

NEXT MEETING! 1/19/2012

When: Thursday, 1/19/2012
Where: The Coliseum Bar and Banquet, Upper Floor
Time: 4:00 – 7:00 pm
Format: SMBA's Annual Business Expo! Extreme Networking, Door Prizes, and Free Food and Drink!

This Month's Event...

2012 SMBA Business Expo!

We are very excited about our upcoming 2012 SMBA Business Expo being held on Thursday, January 19, from 4-7pm at the Coliseum Bar & Grill! This is a well-attended event, and with incredible networking, great door prizes, and free food, soda, and beer, you don't want to miss it!

(Please note that the regular Noon lunch meeting will not be held in January to allow all our members to visit the Expo.)

Bring plenty of business cards. This is an **EXTREME NETWORKING EVENT** - a **BUSINESS CARD EXCHANGE** and **EXPO** with **OVER 60 EXHIBITORS** and **FREE BEER, FREE FOOD** and **FREE DOOR PRIZES**.

Help get the word out to make this a successful event! Please use the complimentary admission tickets that are provided on our website (www.smba-madison.org) to promote this business event to your clients, colleagues, vendors, and fellow business group members. They won't be disappointed! (Tickets are not required for admission, but they do include all of the details of the event.)

Location: The Coliseum Bar and Grill (Upstairs)
 232 Olin Avenue Madison WI

When: Thursday, January 19, 2012, 4:00 – 7:00 pm

Parking: Additional parking is available in the WPS parking lot next door

Spotlight On Business



Drew Kennedy, Financial Advisor, Edward Jones Investments

We Focus on One Client: You.

We serve individual investors and business owners. Our nearly 7 million clients have the benefit of working with a firm that is focused on the needs of individual investors, not institutional clients. Our focus is on helping you reach your long-term financial goals. Whether it's the investments we offer, the services we provide, the offices where we work or the tools we use, all were developed with you in mind.

Clients can expect a consultative approach to their financial needs. They can also expect personal attention and

2011-2012 Officers & Board of Directors

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prompt answers to financial questions and concerns.

As an Edward Jones financial advisor, I believe it's important to invest my time to understand what you're working toward before you invest your money. Working closely with you and your CPA, attorney and other professionals, I can help determine the most appropriate financial strategy for you and your family. I can also help ensure you have a comprehensive retirement savings strategy to help give you more options when you retire, regardless of what you decide to do.

Fee Increase

SMBA Membership has been recognized by many members as “the best deal in town.” Your SMBA Board of Directors has worked hard to provide the best value for your investment as a member.

The Board of Directors has been able to freeze membership dues for several years despite steady increases in catering, other services and operational expenses.

However, due to the most recent cost increases, the membership dues will increase to \$160 per year. The \$160 fee equates to a \$13.33 monthly charge for the meal, drink, sales tax, and gratuity which continues to represent an unbeatable value for our participating members. In addition to the one member lunch each month, the dues also include an exhibit space at the annual SMBA Business Expo.

The non-member lunch fee is \$20 per person. Members may bring additional associates from their place of business and first-time guests that would like to sample an SMBA membership meeting for \$15 per person. The new fees are effective immediately.

Existing members who have already paid their dues will see their dues increase when we mail the June 2012 invoices. No other adjustment will be necessary.

New members who join after November 1, 2011 will be charged the \$160.00 now and will be billed a pro-rated portion on the June 2012 invoice. Example: If a new member joins in December 2011, they would pay the \$160.00 membership dues. Their June 2012 invoice would be \$80.00 since it would be pro-rated for the year already paid.

Although we regret having to increase the membership fees, we hope you understand our dilemma. The SMBA Board of Directors would like to again thank you for your support and participation in our organization’s success and hope you continue to find value in our quality speakers, monthly programs, and networking opportunities.

Parking At the Coliseum Bar & Grill

We know that parking has been an issue at our member meetings, so we talked with management at the Coliseum. Please note that you may park at the small bar next door (Wonder Bar), and we have also been given special permission to park in the WPS lot, also next door. This should give you more options and should hopefully alleviate issues in the future.

SMBA Donations

The SMBA prides itself on donating time and money to local organizations geared towards helping our community. The Board of Directors is happy to review any organizations or events that the SMBA can provide donations monetarily or by promoting volunteerism. Please send your ideas to smba@smba-madison.org.

This spring we made donations to the following organizations/events:
South Madison National Night Out

Quarterly Gift Drawings!

Thank you for completing the Comment Form at each of our monthly meetings. These forms help us continue to provide the best topics and speakers for the SMBA. Your input, ideas and suggestions are very important to help the SMBA grow and continue to be one of the largest business organizations in the Madison area.

In appreciation of your continued input and support, we provide a quarterly drawing of all the ‘Comment Form’ participants! Please continue to complete the forms each month for a best chance of winning!!

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 email us your information today. You must be a member in good standing to be listed.

Changes In Monthly Member Meetings

Due to the increase in membership, the SMBA Board of Directors has made a few changes to make the monthly member meetings more stream-lined. For your convenience, registration will now be done online at our website (<http://smba-madison.org/index.php>), with a link included in our email reminders. We will also be offering two lunch options, either the hot plate (The Coliseum Bar & Grill offers 2 hot plate options per meeting) or a vegetarian salad. You can indicate your preference on your online registration. We hope you will find these changes both more time efficient during registration, as well as during check-in for the meeting!

Business Bios Wanted

The SMBA would like to further promote each and every business member! Along with the networking opportunity every month, your business link on our new website and the introductions every month, we'd like to highlight your business in our monthly newsletter. Every Month, two businesses will be spotlighted and we need volunteers. Please provide a written bio to the SMBA at smba@smba-madison.org or bring it with you to the monthly meeting!

Monthly Drawing Gifts Needed

We are in need of member businesses to donate gift cards or other small gifts (\$20-\$25 value) for drawings at our member meetings. If you would like to promote your company and generously donate to our group, please either let the greeter at the next member meeting know, or email Jodi Fisher at smba@smba-madison.org!

S.M.B.A. MONTHLY MEETING SCHEDULE

1/19/2012	Annual SMBA Business Expo
2/16/2012	Christy Bachman, City Engineer, Fish Hatchery Rd construction and interchange reconstruction
3/15/2012	Aaron Olver, Director of the City's Economic Development Division

SMBA meetings are held on the **third Thursday of every month at The Coliseum Bar & Banquet from 12:00 Noon to 1:15 pm** unless otherwise indicated in the newsletter.

SMBA South Metropolitan
Business Association

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