



'Tis the Season to be Thankful

2021 was another year that kept us all on our toes as we all worked to navigate a 'new normal' in our home, social and work lives. One thing that has held the same throughout the year though, is feeling **thankful** for all of you.

As we 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.

Thank you all for your friendship, business and generosity throughout the year. We wish you a very happy and healthy holiday season.

Stay safe, and be well.

-Your friends at The Gialamas Company



INSIDE THIS ISSUE

2-3 OSTP COMMUNITY NEWS

- Welcoming Triumph Wealth Management to OSTP
- SwimWest Aquatic Educator Awarded Educator of the Year

4-5 OSTP BUSINESS NEWS

- Introducing Cardinal View Senior Living with Iconica
- Wisconsin Mutual Welcomes New Staff

6-7 OSTP HEALTH AND IT NEWS

- Updates from Envision IT
- Utilizing Bi-polar Ionization against COVID-19

8-9 OSTP EVENTS

- Savant Wealth Management receives recognitions
- Holiday Gifting with Family Support & Resource Center

NEW and MOVES in OSTP:

- 
- Triumph Wealth Management
1241 John. Q Hammons Dr.
 - Cover Me, Inc.
8030 Excelsior Dr.
 - AAA Driver Training
8030 Excelsior Dr.
 - Triad Holding
8000 Excelsior Dr.
 - Marcia Brenner Associates
1200 John Q. Hammons Dr.
 - Thompson Kane
8040 Excelsior Dr.

Oh, the places we'll go

After nearly 15 years sub-leasing space from another firm, [Triumph Wealth Management, LLC](#) is thrilled to hang their own sign on a door in Old Sauk Trails Park. Triumph is a boutique wealth management firm specializing in guiding business owners, families and individuals through the ups and downs of life to and throughout business succession, transition, and retirement. Their advisory team includes Nathan Brinkman, President, CEO & Founder; Zac Mulford, Vice President, Financial Advisor and Matt Noel, Vice President, Financial Advisor.

Nathan founded Triumph Wealth Management, LLC in 2007 but has been in the financial services industry since 1995. He has worked with numerous business owners and executive management to identify, anticipate and help avoid the most common mistakes that plague businesses. This includes addressing the financial needs and products for every stage of a business life cycle while taking into account personal financial goals and dreams.

Zac joined the team at Triumph early in 2021. Specializing in retirement solutions, he works with professionals, business owners and families guiding them to make appropriate choices to reach their financial goals. He's an accountability partner and works with only a select number of clients to make sure he can dedicate the time required to keep his clients on course. Zac has been in the financial services industry since 2008.

Matt has been in the financial services industry since 2006 and joined the team at Triumph in early 2021 as well. Specializing in investments, he is passionate about helping individuals, families, and businesses navigate their financial affairs with a clear conscience during their working years, to and throughout retirement.

The backbone of the team at Triumph is the staff. This includes Kim Lancaster, Director of Operations; Courtney Miller, Financial Services, Marketing Manager; Kayla Kubitz, Client Services Manager; Molly Konefes, Investment Operations Associate and Chris Brinkman, Events Assistant.

Team Triumph looks forward to being a part of the community in Old Sauk Trails Park, specifically at 1241 John Q. Hammons Drive, Suite 501. Stop by and say hello.



1241 John Q. Hammons Dr.
Suite 501
Madison, WI 53717



Matt, Nathan, & Zac

SwimWest Educator Awarded National Educator of the Year

Kristina Bauer, an Aquatic Educator from [SwimWest Swim School](#), has been awarded the National Educator of the Year 2021 from the United States Swim School Association.

Kristina knows how to connect with her swimmers, puts children first and is always excited to share her love of swimming. Her belief is creating a more water safe world for everyone, no matter their social class. Learning to swim and being safe in and around the water should be a part of everyone's life.

Kristina is a confident, knowledgeable teacher with all sorts of tools, tips, and tricks that help swimmers be successful. She goes above and beyond by sharing these tools and tricks to other staff to use with their swimmers. She is a dedicated trainer to SwimWest Swim School's new employees and is very patient with the trainers.

Kristina is one of those rare individuals you can always depend on, no matter how intense situations get. Her generosity is limitless, and she offers help with compassion every time.

One of the reasons she won this award is because of her dedication to the Tri4Swim Program that she volunteers with each year. She organizes teachers to come in on four Saturday afternoons to help the area school students train for the triathlon. Kristina teaches with empathy and understanding, helping students navigate new experiences while they feel completely supported and safe.

Kristina is on the Leadership Team at SwimWest and helps the company grow future leaders in aquatics, education and management. She supports the team, encourages them to grow, try new things, and be a part of giving back in our community. This year she is in charge of our Hope Floats Pumpkin voting to raise money for scholarships for swim lessons in our community. SwimWest Swim School is proud to have Kristina Bauer be recognized as this year's USSSA National Educator of the Year 2021.



1001 Deming Way
Madison, WI 53717

Cardinal View Senior Living Opens in Middleton

[Iconica](#) is excited to announce the completion of the newly built [Cardinal View Senior Living](#) facility in Middleton. Cardinal View Senior Living is a 4-story, 139,000 square foot facility that will provide independent living, assisted living and memory care for seniors. The space consists of 103 apartments, an elegant restaurant-style dining room, fitness center, library, pub room with lounge and bistro, whirlpool spa, outdoor entertaining spaces, and more.

Sunday, October 3rd, marked the grand opening of the facility. An open house was held for the public to view the facility. Cardinal View welcomed their first residents on Monday, October 4th.

Iconica provided architecture, engineering, and construction services for the project. The Iconica design team enjoyed creating a space that provides a warming, home-like feel with features such as a patio with fire pit, an inviting lobby with calming water feature, large stone fireplace, and heated parking. The building holds studio, one, and two-bedroom suites designed to meet individual needs and ensure that comfort and safety are top of mind for all residents.



901 Deming Way
Suite 102
Madison, WI 53717



Wisconsin Mutual Welcomes New Staff

Wisconsin Mutual is pleased to announce the addition of Grace Kulkoski to our legal team. Grace comes to Wisconsin Mutual after spending time in private practice as a shareholder in a Madison law firm. She focused her practice on insurance defense and insurance coverage litigation. Grace received her law degree from the University of Wisconsin, and her undergraduate degree from the University of Notre Dame.

Grace is an active member of the Wisconsin Defense Counsel, serving on the Board of Directors and on several committees. She previously served on the State Bar's Diversity Outreach Committee as well as the Diversity Clerkship Committee. During law school, Grace was a member of the Indigenous Law Students Association. In the community, Grace serves on the Governance Council for the Verona Area International School and is an active member of the Madison Lawyer Moms group. Outside of work, Grace enjoys running, going to the dog park, and camping with her family.



Wisconsin Mutual
Insurance Company

8201 Excelsior Drive
Madison, WI 53717

What makes WMI different?



We build long-standing relationships with our agents and insureds.



A Excellent financial strength rating and a Stable Issuer Credit rating.



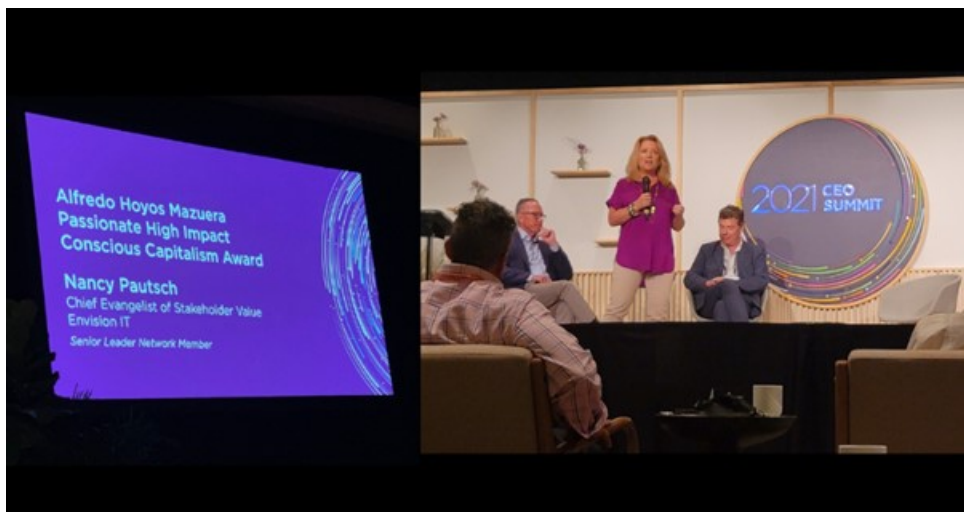
We are owned by our policyholders - so your best interests are also ours.

Updates from Envision IT

The [Envision IT](#) team has had an exciting and enriching few months! Here are a few highlights: First, Citrix recognized Envision's achievement of being the first in the world to earn the Citrix Ready Cloud Services Program for Azure, Google Cloud, and AWS! This designation acknowledges our expertise to facilitate organizations' journeys to the cloud with confidence and fully deliver on the Citrix promise of flexibility with a secure and optimal end-user experience for the world of work! Read the full article [here](#).

Then, Envision was asked to present at the Wrike Collaborate Conference alongside organizations including Nickelodeon, Forrester, and Chomps. Our goal is to help teams collaborate easily and effectively while remaining geographically separate. With Wrike, teams can reduce context switching and focus on the work that they were hired to do (and that they enjoy!). We saw the pace of innovation increase 20-25% during the pandemic and Wrike is one of the tools that helped enable it. Join us live or on demand to learn how we're leveraging Wrike for stakeholder success:

<https://bit.ly/3nRXYVo>



And last but certainly not least, we are excited to share our own Nancy Pautsch, Chief Evangelist of Stakeholder Value (President), was the first ever to receive the prestigious award for IMPACT of using business as a source for good. Nancy was presented this award during the 2021 Conscious Capitalism CEO Summit held in Austin, Texas in early October. Check out the full article [here](#)!



999 Fourier Drive
Suite 101
Madison, WI 53717

Utilizing Bi-polar Ionization Against COVID-19

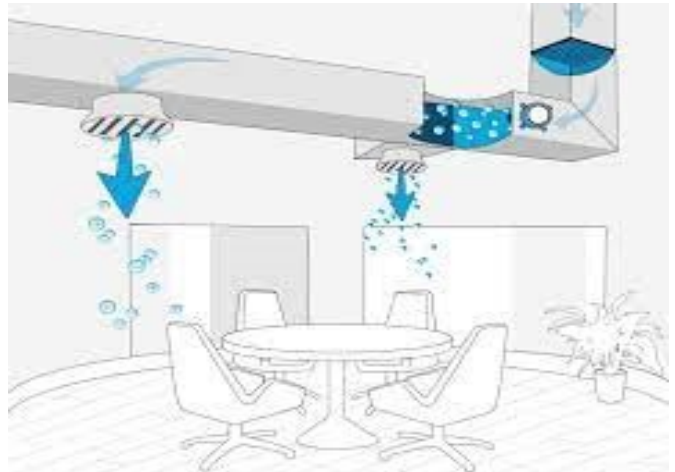
In the era of COVID-19, we have all had to up our infection control practices. The medical/dental field is no exception. Before 1985, most dentists, dental hygienists, and assistants practiced with no mask, no eye protection, and no gloves. This era was referred to as "Wet Finger Dentistry"; a colloquial term for performing dental procedures without wearing gloves. Research has led us to see the value in blood borne infection control through universal mandated precautions. Now it is unheard of to find a dental practitioner practicing without this equipment.

Fast forward to 2020 where we are battling a highly transmissible airborne virus, COVID-19. We are once again reevaluating ways to make our dental environment as safe as possible. The COVID-19 virus is so small that it can linger in the air despite disinfecting equipment and surfaces. This is where once again science and technology have come together and provided us with a way to combat viruses and bacteria 24 hours a day, 7 days a week, on contact.

Bi-polar Ionization is the key. At [Andler Dental](#), we take our team and our patient's safety to a whole new level, utilizing the best system to constantly filter the air. We are very excited about our latest addition to our airflow system to make the air we breathe in the office free of viruses, including COVID-19, VOCs, dust, mold, and bacteria. This is accomplished using our brand new, four auto-cleaning, "Needlepoint Bi-polar Ionization Systems" (NPBI). They were installed to cover all locations in our office through our HVAC system. You cannot hear them running, but they are working all the time. They are capable of capturing pollutants in the air, such as volatile organic compounds (VOCs), odors, and dangerous molecules. When these ions disperse throughout a closed space, they seek out and form bonds with the particles present in the air. This creates a snowball-like effect in which the molecules begin to cluster together. The bigger the cluster gets, the simpler it is for the NPBI device to remove it.

Here are some of the benefits:

- Health-threatening particles removal: the technology causes particles to clump together, allowing them to be captured by even a low-efficiency filter
- Control of pathogens: transmission of pathogens and mold spores is prevented, as they are destroyed
- Savings on energy: by purifying and recirculating indoor air, the HVAC system is not as needed, therefore, you can save on maintenance and bills
- Odor control: odors are broken down and removed by the system
- Disease control: ionization is effective in managing and preventing diseases in closed spaces as the microbes are filtered and removed



Please reach out if you would like to know more. Here at Andler Dental, we strive to be the best of the best and this upgrade in patient safety, we feel, is the future when it comes to Standard of Care. We are just ahead of the curve.



708 Heartland Trail
Suite 1400
Madison, WI 53717

Savant Wealth Receives Recognitions

[Savant Wealth Management](#), a nationally recognized, fee-only wealth management firm, and Financial Advisor/Team Lead [Jakob C. Loescher](#), CFP®, ChFC®, AIF®, CRPC®, CRPS® have been recognized as leaders by *Barron's* and *Forbes*, respectively. *Barron's* named Savant to its list of 2021 [Top 100 RIA firms](#), and *Forbes* named Loescher to its list of [Top Next-Gen Wealth Advisors](#).

Barron's, a weekly financial newspaper, measures quantitative data, such as the growth of advisors' practices and client retention, as well as qualitative factors, including the advisors' experience, advanced degrees and industry designations, the size, shape and diversity of their teams, their charitable and philanthropic work, and their compliance records. *Barron's* has consistently included Savant on its list of top registered investment advisors, and this year, Savant ranked number 36 among the top 100 firms. (See the *Barron's* Top Advisors Methodology [here](#).)

Forbes ranked Jakob Loescher 38th on its list of the top 500 Next-Gen Wealth Advisors nationally, and third among 26 Top Next-Gen Wealth Advisors in Illinois (up from a ranking of 43 among 118 Illinois advisors in 2020). The *Forbes* Next-Gen Wealth Advisors rankings, developed by SHOOK Research, uses an algorithm that includes qualitative and quantitative data, such as revenue trends, assets under management, compliance records and industry experience, gained through telephone and in-person interviews to determine its rankings. Neither *Forbes* nor SHOOK received a fee in exchange for the rankings. (See the *Forbes* Top Next-Gen Wealth Advisors methodology [here](#).)

Founded more than 30 years ago, Savant Wealth Management is a leading independent, fee-only firm with more than \$11 billion in assets under management and assets under advisement. Savant offers investment management, financial planning, retirement planning, and family office services to individuals and institutions, and offers corporate accounting, tax preparation, payroll and consulting through its affiliate, Savant Tax & Consulting.



[Jakob C. Loescher](#)



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

Family Support & Resource Center Holiday Gifting



Family Support and Resource Center

Family Support & Resource Center is looking for donors to help spread some extra holiday cheer to their families. Giving presents is one way that you are able to help a family have a truly wonderful Holiday!

How does it work?

- * Sign yourself, your family, or your company up with FSRC to become a gift donor
- * FSRC will collect family gift wish lists in early November and distribute to donors purchasing gifts before Black Friday.
- * Wish list gifts range in price from \$15-\$30.
- * FSRC will collect the wrapped gifts by early-mid December.

For more information about our Holiday Giving Program please contact FSRC at 608-237-7630 or [click here to donate today.](#)

The mission of Family Support & Resource Center is to make it possible for Dane County children and youth with disabilities to live at home with their families as valued and participating members of the community.



The Gialamas Company, Inc.

8040 Excelsior Drive, Suite 200

Madison, WI 53717

www.gialamas.com



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

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**](mailto:office@gialamas.com)

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

[**www.gialamas.com**](http://www.gialamas.com)