



## November/December 2019 Membership Update

Thanks to the efforts of the members and strategic partner listed in the right-hand column, we recruited nine new members with the Chapter Choice promotion that was in effect for late October and early November. We came very close to our goal of 10 and are pleased with the efforts of our recruiters. In addition, we recruited one new member who is in transition.

As a reminder, the **National** annual fees for the Executive Category of membership were reduced from \$499 to \$399 for renewals effective August 1, 2019 or later and new members as of July 1, 2019. This was announced in an e-mail sent to all members on June 14, 2019 by Andrej Suskavcevic, the National President and CEO of FEI. For further details please access our Chapter website as listed above. While not a certainty the intent is to reduce these fees to \$299 by August 2022. These reductions are something chapter leaders around the country have been requesting for some time and we are extremely pleased the National Office and Board have implemented them over the last several years going from \$525 to \$399 currently.

The best way to recruit new members is through personal contact. Please continue to reach out to colleagues who you think might benefit from an FEI membership. There is no cost for them to attend a chapter meeting as a guest. Once you make the contact and they have some interest please let me know and I can take over from there. With the special membership promotions from National I can time their joining to make sure they get the reduced rate for the first year. With our Money-Back Guarantee noted below they have nothing to lose!

A big thank you to all of you who have been completing our monthly Chapter meeting surveys. Approximately 70% of the members and strategic partners who attend our meetings complete the surveys. This is fantastic and we ask that you continue completing them. Your input is invaluable. It literally takes no more than two minutes to complete the survey each month. Your Chapter Executive Committee reviews your input very closely in helping to improve the quality of our programs. While we cannot always incorporate all of the comments made, we do take them very seriously.

Mike McNamara  
Membership Chair  
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### MEMBERSHIP RECRUITERS FOR 2019-2020 FISCAL YEAR

**GOLD RECRUITERS**  
*3+ Members*

**SILVER RECRUITERS**  
*2 Members*

Nicole Olesen

**BRONZE RECRUITERS**  
*1 Member*

|                   |               |
|-------------------|---------------|
| Jay Edwards       | Lynda Farrell |
| Amy Henselin (GT) | Sara Hurley   |
| Jim Kiekhaefer    | Paul Landwehr |
| Nicole Olesen     | Joe Toonen    |
| Kelly Weerts      | Karen Young   |

### MEMBERS AS OF THE END OF COMPETITION OR FISCAL YEAR:

|      |            |      |     |
|------|------------|------|-----|
| 2008 | 107        | 2009 | 119 |
| 2010 | 139        | 2011 | 170 |
| 2012 | 199        | 2013 | 210 |
| 2014 | 226        | 2015 | 219 |
| 2016 | 216        | 2017 | 220 |
| 2018 | 239        | 2019 | 253 |
| 2020 | 265 (Goal) |      |     |

**Members as of November 18, 2019: 251**  
Due to terminations and transfers, our goal is to add **42 new members** this fiscal year ending **June 30, 2020**.

## Please Welcome our Ten Newest Chapter Members!

### **RORY FARRELL, MS** **Financial Management & International Business Management**

VP, CFO & Treasurer  
Neenah Enterprises, Inc.  
Neenah  
Recruiter: Lynda Farrell



### **CAROLYN JAZGER, CPA, Masters of Management**

In Transition & Formerly CFO  
Pepsi-Cola Bottling Co. of  
Northeast Wisconsin, Inc.  
Green Bay  
Recruiter: Sara Hurley



### **MARK KLEIFGEN**

Controller  
EuroPharma, Inc.  
Green Bay  
Recruiter: Paul Landwehr



### **BEN KOZAK**

Controller  
Sustana - Fox River Fiber  
De Pere  
Recruiter: Karen Young



### **JASON KOZELEK, CPA**

CFO  
Michels Corporation  
Brownsville  
Recruiters: Amy Henselin (Grant Thornton) & Joe Toonen



### **MICHAEL KRUTZ**

Director  
Greenleaf Wayside Bank  
Greenleaf  
Recruiter: Jim Kiekhaefer



### **JERRY PASCHKE, CPA, CGMA**

Vice President - Controller  
Imperial Supplies, LLC  
Green Bay  
Recruiter: Jay Edwards



### **SCOTT REHFELDT, MBA**

Senior Cost Accountant  
Trilliant Food & Nutrition, LLC  
Little Chute  
Recruiter: Nicole Olesen



### **ANN SCHICK, CPA**

Controller  
Shopko Optical  
Green Bay  
Recruiter: Kelly Weerts



### **JON SUTTNER**

Assistant Controller  
Trilliant Food & Nutrition, LLC  
Little Chute  
Recruiter: Nicole Olesen



## FEI of Northeastern Wisconsin Money-Back Guarantee

In order to support our recruitment efforts this fiscal year, the chapter Board has again approved offering a **MONEY-BACK GUARANTEE** for dues to new members if they do not find value in their membership. We are making this offer because we feel strongly about the value proposition that our chapter offers. The details of this offer are as follows:

1. The chapter will refund the national membership dues paid by any new members if they decide not to renew their membership after their first 12 months of membership.
2. Any new members whose applications are processed from July 1, 2019 through June 30, 2020, and who join the Northeastern Wisconsin Chapter, are eligible for this money-back guarantee.
3. Members who transfer in from or out to other chapters are not eligible.
4. The members must have attended at least four of the featured speaker presentations during the first 12 months of their membership.
5. As proof of their attendance, members must have signed in and signed out on the attendance sheets for each meeting at the registration table with Michelle Weiss, our Chapter Administrator.
6. Within 60 days of their anniversary date of joining FEI, they must submit a written request for refund to Mike McNamara ([mike.mcnamara@tqmillwork.com](mailto:mike.mcnamara@tqmillwork.com)) and provide the reasons for FEI not meeting their expectations.
7. Any refunds approved will be issued in the same name and format (i.e. credit card, company check, etc.) as the amounts were originally paid.
8. In the event of any questions or disputes in administering this money-back guarantee, Mike McNamara will have sole authority to resolve the situation.
9. The effectiveness of this offer will be evaluated toward the end of the 2019-2020 fiscal year to determine whether to continue it for future years.