



## NEXT MEETING! 2/18/2010



*When:* Thursday, 2/18/2010  
*Where:* Luedtke's Coliseum Bar and Banquet, Upper Floor  
*Time:* Noon – 1:15 pm  
*Format:* 12 Noon Lunch  
 12:15 - 1:15 Announcements  
 Open Discussion and Speaker

Please RSVP to Jean Vogel @ 663-2560 or [smba@SMBA-Madison.org](mailto:smba@SMBA-Madison.org)  
 by Noon on Tuesday 2/16/10



### This Month's Speaker...

**Michael P. Gay,**  
**Business Development Coordinator**  
**Office of Business Resources, Economic**  
**Development Division, City of Madison**

Michael is the Business Development Coordinator with the Office of Business Resources inside the City of Madison's Economic Development Division. He serves as the official liaison between city government and the Madison business community. Currently, Michael's time and resources are focused on the creation of the physical space needed for targeted business development and job creation, specifically the creation of major new economy employment centers and business incubators.

Other various functions of his City position include Madison brownfield redevelopment, marketing underutilized land and buildings, technology transfer for the hi-tech industries, providing technical and financial assistance to small business start-ups, major employer attraction, and business district planning. The City's OBR's web page ([www.businessmadison.com](http://www.businessmadison.com)) explains these services in more detail.

Michael has a BS in Public Administration (UW Green Bay) and an MS in Urban and Regional Planning (UW Madison). He spent several years in Latin America doing missionary work, thesis research, and working with micro-enterprises and resultant, speaks Spanish. Prior to coming to the City in 2000, Michael directed an office of a private Midwest architectural/engineering/planning consulting firm and administered business development programs for the Wisconsin Department of Development (now Department of Commerce).

### New Member Welcome

As always please try to do business with fellow members and let them know that you are supporting them as part of the South Metropolitan Business Association. Please

welcome the following new members and their representatives:

**Boy Scouts of America - Glacier Ridge Council** - Promote character development, citizenship training, and personal fitness for scouting members.

- Aaron Vikemry

**Greater Madison Convention and Visitors Bureau** - Official destination marketing organization for the greater Madison area.

- Chris Caple and Jessica Worley

**Venturini Business Consulting, LLC** - Human Resource Management, Organizational & Business Planning and Professional Coaching & Development

- Michelle Venturini

### SMBA Donations

The SMBA prides itself on donating time and money to local organizations geared towards helping our community. The Board of Directors is happy to review any organizations or events that the SMBA can provide donations monetarily or by promoting volunteerism. Please send your ideas to [smba@smba-madison.org](mailto:smba@smba-madison.org).

This fall we have made donations to the following organizations/events:

**South Madison Branch Library Capital Campaign**

### Quarterly Gift Drawings!

Thank you for completing the Comment Form at each of our monthly meetings. These forms help us continue to provide the best topics and speakers for the SMBA. Your input,

## 2009-2010 Officers & Board of Directors

Jim Mankowski President <a href="mailto:jbmpc@chorus.net">jbmpc@chorus.net</a>	JBM Patrol and Protection Corporation	222-5156
Rob Waterman Past President	Edward Jones Investment <a href="mailto:rwatman5615@charter.net">rwatman5615@charter.net</a>	271-5100
Rick Welsh Treasurer <a href="mailto:rick.welsch@wegnercpas.com">rick.welsch@wegnercpas.com</a>	Wegner LLP CPAs & Consulting	442-1958
Sean O'Rourke Secretary <a href="mailto:orellc@charter.net">orellc@charter.net</a>	ORE Real Estate Services LLC	225-3636
Mike Flynn <a href="mailto:mflynn@mononabank.com">mflynn@mononabank.com</a>	Monona State Bank	223-5148
Gary Waldhart <a href="mailto:garyw@ams-mad.com">garyw@ams-mad.com</a>	Auto Marketing Services	274-7400
Jim Garner <a href="mailto:jimg@sergenians.com">jimg@sergenians.com</a>	Sergenian's Floor Coverings	663-2520
Bill DiCarlo <a href="mailto:dicarlo@co.dane.wi.us">dicarlo@co.dane.wi.us</a>	Alliant Energy Center of Dane County	267-3982
Betsy Jenkins <a href="mailto:Betsy.Jenkins@iyparty.com">Betsy.Jenkins@iyparty.com</a>	It's Your Party, LLC	845-3450
Gail Niesl <a href="mailto:gniesl.clarionsuites@tds.com">gniesl.clarionsuites@tds.com</a>	Clarion Suites, Madison	284-1234
Joe Campana <a href="mailto:campana@JCampana.com">campana@JCampana.com</a>	J. Campana & Associates	241-3500
Brad Prohaska <a href="mailto:bprohaska@parkbank.com">bprohaska@parkbank.com</a>	Park Bank	283-6891

ideas and suggestions are very important to help the SMBA grow and continue to be one of the largest business organizations in the Madison area.

In appreciation of your continued input and support, we provide a quarterly drawing of all the 'Comment Form' participants! Please continue to complete the forms each month for a best chance of winning!!

### Business Bios Wanted

The SMBA would like to further promote each and every business member! Along with the networking opportunity every month, your business link on our new website and the introductions every month, we'd like to highlight your business in our monthly newsletter. Every month, two businesses will be spotlighted and we need volunteers. Please provide a written bio to the SMBA at [smba@smbamadison.org](mailto:smba@smbamadison.org) or bring it with you to the monthly meeting!

## Is Your Business Linked?

Did you know that the SMBA website has a list of current members with a link to their company website? Not listed? Please email us (smba@smba-Madison.org) your company name and website (if you have one) or your e-mail address. Include a statement that you grant permission for us to post the information on our site and you are linked!

We always encourage our members to do business with other SMBA member businesses, so please email us your information today. You must be a member in good standing to be listed.

## SMBA Madison Area Business EXPO!

The temperature outside was a bit more cooperative this year for EXPO 2010 and inside things were heated up as well. We had a terrific turnout for our Annual SMBA Business Expo with over 300 business people in attendance! Over 50 area businesses exhibited and the cost to members was free. The excitement level was high all evening long with plenty of food and beverages and prize give-aways! We hope you were able to make connections and meet some new people. Grand Door Prizes volunteered by sponsors, members and exhibitors with a value of \$100 or more were encouraged and, once again, the grand prizes were amazing! All prizes and prize winners that were reported to us are listed below. If your business isn't listed here, send us an e-mail with your prize winner's name and we'll post it in the next newsletter.

Any comments about EXPO 2010? We'd love to hear them. Please send your feedback, comments or suggestions to Jodi Fisher, SMBA Administrator at [SMBA@SMBA-Madison.org](mailto:SMBA@SMBA-Madison.org).

We'd like to thank our Exhibitors, Grand Prize donors, SMBA members and attendees who all came together to pull off a great event. Special thanks to our Sponsors: Capital Brewery, JBM Patrol & Protection, Hausmann-Johnson Insurance, Sergenian's Floor Coverings and Tingalls Dzyn. Thank you also to the Board Members and members, the Fitchburg Chamber of Commerce, the Greater Madison Chamber of Commerce, Greater Madison Convention and Visitors Bureau and Clear Channel Radio for getting the word out about our event – you are instrumental to our success. We look forward to this event each year – we hope you do as well. See you in 2011!

## SMBA EXPO 2010 Prize Winners

Exhibitor	Grand Prize	Winner	Business
AAA-Wisconsin	Travel Suitcase	Julie Pankow-Helland	Creative Marketing
Candlewood Suites	Candlewood Suite Stay Certificate	James Kademan	Doc Jams Printer Repair
Clarion Suites Hotel	One night stay in studio suite, \$109.99	Paul Ranola	Requisite Video
Focus Strategic Solutions	3 months free coaching, \$1,500	Wayne Bender	Engineered Security Solutions
Focus Strategic Solutions	\$100 towards Strategic Planning workshop	Mac Chorlton	Twedee Productions
GMCC	1/3 page ad in electronic Business Beat (April or May), \$375	Angie Heiman	Send Out Cards
Park Bank	\$100 Savings Bond	\$100 Savings Bond	Clear Channel
Quality Inn & Suites	Quality Inn & Suites Stay Certificate	Dianne Glintz	Savannah Oaks Middle School
Requisite Video	Web Testimonial, \$200		
Sandler Training	In-house training session, \$1500	Sam Wayne	Madison Business Law
Send Out Cards	SOC Retail Account, \$100	Anne Otter	Greater Madison Chamber
Tingalls Dzyn	New Business Starter Kit, \$1,110		
Summit Credit Union	iPod Nano, \$150	Leanne Cantwell	AFLAC
SCORE	Wet/Dry Vacuum	Jennifer Bruhn	GMCC
Scott Mickelson, Atty	\$300 Attorney Services	Ben Glantz	Clarion Suites
Unishippers	Seagate Free Agent Go 320 GB Portable HD, \$100	Rick Welsch	Wegner CPAs
Vondra Engraving	Engraved Cherry Desk Clock	Alan Capelle	Upper Iowa University
Exhibitor	Prize	Winner	Business
AMS	Bluetooth Headset	Jacob Clevenstine	Mass Mutual Financial Grp
Body & Spine Chiropractic Wellness Center	\$40 posture pillow	Michelle Allen	Michelle Allen Photography
City of Fitchburg	City of Fitchburg Logo Shirt and Hat	Dianne Glintz	Savannah Oaks Middle School
City of Fitchburg	City of Fitchburg Logo Shirt and Scarf	Grant Glintz	Income Tax Consultant
Focus Strategic Solutions	\$25 off Strategic Planning workshop	Dianne Glintz	Savannah Oaks Middle School
Focus Strategic Solutions	\$25 off Time Management class	Robert Ketter	Ketter Computers LLC
J Campana & Associates	Book: Privacy Makeover	Wayne Bender	Engineered Security Solutions
Latino Chamber	\$50 Gift Card to El Pastor	Dean Wolstad	Stark Company Realtors
Park Bank	\$25 Gift Card	Amy Newton	Adams Outdoor Advertising
Requisite Video	iTunes gift card, \$25	Katie Schelitzche	Quality Inn & Suites
Restaino & Associates	Badgerland Basket, \$50	Anne Otter	Greater Madison Chamber of Commerce
Send Out Cards	SOC box, \$49	Charity Rood	Body & Spine Chiropractic Wellness Center
St. Vincent de Paul	\$25 gift card to St. Vincent's	Bryon Reihaus	Abstract Virtue Design House
Swim West	10-Punch Family Swim Pass	Jim Murphy	Neuenschwander Asset Management LLC
The Payroll Company	\$50 Gas Card	Katie Schelitzche	Quality Inn & Suites
Venturini Business Consulting	Staples gift card, \$25	Stuart Fields	Performance Consultant

## S.M.B.A. MONTHLY MEETING SCHEDULE

### Upcoming Monthly Speakers

02/18/2010	Michael Gay, City of Madison Office of Business Resources
3/18/2010	Banking Panel
4/15/2010	2010 South Madison Road Construction Projects Update

SMBA meetings are held on the **third Thursday of every month from 12:00 Noon to 1:15 pm at Luedtke's Coliseum Bar and Banquet, Olin Drive, Madison** unless otherwise indicated in the newsletter.

**SMBA** South Metropolitan  
Business Association

P.O. Box 259893  
Madison, WI 53725-9893  
[www.SMBA-Madison.org](http://www.SMBA-Madison.org)