



BUSINESS CONNECTION

APRIL - MAY 2011

2011 BOARD OF DIRECTORS

President, Kevin Mahaney
Capitol Bank
836-4305

President Elect, Beth Russell
Russell Law
285-5007

Secretary, Randy Krantz
Neckerman Insurance Services
238-2686

Treasurer, Ruth Dumesic
Madison Polo Club
444-5979

Past President, Tammy Sullivan
First Business Financial Services
232-5937

Teri Bell
T Wall Properties

Emily Daws
Group Health Cooperative

Jason Guttenberg
Liberty Mutual

Terry Healy-Lemke
Celerity Staffing Solutions

Michelle Schultz
North Central Group

Cindy Ramlet
Cindy Ramlet Advertising & Mkt.

Steve Reese
Springs Window Fashions

Ex-Officio Members

Mike Davis, City of Middleton
Don Johnson, MCPASD

CHAMBER STAFF

Van Nutt, Executive Director
Cecile Druzba & Lisa DuChateau,
Membership Services

Phone: 827-5797

A MESSAGE FROM YOUR PRESIDENT

Dear Chamber Members,

What a busy start to 2011 for the Middleton Chamber! After celebrating the success of a record setting attendance at the Annual Celebration in January, the Chamber hosted an economic forum in early March featuring David Kohler, President and C.O.O. of the Kohler Company. With deep roots in Wisconsin, Mr. Kohler shared some of the company's history combined with recent economic trends. It was a great opportunity for our members to attend a timely presentation and gain fresh insights to learn how the Kohler Company is adjusting to changes in the marketplace.

The first quarter of 2011 marked new leadership in several of our committees. Kyle Von Ruden has succeeded Tom Phillips as head of Economic Development and Emily Daws and Annie Thym are co-chairing our Ambassador Committee after Terry Healy-Lemke has moved on to the Board. And we have a new face at Get Moving Middleton as Beth Russell has officially retired and Bob Vanden Burgt moves front and center. Beth is undertaking a larger role in the Chamber as President-elect.

What lies ahead for the Chamber in the second quarter? Our Golf Committee begins their planning for the annual outing scheduled for July 20th at Pleasant View Golf Course. I invite you to consider volunteering or have a member from your company participate in one of our committees. Not only is this a great event in so many ways, but you have a unique opportunity to develop professionally while networking with other members on an important project.



Our other big initiative in the second quarter is the Board of Director's work on our strategic plan which I have affectionately labeled "Project 2015". Since November, your Board of Directors have worked unselfishly to help guide the Chamber towards 2015 to insure that we remain a vibrant organization on sound financial footings. We have more work to do in our planning process but I want to personally thank every Board member for their hard work. I will share more about our direction in the next newsletter.

When we began our work last fall on Project 2015, one issue that we did not anticipate was the impact of the state budget on our members. As you may expect, we have heard from our members throughout the budget process. It is worth noting that our bylaws clearly state that the Middleton Chamber of Commerce is non-partisan at all levels which includes federal, state and local government. While there are no easy solutions, we will continue to listen and support our members and put forth our best efforts to represent your interests today, tomorrow and yes, even into 2015.

Kevin

THE MIDDLETON CHAMBER OF COMMERCE PROMOTES A STRONG ECONOMY AND A HIGH QUALITY OF LIFE FOR ITS MEMBERS AND COMMUNITY.

MEMBERSHIP RENEWALS

(FEBRUARY - MARCH 2011)

- | | | |
|---|--|-------------------------------------|
| Abuelo's Mexican Food Embassy | Great Graphics! Great Signs! | Sperry Van Ness |
| American Family Insurance -
Jeff Engelkes Agency | Greenway Station SPE, LLC | Sprecher's Restaurant & Pub |
| American Transmission Company | Hitters Sportsplex | Springs Window Fashions |
| Auto Color | In Business Magazine | Star Satellite |
| Avenue Align & Body | Infinity Martial Arts, Inc. | Starbucks - Greenway Station |
| Barnes, Inc. | Isthmus Eye Care, SC | Stark Company Realtors |
| Bloom Bake Shop | Jim's Amoco, LLC | State Bank of Cross Plains |
| Boley Tree & Landscape Care, Inc. | Kathleen A. Kjorlie, LLC | Summit Credit Union |
| Brand Insights, LLC | Kiwanis Club of Middleton | SupraNet Communications, Inc. |
| Burse Surveying and Engineering, Inc. | Knothe & Bruce Architects, LLC | Susan D. Oja Attorney At Law |
| Capitol Bank | Liberty Mutual Group | Sutter Photographers |
| Celerity Staffing Solutions | Lycon, Inc. | The Employer Group |
| Clasens Quality Coatings | Madison Drum & Bugle Corps
Association, Inc. | The Greater Madison Area SHRM, Inc. |
| Closet Tailors | Madison Institute of Neurological
Disorders, S.C. | The Printing Place |
| Coldwell Banker Success - Middleton | Makey Maintenance Service, Inc. | The ProCon Group, Ltd. |
| Cousins Subs | Michael A. Dubis Financial Planning, LLC | The QTI Group |
| Creative Look Imagery, LLC | Middleton Jaycees, Inc. | The Village Green Bar & Grill |
| Cress Funeral & Cremation Service | Middleton Outreach Ministry, Inc. | United Way of Dane County |
| Culver's of Middleton | Middleton Ridge, LLC | Welton Enterprises, Inc. |
| Emmons Business Interiors, LLC | Middleton Senior Center | Westside Warehouse Center, LLP |
| Enterprise | Middleton Times Tribune | Windogs Pet Lodge |
| EZ Office Products | Parks Electric | Wussow Chiropractic |
| First Choice Dental Group, S.C. | Pleasant View Golf Course | |
| First Weber Group - Middleton Office | Resource Engineering Associates, Inc. | |
| Fitzgerald's of Middleton | Rowe Design & Construction, Inc. | |
| Fleet Feet Sports | Rural Mutual Insurance Group | |
| Flemings Prime Steakhouse & Wine Bar | Russell Law | |
| Forrestal's Parmenter Street Gallery | Savant Capital Management, Inc. | |
| Franklin Tax and Accounting, LLC | SCATZ Sports Bar & Nightclub | |
| Globe University, Inc. | Shaklee - Julie Hornung | |
| Googins & Anton, Inc. | | |

Thank You
For your continued support!



HOW DID YOU GET FROM THERE TO HERE?

PROFILES ON THE VOCATIONAL JOURNEY

INTERVIEW BY DIETRICH GRUEN



Dietrich is the former director of Middleton Outreach Ministry, a volunteer with OccuPaws raising guide dogs for the blind, and a columnist for the Middleton Times Tribune

MEET: FATON (AKA "TONY") & GJYNER (AKA "JERRY") LUMANI OF VILLA DOLCE AND SOFRA FAMILY BISTRO



How long have you been part of the Chamber?

Ever since Van Nutt took over (2003).

And here at the Sofra (fka Bavaria Café)?

Twenty years at this site, four at Villa Dolce.

What path led you to into this restaurant business?

We were Albanians living in Macedonia and came to the USA in 1988. For six months I (Gjyner) worked as a bus boy, then 6 months as a cook for my father's parents at the Copper Top. Then we struck out on our own, took over Linda's Café, which had a 20-year run on this site (7457 Elmwood) and turned it into the Bavaria. I (Faton) knew nothing about the restaurant business, not even how to boil an egg.

You came from Eastern Europe directly to Madison, Wisconsin? Why here?

Lots of family already here. Our "cousins" run several restaurants. Besides the

Copper Top on Schroeder Road, there's Sir Hobo's in Sun Prairie, the Dairyland on Cottage Grove Road, the Monona Garden off East Broadway, the Spring Garden in Waunakee. The Four Lakes Family Restaurant used to be on the Eastside.

All "family" restaurants, serving "American style." I've eaten at all but one. In choosing this place, why here?

That's an interesting story. The location was suggested to us because it was "kinda far away" from the others, and it was small. Good for a start-up. The directions we were first given are hilarious: 'Go south from Old Middleton Road (where we were living at the time), get on the Beltline, go west to a Middleton exit, then work your way through downtown to Elmwood.' As it turns out, we were living on the same street as the restaurant! As Elmwood Avenue becomes Old Middleton Road, it is really just a 2-minute commute, not the 20-minute loop we first took to get here.

Why the name "Bavaria"?

We asked who lived so far away in Middleton. We were told: "lots of Germans", hence Bavaria Café, which caught on immediately.

Then why the change to Sofra?

The name means "traditional dining table" in the Albanian language. To say "let's go to Sofra" is like saying, "Let's go to our house for family dining."

And Villa Dolce means...?

Sweet House. It was time for a change, to go a different direction. People were asking for a new style in food, more modern, such as gelato & pizza, but that same ambience from the old country, where you can have fun and relax while eating. Out of Villa Dolce, we also do more catering.

What does it take (for you) to be a success in your field?

For us, it's a family affair. All hands on deck. Papa, Grandma, the kids, our wives Luda (married to Faton) and Zamira (with Gjyner). No schedule or jobs on paper. We cover for each other. This is our life,

not just a livelihood. Those who have worked here a while, like Brooke (17 years) and Miguel (18 years), are also like family.

Do you want to pass this on to your kids in your succession planning?

Yes and no. As a business, yes, but they will not want this life. Our daughters are in college and will choose for themselves.

How have you been impacted by this new economy?

The uncertainty kills us. People with jobs will eat out more often. If not, they stay home, eat popcorn. They eat more in the cars now than in a restaurant. To keep customers coming, we cannot raise prices even when the price of produce doubles and triples on us. Twenty pounds of zucchini is now \$50, up from \$20. Same with tomatoes. That eats into our profits and impacts our future. This uncertain future is also why we do not wish this business on our kids unless they are willing to go "all in." Not an easy job, very competitive, going up against the big franchises.

Twenty-two years ago, when you came to America, did you ever imagine...?

Anything is possible in America. Had we stayed in Macedonia, we would not have enjoyed even ten percent of the success we have here.

Your patron saint, Mother Theresa, tell me about your connection with her?

Mother Theresa is the mother of all Albanians, instilling in us certain virtues: Respecting elders, helping others, working hard with your hands, never giving up, staying close to family. That Albanian ethos is the secret of our success.





WELCOME NEW MEMBERS



Affiliated Communications
Nissa Judd
3867 Lady Fern Ct, Verona
833-4310
www.affiliatedcom.com

Description: Affiliated supports voice and data communication platforms so that a customer's business vision can become a business reality. Their mission is to help customers implement technology with more efficiency and less risk. Affiliated specializes in implementing voice and data solutions that will simplify all of your business practices.



Badger Key & Security
Jared Maso
6517 Century Ave
251-1274
www.badgerkey.com

Description: Badger Key & Security is a bonded and insured business with 30 years of experience. They provide 24 hour/day professional security services and have experienced locksmith technicians on-call, ready to serve you. Badger Key & Security services include: Professional master key systems, re-keying of locks, commercial and residential new installation, after hours emergency service, unique keys, key copies, retailer of locksmith supplies, new construction, unique keys made and duplicated, unique locks serviced. Badger Key & Security can meet all of your locksmith needs.



Camelot Interiors
Brenda Myers
7609 Elmwood, Suite 105
826-9060

Description: True happiness is often found at home. As a designer, it brings me great joy to create an environment my client longs to come home to. One of my favorite components of the decorating process is the accessorizing. The finishing touches add so much and often really define your style.



CareFusion
Sara Ranney
1850 Deming Way
829-8500
www.carefusion.com

Description: CareFusion's NeuroCare division is the world leader in neurophysiological diagnostic and monitoring instrumentation.



CloudTactix, LLC
Christopher Murvine
8383 Greenway Blvd, Suite 600
826-7401
www.cloudtactix.com

Description: CloudTactix—a Middleton-based marking and cloud-computing consulting firm—provides Salesforce.com consulting, is a Partner and Authorized Google Apps Reseller and has Salesforce.com Certified

Consultants and Administrators on staff. Specialties: Salesforce.com Consulting, Google Analytics Consulting, Google Adwords Consulting, E-mail Marketing Services, Google Apps Consulting, Cloud Strategy Consulting



Dale Heights Presbyterian Church
Marilyn Gamm
5501 University Ave
233-0134
www.daleheightspc.org

Description: Dale Heights Presbyterian Church is a multicultural congregation located near the Madison/Middleton border on University Avenue, serving west Madison and Middleton and beyond.



Food Concepts, Inc.
Brad Duesler
2551 Parmenter St.
831-5006
www.foodconcepts.com

Description: Food Concepts, Inc. has established itself as a leader in the design and fabrication of merchandising systems for the foodservice industry. FCI provides additional support in the area of Operational Services, such as graphic design, training and brand development. FCI enjoys a strong reputation for contemporary design solutions and image enhancement for foodservice retailers and manufacturers.



WELCOME NEW MEMBERS



Geisking Public Relations
Jim Geisking
W2808 DeBruin Ln, Monroe
558-0693
www.geiskingpr.com

Description: You might have the most unique, wonderful, amazing story, but without a strong PR campaign, nobody will know about it. Geisking PR works with the media to make sure your story gets told. From trade media to daily newspapers to the 5 o'clock news, they have relationships with reporters in all outlets of media itching to tell a good tale—make it yours.



Radial Web Solutions
Kevin Swiggum
600 Pleasant Oak Drive, Suite B
Oregon
729-4102
www.radialweb.com

Description: Radial Web Solutions is an IT Consulting firm. With a long history in application development, Radial has established its focus on Salesforce.com and the Force.com platform with the belief that it offers the best of both worlds when considering the build vs. buy decision for software solutions. We have a proven track record in successful Salesforce implementation.



Tanner's Bar & Grill
Danny Jacobs
1611 Deming Way
833-7711
www.tannersbarandgrill.com

Description: Your neighborhood bar & grill. After years of quenching the thirsts of his friends and neighbors in the Northeast Kansas town of Atchison where he grew up, Grandpa Tanner decided to come to the big city. He envisioned a bar and grill where the service was always friendly, the food was tasty, the beer ice cold, and you could find Grandpa himself behind the bar chatting with the guests and quenching thirsts.



Keller Williams - Christine Rader
3 Point Place, Madison
215-9410
www.christinevrader.com

Description: Because Homes Are About People - A home is not a home because of its room dimensions or the color of the walls. It is about how you feel when you walk through the front door. And the way you can instantly envision your life unfolding there. This is about more than real estate. It is about your life and your dreams.



StoryFirst Group/StoryFirst Media
Dave Neelsen
421 N. High Point Road
576-0174
www.storyfirstmedia.com

Description: Every business has a story, and effectively telling that story builds a larger, more engaged and more loyal customer base. StoryFirst produces short form video content to help business clients reach their target audiences via their websites, Twitter, Facebook, blogs, YouTube, etc.



Tweedee Productions
Mac Chorlton
307 S. Paterson, Suite D
Madison
280-9282
www.tweedeeproductions.com

Description: Tweedee Production's purpose is to motivate, educate, and entertain. Their team of visual storytellers do seriously good work, but don't take themselves too seriously. Tweedee believes that video storytelling is the best way to communicate clear, concise and compelling stories. Web, TV, Corporate, Non-Profit.





WELCOME NEW MEMBERS



Two Miles Solutions, LLC
Jeff Miles
P.O. Box 45542, Madison
616-9403
www.twomilessolutions.com

Description: Two Miles Solutions, LLC provides custom desktop and web based software and website solutions. They know that no matter what industry you are in, software plays an integral part. With technology as advanced as it has become, your employees and customers expect highly efficient, fast, and aesthetically pleasing software and web design. Better People, Better code, going the extra mile.

SAVE THE DATE:

ANNUAL CHAMBER GOLF OUTING

PRESENTED BY 

Wednesday, July 20, 2011
Pleasant View Golf Course

KEVA Sports Center & The Middleton Chamber Present:

OLD-lympics

5th Annual Sports Night & Social Hour

Fun Team "Competition" in these "OLD-lympic" Events:

- Chicken Toss • Whiffle Ball • Football Toss
- Closest to the Pin • Flip Cup • Obstacle Course

Company teams of 4-5 or Individuals (team assigned day-of)
ALL skill levels welcome!

Prizes for "Most Creative" Team Uniform

Food & Beverages, Networking, and most of all FUN!

Thursday, June 2

6:00-8:00 p.m.

(5 p.m. Player Check-In)





2011 ANNUAL GOLF OUTING

Presented by:



WEDNESDAY, JULY 20, 2011
PLEASANT VIEW GOLF COURSE

The Golf Outing is an outstanding opportunity for businesses, like yours, to gain additional exposure to over 500 business members. Your continued support enables the Chamber to keep membership dues at a minimum and still provide quality services and programs.

Listed below are a variety of sponsorship levels, please consider being a 2011 sponsor.

SPONSORSHIPS LEVELS:

Presenting Sponsor - \$2,000 SOLD

TDS

Your company name and logo linked with the event in all materials and Chamber website, tent at the clubhouse, opportunity to giveaway items throughout the event.

Event Sponsor – 1 Remaining @ \$1,500

Northwestern Mutual Financial The Payroll Company

Your company name and logo appears in all event materials and Chamber website. Opportunity to include company brochure in registration packets and a banner/sign displayed at the outing. Includes golf for four.

19th Hole 'Dinner' Sponsor – \$1,250

Recognition in event materials and Chamber website, company name and logo prominently displayed at the dinner. Includes golf for four.

Exclusive Hole Sponsor - \$1,000

Recognition in event materials and Chamber website, exclusive signage at the hole. Includes golf for four.

Lunch Sponsor - \$750

Recognition in event materials and Chamber website; company name and logo on each lunch box.

Beverage Sponsor - 4 @ \$750

Recognition in event materials and Chamber website, signage and 'face time' with golfers at one of four beverage stations.

Golf Cart Sponsor - 2 Remaining @ \$500

Country Inn & Suites

Recognition in event materials and Chamber website, logo on sponsor sign in all golf carts.

Hole-In-One Sponsor - \$500

Recognition in event materials and Chamber website, signage, prize recognition, and 'face time' with golfers at the hole.

Chamber Challenge Games Sponsor - \$500

Recognition in event materials and Chamber website, and you provide staff for games at the clubhouse for 'face time' with golfers.

Shared-Hole Sponsor - \$350

Recognition in event materials and Chamber website, company logo and a non-competing company's logo will appear on signage at the hole.

Port-O-Potty Sponsor - 3 @ \$150

Give golfers something to read while taking a break! Recognition in event materials and Chamber website, company logo will appear both inside and out of each facility.

Raffle Donations

Promote your business to golfers! Recognition in event materials.

To Sponsor or Donate

Call 827-5797 or email chamber@middletonchamber.com

MEMBERS ON THE MOVE

ANNOUNCEMENTS

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Wisconsin Community Bank Elects John K. Faust to Board of Directors.

Thomas J. Wilkinson, Chairman and CEO of Wisconsin Community Bank announces the election of John K. Faust to its Board of Directors. John will join existing directors, Lynn B. Fuller, Thomas J. Wilkinson, Kevin S. Tenpas, Vernon J. Jesse, J. Cory Recknor, Robert A. Reffue, Susan M. Schmitz, Steven F. Streff, Larry A. Swalheim and Marshall D. Zwygart. Faust is a highly successful executive with deep experience in the real estate world. He is the President and C.F.O. of Horizon Development Group, Inc. based in Madison, Wisconsin. John graduated from the University of Wisconsin-Madison with a Bachelor of Business Administration degree.

Sperry Van Ness, one of the nation's largest commercial real estate investment brokerage firms, has announced that Jeff Jansen, CCIM, of the Middleton office has completed a lease of daycare space at 101 Kearney Way, to Little Starz Preschool and Day Center, LLC.

Specialty Women's Apparel Shop Opens in downtown Middleton.

Neena, an independent retailer specializing in women's active, dance, travel and casual lifestyle apparel opened on January 22. Neena is owned by local resident, Deneen Carmichael, 36, former co-owner of Tempo Ballroom & Latin Dance Studio. While the selection of apparel incorporates current trends and features seasonal items and colors, the store aims to help women build a wardrobe with layers of high quality, versatile pieces in classic styles that will last season to season.

National Mustard Museum

Becomes Non-Profit Entity. On January 28, the Mustard Museum became a NONPROFIT entity, "National Mustard Museum, Inc." Since opening in 1992, the Mustard Museum has been a for-profit corporation. Although most museums in the U.S. are nonprofits, the Mustard Museum had tried to support the museum activities from sales in their gift shop and online. It has been a monumental challenge. The existing corporation will remain, selling mustards, mustard souvenirs, books, etc., in the gift shop and online, and paying a percentage of sales to the new nonprofit museum.

Savant Capital Management Introduces New Division –

Savant Portfolios. Savant Capital Management, a fee-only wealth management firm, launched Savant Portfolios to accommodate investors that have traditionally been ignored by big brokers and banks because they were considered "too small." Whether they have just begun to accumulate wealth or are moving into retirement, all investors have a definite need for an advisor who can help them navigate to their goals. Savant Portfolios clients who own \$50 thousand or more in financial assets will receive the same disciplined, tax-efficient and proven successful investment strategies as existing Savant Wealth Management clients. Additionally, they will benefit from the trusted expertise a Savant advisor brings. However, Savant Portfolios clients will find a lower fee arrangement as compared to other types of advisors because at this stage of their investment strategy they do not require the complexity of integrated financial planning and tax management.

TDS® Announces Recent Educational and Community Investments in Wisconsin.

In the last two years, TDS Telecommunications Corp. (TDS®) has donated thousands of dollars to Wisconsin schools in support of students, teachers, athletic programs, and libraries in the communities it serves. In addition, TDS has donated hundreds of computers, iPods and other technologies for schools to use to enhance their curriculums.

The Town of Dunn and Natural Heritage Land Trust (NHLT) Permanently Protected 38 Acres.

The Town of Dunn and the Natural Heritage Land Trust have protected a parcel of land along Lalor Road, which is designated as Rustic Road 19 by the Wisconsin DOT because of its scenic beauty and rich history. This is NHLT's third conservation project along Lalor Road and it adds to the many hundreds of acres protected in the Lalor Road/Waubesa Wetlands area. Since 1997, the Land Trust has helped protect nearly 2,700 acres as part of the Town of Dunn's groundbreaking Purchase of Development Rights (PDR) program - the first in Wisconsin. This highly successful program has helped to maintain the viability of agricultural operations in the town, preserved its scenic, rural character, and created buffers for high-quality natural resources.



MEMBERS ON THE MOVE

ANNOUNCEMENTS · HIRES/PROMOTIONS

ANNOUNCEMENTS (CONTINUED)

Wild Bull Supports Middleton Outreach Ministry by Raising Funds Over Valentine's Day Weekend.

Wild Bull All American Pub & Grill has partnered with Middleton Outreach Ministry (MOM) to support the organizations efforts in funding local community programs and resources including preventing homelessness and ending hunger. Wild Bull reached out to MOM by hosting a fundraising event at the Middleton restaurant. During their Valentine's Promotion, a portion of the proceeds for every heart shaped pizza sold from February 11 – February 14th was donated to MOM.

Small Change Personal Training is making a "small change" in location!

As of April 1, Jo Chern's main training studio will be at: **2564 Branch St Suite B9**. Still in Middleton but with twice the space. Celebrate with Jo in April by taking 10% off any training package of 5 sessions or more. Call Jo at 608-576-1244 for more information.

HIRES/PROMOTIONS

Wisconsin Community Bank announces the promotion of Anne Pingry, to Senior Vice President Operations and Compliance. Pingry has more than 20 years of banking experience working in accounting, deposit operations, underwriting, branch management, district operations, regional internal audit, bank operations, compliance and CRA. She is a graduate of Iowa State University with a BA in accounting.

Wisconsin Community Bank announces the promotion of Rhonda Urban, to Senior Vice President of Retail Sales from VP of Retail Sales. Urban has more than 25 years of banking experience as a teller, operations liaison, customer service supervisor and retail market manager. She is a graduate of the Graduate School of Banking at the University of Wisconsin, Madison and has completed several advanced courses through the Wisconsin Banking Association.

CONGRATULATIONS IN BUSINESS MAGAZINE "40 UNDER 40" 2011 CLASS



Emily Bradley,
First Business Financial Services



Shawna Carter,
Madison College



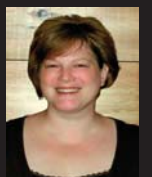
Nicholas Curran,
CK Accounting & Tax



Kevin Hickman,
J.P. Cullen & Sons



Brian Hornung,
J.H. Findorff & Son



Julie Sheldon-Vike,
Applied Tech



Jill Skowronski,
SupraNet Communications



Vern Stenman,
Madison Mallards



Kenneth Walz,
Madison College



Wednesday, April 13 - "No Excuses! Solutions to Increase Sales"

Wednesday, May 11 - "Leadership in Action"

Registration 7:45 a.m., Sessions 8:00-9:30 a.m.
Edgewood College, Deming Way Campus

Ask the Expert seminars are an included member benefit.
To Register email the Chamber: chamber@middletonchamber.com

MEMBERS ON THE MOVE

AWARDS

AWARDS

KSW Awarded No Lost Time Accidents Award by Associated Builders and Contractors (ABC).

For the third year in a row KSW Construction has been recognized for its commitment to safety on the jobsite. Project Manager, Cliff O'Connor, accepted the award on behalf of KSW at ABC's annual Safety Conference. With a running total of more than 1,000 days of safety, this is an enormous accomplishment. Over the years, KSW has been recognized by ABC for multiple awards: Safety Training and Evaluation Process (STEP), the Platinum Award for Zero Recordable Safety Accidents and the Gold Projects of Distinction Award.

TDS® Named J.D. Power 2011 Customer Service Champion.

TDS Telecommunications Corp. (TDS) was recognized, at the J.D. Power and Associates Customer Service Roundtable, as a 2011 Customer Service Champion—one of only 40 companies to have earned the distinction in 2011. To qualify for this elite list, companies must not only excel within their own industries, but also must stand out among leading brands in 20 major industries evaluated by J.D. Power. Five key customer "touch points" were measured, including people, presentation, process, product, and price.

JG Development's Randy Ziebarth Receives Universal Design Certified Remodeler Status (UDCR) from The National Association of the Remodeling Industry (NARI). UDCR designation acknowledges the remodeling contractor's superior knowledge, technical comprehension and skill in universal remodeling.

TDS® wins Cisco U.S. Service Provider Small Business Partner of the Year Award at Cisco Partner Summit 2011. TDS Telecommunications Corp. (TDS®) is the recipient of a Cisco Partner Summit regional award for United States Service Provider Small Business Partner of the Year. Cisco unveiled the winners March 1 at its annual channel partner conference. Cisco Partner Summit awards are presented at three levels: regional, theater, and global. Cisco Partner Summit U.S. and Canada regional awards reflect a partner's performance in a given geographic region of the U.S. or Canada. TDS is delivering more and more products and services to its business customers using Cisco-based products, including TDS managedIP, Cisco UC500, XDATA, and MPLS (Multi-Protocol Label Switching). For details, visit www.tdsbusiness.com.

Vierbicher's Kolinski Receives Professional Engineer Designation. Randall T. Kolinske, PE, LEED-AP, has received his Professional Engineer (PE) license. He is a graduate of the University of Wisconsin with a bachelor's degree in Civil Engineering. He also earned a Bachelor's Degree in Mathematics and Natural Science from Edgewood College. One requirement in becoming a licensed Professional Engineer is working in the industry for four years. During that time Randall has gained experience in municipal and civil engineering including projects that involved green building and sustainable practices. Randall received his LEED-AP (Leadership in Energy and Environmental Design Accredited Professional) designation from the U.S. Green Building Council in 2008.

Savant Recognized as One of the Top RIA Firms in the Midwest. Savant Capital Management has been recognized by InvestmentNews as the eighth largest Registered Investment Advisor (RIA) firm in the Midwest, ranked by discretionary assets under management. InvestmentNews recently released the results of its rankings of RIA Giants, naming Savant as #8 in the Midwest and #41 out of 50 nationally. All firms named on the Giants list manage more than \$1 billion in assets. To be named to the list, a firm must not receive commissions or conduct business as a broker-dealer, and provides wealth management services to clients. This is the fourth year Savant has been named to the list.



BUSINESS SOCIAL HOURS:

**WEDNESDAY, APRIL 6
5:00 P.M.**

JOHNNY'S ITALIAN STEAKHOUSE

**WEDNESDAY, MAY 4
5:00 P.M.**

ZIMBRICK - MIDDLETON

BRING A COLLEAGUE OR GUEST FOR AN EVENING OF NETWORKING

MEMBERS ON THE MOVE

EVENTS

EVENTS

Saturday, April 2, 1:00-4:00 p.m.
Bindley Collection Gallery
“Meet the Artists Reception”
Paintings, Prints, and Sculpture
www.bindleycollection.com

Thursday, April 7, 6:00 p.m.
Sofra Family Bistro Celebrates 20 Years!
Belly Dance Class with Meze, Wine & Turkish Tea
For a complete list of events, call 836-6614, or visit www.sofrabistro.com

Saturday, April 9, 1:00-5:00 p.m.
“Poker for Paws” OccuPaws Fundraiser
Wild Bull All American Pub & Grill
Suggested Donation is \$25 for pre-registration or \$30 same day sign-up

Saturday, April 9, 4:30 – 8:00 p.m.
MHS Band and Orchestra “A Little Taste of Italy” Supper and Silent Auction
MHS Student Center
Visit www.mcp-band.org for tickets.

Friday, April 15, 7:30 p.m.
Wisconsin Singers
Middleton PAC
Featuring Middleton HS and MS Choirs.
Tickets at State Bank of Cross Plains or www.wisconsinsingers.com/middleton

Saturday, April 16, 1:00 p.m.
Middleton Jaycees’ Annual Easter Egg Hunt
Lakeview Park
Easter Bunny, Middleton fire and police, face painting and real bunnies to pet!

Sunday, April 17, 11a.m.- 5 p.m.
Capital Brewery’s Cheers to 25 Years Open House

Friday, April 29, 7:00 p.m.
National Mustard Museum Fundraiser
Sample offerings from the Iron Mustard Chefs Challenge and local artisan food and beverages. Tickets \$60 online store. mustardmuseum.com/product/2011-MUSTARD-AWARDS-EVENT/specials or at the Museum.

Saturday, April 30, 7:00 – 11:00 p.m.
Gilda’s Club Madison Annual “Noogie Night: Under the Stadium Lights”
Heritage Hall, Camp Randall Stadium.
For more information, visit www.gildasclubmadison.org.

Tuesday, May 3, 10:00 a.m.
2011 Business Expo
Alliant Energy Center Exhibition Hall.
The final deadline for booths is April 8. Visit greatermadisonchamber.com for details.

Thursday, May 12
1st Annual CANstruction for Middleton Outreach Ministry
KEVA Sports Center
Visit www.mompop.org for more information.

Saturday, May 14
3rd Annual Restoring Hope Ride
Capital Brewery
Three levels of bike courses, food, drinks and live music Visit www.restoringhope.org/hoperide

Monday, May 16, 11:00 a.m.
Standard Imaging Battling Cancer Golf Classic – 10th Anniversary
Maple Bluff Country Club
Registration Forms

Wednesday, May 18, 8:00 a.m.
Middleton Business Builders
Total Awards & Promotions

CHAMBER EVENTS

ANIU Salon & Park Bank Social Hour



Wild Bull All American Pub & Grill
Ribbon Cutting



Neena Ribbon Cutting



GET MOVING MIDDLETON

STAY INFORMED ABOUT
MIDDLETON'S COMMUNITY, SCHOOLS, BUSINESS TRENDS,
FINANCIAL MARKETS, HEALTH MATTERS AND MORE.

7:30 A.M. AT THE
HILTON GARDEN INN
(GREENWAY STATION)

THURSDAY, APRIL 7
SPONSOR



THURSDAY, MAY 5
SPONSOR



ANNUAL SPONSORS:



*If your business has new hires,
promotions, announcements,
awards or events, e-mail
chamber@middletonchamber.com*

*Or fill out the Member2Member
ActivityPage Submission form on
our web site at:
www.middletonchamber.com*



CHAMBER EVENT CALENDAR

SHOW YOUR SUPPORT FOR YOUR FELLOW MEMBERS,
NETWORK AND SOCIALIZE. THESE EVENTS ARE FREE, BRING A GUEST!

Friday, April 1, 5:00 p.m.
Open House (New Location)
Middleton Art & Framing
6771 University Avenue

Monday, April 4, 11:30 a.m.
Ambassador Committee
Holiday Inn Hotel & Suites

Tuesday, April 5, 5:00 p.m.
Golf Committee
Pleasant View Clubhouse

Wednesday, April 6, 5:00 p.m.
Business Social Hour
Johnny's Italian Steakhouse

Thursday, April 7, 7:30 a.m.
Get Moving Middleton
Hilton Garden Inn

Wednesday, April 13, 8:00 a.m.
Ask the Expert:
"No Excuses! Solutions to
Increase Sales"
Edgewood College, Deming Way

Thursday, April 14, 7:30 a.m.
Education Committee
MASH

Wednesday, April 20, 12:00 p.m.
Economic Development
Wisconsin Community Bank

Wednesday, May 4, 5:00 p.m.
Business Social Hour
Zimbrick - Middleton

Thursday, May 5, 7:30 a.m.
Get Moving Middleton
Hilton Garden Inn

Tuesday, May 10, 5:00 p.m.
Grand Opening & Ribbon
Cutting
Tanner's Bar & Grill

Wednesday, May 11, 8:00 a.m.
Ask the Expert:
"Leadership in Action"
Edgewood College, Deming Way

THE MIDDLETON CHAMBER OF COMMERCE PROMOTES A STRONG ECONOMY AND A HIGH QUALITY
OF LIFE FOR ITS MEMBERS AND COMMUNITY.

VISIT US AT MIDDLETONCHAMBER.COM