

## NEXT MEETING! 9/18/08

**When:** Thursday, 9/18/08  
**Where:** HospiceCare Foundation  
 East Cheryl Pkwy, Fitchburg  
**Time:** Noon - 1:15 PM  
**Format:** 12 Noon Lunch  
 Program and Tour

Please RSVP to Shelley Reynolds @ 957-3135 or [smba@SMBA-Madison.org](mailto:smba@SMBA-Madison.org) by Noon on Tuesday 9/16/08

## 2008-2009 Officers & Board of Directors

Jim Mankowski President <a href="mailto:jbmppc@chorus.net">jbmppc@chorus.net</a>	JBM Patrol and Protection Corporation	222-5156
Rob Waterman Past President <a href="mailto:rwatman5615@charter.net">rwatman5615@charter.net</a>	Edward Jones Investment	271-5100
Rick Welsch Treasurer <a href="mailto:rick.welsch@wegnercpas.com">rick.welsch@wegnercpas.com</a>	Wegner LLP CPAs & Consulting	442-1958
Jason McCaffrey Secretary <a href="mailto:jason.mccaffrey@hausmann-johnson.com">jason.mccaffrey@hausmann-johnson.com</a>	Hausmann-Johnson Insurance Co.	257-3795
Mike Flynn Past President <a href="mailto:mflynn@mononabank.com">mflynn@mononabank.com</a>	Monona State Bank	223-5148
Gary Waldhart <a href="mailto:garyw@ams-mad.com">garyw@ams-mad.com</a>	Auto Marketing Services	274-7400
Jim Garner <a href="mailto:jimg@sergenians.com">jimg@sergenians.com</a>	Sergenian's Floor Coverings	663-2520
Bill DiCarlo <a href="mailto:dicarlo@co.dane.wi.us">dicarlo@co.dane.wi.us</a>	Alliant Energy Center of Dane County	267-3982
Betsy Jenkins <a href="mailto:Betsy.Jenkins@iyparty.com">Betsy.Jenkins@iyparty.com</a>	It's Your Party, LLC	845-3450
Sean O'Rourke <a href="mailto:sdo@gdinet.com">sdo@gdinet.com</a>	ORE Real Estate Services LLC	225-3636
Jean Acker <a href="mailto:jean.acker@micorp.com">jean.acker@micorp.com</a>	M&I Bank	273-5622
Gail Niesl <a href="mailto:gniesl.clarionsuites@tds.com">gniesl.clarionsuites@tds.com</a>	Clarion Suites, Madison	284-1234

### This Month's Speaker...

#### Susan Derse Phillips & Sandy Lampman, HospiceCare, Inc.

HospiceCare Inc. believes that individuals diagnosed with life-limiting illness deserve to live as fully as they can until the end of life. HospiceCare's mission, "Enhancing Quality of Life at the End of Life," embodies these core beliefs. Staff are reminded of the mission and how to practice it daily through the letters C-A-R-E:

- ▼ Caring compassionately for patients and families dealing with life-limiting illness
- ▼ Advocating for quality end-of-life options that afford everyone comfort and dignity
- ▼ Respecting our patients, families, employees and partners
- ▼ Educating our patients, families, partners, public and media about end-of-life issues

Today, with offices in Madison and Janesville, Wisconsin, **HospiceCare** serves more than 2,000 patients per year and nearly 500 patients every day on an operating budget in excess of \$30 million. Nearly 1000 volunteers assist the agency's 480 professional staff to deliver unparalleled care. In June 2000, HospiceCare opened an 18-bed hospital-coded acute-care facility and in September 2006 opened a 32-bed residential unit.

#### Susan Derse Phillips, President/CEO, HospiceCare Inc., Foundation and Holdings

Since 1994, as President/CEO of HospiceCare

Inc., Susan Phillips has led a highly trained professional staff that provides quality end-of-life care and education to residents of Dane, Rock and several surrounding counties in south central Wisconsin. Clinical services are provided to terminally ill patients and their families to address their physical, emotional and spiritual needs. HospiceCare also provides grief counseling and support groups to family members who have lost loved ones through accidental or unexpected deaths. Phillips came to HospiceCare from the Madison Community Foundation where she was an associate director for four years. While there, she helped build a strategic grant program to invest in building the community's assets. During her tenure, grant-making increased from \$200,000 to over \$1 million. Phillips was successful in helping the foundation secure national grants as well to benefit the residents of Dane County.

Prior to 1994, Phillips lived and worked in Milwaukee for 10 years. She worked for the Greater Milwaukee Committee and served as executive director of the Greater Milwaukee Education Trust, leading a group of Milwaukee's top CEOs in focusing resources in support of public education.

A long-time community leader, Phillips volunteers her time on several boards, including the Wisconsin State Journal's Youth Services Foundation. She also serves as the state representative for Medicare and Medicaid. Previously, she has served on numerous state and national committees. She was a research associate for Governor Earl's Commission on the Quality of Education and was a member of Governor Thompson's

Commission on Schools for the 21<sup>st</sup> Century. Phillips has also served as a police and fire commissioner and was a school board member in both Madison and Shorewood, Wisconsin. She is a recipient of the Milwaukee YWCA Distinguished Leadership Award and the Future Leaders of Wisconsin Award.

#### Sandy Lampman Vice-President, HospiceCare Foundation

Sandy Lampman has served the Madison charitable community for many years. She is currently the Vice-President of the HospiceCare Foundation which is a nonprofit, community-based hospice dedicated to providing physical, emotional and spiritual support to patients and families dealing with life-limiting illnesses. With offices in Madison and Janesville, HospiceCare serves residents in Dane, Rock, Jefferson and Walworth Counties.

As Vice-President she provides overall

## Community Development: Workshop

### Economic Gardening: Growing your own jobs and wealth

*A one-day economic development workshop to help elected officials, economic development professionals and boards and community and business leaders plant the seeds of success.*

We are pleased to present **Chris Gibbons**, Director – Business and Industry Affairs Department, City of Littleton, Colorado – our 2008 Economic and Community Development Workshop facilitator. Chris runs an internationally recognized and award-winning program – Economic Gardening. In our workshops, Chris will share his gardening tools and techniques for growing vibrant, prosperous communities.

[Register Today!](#)

<b>7:30-8:30</b>	<b>Registration &amp; Networking</b>
<b>8:30-8:45</b>	<b>Welcome &amp; Introductions</b> <i>Diane Ramsey, Director of Economic Development, Real Estate and Right-of-Way, Alliant Energy</i>
<b>8:45-10:00</b>	<b>The Case for Growing Your Own Entrepreneurs</b> - <i>Economic Gardening – successes from Littleton Colorado</i> - <i>The history of Economic Gardening and the original thinking and concepts that started the program</i> - <i>Understanding the community trap issue and why rural communities get caught</i>
<b>10:00– 10:15</b>	<b>Break</b>
<b>10:15-noon</b>	<b>A primer about entrepreneurs and economics</b> - <i>What does each type of entrepreneur need?</i> - <i>What can your community provide?</i> - <i>What is needed for growth companies to exist in small communities?</i>
<b>Noon</b>	Lunch and innovation exercise
<b>1:15 – 3:00</b>	<b>What does your community need to cultivate entrepreneurs?</b> - <i>information</i> - <i>infrastructure</i> - <i>connections</i> - <i>entrepreneurial assets</i>
<b>3:00-3:15</b>	<b>Break</b>
<b>3:15-4:30</b>	<b>How to get started</b> - <i>Build a foundation for entrepreneurial support</i> - <i>Create a jump-start team</i> - <i>Build an ecology of supporting infrastructure</i>

leadership and direction in fund development, implementation, coordination and evaluation of the organization's fund development programs including annual appeals, planned giving, capital campaigns, grants, special events and corporate donor development.

Sandy was also the Chief Executive Officer of the American Red Cross Badger Chapter, where she provided leadership and focus to the staff, operational volunteers and Board of Directors of the Badger Chapter in accordance with the mission and direction of the American National Red Cross. Serve as the State Government Relations representative for the 16 American Red Cross Chapters in the state of Wisconsin. Managed a \$2.7M budget, 23 full-time staff, 17 part-time staff and 800 volunteers in the mission and work of the American Red Cross.

In the late 90's Sandy was the Executive Director of the Ronald McDonald House Charities of Madison. She was responsible for overseeing the direction and management of Ronald McDonald House Charities of Madison. This included planning, staffing and directing all aspects of RMHC-Madison operations and activities including House management, overseeing Care Mobile operations, fundraising, public relations and Board management in accordance with the mission and policies established by the Board of Directors.

### Society of St. Vincent de Paul

We have committed to 80 hours of volunteer work from our members. We have several members who have already volunteered their time at the Food Pantry on Fish Hatchery Road. This is an opportunity to work directly with low-income people. The Pantry needs volunteers to stock the pantry and host the customers. If you are interested **call 442-9878 to speak with the Volunteer and Member**

**Development Coordinator**, and ask to attend the next volunteer information and orientation session. Hours of operation: Monday, Tuesday & Friday 11am-3pm; Thursday 3pm-7pm; Saturday 10am-noon. See map. Be sure to relate that you are with the South Metropolitan Business Association so we get credit towards our 80-hour commitment.

We would like to give special thanks to Brad Prohaska and his staff at Park Bank – Park Street office. Brad and his staff volunteer 8 hours per week at the Food Bank on a regular basis. They are really contributing to our commitment. Keep up the good work, ladies and gentlemen!

**SMBA Volunteer Hours**  
**September 2008**  
**79 hours**

### September SMBA Meeting – Special Location

Our September meeting will be held at HospiceCare Foundation, East Cheryl Pkwy, Fitchburg with President/CEO, Susan Phillips as our special speaker! After lunch and a brief program there will be a guided tour of the facilities. We have invited other organizations to this event, so be sure to register early. The cost for guests will be \$11.00 for the lunch. Parking is available in the HospiceCare parking lot, however, the overflow parking will be along East Cheryl Pkwy. In case of rain, look for volunteer SMBA board of director members offering rides in their personal vehicles!

### Membership Dues

Membership renewals for 2008-2009 were mailed in June. Payment was due by June 30, 2008 and reminders have been mailed, so if you haven't sent in your check, please do it

now. For members who joined mid-year, the dues are prorated to take you to the end of the coming year, May 31, 2009. The \$120.00 annual membership dues include eleven monthly meeting lunches with quality speakers, twelve monthly newsletters and the Business Expo.

### Is Your Business Linked?

Did you know that the SMBA website has a list of current members with a link to their company website? Not listed? Please email us (smba@smba-Madison.org) your company name and website (if you have one) or your e-mail address. Include a statement that you grant permission for us to post the information on our site and you are linked!

We always encourage our members to do business with other SMBA member businesses, so please e-mail us your information today. You must be a member in good standing to be listed.



## Mark Your Calendar

### S.M.B.A. MONTHLY MEETING SCHEDULE

**When:** Thursday, Sept. 18, 2008  
Noon - 1:15PM

**Speaker:** Susan Phillips,  
President/CEO of  
HospiceCare Foundation

SMBA meetings are held on the **third Thursday of every month at The Coliseum Bar from 12:00 Noon to 1:15 pm** unless otherwise indicated in the newsletter. Following is the meeting schedule for 2008. Why not jot these on your new calendar today?

October 16, 2008 –  
Dan Nerad,  
Superintendent of Schools, MMSD

December 18, 2008 -TBD

November 20, 2008 – JR Ross  
Editor for WisPolitics.com

**SMBA** South Metropolitan  
Business Association

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