



**Save the Date for
Concert in the Park!
Wednesday, August 7th**

Find more information on page 11



Welcome to Old Sauk Trails Park

- Vario Equity
- MEP Associates, LLC
- Marco Technologies
- Third Coast Advisors
- NorCAP a Kovitz Division

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Construction in Old Sauk Trails Park

Please use extra caution in driving through the Park this summer while work is being completed.

- OSTP Walking Path
- 8033 Excelsior Drive
- Catalent Pharma Solutions - Heartland Trail

Settling into Old Sauk Trails Business Park

Great Wolf Resorts has happily joined the Sauk Trails Plaza II building in January. The Gialamas Company has been so welcoming to our staff. A huge thank you to their team, the team at Iconica, and all of our vendors for making such an impressive office space. Our new office is just one of our exciting new ventures.

Great Wolf is consistently growing and expanding our waterparks. Our team here in Madison and our team in Chicago are currently working diligently on Great Wolf Lodges in Scottsdale, AZ, Manteca, CA, and even Mexico! We have come a long way since our days as Black Wolf Lodge back in the late 1990's. We are of course still there in our original space in Wisconsin Dells. Come see us at one of our 17 Great Wolf Lodges and stay tuned for our grand openings! See you around Old Sauk Trails Business Park, neighbors. Howls!



1255 Fourier Drive
Suite 201
Madison, WI 53717



Photo Credit: Rowan Childs, Iconica

Get to know Gannett Fleming

Gannett Fleming, Inc., a multi-disciplined, global infrastructure and environmental solutions company, was founded in 1915 and has had an office in Madison since 1987. Gannett Fleming moved into Old Sauk Trails Park in 1990 and is currently located at 8025 Excelsior Drive. There are approximately 2,400 employees in 60 offices across the United States and internationally.

The Madison office opened primarily to provide environmental consulting services for private sector projects in Wisconsin. It continues to provide environmental services, including remediation, investigation, vapor intrusion assessment, and regulatory compliance and permitting assistance. The office also provides wastewater and geographic information system (GIS) services to private industry clients and governmental agencies, as well as transportation systems management and operations.

On June 1, 2019, Gannett Fleming will move into their new location in Old Sauk Trails Park, and will be settling into Suite 303, at 8040 Excelsior Drive.



Gannett Fleming

Excellence Delivered As Promised

8025 Excelsior Drive
Suite 100
Madison, WI 53717

MEP Associates Moving into OSTP

MEP Associates, LLC (MEP) is excited to be joining the Old Sauk Trails Business Park in Spring 2019. MEP is a mechanical, electrical, plumbing design firm founded in 2002, based out of Eau Claire Wisconsin. The company has expanded over the past 17 years and has grown to just under 100 staff in eight offices. MEP provides innovative, sustainable engineering solutions for complex projects in campus utilities, commercial, government, healthcare, education, and science and technology. Our team of engineers bring a sense of curiosity to explore, evaluate, and utilize proven new technologies that enhance building energy efficiencies. Our mission is to strive for excellence and innovation through creative engineering solutions to minimize environmental impact today and improve sustainable stewardship into the future.

The Madison team includes a staff of 12, with a project portfolio including work on Epic's campus in Verona, WI, the new Middleton-Cross Plains School District projects, and Ford Motor Company's Central Energy Plant and Low-Entropy Campus in Dearborn, MI. We are looking forward to our new work space where we can continue to grow, and appreciate all the efforts from The Gialamas Company and Iconica to help make this a smooth transition.



1111 Deming Way
Suite 202
Madison, WI 53717



Epic's campus in Verona, WI



Wisconsin Mutual
Insurance Company www.wiins.com

8201 Excelsior Drive
Madison, WI 53717
(608) 828-1448



A man discovers malware on his personal computer while shopping online. The malware deleted several files on his computer and destroyed data, including financial records.

Wisconsin Mutual's Personal Cyber Protection covers computer restoration costs and fees charged to recover damaged files.

PERSONAL CYBER PROTECTION

- Cyber Extortion
- Cyber Crime
- Cyber Bullying
- Identity Theft Expenses
- Data Recovery
- Legal Reimbursement

Call your WMI agent to discuss adding Cyber Protection to your Homeowner Policy.

Protect Your Business From A Cybersecurity Event

One of the top things on the minds of today's business leaders, board members and IT staff is the risk of what a cybersecurity event might bring to the business. More and more business leaders are asking the question: *How do we protect ourselves?*

Business disruption, loss of revenue, loss of information and fear of public disclosure alongside changing public disclosure laws are all reasons why businesses are paying attention to cybersecurity. One of the difficult things about cybersecurity is that what needs to be done in what order is going to be different for every business. It used to be that cybercriminals mainly went after larger companies, but that is no longer the case. Now, small and medium-sized businesses are the most likely target of these efforts. Why? Because cybercriminals know small and medium-sized companies are less likely to have multiple layers of security. How can you protect your business?

CREATING A MULTI-LAYERED DEFENSE

A multi-layered defense is needed in order to stop a hacker from successfully infiltrating your network. Additional layers include things like application software security, account monitoring, boundary defense and data recovery capabilities. With these extra layers in place, you'll have many obstacles between the hackers and your companies' information.



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EDUCATING EMPLOYEES ON CYBER RISKS

One of the most common ways cyber-attacks infiltrate small- and medium-sized businesses is by sending an email with a malware attachment. It only takes a single employee clicking that attachment to infect the entire company with malware. With attackers growing more sophisticated every day, it's more important than ever to ensure that your employees know how to spot these IT security breaches and understand how they need to respond in these situations.

PROTECTING ENDPOINTS STRATEGICALLY

With the increased popularity of BYOD (bring your own device) workplaces and the ever-increasing number of employees working remotely, the devices they use are also vulnerable to cyber-attack. Protecting these devices, whether they be mobile phones, tablets, PCs or laptops, is paramount to protecting your organization's network.

INVESTING IN BUSINESS IT SECURITY

True, there is a cost associated with protecting your business from cyber-attacks like malware, phishing and ransomware, but it's important to balance that cost with the very real possibility of being a target of cyber crime. For instance, 60 percent of small businesses on the receiving end of a cyber-attack end up going out of business in the first six months after the attack. And with many providers adjusting their IT Security rates based on the number of employees, small businesses have the least amount to pay and, potentially, the most to lose. In order to keep your small or medium-sized business safe from cyber-attacks, ensure that you have the strategies in place to stop hackers before they can access your network and your private information.

Iconica's Highlights

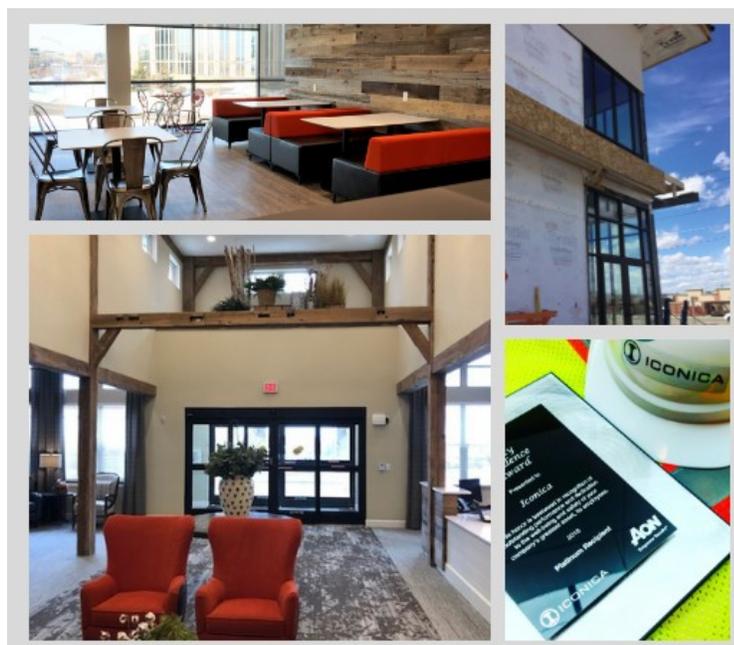
This past winter we enjoyed constructing Great Wolf Resort's new Madison office, located at 1255 Fourier Drive. The final look is a nod to their Chicago office, mixed with a dose of local flair. Our architect, Jeremy Frommelt, came up with a unique layout that allowed everyone to take advantage of the natural light, utilize a mixture of conference room sizes, and enjoy a large kitchen and break area. The design and light utilization were key to ensuring the functionality and feel of Great Wolf's office.

Recent projects that are near completion include the FAA Madison headquarters close to the airport, Hamilton House Senior Living and Memory Care in Cedarburg, and State Bank of Cross Plains Middleton branch on University Avenue and Deming Way. We thrive on the variety of work we encounter when working with different industries, varying project sizes, and remodel or new building projects.

Finally, a big shout out to our construction teams is also needed. Iconica is thrilled to have received the platinum AON Safety Award this month for our fleet and job site safety programs.



901 Deming Way
Madison, WI 53717



Happy Spring from the TDR Crew

Spring has sprung, and we couldn't be more excited to shed our winter puffers (and hats, mittens, and boots) to welcome warmer weather. So far, 2019 has been kind to us - we've won a few ADDYs, welcomed two new team members, and continue to work our marketing magic for our clients.

AMERICAN ADVERTISING AWARDS

Earlier this year, we were honored to win eight American Advertising Awards (ADDYs) courtesy of the American Advertising Federation. Our wins included:

Three ADDYs for designing/developing the Henry Vilas Zoo website

One ADDY for designing/developing the Millio's Sandwiches website

Four ADDYs for designing/developing our own website and creating self-promotion materials

As always, we're thankful for the recognition and all the more excited to continue innovating and creating.

NEW CREW

This spring, we also welcomed two new members to our Paid Digital Advertising team: Kayla, who joins the crew as a Manager, and Mikaela, who joins as TDR's first intern! We couldn't be more thrilled to add new talent and fresh perspectives to the team, and we are actively seeking to grow our crew even further.

We're incredibly grateful for the clients that entrust us with their digital presence and for our talented internal teams. We couldn't be more excited to see what the rest of 2019 brings.



8401 Excelsior Drive
Suite 104
Madison, WI 53717

Record 2018 sales results posted for National Guardian Life Insurance Company

National Guardian Life Insurance Company (NGL) and its subsidiaries, Settlers Life Insurance Company located in Bristol, Va. and Commercial Travelers Life Insurance Company located in Utica, N.Y., reported a record sales year of \$838 million in 2018, which is an increase of seven percent over 2017.

2018 marks the beginning of a transition for NGL. President & Chief Executive Officer Mark L. Solverud announced his retirement. After conducting a nationwide search, the NGL Board of Directors appointed Knut A. Olson as President and Chief Executive Officer effective January 3, 2019.

"I am excited to join an organization well-positioned for the future. The 2018 sales results contributed to the growth of the consolidated statutory assets to \$4.5 billion. On a consolidated statutory basis, NGL had a net gain of \$37 million which is a very solid result given the pressure that low investment rates continue to place on our operating performance. Solid sales confirm we are meeting important insurance needs in the marketplace today and allow us the flexibility to make choices that will ensure the long term financial strength of our organization," said Olson.

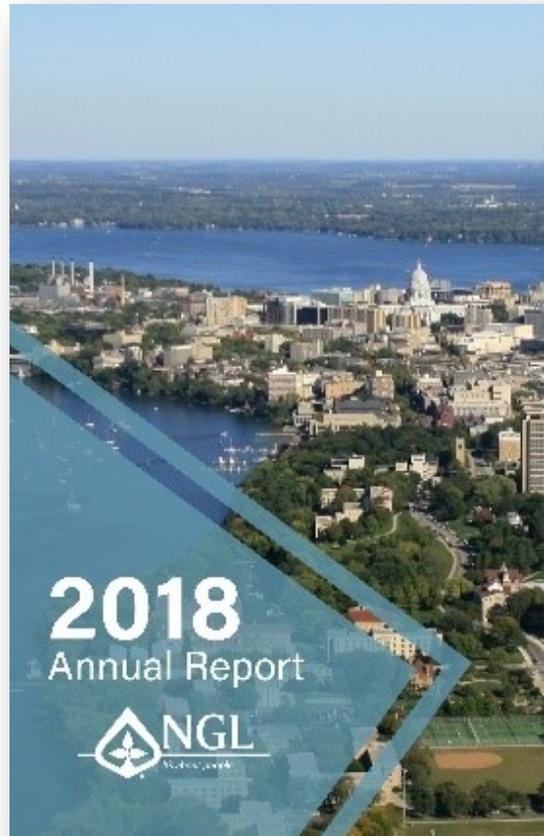
"We are extremely grateful for our 1.2 million policyholders who place their trust in NGL and our subsidiaries. We are also thankful for our thousands of sales representatives, marketing partners and more than 400 employees," said Olson.

A complete 2018 Annual Report is located at: <https://nglic.com/About/Financial-Information>

These financial indicators reflect a financially strong company, as does NGL's A- (Excellent) rating from A.M. Best Company, the leading provider of ratings and financial data for the insurance industry.

"The A- Excellent rating is a strong indicator of our financial strength and demonstrates our commitment to our policyholders, 28,000 independent agents and nearly 400 employees who depend on NGL. With more than 100 years in the industry, NGL continues to prove it is a reliable insurance company that exceeds expectations," said Derek Metcalf, Vice President and Chief Financial Officer at NGL.

NGL reported \$4.1 billion in consolidated liabilities for 2018. Financials current as of 12/31/18. Ratings current as of 02/21/19.



1241 John Q. Hammons Drive
Suite 401
Madison, WI 53717



Introducing Vario Equity

Vario Equity, LLC is a Madison, WI based real estate investment firm. It offers accredited investors the opportunity to purchase equity shares in the properties with the potential to receive preferred returns and capital appreciation upon sale.

Vario Equity, LLC was formed in 2018 with a vision to create an alternative investment portfolio for accredited investors to complement traditional investments. By partnering with Compass Properties, Vario Equity has over 25 years of experience in Wisconsin real estate. *VARIO means to Diversify, to Change, and to Offer Variety.*



1111 Deming Way
Suite 103
Madison, WI 53717



Energy Saving Designs: Building with Savings in Mind

When Sauk Trails Plaza II (located at 1255 Fourier Drive) was still in the planning stages, energy efficiency was at the forefront of the design goals. The Gialamas Company teamed up with NSI, Iconica and Focus on Energy's Design Assistance group to make these goals a reality.

Energy-saving measures used include high-efficiency LED lighting, gas furnace and gas boiler heating, as well as energy efficient walls, occupancy sensors for lighting, and heat recovery equipment. All these measures combined are expected to save an estimated \$77,000 per year in energy costs.

Sauk Trails Plaza II project was paid a financial incentive of \$65,045 to help offset the initial investment in high-efficiency equipment. That incentive payment, combined with the estimated \$77,121 in annual savings, means the energy-efficient measures will pay for themselves in a little more than seven years.

The utilities for the Sauk Trails Plaza II property are provided by Alliant Energy and Madison Gas and Electric, which represents two of the 107 Wisconsin utilities that fund the Focus on Energy program. Customers of participating utility companies are eligible for the energy expertise and financial incentives offered through the program.



Sauk Trails Plaza II


The Gialamas Company, Inc.

 **focus on energy**[®]
Partnering with Wisconsin utilities

 **ICONICA**

It is Not Just About a Pretty Smile

Orthodontics was invented to help improve health. It is not just about a pretty smile. A good healthy bite can stop the jaw clicking, pain in joints around the mouth, and will improve chewing. Your teeth and gums, and how they look when you smile, say a lot about your overall health. Consider them a window to the health of your body.

A malocclusion is a condition that your dentist can treat. We know that properly-aligned teeth support positive oral and overall health, but unfortunately, the majority of people have a malocclusion - meaning their teeth are misaligned or the upper and lower jaw do not fit together properly. Malocclusions can be caused by genetic factors, certain habits during childhood, like thumb sucking, or the gradual shifting of the teeth over time. Adults who had braces as a teenager but did not keep up with the recommended continued treatment with a retainer may experience a malocclusion that gets worse over time. Mild malocclusion can be ignored for some time, but some can benefit from realignment.

Invisalign clear aligners can make daily oral hygiene easier after straightening your teeth. Bacteria between teeth (plaque) causes tooth decay and gum disease and can cause mouth sores, tender or bleeding gums, bad breath, and possible tooth loss. Did you know that oral infections can lead to other more serious ailments such as heart disease, stroke, pneumonia, and diabetes (according to studies by the American Dental Association)? Correctly aligned teeth can also alleviate issues caused by an improper bite, speech, chewing difficulties, jaw problems, and increased wear on the tooth enamel. Invisalign addresses all of these orthodontic issues which give you the confidence of a great smile and the increase in the likelihood of improved oral health.



8025 Excelsior Drive
Suite 105
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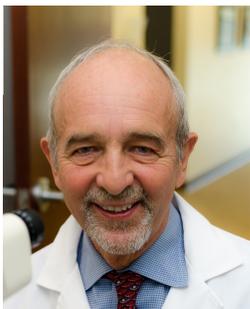
Updates from Anderson & Shapiro Eye Care

Anderson & Shapiro Eye Care has experienced lots of growth and exciting transitions in 2019! We would like to offer our congratulations to Dr. C. Joseph Anderson with the recent announcement of his retirement. As one of our co-founders, Dr. Anderson has been practicing Ophthalmology for over 35 years and was innovative in advancing cataract and refractive surgery techniques. Dr. Anderson is looking forward to traveling and spending time with his family.

Anderson and Shapiro Eye Care is also overjoyed to welcome our newest provider, Dr. Christopher Kirkpatrick. Dr. Kirkpatrick is a comprehensive ophthalmologist who specializes in LASIK and cataract surgery, glaucoma, and general eye care. He has been practicing in Dane county for the past two years and joined our practice in February 2019. Dr. Kirkpatrick is currently accepting new patients for all your eye care needs.

In other news, we've recently revamped our Optical inventory and are excited to offer a 25% discount on your second pair of eye glasses or sunglasses for all employees of The Gialamas Company tenants when you purchase from our Optical department thru June 31st. 2019. Simply show proof of employment to our team.

As a reminder, Anderson & Shapiro Eye Care is now conveniently accepting all Quartz health insurance plans. Stop by our clinic in Sauk Trails Plaza, give us a call at 608-827-7705, or visit our website to schedule an appointment today! www.be2020.com



1200 John Q. Hammons Drive
Suite 100
Madison, WI 53717





BWBR-Designed Center Earns Carroll University First LEED® Certification

A nursing and physics/engineering facility at Carroll University has set a new standard for energy efficiency and sustainability on the Waukesha campus, earning the school's first LEED® certification while also featuring the city's first green roof.

Part of Carroll University's strategic mission is to deliver a strengthened academic experience. The new 38,224-square-foot *Doug and Nancy Hastad Hall* features state-of-the-art laboratories, simulation nursing labs, classrooms and collaboration spaces. The academic center is the second phase of a BWBR-led campus redesign project, providing better space and technology for some of Carroll's most sought-after programs. The facility follows the opening of Jaharis Science Laboratories in 2016.

Certified LEED Silver, the building features demand control ventilation utilizing occupancy sensors and CO2 monitors to greatly reduce the building's expected energy usage - a particularly helpful feature in a building that requires high ventilation rates for multiple lab environments. Additional sustainable strategies include the reduction of estimated water usage by 44.8 percent, LED lighting tied with daylight harvesting, and the use of thermally efficient windows.

The green roof, itself, helps manage stormwater runoff, reduces the heat island effect of the roof, and provides pleasant green space next to the rooftop patio. Occupants of the patio are treated to a view of nature paired with Carroll's iconic terra cotta roofs and buff stone exteriors.

"We worked closely with our partners at BWBR to create a facility that is cutting edge in terms of both academic excellence and sustainability," said Carroll University President Cindy Gnadinger. *"We are proud that Doug and Nancy Hastad Hall has been certified LEED Silver in recognition of those efforts."*

"There are many ways the word 'leadership' can be applied to Carroll University, Wisconsin's first higher education institution," said Tom Hanley, AIA, LEED AP, principal and architect at BWBR. *"Hastad Hall adds another dimension to that definition, showcasing Carroll's commitment to both smart design and long-term thinking that will influence students for decades to come."*

The third phase of the campus redesign project - the interior renovation of Rankin Hall - is currently pursuing LEED v4 BD+C Major Renovation.



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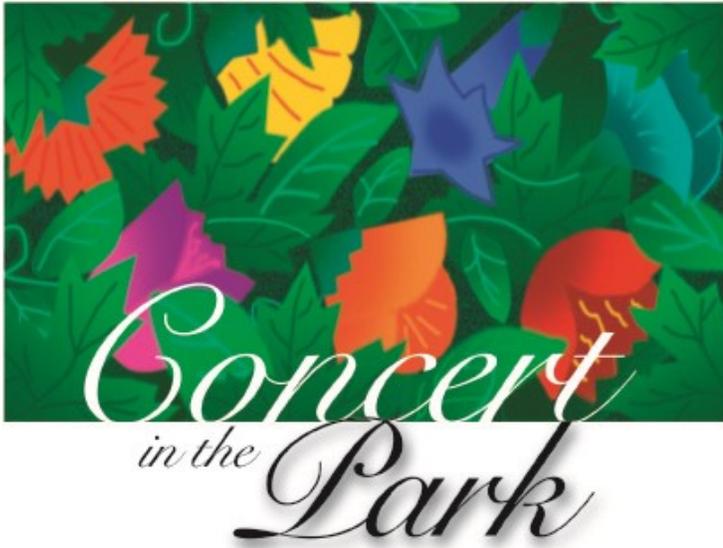
Our courses will help you achieve your professional goals,
learn new skills and follow your passion.



**Madison College School of Professional
and Continuing Education**

FOR MORE INFORMATION OR TO REGISTER, VISIT:

<http://madisoncollege.edu/ce> or call **608-258-2301**, Option 2



Wednesday, August 7th, 2019

Picnic: 5pm
Concert: 7pm
Fireworks: Dusk

The Gialamas Company, Inc. is pleased to announce that [Wednesday, August 7, 2019](#) will mark the 18th annual Concert in the Park.

For the eleventh consecutive year, the talented musicians of the Wisconsin Youth Symphony Orchestra (WYSO) will amaze and inspire you with their musical performance.

Located at 1200 John Q. Hammons Drive in the Old Sauk Trails Business Park, this beloved tradition is fun for all ages, and free for all to enjoy!

Arrive around 5:00 p.m. to enjoy pre-concert activities, socialize and enjoy your picnic or pre ordered food. Set up lawn chairs and blankets for your viewing enjoyment. Enjoy beautiful music, watch the sun set in the West and stay for the incredible fireworks display immediately following the concert.

Tables will be available for purchase by contacting office@gialamas.com or 608-836-8000.

Additional information will be available at www.gialamas.com closer to the date of the event.

Introducing The Big Red Reading Bus!

We're excited to share that we will be launching our book mobile this summer, called The Big Red Reading Bus! Watch for our bus to appear in the Old Sauk Trails Business Park. Our staff is excited to use The Big Red Reading Bus to visit locations across the greater Dane County area from schools & community centers, to food pantries and low-income housing developments. Children will be excited to board the bus and select their own books to take home, as well as attend our group story time. We love inspiring all children to read and grow their home libraries.

Interested in how to help out, volunteer, or sponsor the bus? Visit madisonreadingproject.com



8030 Excelsior Drive
 Suite 306
 Madison, WI 53717

The Gialamas Company, Inc.

8040 Excelsior Drive, Suite 200

Madison, WI 53717

www.gialamas.com



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COMMERCIAL REAL ESTATE | DEVELOPMENT | BROKERAGE | LEASING | MANAGEMENT

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8040 Excelsior Drive, Suite 200

Madison, WI 53717

Phone: 608.836.8000

Fax: 608.836.7863

E-mail: office@gialamas.com

Editors: Bridget Mooney & Kaitlin Jenkins

To subscribe to BUSINESSLINKS or to submit articles and photos,
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to stay up-to-date with events in
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