



Staying Thankful this Season

2020 sure has been a year for the record books. In many ways, the days have certainly dragged by this year, as we've all adjusted to a new, slower sense of normal. In other ways, the year seems to have flown by, with things seeming to change day by day.

One thing that has held the same throughout the year is feeling **thankful** for all of you.

We know that many of you are facing the challenges of running your business and maintaining your staff during this unprecedented time. As we all continue to maneuver through the obstacles posed by the COVID-19 pandemic, we want you to know that our priority at The Gialamas Company remains the same; to keep your business running and your employees and facilities safe.



INSIDE THIS ISSUE

2-3 OSTP BUSINESS MILESTONES

- Supranet Celebrates 26 Years
- Skyline's InBusiness Article
- Savant Ranked in Top 100 Firms

4-5 OSTP BUSINESS UPDATES

- Benvenuto's Dining Updates
- Iconica Updates

6-7 KEEPING CONNECTED

- Staying Connected over Social Distance
- AAA Holiday Gifting

8-9 OSTP EVENTS

- Madison Reading Project Community Book Drive



UPDATES IN OSTP

- Wintrust Mortgage
8000 Excelsior Drive

SupraNet Communications, Inc. Celebrates 26 Years in Business

On September 1, 2020, [SupraNet Communications, Inc.](#) celebrated its 26th anniversary. Since 1994, SupraNet's mission has been to deliver fast, direct and reliable internet and data center services to businesses in the Greater Madison area, all backed by local customer service.

SupraNet aspired to set a standard of excellence as a service provider and to become a well-respected and engaged corporate citizen. 26 years later, SupraNet remains responsive to the technology needs of the community and has established a strong reputation for social responsibility and community involvement.

Thank you to all of our clients, partners and friends who continue to support us and make us the company we are today!



8000 Excelsior Drive
Suite 101
Madison, WI 53717

Isaac's 'On the Rise'

On behalf of The Gialamas Company and our tenants, we'd like to congratulate Isaac LaRonge of Skyline Service on the nice feature article in the September issue of InBusiness Magazine. We're glad to see Isaac getting the recognition that he's worked so hard for! It is always a pleasure to work with Isaac.

[Click through](#) to read the full article on InBusiness.com.



3040 Laura Lane
Suite 110
Middleton, WI 53562

About Skyline Services

We're committed to keeping homes and businesses
clean and healthy

What drives us — Hard Work, Perseverance, Ambition, Vision

What energizes us — Relationships, Teamwork, Commitment, Results

What defines us — Service, Quality, Performance, Respect, Trust

What sustains us — Family, Values, Opportunity, Growth





Savant Ranked as One of America's Best Wealth Management Firms

[Savant Wealth Management](#) (formerly Savant Capital Management), a nationally recognized, fee-only advisory firm headquartered in Rockford, Illinois, with locations also in Madison and Park Falls, has been named to Barron's Top 100 Registered Investment Advisory (RIA) Firms ranking for 2020 and to RIA Channel's Top 100 Wealth Managers list for 2020.

Barron's, a weekly newspaper that reports on current financial information and market developments, weighed numerous factors in the rankings including technology spending, staff diversity, and succession planning. Throughout the years, Savant has been consistently recognized by the publication, most recently earning the No. 29 spot on its 2020 list of Top 100 RIA Firms in the nation. To view the complete list, [click here](#).

RIA Channel, which provides educational investment content and events for the largest financial advisor community in the industry, ranked Savant #16 in its list of Top 100 Wealth Managers for 2020. The ranking includes wealth management firms based on size and growth in assets as of June 30, 2020, as reported to the SEC, regulatory data, organic research, and advisor surveys.

Savant manages more than \$8.3 billion in assets for its more than 6,300 clients worldwide. The firm has 18 offices located in Arizona, Illinois, New Mexico, Virginia, and Wisconsin. For more information about Savant Wealth Management, visit savantwealth.com.



1200 John Q. Hammons Drive
Suite 101A
Madison, WI 53717

Benvenuto's Updates and Dining Options

As we continue to closely monitor all developments regarding COVID-19, we'd like to ensure the health and safety of our guests and employees are of the utmost importance. We will continue to support our valued guests that choose to still be safer at home with our contactless delivery and curbside services but will also be there to support our guests that make the choice to dine out while providing the safest dining protocols. We are fortunate to have a team dedicated to the sole task of getting extra safety and sanitation guidelines into place.

Our standards of cleanliness and sanitation already operate on an above industry standard manner and we have implemented new policies by recommendation of the FDA and CDC. We are in constant communication with our staff to ensure safety and to reinforce these procedures in both guest facing and back of the house areas.

We are practicing the following preventative measures:

- Disinfecting all high traffic areas regularly
- Seating people at least 6 feet apart
- Allowing only 1 member of a party inside while the other wait outside for a table
- Limited bar seating
- Removed all table top items and condiments
- Removed mint bowl
- All employees wearing masks and gloves and changing often
- Using paper wrapped straws
- Letting customers box up their left overs at the table
- Washing hands frequently and for 20 seconds
- Hand sanitizer available for guests and employees
- Taking temperatures and doing health checks before all shifts with employees
- Proper dishware and silverware sanitation methods
- Antimicrobial Vegetable and Fruit Treatment for all produce
- Increased frequency of cleaning on kitchen and all hard surfaces with proper disinfectant
- Disinfect all tables, booths, chairs and guest check books after each guest

[Click here](#) for Benvenuto's Menu and Online Ordering options.

1109 Fourier Drive
Madison, WI 53717



Iconica finds Thankfulness among Disruption

Like everyone, we have experienced 2020 as frustrating, frightening and extremely disruptive. Still, we remind ourselves that attitude is everything so we find ways to focus on the positives and adjust our plans to keep moving forward. A couple of months ago, we asked our team members to share some of the silver linings of this pandemic. The stories helped strengthen us all. As we enter November, we again look for the positive, particularly ways to be thankful.

We view our business as one of partnership and support. When we take on an architectural, engineering or construction assignment, we get to know our clients – how they think, how they operate, what they're trying to achieve. They become friends. So when they struggle, we struggle. Our hearts go out to the many small businesses fighting for survival, the food service folks trying to feed us all in new ways, the healthcare workers trying to restore our mobility and vigor. We're working with companies to reinvent their public and private spaces to deal with the challenges of today. Often it doesn't feel as if we're doing enough.

With that, we would like to give a shout out to just a few of the many organizations making a difference today:

To [Middleton Outreach Ministry](#) (MOM) for the work they do to feed, shelter and clothe so many local families who need a helping hand. Also to Food Concepts, who once again supported MOM through their annual Art Show, this year virtually, and 1847 at the Stamm House, which provides monthly family meal deals to support MOM.

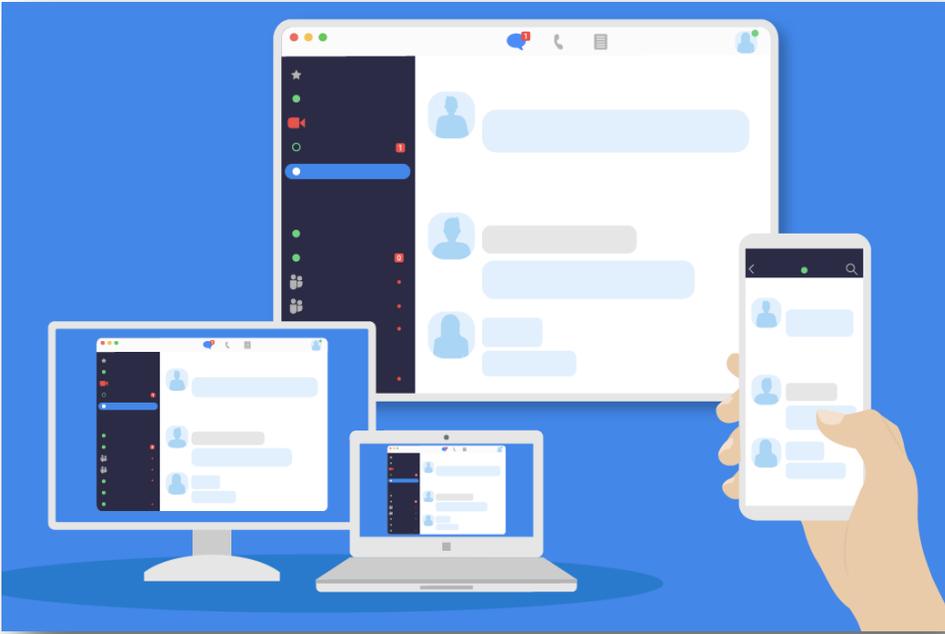
To [Girls on the Run](#) of South Central Wisconsin for the work they do to inspire girls to be joyful, healthy and confident using a fun, experience-based curriculum which creatively integrates running. Like so many others, they have found ways to pivot and reinvent their program to continue to serve in 2020.

To [Madison Reading Project](#) for the work they do to promote children's literacy by providing free books to children and educators with a particular focus on finding books with appropriate language and subject matter to inspire kids no matter their background.

[At Iconica](#), we will continue to focus on positive solutions to serve our clients and promote a strong community. Look for our new food truck as we try to spread a little joy in our corner of the world. Peace.



901 Deming Way
Madison, WI 53717



8401 Excelsior Drive
Suite 104
Madison, WI 53717

Staying Connected Across Social Distance

As we've all experienced firsthand, 2020 has been a year like no other. It's strange to look ahead towards the last two months of the year and realize how *different* the holidays will be without in-person work celebrations.

Our hearts go out to everyone struggling with the impacts of COVID-19. Here's to hoping we regain some sense of normalcy come 2021! In the meantime...

NEW CREW

We're thrilled to (virtually) welcome some new faces to our crew. We may not be able to toast them in person yet, but we can make each other laugh over video calls. Help us say hello to:

- Account Coordinator Alexandra, who has one of the cutest puppies we've ever seen.
- Account Executive Katie, a self-proclaimed "healthy foodie" and certified nutrition coach.
- Project Manager Grace, who recently moved back to Madison after launching her career in LA.
- Graphic Designer Joe, who's created everything from websites to larger-than-life graphics and vehicle wraps.
- Paid Digital Manager Ben, who comes to us after working in Italy for four years.
- Website developer Alan, who uses his woodworking lathe to build anything you can imagine.
- Full-stack developer Gavin, who loves to perform his music every chance he gets.

Our PDA intern, Kathleen, also graduated this spring. We're excited to have her as a full-time member of the TDR family!

NEW BLOG POST

Starting a new job during a global pandemic can be complicated, to say the least. Our new addition Grace put together her top tips to share with anyone else trying to settle in. [Check them out on our blog!](#)



Give the gift of AAA.



Show how much you care
with a gift that lasts all year long:
a membership with AAA.

*And for every gift membership you give, you and your recipient
will each save \$20 on your next membership renewal.*

Give AAA Gift Memberships.

AAA Madison
8401 Excelsior Drive
Madison, WI 53714
608-828-2400 1-800-236-5558

Igniting a love for reading one book at a time

Having access to high quality, relevant books which reflect children's unique identities can make the difference for a child learning to read this school year. Your support of our first annual Community Book Drive will allow us to provide thousands of kids with books to enjoy over Winter Break and beyond.

This year we're partnering with the Empty Stocking Club and other community organizations to provide over 10,000 books to kids that need them most this holiday season. Here are some easy ways individuals, groups and businesses can help Madison Reading Project provide thousands of books to kids just in time for the holidays.

MAKE A FINANCIAL CONTRIBUTION

We are able to source books at low prices that help your donation reach more kids. Making a financial contribution allows us to purchase the books we need at a great price! For just \$25 you can provide a child with over 5 new books to build their home library. Click here to [donate money](#).

DONATE BOOKS

Do you have books at home that you no longer need? We'll take your new and like new children's books for ages birth to 18 at one of our Donation Stations located across Dane County. Don't have any books at home? You can buy books from our wish list at local bookseller [Books4School](#) where any books purchased will be held for MRP staff. Click here to [donate books](#).

HOST A VIRTUAL BOOK DRIVE

Let our team put together a list of books that we currently need, or share our Community Book Drive wish list amongst friends, family or co-workers to collect books. Books are shipped directly to Madison Reading Project! Learn how to [host a Virtual Book Drive](#).

Find full details on the first annual Community Book Drive as well as four other ways you can help Madison Reading Project reach their goals [here](#).



8030 Excelsior Drive
Suite 306
Madison, WI 53717





The Gialamas Company, Inc.

COMMERCIAL REAL ESTATE | DEVELOPMENT | BROKERAGE | LEASING | MANAGEMENT

BUSINESSLINKS is published quarterly by:

The Gialamas Company, Inc.

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, please e-mail
office@gialamas.com

Like us on **Facebook @thegialamascompany** to stay
up-to-date with events in Old Sauk Trails Park!

www.gialamas.com

www.gialamas.com | 9