



Business Update



NEW CLIENT NEWS

Heartland Business Bank welcomes **De Pere Cabinet, Inc., dba Countryside Cabinets** as a client. The company began operations in 1976, leasing the basement of a building located on Main Street in De Pere, Wisconsin.



Pictured, center, is Nancy Burkard, owner & operator of Countryside Cabinets of De Pere, Wisconsin. Julie Lemminger, Portfolio Manager, HBB and Patrick Murphy, Senior Vice President, HBB join her in the company's showroom.

Phil and Nancy Burkard had the vision of starting a custom cabinet operation for themselves and their six children. After 3 years with an increasing demand of their cabinets, they decided to purchase the building and expand the cabinet operations to the upstairs level. Employees from the outside were hired to assist with the added production demands.

In 1986, Phil and Nancy purchased a 30,000 sq. ft. dismantled Wisconsin Public Service building and put it up in the West De Pere Industrial Park where the company resides today. Around the same time, equipment from a bankrupt modular cabinet company was purchased to help in the increased need for production. This was the start of Countryside Cabinets modular production processes which would allow for cabinet orders to be built and shipped within two to three weeks. In the mid-1990's, a flat-line staining and finish system was purchased as the final piece to the modular operation. After 3 additional building expansions, the company looks forward to an ever-increasing demand of the current product line. Additional products are being continuously added to enhance and allow for more market share.

Unfortunately, Phil Burkard passed away in 2004; however, the business is still owned and operated by Nancy Burkard and five of her six children.

The company's partnership with Heartland Business Bank and their enhanced business services will allow for the continued success of Countryside Cabinets.



SAY "CHEESE"

Wisconsin Community Bank purchased the Grand Champion Feta Cheese produced by **Klondike Cheese Co.** at the 2011 Green County Fair. Klondike's Feta received the Grand Champion Award in the cheese contest after the company's Feta swept the first three places of the Open Class category. The Grand Champion Feta was entered by Steve Webster, cheesemaker at Klondike Cheese Co. The company is operated by third generation cheesemakers - Ron, Dave and Steve Buholzer. Since the 1920's, the Buholzer Family and Klondike Cheese Co. have been making quality cheeses in Green County. Klondike Cheese produces Feta, as well as Havarti, Brick and Muenster cheeses. The family says the secret to Klondike's quality and consistency is the combination of using state-of-the-art equipment, its own carefully developed recipes and time-honored traditions of cheese making.

Wisconsin Community Bank utilized the USDA's Business & Industry loan program along with the SBA 504 loan program to provide the company with a long-term, committed debt structure many years ago when they expanded their facility.



(Left to right): Dennis Everson, Vice President, WCB; Steve Webster, Cheesemaker, Klondike Cheese Co.; Ron Buholzer, President, Klondike Cheese Co.; Ron Markham, Market President, WCB



Happy Holidays
from
Heartland Business Bank
and
Wisconsin Community Bank

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HBB GREEN BAY CLIENT WINS AWARD

Congratulations to **Parallel 44**, winner of the Emerging Industry Award at the annual *Manufacturers Awards of Distinction* held by Advance, the economic development arm of the Green Bay Area Chamber of Commerce. At the event on November 7th, Parallel 44 was honored as a leader in the wine manufacturing industry and recognized for their rapid, profitable growth driven by their exquisite wines! Please visit their website www.parallel44.com to learn more about their history, wine selection, and available tours. Here's to owners Maria Milano and Steve Johnson (pictured) and to Parallel 44's continued success!



IDAHO GOVERNOR CONGRATULATES WEL

WEL Companies (Wisconsin Express Lines), an HBB cornerstone client since 2000, held a grand opening celebration on August 10 for the newest warehouse addition in their network. WEL's 14th facility is a 120,000 square-foot, temperature-controlled warehouse in Gooding, Idaho. This warehouse has many modern-day technologies that not only make it cost effective but attractive to WEL's current and potential customers. The governor of Idaho, Butch Otter, and the mayor of Gooding, Duke Morton, were in attendance for the official ribbon cutting.



Pictured in the upper left-hand corner in yellow is Bruce Tielens, President of WEL, addressing the ceremony's attendees, with Kevin Tenpas looking on. Kevin is the President of HBB and WEL's business banking officer. On the bottom from left to right is Randy Tielens, Vice President of WEL, Idaho Governor Butch Otter, Greg Krall, Terminal Manager of the new facility and Bruce Tielens, WEL President.

WE ARE GROWING!



John Edgington has joined Wisconsin Community Bank's Monroe branch as Vice President of Business Banking with a focus on agricultural lending. John grew up on a dairy farm in Southwest Wisconsin. He received his BS in Agri-Business with a focus on finance from the University of Wisconsin-Platteville. Bringing 16 years of lending experience in both the agricultural and commercial markets of Wisconsin, he will work to develop and expand the agricultural market for Wisconsin Community Bank. In addition to this, he has worked as a volunteer fireman in the communities of Dodgeville and Cobb, with a total of 15 years of service, currently serving Cobb's department in the role of Assistant Chief. John, his wife Erin, and their family reside in Cobb.

In August of this year, **Erin Mahoney** joined Wisconsin Community Bank as a Portfolio Manager at the Monroe office. Erin earned a Bachelor of Science (Business Administration-Finance) from the University of Wisconsin-Platteville. Erin grew up on a beef farm near Winslow, IL and enjoys sports, camping and fishing. Welcome to the team, Erin!



UNITED WAY ON THE MOVE

United Way of Green County would like to extend many thanks to WCB for providing their new office space! It is on the 2nd floor of the downtown Monroe branch of WCB. The cost for this space will be donated to United Way by WCB as part of their commitment to community service in order to aid families and individuals in Green County. Partnering with WCB and keeping operating costs to a minimum, United Way is able to reach out to many more people that are in need. This alliance truly demonstrates the maxim "LIVE UNITED." Their new address is 1717 10th Street Monroe, Wisconsin 53566.



FEEL FREE TO CONTACT US

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 Jeanie at HBB Green Bay at 877-983-5001 or email her at jannibale@thehbb.com.

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