

Helping Family Businesses Succeed Since 1996



FAMILY TIES

A quarterly publication from the UW-Madison Family Business Center to help our members stay connected to each other and to the FBC.

2008-2009 Program Schedule

New this year!

- The morning and afternoon programs will both be held on Tuesday.
- The afternoon session will include an optional buffet lunch in the Fluno dining room.

September 16, 2008

8:30 am – 11:30 am OR 1:30 pm – 4:30 pm
Negotiating Works! How to Persuade, Prosper and Profit by Negotiating Wisely in Your Family Business, Ralph Cagle

November 4, 2008

8:30 am – 11:30 am OR 1:30 pm – 4:30 pm
Family Enterprise Continuity, James Hughes

December 9, 2008

8:30 am – 11:30 am OR 1:30 pm – 4:30 pm
Socratic Leadership for the Family Business, AmyK Hutchens

January 27, 2009

8:30 am – 11:30 am OR 1:30 pm – 4:30 pm
Non-family Management in Family Business, Steve McClure

March 3, 2009

8:30 am – 11:30 am OR 1:30 pm – 4:30 pm
Family Business Liquidity & Capital Needs, Francois de Visscher

May 2009

Special Event, TBA

WHAT HAVE WE DONE FOR YOU LATELY?

**Ann Kinkade
FBC Director**



Ann Kinkade

Membership in the Family Business Center provides you with the opportunity to build relationships with other business-owning families within an educational context. Whether you are learning from the speaker, from other members or from one of our sponsors, gathering and absorbing information and others' perspectives will help you grow and achieve success in your family business.

If you attended the Summer 2008 Tailgate, you heard Howdie Holmes (4th generation President and CEO of Chelsea Mills/"JIFFY" Mix) share firsthand candid experiences of the "magic and tragic" of family business ownership. Contrast that program with the upcoming one on September 16, *Negotiation Works! How to Persuade, Prosper and Profit by Negotiating Wisely in Your Family Business*, where a nationally-known professor from the UW Law School will fully engage you in techniques and strategies to make you a more effective negotiator (i.e. to get more of what you want).


Ideas abound when you immerse yourself in your FBC membership. In fact many FBC members also get assistance directly from the FBC staff. Normally this assistance comes in the

KINKADE (continued on page 3)

MEMBER/SPONSOR NEWS

Jeff Parisi, **Parisi Construction**, was recently named President of the Wisconsin Transportation Builders Association. He will take office in February, 2009. Jeff said that time flies as it seemed like yesterday when he tagged along with his dad to association meetings.



Jim and Ray Statz, **Qual Line Fence**  raced their 1955 Porsche Beck Spyder in an Autocross event at the Jefferson Speedway on June 1. Jim beat dad by 4 seconds. And he took the prize for fastest run of the day against 46 other fast vehicles, beating them all over the course of the day by a full second! While they were burning gas, Al Statz was converting his motorcycle to electric power. It's the quietest vehicle around.



The Ken Hendricks Memorial Seize the Day Award is named after the founder of **ABC Supply Company**. Ken, who sadly passed away last year, was a tremendous supporter of our economy, so it is fitting that the award honors leaders who have contributed to the state's economic growth. The award is given out each year at the Wisconsin Entrepreneurs' Conference. Qualifications are: 1) Vision - Recognizing opportunities where others do not. 2) Courage - Vigorous, dedicated pursuit of opportunities in the face of risk and skepticism. 3) Adaptability - Rapid and repeated reinvention in response to changing markets. 4) Persistence - Maintaining optimism and effort in the wake of setbacks. 5) Resourcefulness - Overcoming obstacles and finding ways to fund growth.

NEWS (continued on page 3)

2008 SUMMER TAILGATE

The July 9 event featured Howdy Holmes, former Indy 500 race car driver, who told of his challenges and successes in becoming the President and CEO of 100 year old family business, **Chelsea Mills Company**. The **UW Breakdance Club** awed members by their stunts. They even inspired Howdy to do a floor spin!

CENTER NEWS

Member Visits The Best Part of My Job Joyce Fasanella, Outreach Administrator

Throughout my years at the Family Business Center, I have had the privilege of visiting with Members. I'm honored that they find time in their busy schedules to sit down with me and candidly talk about their family and family business. I share their pride as



Joyce Fasanella

I tour through their facility, meet their valued employees, hear how their business has grown, get an update on their kids and grandkids, and listen to what's on the agenda for the future. The challenges of growing a business are monumental, so it is truly amazing that the economy or recent flooding doesn't get in the way of the entrepreneurial spirit.

I don't think I will ever forget how many times I have heard that the Family Business Center and its programs have helped the family business and brought the family together. At each member visit, I am given suggestions on program topics, speakers, potential member referrals, and ways to enhance membership value. Every suggestion is taken very seriously and is one of the reasons why the Family Business Center continues to grow. The input is greatly appreciated; it helps shape the FBC's future. Thank you, FBC members, for giving me the best job anyone could wish for!

AMWOOD HOMES WINS DRAWING



Tailgate speaker, Howdy Holmes, drawing the lucky Member company, Amwood Homes.

It pays for Members to turn in evaluation forms! Amwood Homes got \$500 off 2008-09 renewal.

NEWS (continued from page 2)



Endres Manufacturing Company is hosting the 4th annual Wauktoberfest on Saturday, October 4 (noon to 10:00 p.m.) and Sunday, October 5 (noon to 5:00 p.m.) on their site at 802 S. Century Avenue in Waunakee. The event will feature beer tasting, authentic German music, numerous German-themed competitions, and family entertainment.

Team Ancora (**Ancora Coffee Roasters**), *Brat Fest* (**Metcalf Company**), *Associated Bank* and *The QTI Group* sponsored teams for The Boys and Girls Club Ride on July 19.



American Red Cross received generous donations from two FBC member companies. **Welton Enterprises** donated 23,000 sq. feet in Windsor, and **The Gialamas Company** donated temporary space on Madison's Westside. In April, **Bachmann Construction Company**, donated over 65 hours of labor towards building *Gilda's Club* Madison, a non-profit community clubhouse for social and emotional support for those stricken with cancer, as well as their families and friends.

Smart Motors had a combined celebration on July 9 commemorating their *centennial* anniversary and the unveiling of their new Odana showroom, service center and express lube facility on Odana Road.



The prestigious international guide, Chambers USA, ranked **DeWitt Ross & Stevens'** Intellectual Property group as one of the top two legal practice groups in the state of Wisconsin.

The Business Scholars Program (BSP) offers a limited number of scholarships to outstanding Wisconsin high school seniors interested in obtaining an undergraduate degree in business. **Matt Zimdars** (John's son, **The Zimdars Company**), received this honor. Matt will learn about the University and School of Business through weekly seminars including an "Introduction to Business" seminar in the first year and "Current Topics in Business" in subsequent years.



In Business Magazine listed 25 Family Business Center Members and Sponsors in their 2008 Executive Register.



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form of referrals to resources. For example, in the last month the FBC has provided answers to FBC members for the following questions:

- *Does anyone from within the UW exist who can translate a business document into Japanese?*
- *Can the FBC provide me with an example of a family employment policy?*
- *I attended the April program on governance and now I am looking for additional materials to supplement my learning. Can the FBC suggest an article or know of a book?*
- *Our family business will soon be celebrating a milestone; do you know of other members I might talk to who have celebrated milestones?*
- *I am considering documenting the story of our family business; does the FBC know anyone who can help us with that process?*

Likely you have your own question with which the FBC staff can assist. Make the most of your membership; contact us when you have a question. We do not always have the answer or a resource, but we will try to help whenever possible. You, the members of the Family Business Center are why we exist. *What have we done for you lately?*

FAMILY BUSINESS CENTER SPONSORS

A special thank you is extended to the following sponsors. These businesses provide the Center and its members not only with necessary financial support, but also with expertise in family business issues and a commitment to the cause of family businesses. If you have questions, they can help.

FOUNDING SPONSORS

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- WHYTE HIRSCHBOECK DUDEK



Member Renewals Due August 8, 2008

Your 2008-09 Membership renewal packets were mailed July 10. Included in the packet:

- Renewal application
- Company bio and picture
- 2008-09 Program Schedule
- Annual Report

Action requested:

1. Review your renewal application, bio, and picture.
2. Make additions and changes as needed.
3. Fax application and bio changes to (608) 441-7337.
4. Mail hard copy of application and bio changes in the postage-paid envelope provided.
5. Enjoy the Annual Report and the 2008-09 program year!

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ADDRESS SERVICE REQUESTED

FIRST CLASS MAIL