



BUSINESS CONNECTION

FEBRUARY - MARCH 2011

2011 BOARD OF DIRECTORS

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Capitol Bank
836-4305

President Elect, Beth Russell
Russell Law
285-5007

Secretary, Randy Krantz
Neckerman Insurance Services
238-2686

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444-5979

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232-5937

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Michelle Schultz
North Central Group

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Cindy Ramlet Advertising & Mkt.

Steve Reese
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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,

Green and gold sweatshirts are definitely in fashion around Middleton as the Packers prepare for their Super Bowl match against the Pittsburgh Steelers; two storied teams waiting to place their name in the history books of the NFL. You can tell everyone is excited about the game and all the festivities as we approach Sunday's kickoff. "Go Pack Go" and bring the Lombardi trophy back home!

My excitement is not just for the Packers but for the opportunity to serve as President in 2011 for the Middleton Chamber of Commerce. My roots with the Chamber go back over 10 years ago when I joined the Ambassador Committee, I was later asked to help with our Get Moving Middleton breakfast which I emceed for over 5 years and during that period joined the Board of Directors. While on the Board I served as Treasurer and then President-elect.

I owe this latest opportunity to serve the Chamber to those that I served with over the years. In particular, I want to extend a special thank you to the past presidents who I have mentored under including Tammy Sullivan, Howard Hamre, Jack Hemb and Al Breunig. Tammy's recently completed term as President laid the foundation for the work and initiatives that we are undertaking in 2011.

Our accomplishments in 2010 would not have been possible without a fine staff. To say that Van, Cecile and Lisa go the extra mile for our members is an understatement. It's because of their hard work and dedicated effort that the Middleton Chamber has been able to grow its membership in a challenging



economy and remain on a solid financial base. You can be proud and excited to be part of such a fine organization!

There was no better evidence of our Chamber than at the 59th Annual Celebration, where over 375 members turned out for a fantastic evening together. An event appropriately themed "Reaching New Heights" was spectacular! The ambiance of the room, to the entertainment overhead, was not to be missed. Be sure to check out our pictures in this issue! I want to extend my personal thanks to the volunteers, sponsors and contributors who made this event possible. Your time, energy and enthusiasm made this an unforgettable evening.

As many of you know, we frequently have visitors to our Get Moving Middleton breakfast meeting. Several mornings, representatives from the Watertown Chamber of Commerce came to find out what the buzz was all about. They were so impressed with the membership turnout and the program that they decided to try it in Watertown. Recently, they kicked off "Wake up Watertown" and had over 100 members turn out for their inaugural meeting. I guess that energy from our GMM breakfast is contagious! I look forward to seeing you at our next breakfast meeting on March 3rd as we return to our regular venue at the Hilton Garden Inn.

Kevin

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

MEMBERSHIP RENEWALS

(DECEMBER - JANUARY)

A to Z RentAll and Sales	Keva Sports Center	S & R Remodeling
ACE Hardware - Allen Boulevard	Kiesling Associates, LLP	Sonic - Middleton
Adams Outdoor Advertising	KMI - Kalish Masonry, LLC	Springfield Storage Condominium, LLC
AnchorBank, fsb	KSW Construction	Stark Company Realtors - Larry Gustafson
Apple Tree, LLC	Luedtke-Storm-Mackey Chiropractic	Stark Company Realtors - Jill Stiegler
Associated Bank	M&I Marshall & Ilsley Bank - Middleton	Steve Brown Apartments
Bachmann Construction Co., Inc.	Madison Area Exchange Club	Steve H. Kosnick & Associates, Inc. - Northwestern Mutual
Badger Insurance Associates	Madison Mallards	Stoppeworth Plumbing, LTD
Ballweg Chevrolet	MAGIC - Middleton Abilities Group Improving Community	Sustainable Times, LLC
Baymont Inn & Suites	McDonald's Restaurants - Greenway Station Allen Boulevard	SVA Certified Public Accountants, S.C.
Benedictine Women of Madison, Inc.	Melaleuca - Karin Henning	Swimwest
Capital Brewery Company, Inc.	Middleton Art & Framing	TDS Telecom
Center for Natural Medicine	Middleton Farmers Co-Op	TEC Mailing Solutions, LLC
City of Middleton	Middleton Fire Department	Teff Chiropractic
Coldwell Banker Success Realty - Deah & Todd Mulhern	Midwest Pool Supply, Inc.	The Business Source, LLC
Coldwell Banker Success Realty - Markley & Associates, LLC	Morey Airplane Company, Inc.	The Gialamas Company, Inc.
Coldwell Banker Success Realty - Rhonda Thompson-McCarthy	National Mustard Museum, LLC	Turn Around Teen
Econoprint	Natural Heritage Land Trust	United Cerebral Palsy of Greater Dane County, Inc.
Edward Jones Investments - Shannon Riley	Neckerman Insurance Services	UW Credit Union
Eno Vino, LLC	Occupaws Guide Dog Association	UW Provisions Company, Inc.
First Weber - Jacquelyn See, The See Team	Orange Shoe Personal Fitness	Valencia Place Apartments
Fish & Associates, Inc.	Orchids Garden Centre & Nursery, Inc.	Woldenberg's
Gilson, Inc.	Paragon Business Furniture Group	Yahara Software
Gordon Flesch Company	Park Bank - Middleton	Zingg Design
Guardian Insurance - Joseph Onopa	Parkwood Plaza, LLC	
Gunderson Funeral & Cremation Care	PropertyDrive, LLC	
H. Krueger & Associates, Inc.	Quaker Steak & Lube	
Hausmann-Johnson Insurance, Inc.	Restaino & Associates - Mike Adler	
Home Savings Bank	Rubicon Systems, 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: PAM SANDERSON,

REGIONAL SALES
MANAGER FOR
THE WISCO
HOTEL GROUP



What is your role in the Chamber? A member for ten years, ever since I began working at the Holiday Inn Hotel & Suites & Wisco Hotel Group, I am now an Ambassador for the Chamber.

What path led you to your current position?

I've been with Holiday Inns for 30 years. Previous to working here on the Westside, I was responsible for taking over an old Holiday Inn on the Eastside and re-opening it as a new Holiday Inn Select / Crowne Plaza in 1987.

I remember it well; my wedding reception was there in 1990. What prompted the move from there to here?

I still live on the Eastside, but I wanted to return to more direct customer service, working more with people. The other job had become more about reports & paper work instead of taking care of guests & clients.

What kind of 'people work' does your job entail?

I am responsible for working with companies that have guest room and meeting needs, as well as sporting events, bringing whole teams here from out of town. We just recently hosted the Minnesota Gophers. Of course, companies in the Greater Madison Area will come here for off-site meetings for training and team building.

You've been working in the same job ever since you got here?

No, I started in Sales, then Assistant Manager, then General Manager for a year, then Regional Sales Manager for the Wisco Hotel Group Madison Region, which includes the Holiday Inn Hotel & Suites, Comfort Suites, and the Baymont Inn and Suites.

What prompted you down this professional path in the first place, seeking a career in hospitality?

I've been in the hospitality industry since age 16. First at a Big Boy restaurant in Manitowoc (my home town), hosting and waitressing, then worked at Holiday Inn Green Bay as a restaurant supervisor & sales, before opening that brand new Holiday Inn on Madison's East side.

How has your business been impacted by this current economy?

Our hospitality industry has had to become more aggressive, flexible and personal in attracting new business. Companies have had to cut back, do things with virtual, video or conference calls, as they do not have the budget to go out or off site as much. Our approach can't rely on soliciting business by email. More personal appointments, face-to-face, networking in the community—it's all about relationships and flexibly accommodating our amenities to what people want and can afford.

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

An outgoing personality, good listening skills, flexibility, unafraid of hard work. To make it in sales and marketing, you can't sit back waiting for the phone to ring. Not any more.

What advice would you have for people considering a career in your field?

It is not an easy job, very competitive out there. Every day is different, and you must prepare for all kinds of contingencies. You must be okay with rejection, take 'no' and move on.

How does your business engage the community in doing good?

We recently hosted a MOM client family for three days and nights; we gave them Christmas. We host business socials, dinners in support of cancer groups, any number of groups, actually. We love to give back and show appreciation for others doing good in our community.

What do you think you'd be doing professionally if you weren't in hotel sales and marketing?

If I wasn't here, doing what I love, I'd be a corporate planner, doing things from their side of the negotiating table.

Where do you see yourself down the road?

My husband and I take golf trips every year looking for a great retirement area. We love the Carolinas so far. Those trips will become longer and more frequent, until one day we just don't return.





WELCOME NEW MEMBERS



Cadence Insurance, Inc.
Ali Hurtgen
575 D'Onofrio Drive, Suite 102
800-541-2042
www.cadenceins.com

Description: Specializing in Directors and Officers, Errors and Omissions, and Employment Practices insurance. This coverage protects your company's balance sheet along with the directors, officers' and employees' personal assets against claims of mismanagement, fraud, or negligence. No professional liability policy is the same. The most expensive is not always the best, and the cheapest not always the worst. Cadence will make sure you get the best coverage at the best price, securing options from all carriers offering coverage.



Cardinal Stritch University -
College of Business & Management
Tommie Jones
8017 Excelsior Dr
800-347-8822
www.yourstritchdegrees.com

Description: A pioneer in adult education, Stritch's College of Business and Management was created in 1982 to meet the unique needs of working adult students. Their Madison & Beloit Programs for working adults offer accelerated, one night a week programs in business and management, whether you have no college experience, some credits to transfer, or you've earned a degree and are seeking a graduate program!



Chocolaterie Stam
Steve Vickers
1651 Deming Way, Suite 114
819-2290
www.stamchocolate.com

Description: Chocolaterie Stam, founded and family owned since 1913. They are a fine European Chocolate shop that started in Amsterdam, now available for the first time in Wisconsin. If you are looking for unique chocolate and candy, then look no further. Their exceptional seasonal products, chocolate, licorice, cookies, coffee, baking products, and other sweet indulgences will cure any craving that you may be experiencing.



Cliff Insurance Agency, Inc.
6661 University Ave, Suite 108
270-1480
www.cliffinsurance.com

Description: Cliff Insurance is a full service independent insurance agency with Auto, Home, Life & Commercial insurance. Serving the Madison area for over 50 years



Cross Plains American Legion
Dan Cady
2217 American Legion Dr
Cross Plains
798-3291
www.americanlegioncp.org

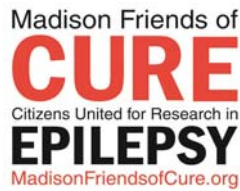
Description: The Legion's objective is to serve Veterans and Communities. For God and Country, they associate together for the following purposes: to uphold and defend the Constitution of the United States of America; to maintain law and order; to foster and perpetuate a one hundred percent Americanism; to preserve the memories and incidents of our associations in the great wars; to inculcate a sense of individual obligation to the community, state, and nation; to combat the autocracy of both the classes and the masses; to make right the master of might; to promote peace and good will on earth; to safeguard and transmit to posterity the principles of justice, freedom, and democracy; to conserve and sanctify our comradeship by our devotion to mutual helpfulness. Hall available for rentals.

Findorff

Findorff
Christin Mlsna
300 S. Bedford St, Madison
257-5321
www.findorff.com

Description: Findorff is a commercial construction firm focused on character, community and craftsmanship. We construct and manage local projects of all sizes.

WELCOME NEW MEMBERS



Madison Friends of CURE
Eileen Sutula
1501 Edgehill Drive
233-9719
www.madisonfriendsofcure.org

Description: Madison Friends of Cure (Citizens United for Research in Epilepsy), is a non-profit organization dedicated to finding a cure for Epilepsy by raising funds for research and by increasing awareness of the prevalence and devastation of the disease.



Neena, LLC
Deneen Carmichael
1827 Parmenter St
821-1171
www.shopneena.com

Description: Neena is a specialty shop offering active women an extensive collection of stylish, comfortable and functional apparel and accessories for yoga, pilates, dancing or just active living!



Network Engineering Technologies (NET)
Bruce Crass
3140 Deming Way
827-6700
www.nettechnology.com

Description: NET is a national technology service provider, in the retail industry for over 17 years. Their dedicated teams deliver top solutions in voice, data, wireless, pos, traffic counting, CCTV, audio/visual and more. Throughout the years they have served the nation's top retailers with these solutions: Nationwide Rollouts, New Store Implementation, On-Demand Service Dispatch, MACS and more.



Omni Resources, Inc.
Desiree Bates
131 West Wilson Street, Suite 505,
Madison
284-2040
www.omniresources.com

Description: Omni Resources, Inc, an Employee Owned Company, provides a full range of software/technical consulting services. Consultants for software development, testing, training, evaluation, programming in a variety of languages and operating systems. In addition to staff augmentation and contract to hire resources, Omni offers the services of its Solutions Group and Managed Services divisions. Companies looking to outsource total software development projects or maintain their infrastructure turn to Omni for this service.



Physicians Plus
Wanda Gilles
22 E Mifflin St, Suite 200, Madison
282-8900
www.pplusic.com

Description: Physicians Plus is a local, community-based provider owned insurance company. They advance a tradition of delivering excellent products, services and quality to those who depend on it, and they are committed to serving their members



Platinum Wealth Management

Platinum Wealth Management /
Mass Mutual
Maitri Meyer
525 Junction Rd, Suite 8100 North
Tower
828-4340
www.platinumfinancialteam.com

Description: Platinum Wealth Management is the Wisconsin and northern Illinois agency of the MassMutual Financial Group, a Fortune 100 company, established in 1851. Platinum Wealth is a comprehensive fee-based financial services company with over 100 registered representatives and 450 brokers in their agency's territory. They look forward to growing and serving the best interests of the community for many years.



WELCOME NEW MEMBERS



Sirius Networks, LLC
Connie Shomberg
6904 Maywood Ave.
836-5030
www.siriusnetworks.com

Description: Sirius Networks, LLC was founded in 2002 with the sole purpose of providing IT services to the K-12 sector. Their goal is to be seen by their customers as an extension of their own IT department. This allows them to align their goals with the customers' goals. They are constantly striving to make their customer's networks and systems easy to manage, less reliant on outside support, while providing the best end user experience possible.



Wild Bull All American Pub & Grill
Amanda Bauer
8420 Market St
203-8420
www.wildbullsportsbar.com

Description: Your local headquarters for all sports, all the time! Offering Daily Specials and a huge pub menu to satisfy everyone's hunger.

WE REMEMBER BUTCH LEDWOROWSKI

Mid-January, we lost long-standing member Butch Ledworowski, Lil' America Builders, to cancer. Butch was well-respected in the remodeling industry, a strong businessperson and a voice of reason at City Council annual budget hearings. Although the business will continue, we will miss him dearly - it will be impossible to stroll to Capital Brewery on Friday nights and not picture Butch mowing the Lil' America lawn before heading across the street for a cold one. Thanks for the memories and the life lessons Butch!



CHAMBER EVENTS

"Holiday" Business Social Hour - Holiday Inn Hotel & Suites



Regus Grand Opening & Ribbon Cutting



MEMBERS ON THE MOVE

ANNOUNCEMENTS

ANNOUNCEMENTS

Findorff Takes the 120 Challenge in Celebration of 120 Years

To celebrate its 120th year serving Wisconsin, J.H. Findorff & Son Inc. challenged its employees to donate their time and talents to at least 120 nonprofits over the course of 2010. A company built on community, Findorff makes it a priority to regularly support the many area organizations that make such a difference in the lives of others. Although many Findorff employees already volunteer regularly, the 120-year anniversary goal gave them a way to quantify it. In fact, Findorff reached their goal of helping over 120 organizations in September of 2010, three months before their target date.

ACI Acquires ACT's Interface Control Components

Automation Components, Inc. (ACI) has purchased Advanced Control Technologies' (ACT's) Interface Control Components line. This acquisition will allow ACI to broaden its customer base and build on the product offering that ACT has built over 20 plus years in the HVAC Industry. ACT has a worldwide customer base that includes engineers, designers and installers of building automation systems, process control systems, owners and managers of commercial buildings, industrial, government buildings, schools, hospitals, and custom home builders. ACI has been a manufacturer of sensors for the HVAC Industry since 1991, and has product offerings in Temperature, Relative Humidity, Pressure, Gas, and Current. ACI is a two time "Wisconsin Manufacturer of the Year" award winner and was recently nominated for a third.

Middleton Art & Framing has Moved! As of February 1, they are now located just one block east of their old location at:
6771 University Avenue.

Greenway Station Announces New Restaurant To Open in March

Greenway Station announces the addition of its newest restaurant Tanner's Neighborhood Bar and Grill. The restaurant was founded in 1985 in Lenexa, Kansas and has nine locations throughout Kansas, Missouri and Nebraska. The Greenway Station location will be the first Tanner's in Wisconsin.

In a Challenging Economy, West Business Services Defies the Odds

With countless stores closing their doors and layoffs becoming the norm, it is difficult for many job seekers to stay optimistic about their chances of steady employment these days. Surprisingly, there is a local business defying the odds in a challenging economy. West Business Services has continued to grow its client list and employ more local workers by doing what they do best – providing inside sales and account management services to Fortune 1000 companies. Healthcare, telecommunications and consumer packaged goods brands are approaching the company to help generate sales leads and manage major client accounts.

BMO Financial Group to acquire Marshall & Ilsley Corporation (M&I)

BMO Financial Group (TSX NYSE: BMO) and Marshall & Ilsley Corporation (NYSE:MI) announced that they have entered into a

definitive agreement under which BMO will acquire all outstanding shares of common stock of M&I in a stock-for-stock transaction. BMO expects to maintain strong capital ratios after the acquisition; BMO intends to raise approximately C\$800 million in additional common equity prior to closing of the acquisition. The transaction has an estimated internal rate of return to BMO of more than 15% and is expected to be accretive to BMO's earnings in 2013, excluding one-time merger and integration costs of approximately C\$540 million. The transaction is expected to generate annual run-rate synergies of approximately C\$250 million which will be fully phased in by the end of fiscal 2013. As part of the agreement, BMO will purchase M&I's TARP preferred shares at par plus accrued interest – with full repayment to the U.S. Treasury immediately prior to closing. M&I's existing warrants held by the U.S. Treasury will also be purchased by BMO. The transaction, which has been approved by the BMO and M&I Boards of Directors, is expected to close prior to July 31, 2011.

SupraNet Communications, Inc. raises money for the Salvation Army

This past holiday season, SupraNet Communications helped spread cheer by volunteering for the Salvation Army's Adopt-A-Kettle Campaign. On Friday, December 3, SupraNet staff members took turns ringing bells at the Walgreen's on Old Sauk Rd. The Salvation Army estimates that having staffed kettles can bring in over \$45 an hour. In total, SupraNet helped raise \$833 that day – or \$69 per hour! SupraNet plans to match 50% of this, for a total of \$1,249 raised.

MEMBERS ON THE MOVE

ANNOUNCEMENTS

ANNOUNCEMENTS (CONTINUED)

The North Central Group's Hotel Management Services Now Available to Others Looking for Effective Management Expertise.

The North Central Group, owners, developers and operators of quality hotels, announced today the launch of North Central Hospitality, its third-party management company created to assist hotel owners and investors in more effectively managing their assets. With more than 30 years of experience operating nearly 50 of its own hotels during that time, The North Central Group is ready to leverage its strength and expertise to provide other owners with property management solutions. The addition of seasoned hospitality professional Bill Petschonek provides the company with the leadership and focus needed to deliver results to owners of the hotels it manages. Services include:

- Staffing, training and motivation of quality team members
- Centralized accounting and cost control systems
- Design, installation, and training on management systems
- Turn-key budgeting process
- Expertise in food and beverage operations
- Quality control through field audits, inspections, and comprehensive programs
- Sales, marketing, and revenue management analysis and plan development
- Market analysis and repositioning to improve performance
- Technology services
- Sustainability initiatives
- Renovation, maintenance, and Property Improvement Plan (PIP) execution
- Asset management services
- Acquisition analysis
- Development services

350 Acres of Farmland Protected

The National Heritage Land Trust (NHLT), in collaboration with the Driftless Area Land Conservancy, permanently protected 350 acres of farmland in the Military Ridge Prairie Heritage Area in Iowa County. The Military Ridge is known for its exceptional abundance of grassland birds, prairie remnants, concentrations of rare plants and animals, and spring-fed streams, set within a working agricultural landscape. The conservation easements placed on two farms protect high-quality farmland and a prairie remnant from incompatible uses. Funding to complete this work came from the state's Knowles-Nelson Stewardship Program, the federal Farm and Ranch Lands Protection Program, and members of NHLT.

National Heritage Land Trust Uses Grants to Provide Public Access to Over One Mile of Restored Trout Stream.

In May, the Natural Heritage Land Trust was awarded a \$15,756 grant by Madison Community Foundation to help purchase two permanent streambank easements along Vermont Creek in the Town of Black Earth. On November 30, the Land Trust completed the second of the two purchases, making over one mile of Vermont Creek permanently open to public fishing. Vermont Creek is a quality trout stream and an important tributary to Black Earth Creek, one of Dane County's premier trout streams.

Businesses of 8000 Excelsior Host 2nd Annual Holiday Open House

On the evening of December 7th, clients, partners, and friends gathered for a fun and festive mixer

with the tenants of the Excelsior Financial Centre. The annual event, which started in 2009, brought in over 200 guests. Offices were opened and guests could roam from floor to floor and office to office. The event featured the Middleton High School Symphony String Quartet, to which the tenants donated \$450 for their performance.

TDS introduces Star Business Bundle: It's All About Choices.

In the New Year, it may be all about slimming down and making wise choices. With new Star Business bundles from TDS Telecommunications Corp. (TDS®), small businesses can do both. The new Star Business bundle includes choices for long distance calling minutes, calling features, and Internet speeds. Businesses can choose their own "bundle" of services from a list that includes: 200 or unlimited long distance minutes, Three calling features, Voicemail, Internet speeds of 5Mbps, 10Mbps, or 15Mbps, and Dynamic or static IP addresses. For more information, visit www.tdsbusiness.com.



MEMBERS ON THE MOVE

HIRES/PROMOTIONS • AWARDS • EVENTS

HIRES/PROMOTIONS

Wisconsin Community Bank names Linda Emmerich as Mortgage Operations Manager, Madison Office. She will primarily oversee mortgage lending operations, including mortgage processing and underwriting. Emmerich brings more than 20 years of mortgage lending experience to WCB.

Starion Financial hires Greg Callin as Senior Vice President at its Middleton bank. Callin will help business customers find proper financing, leasing, e-banking and cash management services. He will also assist business clients and their employees with personal banking needs. He has 17 years of banking experience.

Neckerman Insurance Services announces the addition of agents, Janelle Higgins and Ryan Waite to serve its business, personal, and life insurance clients.

Platinum Wealth Management, MassMutual hires Maitri Meyer to expand the agent network in Wisconsin and Northern Illinois. Maitri will be recruiting both experienced financial services professionals and those interested in launching a financial services career. She has over 20 years of experience in business development, recruitment and consulting.

Platinum Wealth Management, also names Tim Powers as CEO. Powers is a registered principal of and offers securities, investment advisory, and financial planning services through MML Investors Services, Inc. Member SIPC

AWARDS

Findorff Named Best Contractor of 2010; Honored with Five Additional Project Awards.

Findorff, recently named by Corporate Report Wisconsin as a 2010 Best of Wisconsin Business winner under the General Contractor category, was also recognized with five distinct construction industry awards for the following projects:

- L'etoile/Graze Restaurants, Madison, WI – Best Tenant Improvement
- UW Hillel, Madison, WI – Best Worship Space
- Spring Creek Church, Pewaukee, WI – Best Renovation
- Beloit College Center for the Sciences, Beloit, WI – Environmental Excellence

FIX'M Home Repairs Earns Coveted Angie's List Super Service Award for 2010

FIX'M Home Repairs, a division of Loren Imhoff Homebuilder, Inc., has been awarded the prestigious Angie's List Super Service Award, an honor bestowed annually on approximately 5 percent of all the companies rated on the nation's leading provider of consumer reviews of local service companies.

JG Development Team Member Achieves Prestigious Designation.

JG Development, Inc. is pleased to announce that Randy Ziebarth has recently achieved the prestigious Universal Design Certified Remodeler status. A Universal Design Certified Remodeler (UDCR) designation proves the remodeling contractor's superior knowledge, technical comprehension and skill in universal remodeling.

George Gialamas inducted into the Midwest Commercial Real Estate Hall of Fame.

George Gialamas, President & CEO of The Gialamas Company, has been selected as a member of the inaugural class of the Midwest Real Estate News Commercial Real Estate Hall of Fame. George was one of only sixty top commercial real estate professionals in fourteen states to be selected for this prestigious designation. George's achievements and unwavering commitment to his company, his clients and his community continue to leave a mark on the commercial real estate profession and Madison area.



BUSINESS SOCIAL HOUR:

THURSDAY, FEBRUARY 17
5:00 P.M.

ANIU/PARK BANK

THURSDAY, MARCH 10
5:30 P.M.

OVERTURE CENTER

BRING A COLLEAGUE OR GUEST FOR AN EVENING OF NETWORKING

MEMBERS ON THE MOVE

EVENTS

EVENTS

Tuesday, February 8, 6:00-7:00 p.m.

Meriter "Matters of the Heart" Seminar Series: *Knowing Your Numbers*

Meriter Wellness Center

Understanding your risk for heart disease is the first step towards prevention. Discuss key measures of a healthy heart including cholesterol, blood pressure, blood sugar level and body mass index (BMI). The seminars are free, but registration is required so reserve your spot today!

Visit www.meriterheart.com to register or check out other "Matters of the Heart" seminar topics.

Friday, February 11, 5:00-9:00 p.m.

World's Largest Valentine Office Party benefit for OccuPaws Scatz Nightclub

\$25 per person includes beverages, food, and live music by the Red Hot Horn Dawgs. Bring a group from your office or bring your sweetie! All proceeds will benefit OccuPaws Guide Dog Association, which trains guide dogs and gives them free of charge to visually blind children and adults in Wisconsin. Silent Auction and a chance to bid on a Date with a Guide Dog.

**Sunday, February 13,
11 a.m. & 4 p.m.**

Cross Plains - Middleton American Legion Post 245 15th Annual Spagetti Dinner

2217 American Legion Dr.

Cost is \$7.00 for Adults & \$3.50 for Children (All you can eat).

February 14-20

Greenway Station® Participates in National Week of Giving, "Random Acts of Kindness Week"

Greenway Station will randomly selecting 200 lucky Greenway Station shoppers to receive a free \$5 or \$10 Greenway gift card. In an effort to acknowledge those that have given, Greenway Station is inviting people that have been touched by kindness to not only pay it forward, but pay it back. From now through February 20, people can submit their kindness experience to www.greenwayshopping.com where two "givers" will each win a \$200 shopping spree.

**Wednesday, February 23
Business Day in Madison
Monona Terrace**

The event is held in partnership with WMC, the Wisconsin local chambers; and many other specialized business trade groups. Featured speakers include Stuart Varney, Varney & Company; Dr. Larry Sabato, election analyst and Author of Larry Sabato's Crystal Ball; other speakers invited are Governor Scott Walker, Congressman Paul Ryan, and New Jersey Governor Chris Christie. For more information go to: www.businesssdayinmadison.com

**Wednesday, Feb. 23, 7:30 p.m.
Middleton Community Orchestra
Concert**

Middleton Performing Arts Center
Tickets: \$10 general admission, Students free. Available at Willy St. Coop West and at the door. Call 212-8690 for information and advanced tickets

February 25 - February 27

1st Annual Winter Festival at KEVA

Keva is resolving to embrace winter and pulling out all the stops - inside and out! Snow volleyball, soccer, and kickball, music, Chili Cook-off Sunday, and much, much, more. Register your teams now at www.kevasports.com!

**Saturday, February 26, 12:00 p.m.
Bockfest**

Capital Brewery

Be a part of the yearly release of the Blonde Doppelbock!

**Saturday, March 5, 7:00 p.m.
Gilda's Club Madison First Annual
"Rock the Red Door" Music Event
Scatz Nightclub**

The event will feature some of the area's finest music - Madison County, Main Street Wisdom, and Keefe Klug. \$10 - Tickets may be purchased in advance or at the door. For more information, visit www.gildasclubmadison.org.

**Friday, March, 11, 5:00 p.m.
Middleton Lions Club Annual Wine,
Beer, and Cheese Tasting
Marriott - Madison West**

Enjoy products from over six wine vendors, three beer vendors, cheese, and appetizers. Tickets: \$25. Limited tables available at this standing room-only event. To secure your spot, please submit payment to Middleton Lions Club, c/o Harbor Athletic Club, 2529 Allen Blvd or call for pick-up of auction donation. Contact, Sara@harborathletic.com or 608-576-6802



59th Annual Celebration

Thank You

EVENT SPONSORS



Auction & Raffle Sponsors:



Entertainment Sponsor:



Performance Sponsor:



Celebration Sponsors:



Participating Restaurants:

Capital Brewery • Chocolaterie Stam • Hubbard Avenue Diner
George's Chop House • Johnny's Italian Steakhouse • Mid Town Pub
Quaker Steak & Lube • Ruth's Chris Steak House • Sprecher's Restaurant & Pub
Starbucks, Greenway Station • Tagura Asian Grill • Villa Dolce
Wild Bull All American Pub & Grill

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We Could Not Have Done it Without You!

Event Chairs:

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Madonna Bigelow, Globe University
Brenda Delabarre, State Bank of Cross Plains
Sara Falci, Closets By Techline
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Andrea Mace, Marriott Madison West
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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, FEBRUARY 3
SPONSOR



THURSDAY, MARCH 3
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CHAMBER EVENT CALENDAR

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

Monday, February 7, 11:30 a.m.
Ambassador Meeting
Holiday Inn Hotel & Suites

Wednesday, February 9, 8:00 a.m.
Ask the Expert Series:
"Multi-Tasking is a Lie"
The Trade Center,
Rothschild Conference Room

Thursday, February 10, 7:30 a.m.
Education Committee
MASH

Wednesday, February 16, 8:00 a.m.
Middleton Business Builders
Total Awards & Promotions

Wednesday, February 16, 12 p.m.
Economic Development
Wisconsin Community Bank

Thursday, February 17, 5:00 p.m.
Business Social Hour
Park Bank/ANiU Building

Tuesday, February 22, 4-7 p.m.
Grand Opening & Ribbon Cutting
Wild Bull All American Pub & Grill

Saturday, February 26, 7:30 p.m.
The Cat's Pajamas
Middleton PAC

Tuesday, March 1, 3:30 p.m.
Special Presentation:
David Kohler, Kohler Company
Marriott - Madison West

Thursday, March 3, 7:30 a.m.
Get Moving Middleton
Hilton Garden Inn

Wednesday, March 9, 8:00 a.m.
Ask the Expert Series:
"Redefining Management"
Edgewood College Deming Way

Thursday, March 10, 5:30 p.m.
Business Social Hour - Multi-
Chamber Event
Overture Center for the Arts

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

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

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