



Business Update

KOLSRUD RECEIVES HIGH OCTANE AWARD

During the International Fuel Ethanol Workshop & Expo on June 17, 2008, David Kolsrud was honored with the 2008 BBI International High Octane Award. Kolsrud is the founder and CEO of DAK Renewable Energy and General Manager of Agri-Energy, LLC, a Heartland Business Bank client. According to BBI Chief Executive Officer Mike Bryan who presented him with the sculpted trophy, Kolsrud "was doing ethanol before ethanol was cool."



David Kolsrud

When asked what it meant to receive the High Octane Award at this year's FEW, Kolsrud said, "I want to thank BBI for creating such an award and Kevin Tenpas of Heartland Business Bank for nominating me. It is truly humbling to be selected by my peers for this award. This award signifies the faith that I and thousands of other investors have had in the future of the ethanol industry."

Kolsrud, a fourth-generation farmer, bought his first 140 acres in 1972, after returning from military service in Berlin during the Vietnam War. Kolsrud reinvented himself as a 21st Century farmer and embraced the future of ethanol, not only to improve life for his family, but also his community and the country as a whole. So he and a few other visionaries raised the money needed from 220 farmers in Minnesota, South Dakota, and Iowa. Kolsrud candidly stated, "We were a bunch of Forrest Gumps trying to come up with a business model."

After two years of negotiating and persevering through the tough spots, the result was erecting one of the first ethanol plants in the Luverne, Minnesota area. By 1998, their 12 million gallon factory was up and running. Today, that 100% farmer-owned cooperative, Agri-Energy, LLC, has expanded capacity and spear-headed multiple projects and mergers. In this high-profile era of global warming and energy independence, David Kolsrud is indeed an entrepreneurial and relevant pioneer for the ethanol industry.

**GREAT THINGS HAPPEN!
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CHAMPION NAMED BUSINESS OF THE YEAR

Champion, Inc. celebrates a prestigious achievement for their many years of operation in the Dickinson, Michigan area. Dan Wentarmini, CFO, accepted the 2008 Business of the Year award on behalf of Champion presented by Michigan Works!, The Job Force Board and the Dickinson Area Partnership. Each year these organizations highlight a deserving company that makes a difference in the local region by exemplifying business and community excellence. Champion, Inc., founded in 1921, employs more than 100 full-time employees in the Dickinson County area. HBB has been partnered with Champion since 2005.

"It is important for the community to recognize the accomplishments of the small businesses that contribute to the economy of the Upper Peninsula by supporting their local workforce," said Will Carne, Job Force Board president. Wentarmini stated, "Champion, Inc. is honored to have been chosen the 2008 Dickinson Business of the Year. At Champion we are focused on contributing to Dickinson for many years to come. Currently, one of our missions is to attract young people back to the area. We have unlimited opportunities for Dickinson County graduates to come back home and grow and succeed in their respective careers." Congratulations, Champion!



Pictured L-R: Bruce Ortteneburger, President/CEO Dickinson Area Partnership, Dan Wentarmini & Orrin Bailey, CEO of Michigan Works!

SBA AWARD GIVEN TO DAIRY STATE CHEESE MAKER

Wisconsin Community Bank, Heartland Business Bank's sister bank, congratulates Klondike Cheese Company, a longtime business client, on its recent recognition by the Wisconsin Small Business Administration's 2008 Jeffrey Butland Family Owned Business of the Year Award. Klondike, located in Green County near Monroe, makes some of the finest cheese in the country. Its award-winning feta cheese could allow the company to become the leading feta producer in the United States.

The company's strengths continue to include a strong management team, the production of award-winning cheese, and national distribution to food service and retail markets. Klondike is a part of Wisconsin's rich dairy production tradition and buys locally to support other small, family-owned businesses. Klondike was founded in 1925 by Ernst Buholzer. Today, his grandchildren run the day-to-day operations of the company. The 4th generation



has already started working for and contributing to the success of the company. Saying "Cheese" pictured are Steve Buholzer (left), Dave Buholzer (center) and Ron Buholzer (right), representing generations dedicated to the family business.

CONGRATULATIONS KEVIN

Wisconsin Community Bank has named Kevin Tenpas as its president. In this new role he will head up the bank's statewide commercial banking division. Kevin will also continue his role as President and CEO of Heartland Business Bank.



"Kevin will assist Rick Cushman, Madison market president, in continuing to build our bank's commercial banking presence in southern Wisconsin," said Tom Wilkinson, CEO and Chairman of WCB. "This is one of our more important strategic steps and is critical to meeting our growth and profitability expectations." Wisconsin Community Bank has \$400 million in assets and operates seven offices throughout the state.

Heartland Business Bank, located in Sheboygan and Green Bay, focuses on the needs of the business community using various government-guaranteed and/or direct lending programs and offering competitive deposit and treasury management services. They have been ranked first in the state and fourth in the nation for USDA loan production volumes. Heartland Business Bank is a proven leader in tailoring specialty lending of Northeastern Wisconsin.

UPCOMING SEMINAR GIVEN HIGH PRAISE

Richard Blamey, CPA, is the retired CFO of KW Muth Company and VPI, LLC and is a friend of Heartland Business Bank. Here is what he had to say about the HBB sponsored seminar, Profit Mastery: Practical Tools for Control, Survival and Success being presented on October 29-30, 2008 in Manitowoc, Wisconsin.

You attended this seminar in 2007. What did you think of it?

I have nothing but the highest regard for Steve LeFever and his 2-day Profit-Mastery seminar that Heartland Business Bank has been sponsoring for years. I only wish I had attended long ago so I could have recommended it to more people.

As a 20-year veteran and partner with a national CPA firm and as a 20-year Chief Financial Officer and VP of two Sheboygan-based manufacturing companies, I can truly attest to the very high quality and value of his program. Not only is Steve LeFever's content extremely useful to every business owner and manager, but his high-energy delivery keeps each attendee pinned to their seat.



Richard Blamey

Why did you attend this seminar?

A very good friend of mine who is the CEO of a family owned business and a past participant in the seminar recommended it to me. Since attending I too have been recommending it to friends, family and business colleagues.

My youngest daughter is flying in from California just for this program with the aim of starting her own business. Another relative and a few friends are also signed up for this year's program and I know they will be pleased. I recommend Steve LeFever's program to any business person.

Is this seminar for financial people or for non financial people?

It is for both! I recommend it to any business person – owners, sales persons, plant managers, and financial people will all benefit from this. Last year, my 28 year old daughter, who didn't have a financial background, attended with me. She wasn't sure if business was the career she wanted to follow. She has since joined Johnsonville Sausage Company, LLC, and recently started her Executive MBA program and loves both.

What is covered in the seminar?

Steve covers very important business topics from using your financial statements as tools for cash budgeting, forecasting and cost volume profit relationships. He does so in a fashion that everyone, financial and non-financial people understand and ENJOY! This seminar will help a business succeed and avoid disaster.

There is still time to register for this program! Contact Carol Brazzale by October 22, 2008 by calling (920) 803-6001 or by email: cbrazzale@thehbb.com. We look forward to seeing you!



CONTACT INFORMATION

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We appreciate your comments! If you would prefer to receive our "Business Update" via e-mail or to be taken off the mailing list, please call toll free 1-877-983-5001, fax (920) 983-2980 or e-mail: partner@thehbb.com