

OLD SAUK TRAILS PARK— AUGUST 2005

BUSINESS LINKS

Published by The Gialamas Company

CONCERT IN THE PARK—AUGUST 24

It is that time of the year again; The Gialamas Company and the following sponsors

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Wisconsin State Journal

proudly presents the fourth annual Concert In The Park on Wednesday, August 24 at 7:00 pm. This event continues to be a summer highlight for the employees and their families of the businesses within Old Sauk Trails Park. The Wisconsin Chamber Orchestra, entering into its 45th season, will enlighten us with another extravagant evening at Sauk Trails Plaza. The Concert In The Park will include a guest appearance by the world-class violinist, Yang Liu. Mr. Liu has established himself as one of the most significant Chinese violinist of his generation.

He is a former first-prize winner of China's National Violin Competition. "Yang Liu speaks to the heart of humanity through the violin -- with the most 'seeringly' direct language of emotion and intellect that I have ever heard..." - S.Quinn (Professional Violinist - metro Chicago area). *The New York Times* has given Mr. Liu national recognition by publishing an editorial which stated, "Yang Liu wowed the opening-night audience with a scorching performance of Sarasate's Zigeunerweisen..." We are truly fortunate to have Mr. Lui grace us with his presence.

Once again this enjoyable evening will conclude with a spectacular fireworks display provided by Spectrum Pyrotechnics. A rain date has been established for the following evening (August 25, 2005 – 7 p.m.).

For additional information, table reservations, or information on sponsoring this wonderful event contact Barb at 836-8000.



Mr. Liu is presently a Professor of Violin, at Roosevelt University, College of Performing Arts (since the Fall of 2004 - Chicago).

The Stradivarius violin, known to musicians worldwide as "The Lady Tennant" was recently purchased at Christie's for \$2,032,000, the highest amount ever paid for a musical instrument at auction.

Crafted in 1699, the violin was bought by Scottish industrialist, Sir Charles Tennant and given to his wife, Lady Tennant in 1900. The earliest known owner of the violin was Charles Philippe Lafont, a contemporary of Nicolo Paganini.

Geoff Fushi, President of the Stradivari Society, thanked the anonymous donor for contributing this legendary instrument for the use of a significant emerging artist. In naming Yang Liu as its first steward, Fushi saluted "Liu's rare and sensitive artistry which can only be enhanced by his partnership with Lady Tennant.

"This is one of the world's greatest instruments," declared Fushi, "and it is with a reverence for its past glory that we put it into Yang's worthy hands."

In accepting the honor, Mr. Liu paid homage to the new "Lady" in his life: "I have been given a soul mate for life, one with whom I shall share the most intimate communication with the world." The instrument was bestowed on Liu by the Society as an indefinite loan.

DEAN HEALTH PLAN: YOUR OLD SAUK TRAILS PARK NEIGHBOR



You may recognize the Dean name for its outstanding physicians and medical facilities in and around Dane County, but you may not know Dean Health Plan (DHP) is located at 1277 Deming Way. Dean Health Plan was created in 1983 as the managed care partner of Dean Health Systems. Today, Dean Health Plan is one of the largest, most diversified HMOs in the Midwest with nearly 1,600 physicians, over 50 clinic sites, 27 hospitals and 200 pharmacies in a 23 county service area.

In 2004, Dean Health Plan obtained its fourth consecutive "Excellent" accreditation for its HMO product through the National Committee for Quality Assurance (NCQA); an independent, not-for-profit organization dedicated to assessing and reporting on the quality of managed care plans.

The offices on Deming Way house Dean's customer service department, claims specialists, marketing and sales staff, and all other administrative departments.

To learn more about Dean Health Plan, call Michael Weber, sales manager, at (608)827-4014 or visit their website at www.deancare.com.

THE GIALAMAS COMPANY: A little bit about us

The Gialamas Company (TGC) has been instrumental in the development of commercial real estate throughout all of Madison. George Gialamas, owner and president, founded the company in 1975.

In most cases, The Gialamas Company purchases plots of land and uses it for commercial real estate. Following the acquisitions, contractors are hired for each phase of the construction: heating, electrical, plumbing, air conditioning, road building, and others. Generally, these contractors are selected through bidding procedures and are responsible for completing their areas of the construction project. Through the completion of the various developments, The Gialamas Company is pleased to assist in the enhancement of the economic development throughout the area.

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October 1, 2005.



Old Sauk Trails
Park 1986

More specifically, since 1986, The Gialamas Company has been proud to continue the expansion of Old Sauk Trails Park. Located on 446 acres of countryside, this distinctive office park offers a relaxing business environment with easy access to and from all parts of the city. TGC believes the ideal job consists of a workplace where an employee can feel comfortable with their surroundings, upon which will help them grow professionally. The Old Sauk Trails Park community accepts and encourages any new, innovative ideas. The Gialamas Company is confident that all of the organizations within the park feel at ease providing any insight to better our community.

The Gialamas Company maintains a high standard for each of our buildings, along with the entire community. Many amenities include wide and well-lit roadways, ample parking for employees and visitors, walking paths, access to the beltline, and direct, high-speed Internet access. We believe that when the employees are happy with their working environment it amplifies their morale, sharpens skills and creativity, and generally increases productivity.



Old Sauk Trails
Park -2002

NOTES FROM OSTP

- Irwin Mortgage has moved into their new offices at 8020 Excelsior Drive.
- Piper Jaffrey is now located on the second floor of 8020 Excelsior Drive.
- UW Health has purchased 8501 Excelsior Drive from The Gialamas Company.
- Gannet Fleming located at 8025 Excelsior Drive will celebrate its 90th year of operation on August 1.

NAMEPROTECT INC.

TRANSFORMING ONLINE INFORMATION INTO INTELLIGENCE

NameProtect® is a trademark and digital brand protection company that provides a comprehensive suite of trademark research, trademark watching and advanced online brand monitoring services that help practitioners meet the evolving Intellectual Property challenges of the digital era. NameProtect is helping major brand holding companies from around the globe police and protect their brands. NameProtect's customers include leading law firms, Fortune 500 companies and other businesses worldwide.

Earlier this summer, NameProtect released its newest service, *ActiveIP*™. *ActiveIP* is an easy-to-use online portal integrating trademark screening, Internet content and comprehensive search results. The patent-pending *ActiveIP* technology brings advanced Internet searching to the intellectual property professional by finally allowing Boolean and Wildcard searching of the Internet in an integrated workflow tool. "We consider *ActiveIP*™ to be not only our best product, but the biggest breakthrough the trademark industry has seen in years. The Internet is an outstanding source of information, but it's disorganized and overwhelming," said Mark McLane, CEO of NameProtect, Inc. "With *ActiveIP*, we have essentially taken an old-school card catalogue and applied it to the Internet. This technology will forever change how business professionals in every industry use the Internet."

Founded in 1997, NameProtect is headquartered in Deming Plaza at 918 Deming Way in Madison, Wisconsin, and privately held. Technological and analytical agility allow NameProtect to continue to be an industry leader transforming online information into intelligence. Additional information about NameProtect can be obtained via the company's Web site located at <http://www.nameprotect.com>



Several members of the NameProtect team, as photographed at the annual NameProtect Trademark Insider Awards Reception held in May 2005: Mark McLane, Kathleen Donohue, Ben Jedd, Malia Horine, Keith Mobley, Mark McGuire, Trevor D'Souza, Kimberly Wieland, Kevin Omiliak, Lisa Wells

NEW EDGEWOOD CAMPUS OFFERS BACHELOR'S FOR BUSY PROFESSIONALS



This summer Edgewood College is stepping up the activity level on its new campus, located at 1255 Deming Way in Old Sauk Trails Park, by offering accelerated bachelor's degrees to busy professionals in two high-demand areas.

The first adult accelerated degree at the new campus will be the Bachelor of Business Administration (BBA), which will move to Old Sauk Trails Park from the Monroe Street campus where it started in 2002. The second degree, the Bachelor of Computer Information Systems (CIS), will be launched at the new campus in August. Both degrees are designed for adults who want to continue working full time.

Edgewood College received the Deming Way campus in 2004 as a gift in kind from trustee Diane Ballweg, class of '74, her husband Ken Ballweg, and Eric and Sara Schwartz.

Edgewood College President Daniel J. Carey said, "This new campus marks a new chapter in Edgewood College's history. As Diane Ballweg wrote, 'The new building is as much an expansion of vision as it is an expansion of space.'"

Carey continued, "We are taking a fresh look at how we can reach out to adult students. These accelerated degrees are two early examples of how we can meet the evolving educational needs of Madison and the region."

Julie McDonald, Edgewood College director of student services for returning adult accelerated degrees, said the accelerated degrees are "all about convenience and flexibility." To accommodate the hectic work and personal schedules of adult students, classes are four-hour blocks, one evening a week, for seven weeks. Students can attend year-round if they want, but are also free to start and stop to fit their needs. "If students have a work assignment in Cleveland for a few weeks, no problem. They can take off for a term and then easily come right back in. That type of flexibility is extremely critical to our students," McDonald said.

Kathleen Kelm, Edgewood College professor of computer science, said, "More and more returning adults currently working in business or IS/IT professions find that completing a bachelor's degree is a requirement for career advancement."

Returning adults also want to finish their degree in an accelerated format that takes advantage of their experience, McDonald said. Edgewood's programs are a direct response to this need. Students who take two classes a term can attain a bachelor's degree in three years -- or faster if they have prior college credits.

The new campus has been designed and equipped expressly to meet the needs and expectations of adult professionals, McDonald said. It resembles a high-level corporate environment, with comfortable chairs and tables and easily reconfigurable classrooms. Rooms are furnished with state-of-the-art technology and students can go wireless with their own laptops. Students can reserve conference rooms for group projects or work in an open, loft-style study space. Services such as advising, bookstore, registrar, financial aid and business office will be available on-site or online. Students can also attend professional seminars at the Corporate Learning Center, located at the new campus.

For more information on Edgewood College's adult accelerated degrees, please visit www.edgewood.edu/students/accelerated.

AAA WISCONSIN NAMES NEW PRESIDENT

Steve Bernth has been named regional president of AAA Wisconsin. The Auto Club Group, AAA Wisconsin's parent company, appointed him to the position. Bernth began his tenure as president April 22, and succeeds Ted R. Gambill, who is retiring.

Before becoming president of Wisconsin's AAA club, Bernth had been president of the AAA Chicago Motor Club since 2001. He began his AAA career in Nebraska in 1990 and served as AAA Nebraska's president before assuming his leadership post at AAA Chicago.

Prior to his AAA service, Bernth worked as a regional manager in the health and life insurance industry. He also has had extensive educational administration experience and served as a high school principal and school district assistant superintendent. He earned a bachelor's degree in biology and a master's degree in educational administration and completed coursework toward a doctoral degree in educational administration.

A native of Omaha, Neb., Bernth and his wife, Katie, will reside in the Madison area. The Bernths have four children. Kelly, their youngest child, remains at home and will attend high school in Madison.

"I am pleased to be of service to the members of a healthy and growing organization," Bernth said. "AAA Wisconsin has always been about the business of providing high-value services to our membership and strong representation of the people of Wisconsin when it comes to their traffic-safety interests and mobility needs. I look forward to leading our staff associates statewide in exceeding our members' expectations of their AAA club."

AAA Wisconsin offers automotive, travel, insurance and financial services to nearly 600,000 members statewide through 30 office locations and the club's Website, www.aaa.com. AAA Wisconsin is part of The Auto Club Group (ACG), the largest affiliation of AAA clubs in the Midwest, with 4.1 million members in eight states. ACG clubs belong to the national AAA federation, a not-for-profit organization serving nearly 47 million members in the United States and Canada.



Steve Bernth , the new AAA Wisconsin Regional President

Upcoming stories for the November 2005 issue of Business Links:

- * Results from the Old Sauk Trails Park Golf Outing
- * Old Sauk Trails Park Concert in the Park
- * Updates on 8040 Excelsior Drive and 1241 John Q Hammons
- * Feature stories on businesses in the park

If you have an item ie: new business in the park, etc or an announcement you would like to see included in Business Links, please email them to Barb@gialamas.com by October 10, 2005. Please include any pictures you may have.

8040 EXCELSIOR DRIVE AND 1241 JOHN Q HAMMONS ARE TOPPED OUT



The 5 story building at 1241 John Q Hammons has reached its full height. The exterior walls are being prepared for the limestone panels.

In the next month exterior framing and limestone panels will start being installed at 1241 John Q Hammons. Aluminum framing and glass panels will also get underway. The interior mechanicals have started. The site work will continue preparing for landscaping to start in October. The dry weather has not been good for landscaping, but it has been a help to the construction schedule.

All building masonry and concrete are complete at 8040 Excelsior Drive. Exterior framing is well underway, with aluminum panels and glass starting soon. The main driveway into the 8030 property will be closing to allow for reconstruction of the connected building entrances. The building at 8030/USDA will be accessible by connections to the 8020 parking lot to the south and a connection to the Baymont parking lot to the north. This is a challenging project to work on do to the site conditions The Gialamas Company would like to thank our next door neighbors for their patience and cooperation on this project.



8040 Excelsior Drive will have the aluminum panels and glass installed soon.

NAVITUS MOVES TO ACCOMMODATE GROWTH

After sharing office space with Dean Health Plan, Navitus Health Solutions has recently moved into their own office space at 999 Fourier Drive.

Navitus Health Solutions is a pharmacy benefit manager that administers drug programs and is primarily responsible for processing and paying prescription drug claims, negotiating discounts and rebates with manufacturers, contracting with pharmacies, and developing and managing the drug formulary list. Navitus also manages custom clinical programs intended to lower drug costs for payers and improve the health of their members.

Dean Health Plan and PBM Ventures, LLC combined pharmacy departments to form the core structure of Navitus. With offices in Appleton as well as Madison, it was formed in 2003 with a mission to lower drug costs, improve health, and provide superior customer service in a manner that inspires trust and confidence.

Navitus Health Solutions provides pharmacy benefit services to a variety of clients, including health plans and self-funded employer groups, with a goal to provide clinically superior medications in the most cost-effective manner. Navitus is driven to provide seamless benefit administration and world-class customer service.

USH 12/MIDDLETON UPDATE Wisconsin Department of Transportation

The Wisconsin Department of Transportation's (WisDOT's) Southwest Region office in Madison announced today existing and upcoming closures for the US 12 construction project that is currently underway in Dane County.

The \$9.8 million project started in August 2003 and is scheduled to be complete in November 2005. The project extends from the intersection of US 12/WIS 19 West to the junction of US 12/County K.

The following dates are tentative and may change based on weather and other factors. At all locations, US 12 will remain open and the intersecting roadways will be closed:

- Intersection of US 12 and WIS 19 West (a signed detour will be in place using WIS 78): Tentatively scheduled to close from July 18 to July 29 (12 calendar days).
- Intersection of US 12 and County P West (a signed detour will be in place using County K): Tentatively scheduled to close from July 18 to July 22 (5 calendar days) and again from August 3 to August 12 (10 calendar days).
- Intersection of US 12 and Baltes Road (no signed detour): Currently closed and is tentatively scheduled to reopen on July 29.
- Intersection of US 12 and Riles Road (no signed detour): Currently closed and is tentatively scheduled to reopen on July 29.
- Intersection of US 12 and County K West (a signed detour will be in place using County P): Tentatively scheduled to close from July 25 to August 3 (10 calendar days).
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The closures will accommodate concrete paving, asphalt paving, signing, pavement marking and installation of temporary traffic signals.

For current updates visit the DOT USH 12 website at www.dot.wisconsin.gov/projects/d1/us12/index.htm.



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All of the articles were submitted for publication in Business Links. If you are interested in having an article in the next newsletter please email it to barb@gialamas.com or mail it to The Gialamas Company, Attn: Barb, 8020 Excelsior Drive Suite 300, Madison WI 53717.

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