoor, Board Advisor **Dinsmoor Strategies**

Rick Eickmeier, Board Advisor Anytime Fitness® Onalaska

James Hill, Ex-Officio La Crosse Area Development Corporation

Mark Hughes, Board Advisor **Candlewood Suites**

Scott Kish Schumacher-Kish Funeral and Cremation Services, Inc.

Sue Kolve-Feehan The Salon Professional Academy Robin Moses, Ex-Officio Downtown Mainstreet, Inc. (DMI)

Steven Nicolai Nicolai Apartments

Annette O'Hern School District of La Crosse

Brandon Prinsen Johns, Flaherty & Collins, SC

JoAnn Steffes Steffes HR Advantage

Brenda Stuhr Trust Point, Inc.

Jodi Widuch The Parenting Place

Jeff Wieser Wieser Brothers General Contractor, Inc.

Blake Winters Pischke Motors of La Crosse, Inc.

CHAMBER STAFF

Vicki Markussen **Executive Director** 608-784-4880, ext. 6 vicki@lacrossechamber.com

Steve Bissen **Business Outreach Director** 608-784-4880, ext. 5 steve@lacrossechamber.com

Kelly Castady Marketing & Events Director 608-784-4880, ext. 7 kelly@lacrossechamber.com Dawn Honken Office Manager 608-784-4880, ext. 4 dawn@lacrossechamber.com

Bobbi Schoh Finance Director 608-784-4880, ext. 3 bobbi@lacrossechamber.com

Address: 601 7th Street N. La Crosse, WI 54601

Business Expo: THE POWER OF LOCAL

ur Young Professionals said it best in a recent survey: The vibrancy of our local businesses and the entrepreneurial energy businesses create are what they love about our area. Local doesn't only mean small. It means businesses committed to our area—from Lost Lake Beer to Kwik Trip. Our local restaurants, retail, service providers and even our company headquarters give the La Crosse area our vibe.



Vicki Markussen Executive Director

Our 725 members—especially

our Young Professionals—have said repeatedly that they want to get to know the businesses around them. Too often they operate in a silo. Some nationally and globally focused companies have strategies to engage their employees locally to help set roots. The Business Expo is one of those tools.

On October 27, the La Crosse Area Chamber of Commerce will highlight two businesses at our kickoff Small Business Breakfast and at our luncheon that have deep, generational roots in La Crosse. Brennan Marine, with its sister business J.F. Brennan Company, and Leithold Music are, respectively, third- and fourth-generation businesses in La Crosse. They are vital in two very different areas: our transportation system and our quality of life through the arts. You will learn more than just their stories; you will learn how they have evolved, how they have learned from mistakes, how they have realized best practices and how they are adapting to the world around them after more than 100 years in business each.

The heart of the event, however, is the trade show. It is the region's only opportunity for businesses to show other businesses what they do. It is your source for finding a local business to meet your needs. The Business Expo is your way to connect with other businesses to grow.

Vicki Markussen Executive Director, La Crosse Area Chamber of Commerce



La Crosse Area Chamber of Commerce - Business Expo 2016 Copyright 2016 Coulee Region Communications, LLC., 816 Second Avenue S., Suite 300, Onalaska, WI 54650 All rights reserved. No part of this magazine may be reproduced or reprinted without written consent of the publisher. Neither the advertiser nor Coulee Region Communications will be responsible or liable for misinformation, misprints, typographical errors, etc., contained herein.

KEYNOTE PRESENTERS

REAKFAST





Thursday, October 27 ● 7:30-8:30 a.m. Registration: 7-7:30 a.m.

Cost: \$20 for Chamber Members, \$30 for Non-Chamber Members (registration includes breakfast)

Generations of Leadership: Leithold Music

Passion for People
ABBIE LEITHOLD-GERZEMA,
OWNER, LEITHOLD MUSIC

t's about people, not items," is a business philosophy instilled by Abbie Leithold-Gerzema's greatgrandfather when he began Leithold Music in 1888. It's a model that kept the company alive in the 1980s when the economy shuttered many music stores. The Leithold passion for people also causes it to support the startup and continuation of many community music programs including the Youth Symphony, the Blue Stars and the Da Capo band. The Chamber is proud to share the story

of one of our founding Chamber of Commerce members—Leithold Music. The company's painted billboard is a downtown icon, setting the tone for our picturesque historic downtown. Learn how this fourth generation of business owners continues to see their job not as work, but a way to help people.

Business Expo booths are open after the breakfast program concludes. Please plan some extra time to visit the booths on the exhibit floor before you leave to start your business day. The Expo is your opportunity to do business with local companies that keep our region vibrant.

Thank you to our **Emerald Sponsors**







Pre-registration is required for the breakfast and the luncheon.

Registration deadline is Thursday, October 20, 2016

Register online at www.lacrossechamber.com

UNCHEON



Generations of Leadership: Brennan Marine

Brothers Rebuilding Bridges, Boats & Beyond

ADAM, MARK AND MATT BINSFELD

early 100 years ago, Jim and Gene Brennan left their family farm in Lansing, Iowa, and started a small contracting business that specialized in bridge construction. By the mid-1940s, Jim had moved to La Crosse and began working out of a small yard near the

old Milwaukee Road roundhouse on the North Side. In 1959, he and Gene split the business, and J.F. Brennan Company was incorporated on the southern end of French Island. Since then, Brennan has grown to become a leading provider of environmental services, marine construction and harbor management services throughout the country. As the company enters its fourth generation of leadership, Brennan employs more than 350 marine professionals and has positioned itself for substantial growth

opportunities. Learn how they have diversified across several niche markets, recruit and keep a talented workforce, and effectively manage the elevated levels of risk they face in their daily work activities.



Registration: 10:30-11:30 a.m. Exhibit Floor Open: 8:30-11:30 a.m.. & 12:30-2:30 p.m.

Thursday, October 27

11:30 a.m.-12:30 p.m.

Cost: \$29 for Chamber Members \$39 for Non-Chamber Members (registration includes lunch)



Bachelor Degree Completion

- Accounting
- Health Care Management
- Organizational Management
- Management Information Systems

Evening and online classes available.

Viterbo is... BUSINESS

Graduate Programs

Master of Business Administration

- · On campus one evening per week and online
- Optional specializations in: Health Care Management, Project Management, International Business, Ethical Leadership

Master of Business Administration in Health Care Leadership (online)

- · Network with other rising health care leaders
- In-demand curriculum designed by health care leaders

Master of Arts in Servant Leadership

- Classes offered in convenient Friday evening/ Saturday format or two-week summer institute
- Gain an understanding of organizational mission, culture, and dynamics

Apply now for January start.





BETTER BUSINESS SOLUTIONS

at

VILLAGE SHOPPING CENTER, LA CROSSE.



"Cell.Plus exists to positively impact the people we come in contact with every day"

Come, see what's in store for you at this years Expo!

- Waived activation fee for all qualifying lines.
 1GB Monthly Bonus Data (12GB total).
- Cell.Plus Scratch Game Play for a chance to win a tablet, accessories, special discounts,, & more!
- Meet Andrea, your Cell.Plus/U.S. Cellular Agent trained Business Services Associate.

Stop in and see us at Booth 25 for details on all current offers.



Village Shopping Center, La Crosse. WI 1537 Losey Blvd. 608-519-5440



Chamber: RESPAWHED

BY VICKI MARKUSSEN, EXECUTIVE DIRECTOR

Video games introduced the word respawned—a term that means you come back to life at the same place with all the action going on around you but with full energy and ready to roll. Our Chamber's new strategic plan is like being respawned, but with a whole new set of strategies.

Our strategic plan is somewhat like a business plan. It sets the course for how we operate, what we do and what we don't do. When I started at the Chamber two-and-a-half years ago, I saw our strategies as the equivalent of a business saying: "We want to sell more, provide great products and talk to our customers." Those are the outcomes of doing something that people want, and doing it really well.

After 30 months of listening to members, we began our plan by looking at the needs of our very diverse members. Some needs are universal, such as talent. Some are particular to a certain segment, such as networking events. From this, we learn what our members need us to be.

Now that we know where we're trying to go, we can build the vehicles to get us there. Our team at the Chamber is steering. The passion of our members fuels those vehicles; the more passion, the farther we can go. Our members own this path, not our team. It is a path to help you, your business, your customers and vendors, and the businesses that make our economy robust and help us attract and keep talent. We look forward to connecting, growing and advocating alongside you.

Focus 1:

GROWTH THROUGH TALENT

Our region's low unemployment is restricting our growth in nearly all industries. We must find innovative talent solutions for business attraction, growth and startup.

- LEAD in the creation of tools to attract talent to this region, particularly in fields our local colleges and universities do not serve (engineering, IT, accounting, architecture, etc.).
- PARTNER to find innovative solutions to address this worker shortage.
- LEAD in efforts to get our young professionals—our current and next generation of business leaders—prepared, engaged and connected in our community.

Focus 2:

CONNECT TO GROW BUSINESSES

The power of the Chamber is our ability to connect businesses to address common opportunities and challenges by offering them shared best practices, ongoing relationships and resources.

- LEAD in offering local businesses insight and resources to help create growth strategies.
- LEAD in assisting businesses to grow by connecting them with other local businesses in a variety of formats.
- LEAD by providing information that keeps them current and competitive.
- PARTNER to increase the success rate of new businesses by offering them Chamber resources and our members' body of knowledge, and by creating a climate that encourages local businesses and entrepreneurs—particularly women and minorities.
- SUPPORT efforts to improve companies' entry into global and government contract work that supports higher wages and economic stability.
- LEAD efforts to pool members' buying power to save money and offer opportunities not available or too cost-prohibitive if pursued alone.

Focus 3:

ADVOCATE FOR A THRIVING BUSINESS CLIMATE

Every business located in our area is impacted by local factors: talent, infrastructure, regulation, taxation, utilities, quality of life, etc. The Chamber is the largest collective force in western Wisconsin for positive change in our community and government.

• LEAD in identifying and advocating for a business climate that allows businesses to thrive.





Schedule of Events

7-7:30 a.m. Registration:

Kick-Off Small Business Breakfast

7:30-8:30 a.m. Kick-Off Small Business Breakfast

(Pre-registration required)

Generations of Leadership: Leithold Music's Passion Abbie Leithold-Gerzema, Vice President, Leithold Music

8:30 a.m.-2:30 p.m. Exhibit floor open

Free admission with a

business card

Exhibit floor closed from 11:30 a.m.-12:30 p.m. for the

luncheon.

10:30-11:30 a.m. Registration: Featured Luncheon

11:30 a.m.-12:30 p.m. Featured Luncheon

(Pre-registration required)

Generations of Leadership:

Brennan Marine-

Brothers Rebuilding Bridges,

Boats & Beyond

Adam, Mark and Matt Binsfeld



When they can't be with you let them be with someone who cares

TWO GREAT LOCATIONS:

1062 Oak Forest Drive Suite 160 Onalaska, WI 54650

777 North Street Sparta, WI 54656 Coulee Region Adult Day Center is a day care facility for elderly and disabled persons that need extra care during the day. With over 17 years of experience, there are many reasons to entrust Coulee Region Adult Day Center with care of your loved ones:

- We provide exceptional care to anyone over the age of 18 that has physical, mental, or developmental disabilities
- Many one-on-one activities, group outings and social events
- . A 4:1 ratio of clients to staff at all times
- Accommodations for up to 50 clients each day and overnight respite for up to 8 persons per night (including weekends)

At Coulee Region Adult Day Center, our goal is to provide quality of life for all of our clients. It's what has made us one of the premier providers of adult care services in the area. Call us today to see what Coulee Region Adult Day Center can do for you!

www.couleeregionadultdaycenter.com | Phone: (608) 519-2306

To Grow Your Business

PROFILE OF LA CROSSE COUNTY BUSINESSES

From the U.S. Census Bureau, 2012 Data unless otherwise noted.

Who We Are:

TOP INDUSTRIES BY EMPLOYMENT

Source: Worknet, 1st Quarter 2016

- 1. Hospitals
- 2. Educational Services
- 3. Food Services & Drinking Places
- 4. Ambulatory Health Care Services
- 5. Nursing & Residential Care Facilities

What We Pay Per Hour

Family & General Practitioners: \$114.79

Chief Executives: \$70.34 Physicians & Surgeons: \$67.71

Pharmacists: \$62.03

Natural Sciences Managers: \$55.45

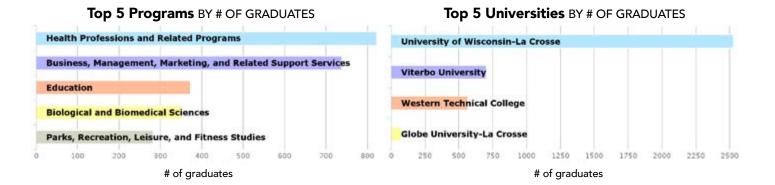
Number of Businesses & Employees

Source: Quarterly Census of Employment & Wages:1st Quarter, 2016
La Crosse County -

3,036 total establishments 67,669 employees

| Where Some of Our Employees Live and Work | | | |
|---|----------------|----------------|----------------------|
| La Crosse | 2014 | 2002 | +/- |
| Employed in the City | 47,097 | 41,358 | -1,261 few employed |
| Employed in City -Live Outside | 33,983 (72.2%) | 32,064 (66.3%) | +1919 |
| Employed in City – Live in City | 13,114 (27,8%) | 16,294 (33.7%) | -3,180 |
| Onalaska | 2014 | 2002 | +/- |
| Employed in the City | 10,224 | 6,483 | +3,741 more employed |
| Employed in City – Live Outside | 8,926 (87.3%) | 5,362 (82.7%) | +3,564 |
| Employed in City – Live in City | 1,298 (12.7%) | 1,121 (17.3%) | +177 |
| Holmen | 2014 | 2002 | +/- |
| Employed in the City | 2,443 | 2,228 | +215 more employed |
| Employed in City – Live Outside | 1,998 (81.8%) | 1,756 (78.8%) | +242 |
| Employed in City – Live in City | 445 (18.2%) | 472 (21.2%) | -27 |

PROFILE ON WHO WE ARE GRADUATING







Improve employee wellbeing and stress management. It's a win-win.

Yoga is a time-tested practice that cultivates boundless levels of energy and reduces tension. Our classes can help your employees focus better, be more creative, work better as teams, make better decisions, and lower their overall stress levels, making them happier and just plain healthier human beings.

Find out how you can provide a corporate discount for your team members, enhance work culture, attract the most talented individuals in your industry to come work for you, and increase both productivity and staff morale. It's a win-win.



Schedule a free on-site introductory session with us.

608-519-2467

1217 Caledonia St., Suite A, La Crosse, WI 54603 www.rootdownyogastudio.com • Find us on Facebook and Instagram

Child care DOES affect you as an employer!

Because it affects your staff.

Quality child care can help working parents by making them:

- Less distracted
- More timely
- Have better work attendence
- Stay longer in their position

The Parenting Place can help!

We are here to help with FREE customized searches for child care and tips on what to look for in a provider.

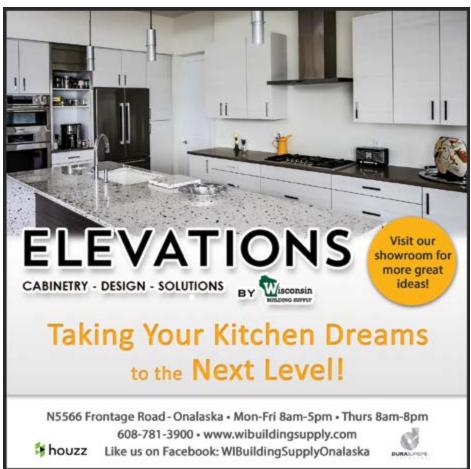
AND we offer FREE Parenting on the Go classes for your staff - at your location!





www.theparentingplace.net • 800-873-1768









Five Star Telecom, Inc.
"We're Your Connection."

Dependable Solutions, Inc. specializes in a wide range of technology services, including tailored IT services and solutions for small and medium businesses and their owners in Wisconsin, lowa and Minnesota. We are committed to

in Wisconsin, Iowa and Minnesota. We are committed to providing each and every one of our clients with high-quality service and support.

Businesses, school districts and other organizations depend on our top-flight service levels and stellar customer support. For trusted technology support, managed services and network solutions, Dependable Solutions focuses on technology so you can focus on your business.

Ask around. Our valued clients have great things to say about Dependable Solutions' ability to operate as part of your team; not just a vendor, but a true partner in making you look good.

Visit us at www.dpndbl.com.

Dependable Solutions, Inc.

Joe Ruskey, Owner 3815 Mormon Coulee Road, Suite 104 La Crosse, WI 54601 608-519-5665 lacrosse@dpndbl.com www.dpndbl.com **Five Star Telecom, Inc.** is your behind-the-scenes ally for costeffective Carrier Services Solutions. We offer competitive Internet, WAN, SIP, PRI and Ethernet Network Solutions. We provide trouble ticket escalation to help avoid circuit down time, along with periodic invoice reviews to ensure you are getting the best rates possible.

In a technology-savvy business environment, your success is also dependent on a robust and reliable computer network. Structured cabling is the critical backbone to any network. Five Star Telecom, Inc. offers a wealth of experience with highly trained and certified installers to ensure your system will grow with you for years to come.

Five Star Telecom, Inc.

Chad Midtlien, President 5136 Mormon Coulee Road La Crosse WI 54601 608-796-9088 info@5startel.com www.5startel.com



Because your employees are your company's most valuable asset, it's important to keep them safe, healthy, productive... and on the job. **Gundersen Health System's** Business Health Services team has decades of experience helping to create healthier workforces and keeping health-related costs down.

With Gundersen clinics and regional centers located throughout the area, your employees will have quick access to the primary and specialty care experts they need.

Business Health offers a variety of services to promote wellness among your employees. Programs assist you in assessing the current wellness state and developing a tailored plan based on identified health and wellness goals for the following year.

Gundersen offers a number of additional Business Health services:

- Workers' Compensation case management
- Industrial Rehabilitation Center
- Prescription industrial safety eyewear
- Employee Assistance Program
- Substance Abuse Professional
- Training and education programs
- Health information and screenings
- Executive Care program

Gundersen Business Health Services

Bruce Friell, Director 1900 South Avenue - NCA1-06 La Crosse, WI 54601 BusinessLink: 608-775-4431 bhs@gundersenhealth.org gundersenhealth.org/business



EO Johnson Business Technologies is a leading business technologies provider, offering managed IT services, managed print services, document management, scanning and business processes systems, and print/document and production printing equipment. EO Johnson is certified as a Woman Owned Business through the State of Wisconsin and a 2016 BBB Torch Award for Ethics winner.

EO Johnson is a market leader in its industry and known for its service and sales excellence. The company was founded by Emery O. (E.O.) Johnson in 1957 in Wausau, WI and today has offices in Wausau, Eau Claire, and La Crosse, WI, Rochester and Minneapolis, MN, and Cedar Falls, IA. Now in second generation ownership, the company is owned and run by E.O.'s daughter, Mary Jo Johnson.

Learn more at www.eojohnson.com.

EO Johnson Business Technologies

Jeff Iverson, Branch Manager 3310 Kinney Coulee Road S. Onalaska, WI 54650 608-788-2390 jiverson@eojohnson.com www.eojohnson.com

F LA CROSSE CENTER SOUTH HALL

SOUTH HALL A (EXPO BOOTHS) & SOUTH HALL B (BREAKFAST & LUNCHEON)



THANK YOU RUBY SPONSORS

HealthTradition

WITH MAYO CLINIC HEALTH SYSTEM

Your health plan is at the center of your benefits package, a powerful tool for attracting talent and building commitment. Health Tradition Health Plan helps employers design a health benefit employees value, with

- · Affordable access to Mayo Clinic care
- Tools to make good health care decisions
- · Convenient preventive care to identify health risks early
- Programs that help employees improve their health
- · A Mayo Clinic RN available day or night

Health Tradition Health Plan

Brian Rotty, Executive Director 1808 E. Main Street Onalaska, WI 54650 608-781-9692 rotty.brian@mayo.edu www.healthtradition.com



Kwik Trip began in Eau Claire in 1965 and has since grown to over 530 stores with 18,000 co-workers in three states and has been named a Top Workplace in Wisconsin, Minnesota and Iowa. Kwik Trip produces more than 80 percent of the products featured in its stores. Kwik Trip's La Crosse-based headquarters operates its own commissary, bakery and dairy and maintains its own distribution center and transportation fleet.

Kwik Trip

Steve Loehr, Vice President of Support **Center Operations** 1626 Oak Street, La Crosse, WI 54603 608-781-8988 sloehr@kwiktrip.com www.kwiktrip.com



La Crosse Regional Airport (LSE) is Western Wisconsin's largest airport and plays a critical role in fostering business growth and economic development in the region. Owned by the City of La Crosse, the airport is a self-sufficient utility serving more than 200,000 passengers annually. Generating approximately \$53.1 million in economic output and supporting more than 800 jobs, the airport is an economic engine working for La Crosse and the surrounding region. Support for LSE Airport impacts the strength of our economy and quality of life in our communities.

La Crosse Regional Airport

Clinton Torp, Airport Director 2850 Airport Road La Crosse, WI 54603 608-789-7464 torpc@lseairport.com www.lseairport.com



Pepsi-Cola Bottling Company of La Crosse

is a locally owned independent franchise distributor. Our company sells and distributes several leading brands including Pepsi, Mountain Dew, Aquafina, Gatorade, Starbucks, Lipton and Klarbrunn. We are part of the Gillette Group of Pepsi Cola companies and have been locally owned and operated since 1937. We are fortunate to operate in a wonderful community and take pride in giving back through many local non-profit, charitable events and groups.

Pepsi-Cola Bottling Company of La Crosse

Steve Berg, Director of Marketing 1900 West Avenue S. P.O. Box 998 La Crosse, WI 54602-0998 608-785-0450 sberg@gillettepepsi.com www.pepsilacrosse.com

MEDIA SPONSORS











Financial Services with a Game Plan

Retirement Planning • Insurance Planning Financial Planning • Estate Planning • Investments



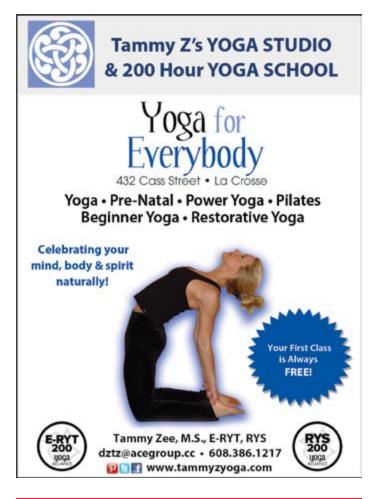
Serving the La Crosse area

Call now for a no-obligation consultation

Becky Nommensen LUTCF CLF® Financial Advisor Becky.nommensen@adviserfocus.com 608-317-4237

Securities offered through Mutual of Omaha Investor Services, Inc., a Securities Broker/Dealer. Member FINRA/SIPC. Advisory services offered through Mutual of Omaha Investor Services, Inc., a SEC-Registered Investment Advisor. Nommensen Financial and Mutual of Omaha Investor Services, Inc. are not affiliated.







In area communities we're an essential food support for over 80 food pantries, mealsites and youth programs.

Our warehouse's La Crosse location allows us to gather, sort and ensure that donated perishable foods are distributed quickly and efficiently. For our partners to provide to area neighbors in need.

Please support the Hunger Task Force of La Crosse.

Local matters. To the community. To the hungry.



www.lacrossehtf.org (608) 793-1002 • 1240 Clinton St. • La Crosse, 54603



3PAdministrators - #46

2850 Midwest Drive, Suite 106 P.O. Box 247 Onalaska, WI 54650-0247 608-779-3000 www.3pa.com

3PAdministrators is a full-service health benefits administrator providing comprehensive benefits management and administration of self-funded plans, HRA, HSA, flexible spending plans and COBRA.

ABR Employment Services - #78

Village Shopping Center 1501 Losey Boulevard S. La Crosse, WI 54601 608-782-9700 www.abrjobs.com

Designing workforce solutions that address your unique business issues while improving your staffing R.O.I. ABR will deliver the workready talent when you need them.

Advanced Multimedia Solutions - #73

N3455 State Road 16 La Crosse, WI 54601 608-783-0949 www.amsaudiovideo.com

Advanced Multimedia Solutions provides sales, installation and service of electronics in residential and commercial environments. Visit our Experience Center to see the latest in Smart Home technology.

Advisors Management Group, Inc. - #51

505 King Street, Suite 208 La Crosse, WI 54601 608-782-0200 www.advisorsmanagement.com

Fee-only portfolio management financial planning.

Altra Federal Credit Union - #48

1700 Oak Forest Drive Onalaska, WI 54650 608-787-4500 www.altra.org

Altra is a not-for-profit financial institution providing members with a full range of financial services, lower loan rates, higher savings rates and fewer fees.

Associated Bank - #41

205 4th Street N. La Crosse, WI 54601 608-793-3800 www.associatedbank.com

Largest Wisconsin-based bank. Eight La Crosse area locations. No. 1 mortgage and SBA lender in Wisconsin. We'd like to get "associated" with

Bethany Lutheran Homes, Inc. - #20

2575 7th Street S. La Crosse, WI 54601 608-406-3900 www.bethanylutheranhomes.org

Full continuum of quality homes and services for the aging including independent and assisted living, Alzheimer's group homes, skilled nursing care and therapy services.

BMO Harris Bank, N.A. - #38

3500 State Road 16 La Crosse, WI 54601 608-781-8834 (Valley View) www.mibank.com

A full-service bank.

Brickl Bros., Inc. - #101

400 Brickl Road P.O. Box 125 West Salem, WI 54669-0125 608-786-0890 www.bricklbros.com

Full-service design/build general contractor for commercial, industrial and rural wood and steel construction as well as concrete flatwork. Delivered on time ... on budget.

Candlewood Suites - #93

56 Copeland Avenue La Crosse, WI 54603 608-785-1110

www.candlewoodsuites.com/lacrossewi

Opened in Spring 2010 with 92 studio and one-bedroom suites. Fully equipped kitchen. large workspace, free wireless Internet access, complimentary guest laundry, shopping service, library, Candlewood Gym and more.

Catholic Charities of the Diocese of La Crosse

3710 East Avenue S. La Crosse, WI 54601 608-782-0710 www.cclse.org

Legal immigration services. Warming center. Disability services. Birth parent support services. Financial literacy and financial education. Emergency assistance. Adoption services.

Cell.Plus/U.S. Cellular Agent - #25

1537 Losey Boulevard S. La Crosse, WI 54601 608-519-5440 www.cell-plus.net

Cell.Plus is an award-winning exclusive agent for U.S. Cellular providing an excellent experience for customers. They also provide introductory, advanced and business smartphone classes.

Cindy Gerke & Associates, Inc. - #85

901 Rose Street La Crosse, WI 54603 608-784-2100 www.realestatelacrosse.com

Establised in 1994, with only three agents. Cindy Gerke & Associates began as Cindy's "vision" that our agents, working together as a family, can improve the quality of the traditional real estate service in our area.

CliftonLarsonAllen LLP - #1

1052 Oak Forest Drive, Suite 230 Onalaska, WI 54650 608-392-1600 www.claconnect.com

CliftonLarsonAllen helps businesses, governments, nonprofits and individuals from coast to coast by delivering audit, tax, consulting and outsourcing capabilities best aligned with their clients' needs.

Co-op Credit Union - #64

100 French Road Onalaska, WI 54650 608-784-2499 www.coopcu.com

Co-op Credit Union provides a full line of services to members in La Crosse County. Our office is located on the second floor of the La Crosse post office.

Computer Training and Consulting, LLC - #49

4008 Mary Drive Onalaska, WI 54650 608-769-4203

www.ComputerTrainingWI.com

Live Online and Onsite Training—Microsoft Office, Project Management and Crystal Reports. We provide LIVE Online or Onsite training on the latest Microsoft Office versions including 2016 and 365.

Confidential Records. Inc. - #61

1629 Caledonia Street La Crosse, WI 54601 608-498-4063

www.confidentialrecordsinc.com

Mobile on-site paper shredding, security containers provided. NAID AAA Certified. Everything 100% recycled. Drop-off services available.

Coulee Region Adult Day Center - #102

1062 Oak Forest Drive, Suite 160 Onalaska, WI 54650 608-519-2306

www.couleeregionadultdaycenter.com

Providing day care, respite, shower services and in-home care to disabled and elderly adults (over 18 years). Your loved one will enjoy activities, community outings, daily living skills and socialization.

The Court Above Main - #58

420 Main Street La Crosse, WI 54601 608-782-3603 www.thecourtabovemain.com

This exclusive event space, located on the historic third floor overlooking downtown La Crosse, is perfect for wedding receptions, rehearsal dinners, corporate conferences. Sixteen-foot ceilings, floor-to-ceiling windows, complete bar.

CPC Printing & Promotions - #39

1001 Commercial Court Onalaska, WI 54650 608-781-1050 www.crescentprinting.com

CPC Printing & Promotions is a thirdgeneration, family-owned company specializing in sheetfed and heatset web commerical printing, promotional products and decorated apparel.

CR Solutions - #10

548 Lester Avenue Onalaska, WI 54650 608-779-9400 www.cr-sol.com

CR Solutions and Ironcore are information technology solution providers of hosted and in-house computer sales, consulting, support, design, implementation, services and solutions.

Dahl Automotive La Crosse - #47, #127 & #128

711 3rd Street S. P.O. Box 788 La Crosse, WI 54602-0788 608-784-9600 www.dahlauto.com

Vehicle sales, service, body repair and painting, and detailing.

Dale Carnegie Training Offered by Siebert Associates, Inc.-#70

2801 Coho Street, Suite 208 Madison, WI 53713 608-222-5363

www.swwis.dalecarnegie.com

Your business partner for proven results. Services range from strategic planning and keynote addresses to sales and leadership training, always emphasizing business results.

DBS Group - #60

2700 National Drive, Suite 101 Onalaska, WI 54650 608-881-6007 www.dbsg.com

Full-service firm providing design and construction services in an integrated designbuild delivery. Markets served include grocery, retail, office, health care, hospitality, industrial, manufacturing, warehouse, multi-family and senior living.

Dependable Solutions, Inc. - #114 & #114A

3815 Mormon Coulee Road, Suite 104 La Crosse, WI 54601 608-519-5665 www.dpndbl.com

Dependable Solutions is a full-service IT consulting firm specializing in providing technology expertise and solutions to businesses, governmental entities and educational institutions.

Emmons Business Interiors/Complete Office of Wisconsin - #30

200 Main Street, Suite 105 La Crosse, WI 54601 608-377-1149 www.ebiweb.com

Emmons Business Interiors (EBI) is a full-service office furniture dealer offering a complete line of quality office furnishings, design, space planning, installation, project and move management.

EO Johnson Business Technologies - #31 & #32

3310 Kinney Coulee Road S. Onalaska, WI 54650 608-788-2390 www.eojohnson.com

A business technologies company providing IT services, document and print management systems, printers/copiers, digital signage, production printing equipment, work flow analysis and document scanning.

Explore La Crosse - #121

410 Veterans Memorial Drive La Crosse, WI 54601 608-782-2366 www.explorelacrosse.com

Tourist information and convention planning assistance.

Fairway Outdoor Advertising - #26 & #36

1329 Interchange Place La Crosse, WI 54603 608-784-8200 www.fairwayoutdoor.com

Outdoor billboard and digital media company.

First Supply, LLC - #79

106 Cameron Avenue P.O. Box 1028 La Crosse, WI 54602-1028 608-784-3839 www.1supply.com

Plumbing, HVAC, water and well supplies, municipal supplies, cabinets.

Five Star Telecom, Inc. - #8 & #9

5136 Mormon Coulee Road La Crosse, WI 54601 608-796-9088 www.5startel.com

We can design a communication network tailored to your needs. From carrier services to structured cabling, we have the experience and knowledge you need.

Girl Scouts of Wisconsin -Badgerland Council, Inc. - #68

2710 Quarry Road La Crosse, WI 54601 800-236-2710 www.gsbadgerland.org

Girl Scouting builds girls of courage, confidence and character, who make the world a better place.

Gundersen Health System - #115 & #116

1900 South Avenue La Crosse, WI 54601 608-782-7300 www.gundersenhealth.org

Providing you a personal relationship with medical excellence. Among the best in the nation for heart, cancer, women's health, pediatrics, neuroscience, orthopaedics, trauma and more.

H & R Block - #84

103 6th Street S. La Crosse, WI 54601 608-782-6014 www.hrblock.com

Tax services—easy to complex! Tax returns, rapid refunds, electronic filing, mortgage services, financial advice, investment services, express IRA with saving opportunity. Peace of mind guarantee!

Habitat for Humanity - La Crosse Area - #21

3181 Berlin Drive La Crosse, WI 54601 608-785-2373 www.habitatlacrosse.org

Harter's Quick Clean Up Services, Inc. - #107

2850 Larson Street La Crosse, WI 54603-1829 608-782-2082 www.harters.net

Residential and commercial rubbish removal, construction and recycling containers.

Health Tradition Health Plan - #3

1808 E. Main Street Onalaska, WI 54650 608-781-9692 www.healthtradition.com

Health maintenance organization, a Mayo Clinic Health System Choice in Wisconsin.

Houck Transit Advertising - #15 & #16

4610 Milton Street N. Saint Paul, MN 55126 800-777-7290 www.houckads.com

It's Houck Transit Advertising's mission to help our clients' organizations grow by increasing awareness of their products and services with high-impact transit advertising campaigns.

ISG - #37

201 Main Street, Suite 710 La Crosse, WI 54601 608-789-2034 www.is-grp.com

Responsive, full-service design firm providing architecture, civil, structural, mechanical and electrical engineering; land surveying; environmental services; landscape architecture; interior design and community resource planning.

Kwik Trip - #117 & #118

1626 Oak Street La Crosse, WI 54603 608-781-8988 www.kwiktrip.com

Our goal is to be Better than the Best in all we do—from customer service to offering the highest quality products at competitive prices.

La Crosse Area Chamber of Commerce - #33

601 7th Street N. La Crosse, WI 54601 608-784-4880 www.lacrossechamber.com

Since 1868, the Chamber has united companies to advocate for, inform and provide marketing opportunities to help businesses grow and to create a pro-business environment.

La Crosse Area Development Corporation -#43

601 7th Street N. La Crosse, WI 54601 608-784-5488 www.ladcoweb.org

Economic development/business retention. Primary MSA contact.

La Crosse Center - #54

300 Harborview Plaza La Crosse, WI 54601 608-789-7400 www.lacrossecenter.com

Convention center, arena and ballroom.

La Crosse Radio Group: Magic 105, Kicks 106.3, Eagle 102.7, Classic Rock 100.1, Today's Talk 1490 - #119 & #120

1407 2nd Avenue N. Onalaska, WI 54650 608-782-8335 www.lacrosseradiogroup.net

Radio.

La Crosse Regional Airport - #7

2850 Airport Road La Crosse, WI 54603 608-789-7464 www.lseairport.com

The region's local commercial service airport serving the La Crosse area with daily nonstop airline service, private charter flights, cargo transportation and hangar facilities.

La Crosse Tribune River Valley Media Group -#12, #13 & #14

401 3rd Street N. La Crosse, WI 54601 608-782-9710 www.lacrossetribune.com

Daily and Sunday newspapers in La Crosse and Winona, online services, direct marketing, shoppers, weekly newspapers and commercial printing.

Lamers Bus Lines, Inc. - #100

326 Sky Harbour Drive La Crosse, WI 54603 608-781-8177 www.golamers.com

A 65-year-old company with 29 terminals across the state of Wisconsin. Featuring charter motorcoach, school buses and complete tour and travel.

Loffler Companies - #81

559 Braund Street, Suite 1 Onalaska, WI 54650 608-782-7587 www.loffler.com

Konica Minolta, Sharp & HP network printer and copy machine sales and service. Scanning and faxing integration. Managed print services and document management solutions. Multimedia digital white board sales.

Lost Lake Pilsner Beer - #89

32288 County Road 1 La Crescent, MN 55947 608-792-4306 www.lostlakebeer.com

Joe Weiss, Brewmaster, is graduate of Seibel Brewing Technical Institute and has worked in the brewing industry for 50 years. Lost Lake Pilsner is light, crisp and easy drinking.

Magnum Broadcasting - #88

505 King Street, Suite 221 La Crosse, WI 54601 608-784-0876 www.magnumbroadcasting.com

KQEG-TV Channel 23 La Crosse, Charter Cable Channel 5. Mix 96.1 a Family-Business Friendly Station airing Today's Best Music Mix.

Mainstream Boutique - #24

1125 Main Street, Suite 180 Onalaska, WI 54650 608-519-5522 www.mainstreamboutique.com/newsite/ Wisconsin/delaf

Mainstream Boutique offers unique fashions and accessories to women of all ages.

Manpower - #23

2800 National Drive, Suite 103 Onalaska, WI 54650 608-781-8899 www.mnpwr.com

Manpower is your connection to effective workforce management solutions. We ensure that you have highly qualified, productive and motivated people in place when you need them.

Marco - #62

5136 Mormon Coulee Road La Crosse, WI 54601 608-787-8888 www.marconet.com

Marco is a 100% employee-owned company that helps organizations manage their information by applying network expertise to voice, data, video and print solutions.

Mayo Clinic Health System - #4

700 West Avenue S. La Crosse, WI 54601 608-785-0940

www.mayoclinichealthsystem.org

Health care delivery network with 1,100 physicians offering the Mayo Clinic standard of care in over 75 communities across lowa, Minnesota and Wisconsin.

Meridian Marketing Services - #59

1026 19th Street S. P.O. Box 971 La Crosse, WI 54602-0971 608-784-2110 www.meridian-corp.com

Complete marketing services. Brochures, catalogs, websites, advertising, manuals, trade show graphics and display hardware, blackand-white and color digital printing. Visit us at www.meridian-corp.com or www.supersizemygraphics.com.

The Monogram Company - #80

515 Division Street La Crosse, WI 54601 608-784-9647 www.monogramco.com

Custom embroidery and screen printed apparel for businesses and organizations of all sizes. Custom logo'd promotional products, service industry uniforms and accessories.

Netkinetix, Inc. - #105

601 St. Andrew Street, Suite 203 La Crosse, WI 54603 608-796-0560 www.netkinetix.com

Netkinetix provides custom application programming and consulting services to clients nationwide. We also design and develop ecommerce sites and complex web applications.

The Parenting Place - #71

1500 Green Bay Street La Crosse, WI 54601 608-784-8125 www.theparentingplace.net

Parent education/support and child care resource/referral. Employer assistance with work/family issues, family-friendly policy development, parenting workshops and creating job-site child care.

Park Bank - #99

1200 Main Street P.O. Box 100 Holmen, WI 54636-0100 608-526-2265 www.parkbankplace.com

Park Bank is a family-owned community bank specializing in home loans, investment properties and small busienss financing. Award-wining small business lender. Fourteen consecutive years as Wisconsin's largest volume community bank lender.

Pepsi-Cola Bottling Company of La Crosse -

1900 West Avenue S. P.O. Box 998 La Crosse, WI 54602-0998 608-785-0450 www.pepsilacrosse.com

Soft drink, water, juice, coffee and new age beverage distributor.

Premier Hotel Properties - #82

9409 State Road 16 Onalaska, WI 54650 608-783-6555 www.hiexonalaska.com

Deluxe accommodations, indoor pool. whirlpool and fitness area. Conference capabilities. Enhanced continental breakfast bar, free local phone calls and high-speed wireless Internet. Located by Valley View Mall.

QPS Employment Group - #29

1802 State Road 16 La Crosse, WI 54601 608-433-9655 www.qpsemployment.com

QPS Employment Group is a full-service staffing firm servicing the La Crosse area, comprised of dedicated and passionate people with over 30 offices throughout the Midwest. We place great people with great companies in industrial, skilled trades, administrative, manufacturing, general labor and professional employment.

Referral Staffing Solutions - #52

200 Mason Street, Suite 18 Onalaska, WI 54650 608-487-4421

www.referralstaffingsolutions.com

All-inclusive staffing service and recruiting firm providing outstanding experiences to clients and employees—making the right placements the first time. Serving Tomah, Sparta, La Crosse/Onalaska and surrounding Wisconsin

Remedy Intelligent Staffing - #11

1288 Rudy Street, Suite 106 Onalaska, WI 54650 608-783-1652 www.remedystaff.com

Professional recruiting firm specializing in customer service, technical, industrial, health care and scientific.

Riverfront, Inc. - #72

3000 South Avenue La Crosse, WI 54601 608-784-9450 www.riverfrontinc.org

Riverfront serves people with disabilities and other challenges, providing vocational and independent living services. Riverfront's business services provide assembly, packaging, mailing and employment services to area business.

Rod's Ride On Powersports, Inc. - #125 & #126

4140 Mormon Coulee Court La Crosse, WI 54601 608-788-4514 www.rodsrides.com

Sales and service of motorcycles, ATVs, UTVs, personal watercraft, trailers and associated parts and accessories.

Sam's Club - #57

1211 Crossing Meadows Drive Onalaska, WI 54650 608-781-1670 www.samsclub.com

Retail wholesale club, Sam's Club offers fresh meat, produce, liquor, office supplies, tire and battery, photo, optical, grocery, electronics, clothing, home furnishing and seasonal departments.

Shenanigans - #104

2100 Dawson Avenue La Crosse, WI 54603 608-783-3333 www.shenanigansfun.com

Laser tag, ropes course, rock wall, human hamster ball, paintball, arcade games and more. Full sports Bar and tiki bar. Birthday parties, team building, group events. Celebrations on the river.

Shred Right - #77

862 Hersey Street St. Paul, MN 55114 651-647-1300 www.shredrightnow.com

Green Smart NAID Certified information and document destruction for paper and media on-site or off-site; education and assistance in writing your security plan to keep compliant. Over 25 years in industry.

SpringBrook Community Assisted Living, LLC

861 Critter Court Onalaska, WI 54650 608-783-2292

www.springbrookassistedliving.com

SpringBrook is a state-certified Residential Care Apartment Complex (RCAC) and a state-licensed Community Based Residential Facility (CBRF) capable of providing personal, supportive and nursing related cares, along with Memory Care.

State Bank Financial - #2

401 Main Street P.O. Box 159 La Crosse, WI 54602-0159 608-784-4600 www.statebankfinancial.com

The largest locally owned community bank in the area providing full-service consumer, business and investment products and services for over 130 years. Branches in La Crescent, La Crosse, Onalaska and Sparta.

Stoney Creek Hotel & Conference Center - #50

3060 S. Kinney Coulee Road Onalaska, WI 54650 608-781-3060 www.stoneycreekhotels.com

Stoney Creek Hotel and Conference Center Onalaska offers a unique Northwoods atmosphere, offering 157 sleeping rooms and 11 meeting rooms for a total of 12,000 square feet of space.

T.I.C., Inc. d/b/a The Insurance Center - #103

701 Sand Lake Road Onalaska, WI 54650-2442 608-783-6441 www.ticinsurance.com

The Insurance Center's neighborhood agents are ready to offer a customized insurance plan to fit your needs and protect you for tomorrow with guidance, answers to your questions and online assistance.

U.S. Cellular - #90

9348 State Road 16, Suite 224 Onalaska, WI 54650 608-781-2600 www.uscc.com

Cellular/wireless telephones, systems and service.

University of Wisconsin-La Crosse - #40

1725 State Street La Crosse, WI 54601 608-785-8000 www.uwlax.edu

A comprehensive institution offering bachelors, masters and master-plus degrees, UW-L consistently ranks high in U.S. News & World Report's & Kiplinger's annual list of the best universities.

Upper Iowa University - Prairie Center - #22

133 S. Michigan Street Prairie du Chien, WI 53821 608-326-4292 www.uiu.edu

Since 1857, offering accredited, quality programs through flexible, multiple delivery systems, including onsite, online and selfpaced study. Preparing students to succeed in the world.

US Bank National Association - #6

201 Main Street, Suite 100 La Crosse, WI 54601 608-782-8101 www.usbank.com

We put the power of US to work for you. Delivering financial solutions to our customers at two locations: downtown La Crosse and Crossing Meadows in Onalaska.

VARC, Inc. Vernon Area Rehabilitation Center

1133 Nelson Parkway Viroqua, WI 54665 608-637-3934 www.varcinc.com

VARC, Inc. is a contract assembly and packaging fulfillment company. Specializing in employment for people with varying abilities.

Verve, a Credit Union - #112

311 Main Street P.O. Box 39 La Crosse, WI 54602-0039 608-779-2400 www.verveacu.com

Full-service financial institution with main office at 311 Main Street in downtown La Crosse and branch offices in Holmen, Onalaska and south La Crosse.

Viterbo University - #69

900 Viterbo Drive La Crosse, WI 54601-8804 608-796-3000 www.viterbo.edu

Established in 1890, Viterbo University is a coeducational Catholic university founded in the Franciscan tradition. Students are able to select from more than 70 undergraduate degree programs and five graduate programs in business, servant leadership, nursing, education and mental health counseling. Viterbo's nursing, education and fine arts programs have earned an outstanding regional and national reputation for exceptional quality.

Western Technical College - #5 & #19

400 7th Street N. P.O. Box 908 La Crosse, WI 54602-0908 608-785-9200 www.westerntc.edu

Provides post-secondary education through degree and non-degree course offerings, granting two-year associate degrees, one-year technical diplomas, specialized certificates and many other educational options.

Wieser Brothers General Contractor, Inc. - #28

200 Twilite Street La Crescent, MN 55947 507-895-8903 www.wieserbrothers.com

Full-service commercial general contractor providing design/build, construction and concrete services.

Wipfli LLP - #113

2 Copeland Avenue, Suite 301 P.O. Box 1417 La Crosse, WI 54602-1417 608-784-7300 www.wipfli.com

Accounting, auditing, business consulting, HR consulting, information technology, tax and wealth management.

WKBT-TV News 8 - #63

141 6th Street S. La Crosse, WI 54601 608-782-4678 www.news8000.com

Advertising services to La Crosse-Eau Claire

WXOW-19 - #17 & #27

3705 CTH 25 La Crescent, MN 55947 507-895-9969 www.wxow.com

Television, ABC Channel 19.

Xcel Energy - #42

3215 Commerce Street La Crosse, WI 54603-1755 800-895-4999 www.xcelenergy.com Gas & electric utility.

Young Professionals of the Coulee Region - #34

601 7th Street N. La Crosse, WI 54601 608-784-4880 www.lacrossechamber.com

Young Professionals of the Coulee Region is a personal and professional development program of the La Crosse Area Chamber of Commerce. The program engages and empowers young business professionals through education, community involvement and social and networking opportunities.

Your Home Improvement Company - #76

2120 Hauser Street La Crosse, WI 54603 608-881-1312 www.yourhomeimprovementco.com

Offering total customer satisfaction and premium products at affordable prices. Your house is your biggest investment and by investing in premium products it ensures long-lasting products.



your business trip starts here.

it's more than just convenient

Visit our Business Expo booth or learn more at Iseairport.com/LSEleaders









PROFESSIONAL WOMEN OF DAHL ONALASKA



Kathleen J. Administrative Support



Gina P. Assistant Service Leader



Laura L. Business Manager



Natalie J. Administrative Assistant



Brittany S. Internet Sales Rep



www.dahlonalaska.com 561 Theater Road Onalaska









BUSINESS AND OCCUPATIONAL HEALTH SERVICES

Comprehensive services from an experienced team of professionals

When workers are sick or injured, it affects your organization's bottom line. That's why Gundersen Business Heath Services offers ways to help you keep workers on the job or get them back to work if they've been injured.

Occupational Health specialists help employers by providing a patient's status and capabilities or restrictions. They also help coordinate care between different departments at Gundersen.

Gundersen offers a number of services through Occupational Health and throughout the region such as:

- Occupational Health nurse services
- Certified drug and alcohol testing
- Physical exams and medical screenings
- Worksite health and wellness

Gundersen Business Health Services

- Web site: gundersenhealth.org/business
- Email: bhs@gundersenhealth.org
- Phone: BusinessLink (608) 775-4431 or (800) 731-4431

Visit our booth at the Business Expo, Thursday, Oct. 27, 2016, at the La Crosse Center

