

NEXT MEETING! 9/17/09

When: Thursday, 9/17/09
Where: The Coliseum Bar and Restaurant
Time: Noon - 1:15 PM
Format: 12 Noon Lunch
 12:15 - 1:15 Announcements
 Open Discussion and Meeting

Please RSVP to Jean Vogel @ 663-2560 or smba@SMBA-Madison.org
 by Noon on Tuesday 9/15/09

2009 Officers & Board of Directors

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

This Month's Speaker...

Joseph Alexander, President The Alexander Company, Inc.

Joe holds a Law Degree as well as a Bachelor of Arts in Political Science and History from the University of Wisconsin, Madison. He has served as Special Assistant to the Assistant Secretary for Administration and Management at the United States Department of Health and Human Services in Washington D.C. His duties there included consultation and implementation in the areas of general management, space planning, and facilities construction and leasing. As an active member of the community for many years, Joe has served as a Regent of the University of Wisconsin System and served consecutive terms on Wisconsin's National and Community Service Board. He currently sits on the Advisory Board for the Salvation Army of Dane County, is a member of the Congress for the New Urbanism, the City of Madison Sustainable Design and Energy Committee and the University of Wisconsin Law School Real Estate Advisory Board.

His duties at The Alexander Company include Senior Management, New Project Presentation and Negotiation, Development Team Oversight, Stakeholder Relations, and Operations Oversight.

September Meet and Greet-Business and Government Reception

The third annual Business and City of Madison Meet and Greet will be held at the Brink Lounge 701 E. Washington Ave, Suite 105 on **Thursday, September 17 from 5:30 to 7:30 p.m.**

This is an informal gathering with City of Madison elected officials and key City of Madison staff who interact with the business community regularly. It is anticipated there will be 200 to 300 business and city leaders in attendance again this year. It is a unique and excellent opportunity to network with area decision makers. Mayor Cieslewicz and Madison Alders look forward to this event each year as it gives them the opportunity to see old friends and make new connections with business leaders. Parking is available in the MGE Good Neighbor lot. Appetizers will be provided; Cash Bar.

New Board of Directors Members 2009

Brad Prohaska

Born and raised in Middleton WI, graduated from the University of Wisconsin in 1991 with a degree in Journalism. Previous employment as a Financial Advisor with Morgan Stanley, Personal Banker with AMCORE bank, currently Assistant Vice President, Branch Manager with Park Bank on Park Street. I reside in Cross Plains with my

wife and two children.

Joe Campana

Joe Campana moved to Madison in 1988 to head up an evolving high-tech firm, which was destined to become part of the multinational, Thermo Fisher Scientific.

In 1998 Campana established himself as a business consultant, corporate trainer and sales manager with a focus on the legal services industry. Those experiences led him to found [J. Campana & Associates](#), a firm that specializes in small business security and fraud prevention. J. Campana & Associates offers a range of services that minimize the risks and liabilities that small businesses face with regard to identity theft, information security and fraud. For example, the Campana's firm brings small businesses into compliance with the new Federal Red Flags Rule quickly and inexpensively. J. Campana &

Associates also performs Social Security Number verifications as well as comprehensive background checks on job candidates, officers and directors for organizations of all sizes.

Recently Dr. Campana authored [Privacy MakeOver: The Essential Guide to Best Practices](#), a small business do-it-yourself guide to privacy and information security compliance. Joe is a certified corporate and government information privacy professional and certified identity theft risk manager. He also holds several professional licenses relevant to risk management and investigations. On his spare time, Joe writes as the "[National Identity Theft Examiner](#)" for Examiner.com.

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.

This summer we have made donations to the following organizations/events: **Greater Madison Safe Community Coalition - National Night Out** and **Johnny Winston's 2009 Streetball & Block Party**.

Free Solar System Evaluation

If you want to know if a solar system would work for you, you can use the **FREE** service of the solar agent. The solar agent was hired by the City of Madison to evaluate the solar options on your property for FREE. He also will, if you wish, help you find a contractor, and answer any questions about solar electric or solar thermal (hot water) that you may have.

There are many applications where solar electric makes financial sense for a business. Currently there are programs

that help pay for the capital costs for a system, can pay you for the energy the system generates, plus tax credits for 30% of the cost of the system. For solar thermal, there are many application such as laundry, hotel, medical, restaurant - any business that uses hot water - where solar thermal will save you money over time... so why not have the solar agent do the research for you — for FREE!

All residents, businesses and non-profit organization with property in the City of Madison are eligible for this FREE service.

For assistance from the Solar Agent please contact (608) 243-0586 or email solar@cityofmadison.com

You can also go to this web site for more information: <http://www.cityofmadison.com/madiSUN>

SBA Arc Loan Program Information Now Available

Information about SBA's new Arc Loan Program is now available through the following site: <http://www.sba.gov/recovery/arcloanprogram/index.html>.

IT'S HERE – NEW SMBA WEBSITE!

One of our newest members, Tara Ingalls, owner of Tingalls Dzyn, Inc. has offered her services to design a new website for the SMBA. We're very excited to have a more interactive, updated website. Thank you Tara!

SMBA Needs Your Help!

As you know, the SMBA offers a prize drawing for the monthly attendee's. We have recently run low on these wonderful prizes. The Board of Director's is asking for monthly donations from our members. It would be a great way to advertise your business to the members!! If you'd like to donate, please contact Jean Vogel at smba@smba-madison.org.

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 business's will be spotlighted and we need volunteers. Please provide a written bio to the SMBA at smba@smba-madison.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 e-mail us your information today. You must be a member in good standing to be listed.



Mark Your Calendar

S.M.B.A. MONTHLY MEETING SCHEDULE

Upcoming Monthly Speakers

10/15	Jim Woodward, Meriter Hospital
11/19	Jerry O'Brien, Center for Retailing Excellence
12/17	Dennis Collins, Edgewood College

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

 **South Metropolitan
Business Association**

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