



**February 4, 2012**  
**34<sup>rd</sup> Annual Banquet!**  
**Therefore, no regular Noon meeting will**  
**be held in February**

Fox Hollow Banquet Hall  
Cocktails 5:30 p.m.  
Dinner 6:30 p.m.  
Presentations and short meeting 7:30 p.m.  
Entertainment 8:00 p.m.

**Next Regular Meeting is March 14, 2012**

#### **Monthly Update**

Regular Meeting – January 11, 2012

Meeting called to order at 12:00 p.m. by President Pete Ames. After introductions and buffet lunch, the regular meeting commenced.

#### **Guest Speaker**

La Crosse County Planner Charles Handy explained the new La Crosse County Sign Ordinance and how it affects municipalities without zoning codes.

#### **Minutes**

Motion by Errol Kindschy, seconded by Pam Semb to approve the minutes of the December regular meeting. Motion approved.

### Treasurer's Report

Treasurer Patty Gjertsen's Association bank balance report was distributed, and there are currently 28 paid 2012 members. The general association bank balance is \$8,692.99, and the Celebrate West Salem account balance is \$665.28.

Motion by Julie Kendhammer, seconded by Brett Welch to approve the Treasurer's report as presented. Motion approved.

### Annual Banquet

Annual Banquet is Saturday, February 4, 2012, at Fox Hollow Banquet Hall. The membership was reminded to notify Teresa Schnitzler or Patty Gjertson if planning to attend so that we may give Fox Hollow a number of attendees to plan for. Door prizes are encouraged!

### Celebrate West Salem

Dan Eoriatti reminded the membership the Celebrate West Salem event has been set for Sunday, March 18, 2012. The first week in February applications will be mailed and available on the Business Association website.



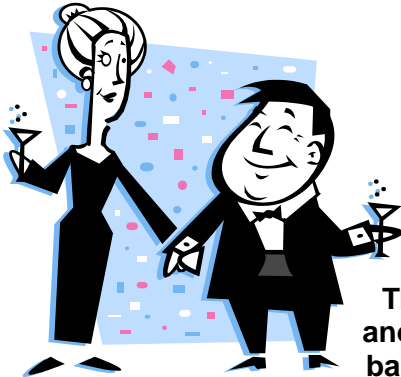
### Spotlight Business of the Month

Delta Design and Dan Baldrige were chosen as the Business Spotlight of the Month.

Motion by Gary Zimmerman, seconded by Jason Schockmann to adjourn the meeting at 12:44 p.m. Motion unanimously approved.

Teresa L. Schnitzler, Secretary

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## West Salem Business Association Annual Meeting and Banquet *Saturday, February 4, 2012* *Fox Hollow Banquet Hall*

**The West Salem Business Association will look back on another year on Saturday, February 4, 2012, at our annual banquet at Fox Hollow Banquet Hall. The banquet is a chance for our members and friends to get together in a social setting, recognize several of its members, and celebrate the successes of the preceding year. Members of the general public are always invited and welcome!**

**Cocktail hour will begin at 5:30 p.m., and dinner will be served at 6:30 p.m. Dinner includes prime rib, broiled fish, chicken in Hallandale sauce, baked potato, green beans, salad, coffee, and rolls. Entertainment at 8:00 p.m.**

**Please bring a door prize to the banquet. It's a great way to have your business recognized, and your generous support is so appreciated!**

## BUSINESS “SPOTLIGHT” OF THE MONTH



**Congratulations,  
Dan Baldrige and Delta-Design, LLC  
You and your business are being “spotlighted” as Business of  
the Month for February!**

Started in 1974, Delta-Design, LLC is a full service building design group, capable of providing everything from site analysis, architectural planning, structural engineering, and MEP design to construction management and contract administration.

No project is too small. From outhouses to factories, we do them all. We have professional registered staff (WI, MN, IA, CO) and LEED AP staff and currently provide services in Wisconsin, Minnesota, and Iowa.

Residential (single family or multi-family), commercial, medical clinics, assisted living facilities, schools, daycares, office buildings, warehouses, and churches are just a few of the categories we can do. And, we utilize all types of building materials.

Contact us today about your construction project. You will find our fees to be very competitive. We are typically three to four percent less than the large A/E firms, yet provide all the services. We also have hourly rates and square foot rates, depending on the project type. We will provide as many services as you choose. We bring in only those disciplines that you need or ask for. You decide—it’s your project—you’re in charge.

Contact us today, either by e-mail at [dan@deltadesign-llc.com](mailto:dan@deltadesign-llc.com) or phone (608) 786-0680.

# CELEBRATE WEST SALEM

## 2012 "Celebrate West Salem" Business Expo

This is your invitation to be an exhibitor at the upcoming "Celebrate West Salem" Business Expo. Celebrate West Salem is a community wide event being planned for Sunday, March 18, 2012, at the West Salem High School. This event will bring together local businesses, educational institutions, and civic organizations of all sizes to showcase their products and services, as well as to celebrate the community we live in.

Celebrate West Salem will be a sales, prospecting, relationship-building, lead generating and networking opportunity. Meet potential clients and introduce your company and its capabilities to the business world at this exciting event.

**Don't wait to secure your booth at this exciting event!!!**

**Location:**

West Salem Senior High School  
405 East Hamlin Street  
West Salem WI, 54669

**Details:**

8' X 10' booth space  
Two folding chairs provided; tables available at extra charge  
Electricity (*limited quantity available. First-come, first-serve basis only.*)



**Registration & Payment Information is available at [www.westsalemwi.org](http://www.westsalemwi.org)**

For additional information, contact Eric Bauer at (608) 786-0890 or Dr. Dan Eoriatti at (608) 786-3304.



[www.westsalemwi.org](http://www.westsalemwi.org)



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**West Salem Business Association  
P. O. Box 84  
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