



September 2015

# Community Connections

*"Powering up business throughout Martin County"*



## Networking is key to business

Managing a business takes vision, skill and careful attention to time management. One of the questions that we are often asked is; "Where can I meet other business people and community leaders?" The Chamber provides essential networking opportunities to help you get to know other local business colleagues. We typically host a variety of events throughout the year including PM Exchanges/AM Espressos, committee meetings, golf tournaments, a membership drive, banquets, etc.

Perhaps the most powerful, regularly-held networking opportunity hosted by the Fairmont Chamber and sponsored by local businesses is "Bureau 14", a professional networking meeting offered to

Chamber Members. These meetings are held to discuss and learn about current business trends, government affairs and local community happenings.

Held the second Wednesday of every month September through May, "Bureau 14" offers the chance to meet community and business leaders and hear about current news and events around the county.

If you are interested in "Bureau 14", other networking opportunities or would like to discuss membership, call the Chamber. The first meeting of the season will be held September 9th, 6:00 p.m. at Holiday Inn.

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## Welcome Kandi!

Kandi (Miles) Menne joined the Fairmont Chamber staff on Monday, August 24th. She is replacing Krystal Hill as the Fairmont Area Chamber Office Manager and Communications Director. Kandi is a Fairmont native, and is excited to have recently moved back and for the opportunity to be part of the continued success and growth of Fairmont! She looks forward to reconnecting with old friends and meeting Chamber members and residents of the Fairmont community.

Her experience in advertising sales and marketing will lend an additional creative mix to the Chamber. Stop by the Chamber office to meet Kandi, contact her by phone at 507.235.5547 or email [info@fairmontchamber.org](mailto:info@fairmontchamber.org)



**Top 20 Thinking**  
*Pursue the Positive!*



# MEET the Board

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# Collaboration & Great Volunteers

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By: *Margaret Dillard, President*



My favorite part of living and working in Martin County is the cooperative atmosphere that is apparent and that information and help are readily available. I am truly grateful for all of the people who contribute to our vibrant community! People and organizations come together to get things done.

Grab your calendar because you may want to come to a couple of events coming up in the next couple of weeks.

Take note of the Back to School Conferences, Community Tail Gate and Fall Pep Fest festivities to be held September 7th.

Business people looking for THE networking events that bring movers and shakers together will want to be at the Chamber's first "Bureau 14" of the season on September 9th, 6:00 p.m. at Holiday Inn.

Two community events that exhibit that special collaborative spirit took place in the past month or so.

August 19th brought about the 18th Annual Blue Ribbon Pork

Cook Off, a fantastic event that funds (in-part) two \$4,200 scholarships for students who plan to enter agriculture-based careers. Congratulations to Ellyn Swanson and Chris Kahler, recipients of the 2015 AFA scholarships.

Volunteers make the world go 'round! It is a pleasure to work with the Agri-business Committee. Watching this successful event come to life is like magic! Once the supplies are on the scene, people spring into action. Inside of an hour or so, everything is in place and ready to receive about 400 diners who eagerly sample delicious pork-based dishes created by local restaurants.

Congratulations to this year's winners. Thank you to the judges and sponsors, volunteers and organizations who were involved. (See article next page for details.)

One of the articles I read before moving here was from the Top 20 Training website that featured Fairmont as the first community in the nation that committed to the principles of Top 20. Since 2000, Top 20 Training has been empowering youth and adults to make a positive difference in the quality of their lives, relationships and experiences. Top 20 has worked with over 500,000 parents, teachers, students, coaches, and businesses throughout the United States-more than

2,700 here, in our community. **Training and materials provide easily understood and immediately applicable concepts that help individuals, families, teams and organizations develop their potential. By the time this newsletter is published, Many more individuals in Martin County will have enjoyed one or more of the five sessions offered August 27 & 28th that focused on making the choice to approach life from a positive position.**

Another successful event that has become local tradition is the Pork Masters Golf Outing that attracted 271 golfers from around the region to Interlaken Golf Course July 27th. Many of the volunteers have worked every year, some of them since the first annual event held in 1992.

Successful, long-lasting events like the ones mentioned here are the result of the efforts, interest and work of many. Since coming here last September, I have witnessed and taken part in many of them and all have been solid, well-facilitated actions that make Martin County a great place to live, work and raise families.

A community calendar has been created that serves as your online one-stop place to find out about happenings throughout Martin County. Visit

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

# Martin County Youth Foundation Grant



Martin County Youth Foundation grant applications are now available! The mission of the Martin County Youth Foundation is to acquire, manage, and distribute funds to enhance the lives of youth in Martin County. Grants will be made to qualified non-profit organizations including those with 501(c)3 status, public agencies, units of government, and churches, that will address important community youth needs. Funds received can be used for youth program costs and support materials. Interested groups may pick up grant applications and guidelines at the Fairmont Chamber of Commerce, 323 East Blue Earth Avenue or fill out the application online at the Foundation's website [www.martincountyyouthfoundation.org](http://www.martincountyyouthfoundation.org). The deadline for submitting grant applications is September 15th. Return completed grants to Martin County Youth Foundation, P.O. Box 826, Fairmont, MN 56031, or drop off at the Fairmont Area Chamber of Commerce.

# 18th Annual Blue Ribbon Pork Cook Off

The 18th Annual Blue Ribbon Pork Cook Off was held Wednesday August 19th from 5:00 p.m. - 7:00 p.m. at the Martin County Fairgrounds with approximately 350 people in attendance. Proceeds from this event help support two \$4,200 Agri-Business Scholarships. Thank you to all the sponsors: The Agri-Business committee of the Fairmont Area Chamber of Commerce, AgStar Financial Services, Bank Midwest, Cargill Inc., Devenish Nutrition, Dutch Creek Farms, Fairmont Vet Clinic/Preferred Capital Management, Kahler Automation, Martin County Pork Producers, Martin County Corn and Soybean Growers, Profinium Financial, Valero Renewables, WFS, and Zoetis. We would also like to extend a thank you to the participating entries: Cup 'N Saucer Restaurant in Sherburn, Green Mill Restaurant in Fairmont, Marina Lodge in Fairmont, JoJo's BBQ in Fairmont, Pillar's Pub & Eatery in Jackson, VFW Post #1222 in Fairmont. Congratulations to all the winners!

## 18th Annual Blue Ribbon Pork Cook-Off Winners

### Peoples' Choice:

- 1st Place - Cup N' Saucer
- 2nd Place - JoJo's BBQ
- 3rd Place - Pillar's Pub & Eatery

### Connoisseurs' Choice:

- 1st Place - Cup N' Saucer
- 2nd Place - Marina Lodge
- 3rd Place - Green Mill Restaurant




2015 1st Place Peoples' Choice & Connoisseur's Choice - Cup N' Saucer




2014 1st Place Peoples' Choice & Connoisseur's Choice - Cup N' Saucer

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**Paul Seibert, O.D.**  
1307 ALBION AVE., SUITE 102  
FAIRMONT, MN  
PH: (507) 238-4228



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111 E. 6TH ST.  
BLUE EARTH, MN  
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AREA/STATE NEWS


# Sentinel

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# Chamber Member Announcements

Email [info@fairmontchamber.org](mailto:info@fairmontchamber.org) if you would like to have your announcement in the newsletter

**Shoe Sensation**  
507-238-9211



Shoe Sensation in Five Lakes Center is hosting a Clarks Trunk show from 10 A.M. to 6 P.M. on Saturday, October 24th. The entire stock of Clarks will be on sale and Clarks representative Bob Green will be there with a large selection of styles, colors, and widths available for special order. Also, you will receive a free gift with your Clarks purchase during the Trunk Show. While you are attending the Trunk Show, please remember to register to win a free pair of Clarks. No purchase is necessary to enter. Complimentary refreshments will be served during the trunk show.

**Village Cooperative**  
507-238-7102



September marks the 9th Anniversary of the Village Cooperative. In those nine years we have maintained full occupancy as the wait list continues to grow, with 24 currently on the list. The Village Cooperative offers a carefree, maintenance free lifestyle allowing its members the freedom to travel, without worrying about anything because everything else is taken care of! I encourage anyone interested in getting on the waitlist to do so now, it is never too early! Contact Jodie at 507-238-7102 or stop in the office Monday – Thursday 8AM-3PM at 1310 Adams Ave. Fairmont

**Hometown Sanitation Services**  
507-235-5665



HOMETOWN CAN HELP! Crisp cool fall weather is right around the corner. It's great weather for cleaning up. Hometown can help. We've got a full range of dumpsters and roll-offs that make the clean-up job much easier. It's easy to do business with Hometown. We're local. We're family-owned. We've got offices in Fairmont or Windom. Just stop by or give us a call (507-235-5665). We can get a dumpster or roll-off to you quickly, and you can take advantage of the crisp cool fall weather to get cleaned up and organized.

**Fairmont Area Kinship**  
507-238-4440



Fairmont Area Kinship is a local non-profit organization seeking to better the lives of children in the Fairmont area by developing meaningful mentoring relationships. This is accomplished by matching children with caring adult mentors who share similar interests, activities, & hobbies. Mentoring is proven to empower children who are at-risk. Kinship is actively seeking mentors, currently 18 wonderful children on the waiting list. Mentors represent a wide array of people with a huge range of ages, work experiences, & family lives. Kinship is blessed by funding through grants & donations from local businesses, organizations, & individuals.

**Century 21 Northland Realty - Gillian Tunnell**  
507-399-9211



Summer is here ~ it's time for outside dining and barbecue! For many people, the outside living space is their favorite part of the home. So, it makes sense when preparing the inside of your home for sale, to apply the same decorating and staging principles outside. A coat of paint for a nearby wall or fence, and an outdoor table and chairs with bright UV-protected cushions will instantly update the area. Consider placing outdoor plants around in groups, particularly near entrances where they will draw the eye. Lighting is important too. Outline the patio or deck area with lights, and use candles – citronella will do double duty! Inexpensive summer tableware will look festive and inviting to prospective buyers and helps them visualize the uses for the area. Extending your living area to include your outdoor patio or deck does not have to be costly, but will pay off in helping your home to sell!

**Mandi Kosbab- Edward Jones**  
507-235-8524



Many people seek the “secrets” to investment success. Is it timing the market just right when making “buy” or “sell” decisions? Is it finding “hot” stocks? Actually, these types of moves have little relevance to most investors — even the successful ones. Instead of looking for secret winning formulas, follow tried-and-true investment moves. For example, rather than jumping in and out of the market in a vain attempt to “buy low and sell high,” simply stay invested. Also, don't waste time looking for “the ground floor” of the next big thing. You're better off forgetting about the ground floor and instead building a strong foundation of quality investments suitable for your risk tolerance and time horizon. You won't find any shortcuts to your desired financial destination. But by taking the slow and steady path, you can work toward getting there.

**Partners Funding, Inc.**  
507-235-3456



As follow up to recent articles, a fourth example of the benefit of Invoice Factoring, with growth being the first, assimilating a large customer the second, and seasonal business fluctuations the third, involves accounts receivable management. Without discipline in this area, cash flow can be severely affected. Many clients utilize our services simply because they do not have the staff to manage the invoices they send to customers. In many cases, the owners try to stay on top of these invoices and find it difficult with the other day to day demands. Partners Funding is able to handle all collection and credit procedures to alleviate potential workload for our client allowing them to focus on their business, while insuring critical cash flow. Contact Brad at 507-235-3456 or [brad@partnersfundinginc.com](mailto:brad@partnersfundinginc.com)

# Chamber Member Announcements

## Red Rock Center 507-235-9262

This fall will mark ten years since Martin County Preservation Association opened the doors to the Red Rock Center for the Arts. Thanks to you, we have a lot to celebrate—Visual, Performing and Art Education all in one location—On Saturday, September 26th come and join the celebration. Jason Huneke, family friendly comedian/magician will kick off the event at 3pm along with a community art project for all ages. View the visual art exhibit featuring several of the area's finest artists. At 7pm SongQuest, a local barbershop quartet will perform followed by pianist, Glenn Henriksen. Refreshments and hors-d'œuvres will be served throughout the event. Admission is free and a cash bar will open at 6:30pm.



## Pioneer Museum 507-235-5178

Have you ever wondered about a good location for a family reunion, a birthday party, a bridal shower, a wedding reception, a class reunion, a graduation party, holiday party, or another gathering of this nature? If so, consider the possibility of renting the Pioneer Parsonage. Its location, grounds, décor, and renovation is unique and appealing. It's available for rentals year around at a modest price, catering is acceptable, and it may well fit your needs.

## Peterson Anthony Insurance 507-238-2008

Peterson Anthony Insurance is excited to announce the addition of a new agent, Carrie Westcott. Carrie comes to us with 9 years of insurance experience from American Family. Her background helps us continue our mission of providing superior customer service and high quality, competitively priced insurance products. She is a great addition at our Fairmont location and rounds out our entire team both in Trimont and Fairmont. Call or stop by to set up a time to meet with Carrie.



## Boekett Building Supply 507-776-1204

Established in 2004 in Truman, Boekett has been serving the local area and beyond for over 10 years. We are proud to be a family owned company and to employ over 20 people in our local community. With our recent expansion in Fairmont in 2013 we are able to serve you better with high quality building supplies day in and day out. Boekett is more than just building supplies; we can turn your idea into a turnkey project from start to finish. From Residential to Livestock Buildings and equipment we are your one stop shop. Stop in for a free consultation and quote today!



## What we offer your business.

We know injuries sometimes happen at the workplace. Our philosophy at **The Center For Specialty Care** is to get the injured worker feeling better fast. We call it **Fast Trac**. We will work with employers to develop a partial return to work program while we get the worker to their maximum function in the work place.

The Center For Specialty Care offers pre-employment services including:

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- Pre-Employment Physical Therapy Evaluation
- Functional Capacity Evaluations



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## Business Seminars

Wes Pruett and Courtney Cutler of HR Advisors will be hosting a **Outstanding Customer Service Seminar** on October 20th - 1:30-4:30 at Southern Minnesota Educational Campus, Fairmont.

Most employees want to do the right thing but many don't know the essentials of top customer service or they need a reminder. Any employee (regardless of industry) who has contact with customers has the potential to retain customers or chase them away. An investment in employee training is an investment in sustaining and growing your business. This three hour program provides critical information employees need to know to deliver the type of service your employees

expect.

What participants will learn:

- Understand value of customers and why that is important to every employee
- Find out who the customer really is
- Establish service standards for providing excellent service
- How to Connect, Anticipate, Delight, and Inspire to retain your customers
- How to recover when customers aren't happy
- Learn the 4 critical components to great customer service

This program is intended for any employee in any industry who has contact with customers.

To register contact the Chamber at 507.235.5547

## August Highlights



## Junior Achievement Seeks Donations and Volunteers

The school year will soon begin and the Junior Achievement program will once again be offered in both the public and private schools. Junior Achievement has proven to be engaging and fun while stressing the importance of an education as economic concepts and information about the world of work are introduced to students. Thanks to the generous donations area businesses made we were able to hold Junior Achievement last year. Whether or not we will be able to offer these classes again will depend on your generosity. For the future of our community, it is essential for businesses to work with the schools so our children are aware of the opportunities here in virtually any occupation in which they may be interested. Junior Achievement is an ideal way to start this process.

The Junior Achievement program has included grades K-6. We are seeking volunteer teachers for the following sessions that run for five weeks, one hour each

week, during the school day.

**Grades and subjects are:**

- Kindergarten - Ourselves
- 1st Grade - Our Families
- 2nd Grade - Our Communities
- 3rd Grade - Our City
- 4th Grade - Our Region
- 5th Grade - Our Nation
- 6th Grade - Global MarketPlace

All materials are provided along with a training manual. If you or anyone in your business is interested in volunteering, please call the Chamber at (507)235-5547.

Please consider helping the Junior Achievement program anyway you can. Your future workforce depends on such initiatives. Please send your donation to the Fairmont Area Chamber of Commerce, P.O. Box 826, Fairmont, MN 56031

We appreciate your past involvement and hope you can help again this year. We cannot do it without you!





## BACK TO SCHOOL CONFERENCES COMMUNITY TAILGATE FALL PEPFEST

**WEDNESDAY, SEPTEMBER 2nd**  
**Fairmont Jr/Sr High School**

Schedule for the Day



<p><b>Back to School Conferences</b> 3:15p.m.- 4:00p.m. Presentations</p> <ul style="list-style-type: none"> <li>• Online Learning Lab - S224</li> <li>• Skyward/Grading- Media Center</li> <li>• Google Classroom for 7th Grade Parents- E241</li> <li>• 9th Grade Transition- E138</li> <li>• Social Media - S233</li> <li>• Open Conferences - Teacher Classrooms</li> </ul> <p>4:00p.m.- 4:15p.m.</p> <ul style="list-style-type: none"> <li>• Meet the Teachers Contest</li> </ul> <p>4:15p.m.- 5:00p.m. Presentations</p> <ul style="list-style-type: none"> <li>• 7th Grade Orientation - PAC</li> <li>• New Student Orientation - E138</li> <li>• Moodle - S233</li> <li>• Vocational Wing Tour - S111</li> <li>• Skyward/Grading - Media Center</li> <li>• Open Conferences - Teacher classrooms</li> </ul>	<p><b>Community Tailgate</b> *Sponsored by El Agave 5:00p.m.-6:00p.m.</p> <ul style="list-style-type: none"> <li>• Community Tailgate - Horseshoe Area Tacos \$3.00 &amp; Quesadillas \$4.00</li> <li>• Student Activities Showcase</li> </ul> <p><b>Fall Pepfest</b> 6:00p.m.-7:00p.m.</p> <ul style="list-style-type: none"> <li>• Fall Pepfest - Horseshoe Area</li> <li>• Meet the Teachers Contest- Horseshoe Area</li> </ul> <p>7:00p.m.-7:15p.m.</p> <ul style="list-style-type: none"> <li>• Transition to Inside the Building</li> </ul> <p>7:15p.m.- 8:00p.m.</p> <ul style="list-style-type: none"> <li>• Mock Schedule</li> </ul> <p>8:00p.m.-8:15p.m.</p> <ul style="list-style-type: none"> <li>• Activity Pass Drawing - Horseshoe Area</li> </ul>
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## Stuff for School

“Stuff for School” is in its 16th year of providing new school supplies to kindergarten classes in all private, parochial, and public schools throughout Martin County. We would like to extend a big thank you to all of our sponsors: Associate Optometry PA, Bank Midwest- Sherburn, Century 21 Emler Realty Inc., Chain of Lakes Pet Hospital PA, Early Risers Kiwanis Club, Fairmont Lions Club, Fairmont Family Dentistry PA, Uptown Kiwanis Club, Hy-Vee Foods, Illinois Tool Works Foundation, Lakeview Funeral Home, Lund Chiropractic Clinic, Mel Carl-

son Chevrolet, NuWay Cooperative, Profinium, Ringnell Insurance Service LLP, Rode Manufacturing, United Way, Welcome State Bank, Wells Federal Bank, WFS, Zaharia Family Funeral & Cremation Services, and individuals and community donations.

Over 200 students benefit from this program. These efforts were well received by students, parents, and teaching staff. No child came to school without school supplies. Thanks again for all your support of our youngest students.

## COMMUNITY EVENTS CALENDAR

To view upcoming Community events please visit [www.fairmontareacalendar.com](http://www.fairmontareacalendar.com). If you have any questions or concerns about updating your events to the Fairmont Area Community Calendar please contact [info@fairmontchamber.org](mailto:info@fairmontchamber.org). **Calendar Funding Partners:** Fairmont Area Chamber of Commerce, Fairmont Convention and Visitors Bureau, City of Fairmont, Fairmont Area Schools, and Blandin Community Broadband Grand. **Other Partners:** Fairmont Community Education and Recreation.

## Fluorescent Bulb Recycling

Fluorescent bulb recycling will be held in the former Kmart parking lot on October 1st, 9am-1pm. There will be a charge at the time of disposal. Contact the Chamber with any questions at (507)235-5547. Fairmont Public Utilities Customers are eligible for total reimbursement for bulb recycling costs. When dropping bulbs off for recycling, ask for a rebate coupon, keep your receipt, and turn both in to Fairmont Public Utilities.



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# What's Happening at

## Community Education & Recreation



Watch for the new CER Fall/Winter Program Catalog of activities around September 19. Copies are mailed to all Fairmont, Ceylon, and Northrop postal addresses and placed in other locations for pickup in the area.

Our community actively supports youth and families in many activities. Special thanks to the following summer event/activities sponsors, coaches and volunteers:

Co-Ed Sand Volleyball Teams: Will Work for Sets, Spiked Punch, The Crushers, Dat Due Ace, Tami's on the Ave, Misfits, Doug Out.

T-ball: Volunteer Coaches, Fleet and Farm Supply, Ben Rosa Construction, Education Minnesota Fairmont, GHEC-RM Driving, Cloverleaf Cold Storage and Commodity Services, Inc.

Girls Softball: Volunteer Coaches and The Visual Identity Vault

Fairmont Summer Run: Community Volunteers, Mayo Clinic Health System in Fairmont, Fairmont Chiropractic & Acupuncture Health Care LTD, Burtis Chiropractic Center, Carlson Dental Office, J. Hokanson Print, Fairmont Family Dentistry, Center for Specialty Care, Culligan Water, Fareway Food Stores, Hy-Vee Foods.

3M Foundation: Camp Invention

Elementary Basketball: Fairmont Fire Fighters

Martin County Youth Foundation: Prairie Ecology Bus Center summer park programs, Youth Scholarships

Martin County Area Foundation: Cooking Matters for Kids, Cooking Matters for Families

See what's happening in Martin County with a visit to the Martin County and Fairmont Area Community Calendar site [www.fairmontareacalendar.com](http://www.fairmontareacalendar.com).

endar.com. If you have events from your community, club/organization/church, etc, that you would like on the calendar, please contact the CER Office, 714 Victoria Street, Fairmont (507-235-3141) for more information. This site is brought to you by the City of Fairmont, Fairmont Area Chamber of Commerce, Fairmont Convention and Visitors Bureau and Fairmont Public Schools-CER.

### A Sampling of Upcoming Activities

Gymnastics (Age 3-6)	September 2-Oct 21
Flag Football (Grades 1-3)	August 31-September 29
Adult Basic Education/ESL/GED Begins	September 14
Zumba Fitness Begins	September 15
Over 55 Defensive Driver Refresher	September 15
MS Excel Basic	September 12
MS Word Basic	September 19
Co-Rec Volleyball Fall League Meeting	September 24
Fabulous Fun Friday (Grades 3-6)	September 25
Afterschool Enrichment (Grades 2-6)	September 28

...and much more!

For an up-to date list of activities, see the CER Web Store located at [www.fairmont.k12.mn.us](http://www.fairmont.k12.mn.us)

Register online with your MasterCard/Visa.

For more information, contact the CER Office located in the Fairmont Elementary School, 714 Victoria Street Fairmont.

Call 507-235-3141 or Email [rdauer@fairmont.k12.mn.us](mailto:rdauer@fairmont.k12.mn.us).

## FSAP Coalition

"Hello! I am excited to tell you what the coalition is up to this month!"

- Steph Johnson, Planning & Implementation Coordinator



*We are always seeking new members and volunteers.*

If you want to work together to improve the lives of Fairmont's youth, please contact:

### Steph Johnson

Planning & Implementation Coordinator  
phone: 507-848-4516  
email: [Steph@FSAPcoalition.com](mailto:Steph@FSAPcoalition.com)  
P.O. Box 826, Fairmont, MN 56031

### FSAP Coalition Meetings:

Noon on the 3rd Monday of each month at Fairmont High School in Room # E144F (next to the library)

**WHO WE ARE**



*Thank you* to all of the Coalition volunteers who helped at the Martin County Fair booth educating the community about our important mission!

As a coalition member, you have the opportunity to volunteer in the community or attend training to help improve leadership and gain prevention strategies that will help support our youth by empowering them to make chemical-free choices.

On behalf of our Coalition, Shawn Chambers, Martin County Mentoring program coordinator, attended a conference on the Prevention of Youth Substance Abuse in South Carolina. Shawn was so impressed by the conference stating that "this was one of the best trainings I have ever been to." We urge you to become part of our Coalition!

Funding provided by MN Dept. of Human Services, Alcohol & Drug Abuse Division.