

**Executive Director**  
**Hartford Area Development Corporation**

“JD Laser, Inc. had been looking for an outside consultant to assist in streamlining of front office operations. It had come to our attention, through a current employee that this may be a service offered by the HADC. We contacted HADC and Patrice offered a better than competitive quote to do the consulting. Patrice spent a good deal of time at JD Laser, Inc. over about eight weeks. Patrice met one on one with our office staff and “shadowed” them to get a better understanding of our operations and the role that each person played. During this time, Patrice met on a consistent basis with our management group with her findings and feedback from the employees. Prior to the start of the process, JD Laser, Inc. had been considering the idea of looking at different software options, throughout the streamlining process, it became evident that we may need to explore other avenues with our software. Patrice took steps to locate different software vendors that could meet our current and future needs, she narrowed the field down to three vendors for us. From that point, we met with the vendors and made a decision to go with a new comprehensive software package. Patrice has been an integral part of our team in 2010. She not only helped “streamline” operations in the front office, she opened up lines of communication, she helped us to create more of a “team” atmosphere. In addition, as mentioned, she was a key player in bringing a new software component to JD Laser, Inc. It has been a pleasure working with Patrice. I highly recommend the consulting services that she offers to any business in need of such. We have recognized significant costs savings with the plans we have put in place and expect much more with the new software. Many of the changes, it is difficult to be a dollar figure on, but the measurement is much more than dollars and cents!” *March 22, 2010*

**Dan O'Bryon**, *Owner, JD Laser Inc.*

worked directly with Patrice at Hartford Area Development Corporation

“Patrice is an excellent liaison for local companies with the Hartford Area Development Corporation. She proactively provides useful government, regulatory and grant opportunity information to advance business opportunities. In addition, with her knowledge of all local businesses she is constantly working to make connections between companies to advance their business operations. She is a great resource for companies looking to move to the Hartford area both before and after they make the move.” *February 15, 2010*

**J.P. Fingado**, *President and Chief Executive Officer, API Healthcare*

was with another company when working with Patrice at Hartford Area Development Corporation

“Patrice does an outstanding job servicing local businesses in the Hartford Area. She keeps her clients well informed about local, state and national business trends. She also has been very helpful in securing government grants. She works closely with the local community but also has a broad business view.” *January 26, 2010*

**Top qualities:** Great Results, Expert, On Time

**David Pringle**

hired Patrice as a Business Development Director in 2009

“Patrice did a great job keeping our group focused. We were able to obtain our goal and in a short amount of time.” *January 18, 2010*

**Top qualities:** Great Results, Personable, Good Value

**Harriet Doerfert**

hired Patrice as a Business Consultant in 2009

“I have had the privilege to work with Patrice for several months, side by side as I was Interim Exec. Dir and she was hired as the permanent Executive Director of the Hartford Area Development Corporation. Since then I have had the opportunity to do two Strategic Planning Sessions with her, one for the HADC and one for one of local banks, and one Value Stream Mapping process in one of our local businesses. I am very impressed with Patrice's knowledge and ability to lead business leaders through a Strategic Planning Process...I am most impressed, though with the Value Stream Mapping process that she has led our company through. In just three weeks through elimination of processes and material saving over \$60,000 in savings have been identified, the beauty part is we are not yet finished. Please feel free to call me, Ray Jaroch, with questions at 920-988-2685. The HADC has here a person that has much to offer to our existing Industrial base.” *January 15, 2010*

**Top qualities:** Great Results, Personable, High Integrity

**Raymond Jaroch**

hired Patrice as a HADC Exec. Dir. in 2009

“Patrice is an energetic leader that continues to drive her organization and clients to success. She is an accomplished listener and develops appropriate solutions to client concerns. She is a detail oriented manager that watches the balance sheet like a hawk without losing sight of the strategic objective. Her creativity is outstanding.” *January 15, 2010*

[Tony Warren](#), *Chairman, West Bend Mutual Insurance Co.*

was with another company when working with Patrice at Hartford Area Development Corporation

“Patrice is a fast-paced, well networked, and high energy relationship builder. Patrice is very willing to jump in, learn and connect people and businesses for the success of everyone.” *January 15, 2010*

[Dave Lenz](#), *Senior Vice President & Chief Human Resources Officer, Regal Ware, Inc.*

was with another company when working with Patrice at Hartford Area Development Corporation

“Patrice's thorough understanding of the business world combined with her energy and enthusiasm are very encouraging signs of many good things to come for the City of Hartford. Being a long time resident of Hartford, and a lifetime resident of the area, I am delighted to have her working on our behalf.” *December 18, 2009*

[Joe Dautermann](#), *Vice President, Dahlman Construction Company*

was with another company when working with Patrice at Hartford Area Development Corporation

“Patrice is a visionary, strategic leader who has a good grasp of not only today, but the future of business in the state/country. Importantly, she also understands the important connection of positive and supportive business/school partnerships, preparing learners/the future workforce for a successful transition into the 21st Century. All with whom she comes into contact wants to be a part of her team.” *December 17, 2009*

[Dr. Michael Kremer](#), *Superintendent of Schools, Hartford Union High School District*

was with another company when working with Patrice at Hartford Area Development Corporation

“When I recently met Patrice at a Rotary meeting, I was pleased to find out that she was the new director because she was personable and approachable. Patrice has been extremely helpful in forwarding relevant articles and ideas to our business and her follow through is prompt while, many times, going above and beyond. She continues to guide me through the LinkedIn arena - albeit kicking and screaming - because she knows that it will ultimately help our business. Patrice has given us more ideas in these short weeks as Executive Director than the organization had done for our business in the past 10 years collectively. She is a breath of fresh air.” *August 14, 2009*

[Loni Jaeger](#), *General Mgr., Boyd Hunter*

was with another company when working with Patrice at Hartford Area Development Corporation

“I am a Board member of the Hartford Area Development Corporation and we are excited to have someone with Patrice's leadership abilities and professionalism as our executive director. She is a talented and energetic individual with considerable experience in both manufacturing and service business environments. She has an extensive network of local contacts including members of government and business owners/CEO's that can serve as resources to any business considering relocation to Hartford. I'm confident you will enjoy working with Patrice. Tom Hostad Broan-Nutone LLC” *August 5, 2009*

[Tom Hostad](#), *Materials Manager, Broan-Nutone LLC*

was with another company when working with Patrice at Hartford Area Development Corporation

### **Economic Development / Washington County (EDWC)**

“Patrice has provided important contributions to our board's efforts to step up to the next level in becoming a more entrepreneurial and B2B oriented EDO. I have personally appreciated her efforts to help me integrate into the Hartford community and increase EDWC's effectiveness there.” *February 16, 2010*

[Christian Tscheschlok, CEcD](#), *Executive Director, Economic Development / Washington County Corporation*

worked directly with Patrice at Economic Development / Washington County (EDWC)