

MILWAUKEE COMMERCE

Fall 2014 - Volume 93, No. 3

IT'S ALL ABOUT TALENT 05
TOO BIG TO FAIL - EDUCATION
AND OUR ECONOMY 06

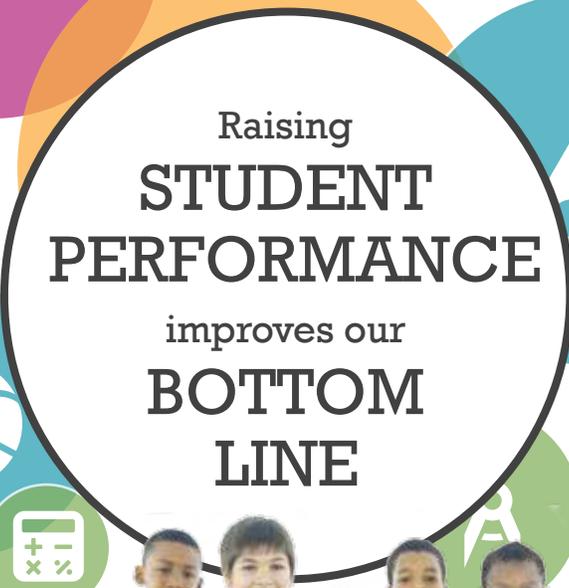
ALSO FEATURING:

Garrett Bucks - Teach for America

Abby Andrietsch - Schools That Can Milwaukee

Dr. Darienne Driver - Milwaukee Public Schools

John Schlifske - Northwestern Mutual



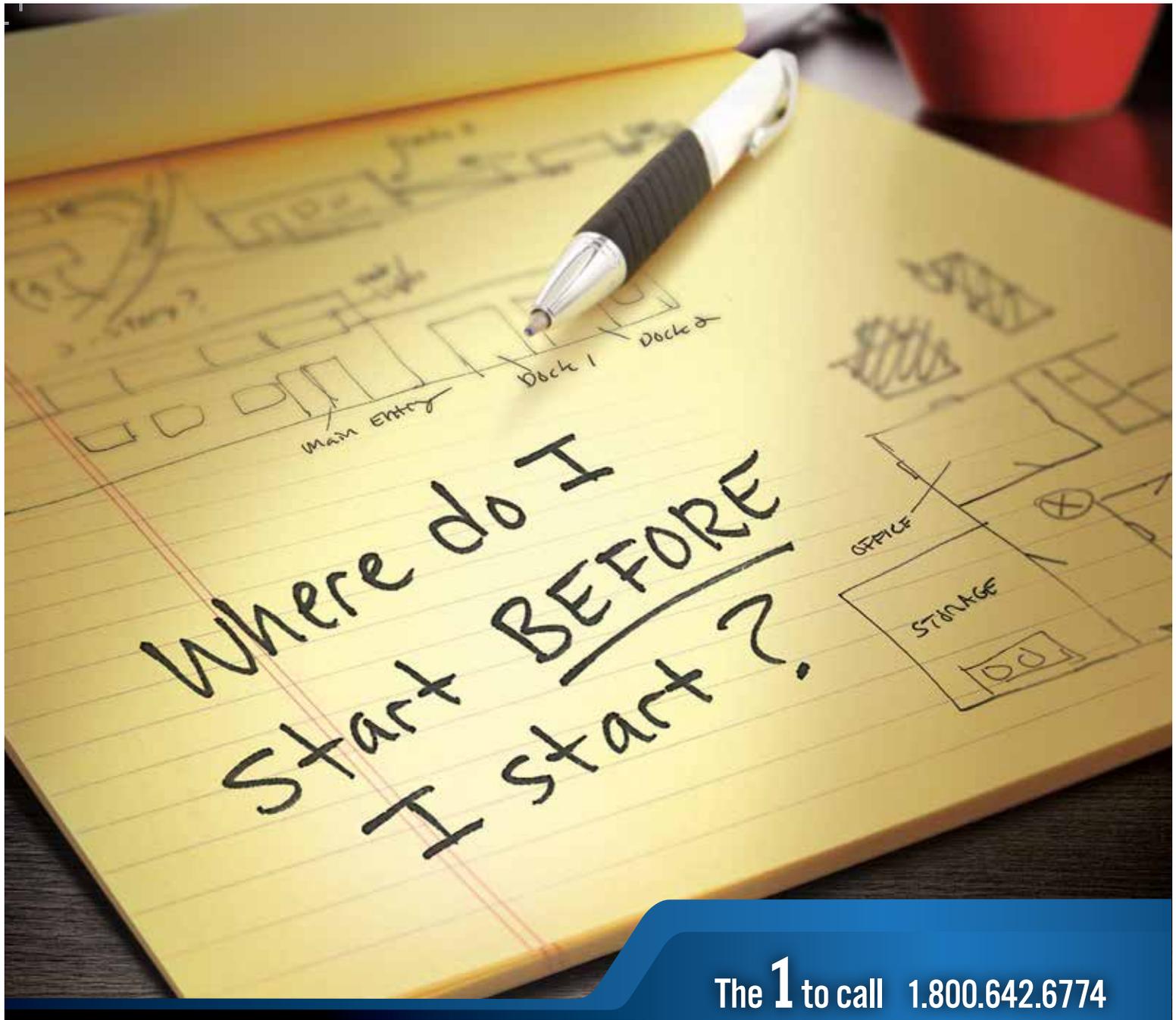
Raising
**STUDENT
PERFORMANCE**
improves our
**BOTTOM
LINE**



MMAC

Metropolitan Milwaukee
Association of Commerce

INSIDE: NEW MMAC MEMBERS • PROGRAM & EVENT PHOTOS



The **1** to call 1.800.642.6774

Call Consolidated before you build.

90% of a project's success is determined in the first 10% of its timeline. Before building, and even before designing your new space, ensure your success by consulting with our experts who will bring fresh ideas, funding options, and a budget aligned with your goals. Consolidated is the ONE call to make for a "consolidated" approach to planning, funding, architecture, and construction—and better results.



735 N. Water St., Suite 1220 | Milwaukee, WI 53202

ARCHITECTURE | FUNDING | CONSTRUCTION | SERVICE

1call2build.com

This Issue:

RAISING STUDENT PERFORMANCE IMPROVES OUR BOTTOM LINE

05 | IT'S ALL ABOUT TALENT

Tim Sheehy - *President, MMAC*

06 | TOO BIG TO FAIL - EDUCATION AND OUR ECONOMY

COMMENTARY

09 | TAKING A STAND IN THE INTEREST OF STUDENTS

Steve Baas - *Vice President, MMAC*

13 | BUILDING A TEACHER TALENT PIPELINE

Garrett Bucks - *Executive Director, Teach for America*

15 | PAVE EVOLVES WITH CHANGING NEEDS

Dan McKinley - *President/CEO, PAVE*

16 | CITY YEAR PROVIDES NEEDED "PEOPLE POWER"

Jason Holton - *Executive Director/Vice President, City Year*

18 | HIGH QUALITY SCHOOLS EXIST, MANY MORE POSSIBLE

Abby Andrietsch - *Co-founder/Executive Director, Schools That Can*

19 | MPS: IMPROVING OUTCOMES FOR MILWAUKEE'S CHILDREN IS TOP PRIORITY

Dr. Darienne Driver - *Superintendent, Milwaukee Public Schools*

20 | WORKING TO CLOSE THE ACHIEVEMENT GAP

Mike Soika - *Director, Milwaukee Succeeds*

21 | SUCCESS FOR ALL BEHIND "MILWAUKEE SUCCEEDS"

John Schlifske - *Chairman/CEO, Northwestern Mutual*
& co-chair, Milwaukee Succeeds

SPECIAL FEATURES

23 | Milwaukee 7 kicks off Next Generation Manufacturing Council

25 | COSBE launches "Be the Spark" business education tours

IN EVERY ISSUE

26 | MMAC Program and Event Photos

35 | MMAC Member Anniversaries

36 | New MMAC Members

MMAC
Metropolitan Milwaukee
Association of Commerce

Volume 93, No. 3 - Milwaukee Commerce (USPS 546-370, ISN 0746-6706) is published four times a year by the Metropolitan Milwaukee Association of Commerce (MMAC), 756 N. Milwaukee St., Suite 400, Milwaukee, WI 53202-3767. Periodicals postage paid at Milwaukee, WI. Subscriptions \$5 per year for members, included in dues. POSTMASTER send address changes to: Milwaukee Commerce - MMAC/Kathy Mehling 756 N. Milwaukee St., Ste. 400, Milwaukee, WI 53202-3767

Ted Kellner, MMAC Chairman • **Tim Sheehy**, MMAC President
Julie Granger, Editor (jgranger@mmac.org)
Carrie Davis, Creative Director (cdavis@mmac.org)
Jim Wall, Advertising (jwall@mmac.org)

Call Jeff Before You Build.



Jeff Scheidt
*Strategic Accounts
Manager*

Even if your new building or expansion is "just an idea," Jeff's the guy to call first. We're pleased to announce that Jeff has joined our Southeast Region team, bringing over 25 years of corporate and small business leadership experience with him.

There are over 1,000 Wisconsin construction companies. Only one provides all the in-house resources you need to **FUND, DESIGN, CONSTRUCT, and SERVICE** your new building or expansion. When you call Jeff in the earliest stages of your project, he'll assemble the team that makes our streamlined, collaborative project delivery most effective, and provide leadership throughout every critical phase.

The **1** to call 1.800.642.6774

EE
CONSOLIDATED
CONSTRUCTION CO. INC.

735 N. Water St., Suite 1220 | Milwaukee, WI 53202

ARCHITECTURE | FUNDING | CONSTRUCTION | SERVICE

PARTNER WITH THE LEADER

IN WISCONSIN BANKING

At Associated Bank, we believe in the power of partnerships — with our clients, our employees and our communities. It's at the heart of everything we do. We understand that building long-term mutually beneficial relationships is essential to success. And for this we thank all the countless individuals and businesses across our great state for making us the market-leading bank in Wisconsin.



We invite you to learn more about how a relationship with Associated Bank can help your Wisconsin business grow and prosper. Call us today at 800-728-3501 to start the conversation. Or visit AssociatedBank.com.



*The Wisconsin's #1 Mortgage Lender designation is based on information gathered from the Home Mortgage Disclosure Act data compiled annually by the Federal Financial Institutions Examination Council. The results of the data were obtained through SNL Financial, LC, November 2013.

Associated Bank, N.A. is a Member FDIC and Associated Banc-Corp. Equal Opportunity Lender. Equal Housing Lender.

**Insurance products are offered by licensed agents of Associated Financial Group, LLC ("AFG"). Insurance products are NOT deposits or obligations of, insured or guaranteed by Associated Banc-Corp ("AB-C") or any bank or affiliate, are NOT insured by the FDIC or any agency of the United States, and involve INVESTMENT RISK, including POSSIBLE LOSS OF VALUE. • AFG is an affiliate of AB-C. AB-C and its affiliates do not provide tax, legal or accounting advice. (5/14) 5963

It's all about talent

By TIM SHEEHY - *President, MMAC*

The lead article of the September international issue of *Fortune* magazine was entitled, "The Talent Crunch." The most recent issue of the American Chamber of Commerce Executive's magazine was dedicated to Millennials in the workforce, and the last edition of this publication was focused on recruiting and retaining talent.

In case you haven't heard, there is growing drum beat of concern about finding talent. Changing demographics and economies are placing a premium on the need for educated talent. In the very near future, 60% of metro Milwaukee's jobs will require a post high school degree. In short, those communities that educate (and retain and attract) a talented workforce will have deep pools of jobs. Those that don't, won't.

**Only ONE in TEN
youth from low
income families
graduate from a
4-year college.**

- U.S. Department of Health
& Human Services research brief

For metro Milwaukee, this is a numbers game that we cannot win without dramatic improvements. We need to raise attainment levels across the entire metro area. Big picture: there are one million people over the age of 25 who live in our metro. Of this group, 390,000 have a high-school degree or less. Currently, there are about 290,000 students in 4K-12 in the metro. Of these, 125,000 reside in the city of Milwaukee — the vast majority of whom are minority and low-income students and are under-performing. Clearly, this section of our talent pipeline is leaking, putting us at a competitive disadvantage.

With this edition of *Milwaukee Commerce* we hope to:

- **Recognize the fantastic work being done by very successful schools and school leaders;**
- **Highlight impactful organizations and their strategies to improve outcomes for students and educators; and**
- **Get your attention and motivate you to support organizations making a difference in urban education.**



MMAC's role is to facilitate the collective reach of these impactful organizations, to persistently pursue student-focused public policy, and to bring the resources of the business community to bear as a partner in raising educational achievement. We need your engagement!



At Associated Bank, we believe in the power of partnerships – with our clients, our employees and our communities. As the market leading bank in Wisconsin, we are committed to exceeding clients' expectations by winning their loyalty, trust and respect in order to build and maintain deep and lasting relationships.

As one of America's top 50 financial institutions, Associated Bank has what it takes to recognize potential and turn it into success. We've constructed our business on something stronger than handshakes and mere transactions. It's built on relationships – cultivated over time and fortified by a real desire to know you, your business and your goals.

At Associated, we understand that businesses are the driver of our local economy's success and we are committed to doing our share. From financial solutions that make life easier for individuals, families and businesses to corporate giving and employee volunteerism, we seek to make life better for our colleagues and neighbors. Together, we are building a stronger Wisconsin.

To learn more about how we can help you and your business – now and in the future – call 414-283-2277 or visit AssociatedBank.com.

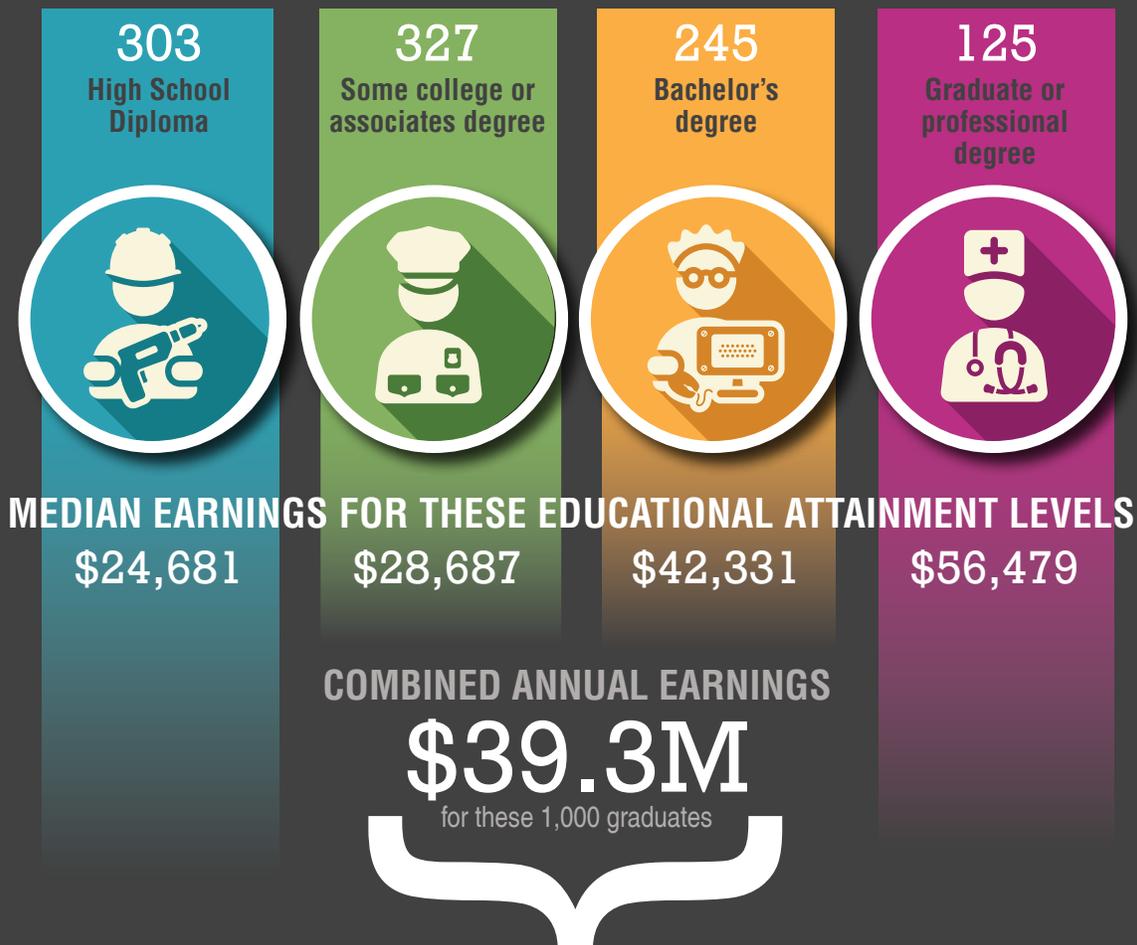


Joseph J. Gehrke
Corporate Banking Segment Leader
414-283-2277
Joseph.Gehrke@AssociatedBank.com

About 19,000 high school students graduate each year in Metro Milwaukee, but 4,000 who should, don't.

WHAT IF 1,000 more students graduated?

Educational attainment rates in metro Milwaukee for this group would be represented as follows:



What could improvement mean?

The net gain in lifetime earnings for 1,000 additional high school graduates would be

\$2.3B

Employment would rise from
81% to 94%

Also, consider the benefits associated with gainful employment, including lower crime, fewer individuals needing public assistance, and a more stable housing market.

The return on investment in education is clear.

TOO BIG TO FAIL

EDUCATION AND OUR ECONOMY

“Too big to fail” became a common phrase during the last recession. But the warning applies to more than banks and auto makers. There are currently 125,000 K-12 students in Milwaukee’s public, choice and charter schools. And we need all of them to succeed for our economy is to thrive.

It is often argued that a well-functioning education landscape throughout metro Milwaukee is a moral imperative. All students deserve the opportunity and the tools to succeed. But perhaps equally important is the fact that a well-functioning education landscape is an economic imperative if our region hopes to remain competitive in the global economy of the 21st Century.

As the region’s leading representative of the business community, MMAC has consistently made improving education a top priority on our public policy agenda for more than 20 years. We know that without a reliable system of high-performing schools we face demographic inevitabilities that will lead to a decline in our economic viability.

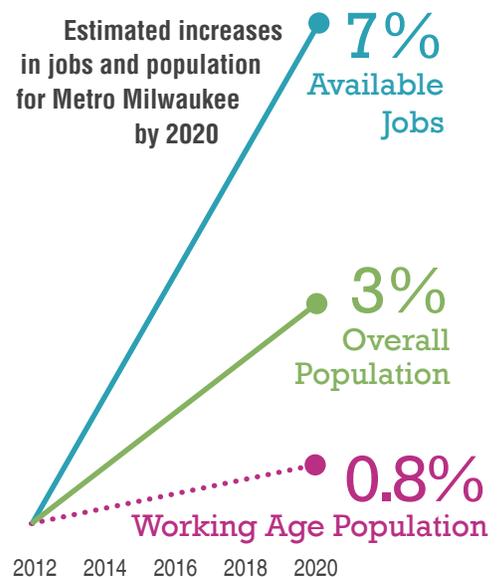
Consider the growing gap in human capital. In the next 5 years, the number of people of working age is expected to grow by just 13,000, while the number of jobs is expected to increase by 65,000 — leaving employers with a shortfall of 50,000 people. Now consider that each year, about 30% of Milwaukee’s students fail to graduate with their high school class.

But we don’t just need people — we need educated talent.

THE CHALLENGE

Currently, metro Milwaukee is home to 796,000 jobs. Without that supply of talent we will simply not be able to sustain our economy. If that happens, wealth and economic development will relocate to areas of the nation and the world where a sufficient supply of human capital is available. Talent is now the defining competitive advantage. While the challenge is great, we recognize that there are pockets of strong progress, a growing passion for excellence and, in the best cases, measurable results.

- continued on page 8



- continued from page 7

In the face of these incredibly high stakes, Milwaukee must confront some sobering statistics about the current performance of our educational ecosystem.

Academic proficiency rates for students in Milwaukee schools slump along at 25% lower than the statewide average. This performance deficiency afflicts schools across the city and across the various school types operating in Milwaukee – Milwaukee Public School (MPS) district schools, Independent Charter Schools (Charters), and schools in the Milwaukee Parental Choice Program (Choice).

Reading proficiency rates in the city's 80/80 schools (80% African American/80% free and reduced price lunch) are even lower — below 8%.

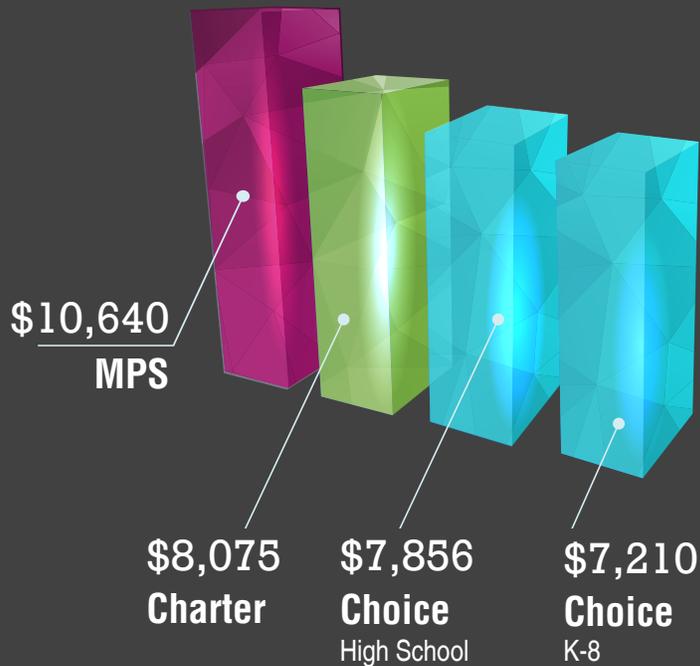
High school graduation rates, while improving, remain between 60%-70% and recent figures show that 78% of high school graduates attending UW-Milwaukee require remedial education in their freshman year coursework.

Further, Milwaukee has one of the highest achievement gaps of any city in the nation with African American children performing nearly 35 points below their white counterparts in reading and math proficiencies.

Among Wisconsin's African American students, average reading scores are lower than those of African American kids in any other state.

State funding per pupil

Public support for City of Milwaukee students varies widely, with MPS students receiving \$10,640 annual per pupil in state taxpayer funding regardless of grade level, while a Charter student receives \$8,075 in state taxpayer support and a Choice student receives \$7,210 per K-8 student pupil and \$7,856 per high school student.



There are certainly some outstanding examples of high academic achievement in our community, but those success stories are too few and far between. On the whole, our K-12 education system is dramatically underperforming at the same time economic and demographic factors are making it more and more necessary that the system be operating at peak efficiency and effectiveness.

THE LANDSCAPE

In most cities across the U.S., public education is the province of a single “school system,” but in Milwaukee, education is delivered by a system of schools, driven by parental choices. Milwaukee parents can choose between traditional MPS schools, a variety of MPS selective or magnet schools, independent Charter schools or private schools in the Choice program, if they qualify. Currently, 78,516 students are educated in MPS schools, 8,402 in independent Charters and 25,734 in Choice schools.

THE AGENDA

The MMAC education agenda strives to reshape our city's educational landscape in a way that meets the challenges facing our economy today and tomorrow. Our goal is the creation and support of high quality educational options capable of developing the college and career-ready, lifelong learners necessary to sustain a 21st Century economy.

- continued on page 11

Taking a stand in the interest of students

By **STEVE BAAS** - Vice President of Governmental Affairs, MMAC



Sometimes the political process can be unnecessarily confrontational and divisive and it is worth remembering that MMAC's end goal is looking for solutions, not fights.

that the unique challenges of their student population mean they should have more time and leeway with regard to student performance.

We do that as often as we can at the MMAC, but sometimes in areas where consensus solutions are evasive, we are placed in a position where we have to take sides. Education is one of those areas. In the face of the sobering statistics in this issue of *Milwaukee Commerce* regarding both academic performance and workforce needs, we do not have the luxury of standing idly by. Children's lives and futures are at stake. Our economic vitality is also stake.

So we take sides. And we side with the children in need of high-performing schools. Sometimes that puts us at odds with other players in the educational landscape.

Rigorous testing for all students

When we press for uniform, high-stakes testing for all students funded by the taxpayers regardless of whether that student is in a District, Charter or Choice school, we get pushback from some in the Choice program who would prefer to take the tests of their choosing rather than a single state mandated test.

Accountability is key

When we advocate for accountability with the teeth to identify low-performing schools and intervene to close or change those schools, it can rankle some in the Charter community who argue

Funding equity is necessary

When we press for funding equity in a system that currently funds a child in a Choice or Charter school at less than 75% of what it funds a child in a District school, we get crosswise with districts around the state who are battling for finite state resources.

When we work to make vacant school buildings in Milwaukee available to any high-performing school regardless of whether that school is District, Charter or Choice, we find ourselves in fight with MPS, desperately struggling to maintain "market share" in a competitive education environment and desiring to use empty district buildings as leverage to prohibit expansion of non-MPS school alternatives.

Diverse school landscape, but one goal

Milwaukee has a diverse educational landscape, with three unique publicly-funded school systems – Choice, Charter, and District. At MMAC, we continue to look for ways to create a rising tide of support and accountability that can lift boats in all of these different settings. Our end goal, however, remains supporting a high-performing system of schools, not any particular school system. That will sometimes put our advocacy efforts in the middle of a community crossfire where we can't all just get along.

It's not always the most comfortable place to be, but the stakes are too high for our kids and our economy for us to merely sit on the sidelines. ●



Low-income students served by high-performing schools

High-performing schools are defined as those that are non-selective, serve low-income students and have at least 75% of their students performing at or above grade level. Examples include HOPE Christian Schools, Milwaukee College Prep and St. Marcus Lutheran School.

EVOLUTION

GASTRO • PONG
— MILWAUKEE —



PRIVATE PONG PARTIES

JOIN THE EVOLUTION

Evolution Gastro Pong is located at Chicago and Water in downtown Milwaukee's trendy yet Historic Third Ward. The club sports 12 top-quality table-tennis courts on cushioned Olympic-competition flooring, plus a 13th stadium-like center court. Evolution houses a pro shop, restaurant, bar, lounge, and two stunning private event rooms.

× PRIVATE ROOMS

Both private rooms feature two handcrafted walnut pong tables a private bar and lounge, iPod compatibility and personal staff-ideal for corporate parties, business lunches, rehearsal dinners and more. In addition, the two private rooms can be opened up to create one giant room which holds up to 100 guests!

× VIP LOUNGE

The VIP lounge can hold up to 20 guests and features one custom acrylic pong table, a 20 foot projection screen and an array of lounge seating.



PLAN YOUR NEXT EVENT WITH US!

**CALL NATASA AT 414-763-1308 OR
EMAIL NATASA@EVOLUTIONMKE.COM**

233 EAST CHICAGO STREET
MILWAUKEE, WIS 53202
WWW.EVOLUTIONMKE.COM

- continued from page 8

Our agenda focuses on two main areas: accountability and capacity. We need tools that can fairly and accurately identify academic excellence and academic failure. We need interventions available to hold schools accountable for their performance in order to support success and transform failure. Finally, we need policies that encourage and support the capacity of high-performing schools to expand and replicate their models of success.

This edition of *Milwaukee Commerce* introduced a number of organizations and initiatives all focused on improving educational achievement, each bringing a unique expertise to the challenge. Importantly, these groups are collaborating for maximum impact.

CARVER ACADEMY: A case study in progress

In total, there are probably more than 15 organizations working to improve student achievement in the City of Milwaukee. While each targets a particular facet of the challenge, we are beginning to see what can happen when several of these organizations concentrate on one school.

In the 2012-13 school year, MPS, Schools That Can Milwaukee, City Year, Teach for America and Northwestern Mutual brought their respective resources and expertise to bear on **George Washington Carver Academy of Mathematics and Science**, a K-8 MPS school in the Brewers Hill neighborhood.

According to a *Milwaukee Journal Sentinel* article from last May, "Carver has about 500 students and a reputation, built over many years, of being one of the worst schools in town. Low achievement, behavior problems, high student turnover, high teacher turnover, low expectations — Carver had them all."

So far, the changes have been aimed at transforming attitudes and behavior, with a belief that academic achievement will follow. Carver has adopted practices from successful charter schools, including an overhaul of school culture. The message is all about doing your best, working hard and succeeding — and milestones are celebrated by all. All of the partners involved are sticking with it this current school year. As MPS Superintendent **Darrienne Driver** said, "If you can change Carver, you can change any school in this district," MPS' Driver said. Stay tuned for progress updates. ●



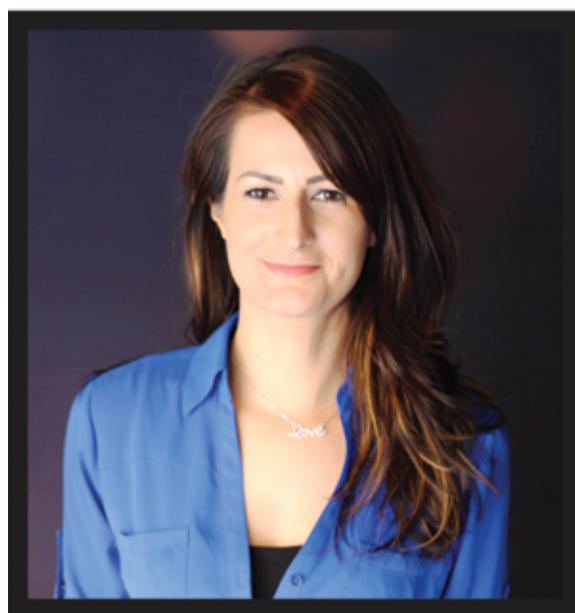
EVOLUTION

GASTRO • PONG
MILWAUKEE

EVOLUTION MILWAUKEE is locally owned by Scott Mayer, President and CEO of QPS Employment. Formerly SPiN Milwaukee: Evolution AKA EVO, is a gastro pong restaurant and bar that supplies its guests with a fun-filled, exciting yet classy atmosphere.

If you are looking to break away from traditional corporate events or weddings, EVO is an ideal spot for you. EVO has everything you need to plan your perfect event. You can enjoy a high energy bar and restaurant with several different spaces to accommodate your intimate group of 10 or your large party of 500 guests.

We host over 30 events per week and our professional and dedicated staff will help create an experience your guests will not soon forget!



NATASA JONES
Director of Events
414-763-1308
natasa@evolutionmke.com



We keep the local economy flowing. Every time you purchase one of our brands, it allows us to do one more thing that helps make Wisconsin... Wisconsin. Like cleaning up waterways across the state or sponsoring local teams and events:

- Discovery World
- Bradford Beach
- Green Bay Packers®
- United Performing Arts Fund
- Milwaukee Bucks®
- Milwaukee Brewers
- Miller Park®
- Summerfest®
- State Fair

So if you love Wisconsin as much as we do, purchase a beer that pours back.

MillerCoors and Distributors:

- 3,000 Wisconsin employees with a payroll over \$175 million.
- Pension and healthcare for 1,700 MillerCoors retirees.
- \$700 million in goods and services purchased from 1,600 local Wisconsin suppliers.
- More than 90% of our Milwaukee brewery waste is recycled and reused.
- In 2009, we reduced the total amount of packaging materials by more than 11 million pounds.





Building a teacher talent pipeline

By **GARRETT BUCKS** - Executive Director, Teach for America

At Teach For America (TFA) we believe all kids should have access to great teachers. Reams of research demonstrate that no intervention in a child's education makes a bigger, more lasting impact than an outstanding teacher – something each of us likely knows from experience. But as enrollment in traditional teacher prep programs declines statewide, many Milwaukee schools struggle to attract, develop and retain great teachers and leaders. Since 2009, TFA-Milwaukee has been building a diverse pipeline of high-impact teachers and leaders for high-needs schools across the city.

We believe that great teachers develop through hands-on experience and coaching. We start with a rigorous recruitment and admissions process, followed by an intensive training program during which corps members teach summer school courses while also participating in a wide variety of instructional topics led by experienced educators. We then invest in two years of ongoing support.

This school year, 135 TFA-Milwaukee corps members are teaching approximately 8,200 students in over 50 schools. We're proud of our far-reaching impact – and depth of results. Last school year, our corps members in schools using nationally-normed Measure of Academic Progress (MAP) interim assessments led their students to 1.6 years of average growth in reading and/or math.

Strong leadership and results in the classroom directly benefit Milwaukee kids – and drive our alumni to continue working in education. Sixty-two percent of our 175 program alumni remain in schools today as teachers and leaders, despite only 10 percent originally planning careers in education.

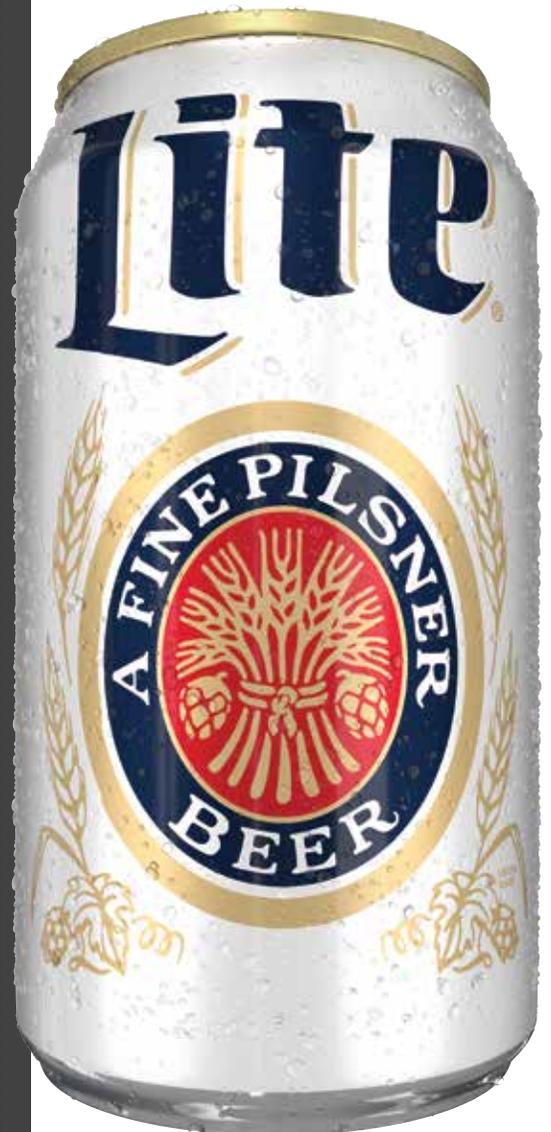
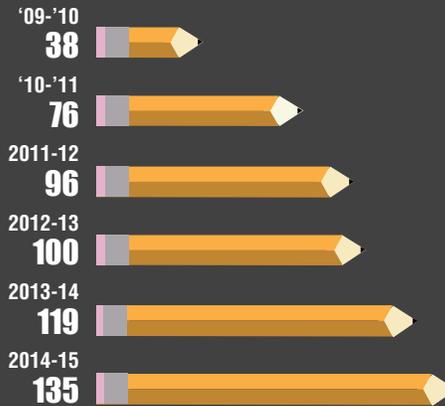
Moreover, we identify and cultivate high-potential corps members and alumni for local school leadership positions. Nearly 30 TFA alumni are currently serving in administrative positions here and another 20 are enrolled in leadership programs.

Achieving an education system that works for all kids will require visionary leadership across Milwaukee, but especially in each classroom and school. We're proud to recruit and incubate leaders committed to expanding opportunities for kids and, in doing so, secure a stronger future for our city.

To contact Garrett or learn more: Garrett.Bucks@teachforamerica.org.

TFA growth in Milwaukee

Total number of teachers serving in two-year program:





JONES LANG
LASALLE®

Real value in a changing world

It's not just office space. It's blood, sweat and tears space.

At Jones Lang LaSalle we know the commercial real estate business is about more than just square feet - it's about understanding who our clients are and where they want to be. We are renowned for our expertise and local market insight but also because we understand that behind every piece of real estate there are real hopes and dreams. To see how we can help, visit www.jll.com.





PAVE evolves with changing needs

By **DAN MCKINLEY** - *President/CEO, PAVE*

PAVE was created in 1992 to make excellent education opportunities possible for low-income families in Milwaukee. Over the past 22 years our mission has not changed, but PAVE has evolved as we address the changing needs of families and schools.

As a groundbreaking scholarship program in the 90s, PAVE helped 17,000 families take advantage of more than \$24 million in scholarship assistance and served as a forerunner to the Milwaukee Parental Choice Program. Once vouchers superseded scholarships and fulfilled that need for low-income families, our focus shifted because high-performing schools faced a major problem – not enough space to educate the students who wanted to attend.

Mission evolved from scholarships to school expansions

The best schools in the city had lengthy waiting lists. To support the growth of excellent schools, PAVE became certified by the IRS as the first Community Development Financial Institution (CDFI) to focus on schools in high poverty neighborhoods. As a CDFI, PAVE was able to provide charter and choice schools with grants and low-interest loans that gave schools access to capital to expand. As of August 2014, PAVE has participated in \$100 million in school growth and expansion projects.

Current emphasis on developing boards of directors

PAVE has continued to evolve. Through our work providing grants and loans, PAVE learned that the schools most successful in growing, expanding, and producing positive and sustainable academic results are those with an independent board of directors and leadership team who can guide a school to sustained excellence.

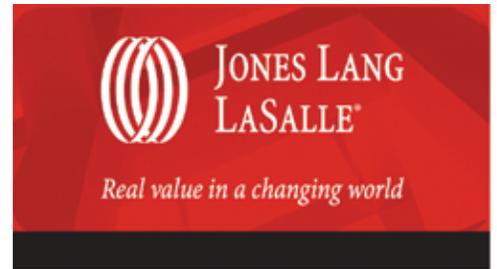
Many choice and charter schools did not have dynamic boards capable of leading multi-million dollar organizations, and they did not know how to develop them. Therefore, PAVE launched a community-

wide effort to recruit, train, and connect skilled board members for our 55 Partner Schools that serve 23,225 mainly low-income students in the City of Milwaukee.

With our Board Corps program, PAVE has recruited 75 talented professionals to serve on the boards of our Partner Schools, 67% of whom have been placed on school boards. The individuals increase awareness in the professional community of the urgency required to transform education in Milwaukee and provide children with the opportunities they need to break the cycle of poverty.

Measuring board impact

PAVE is the only organization in the city that is dedicated to working with school boards to achieve their visions for excellence from the boardroom to the classroom. PAVE provides school boards and leadership teams with the human and financial resources to effectively govern and improve performance. PAVE is involved in a 3-year research project, funded by the Walton Family Foundation, to demonstrate how high quality boards are a powerful lever to improve performance, accountability, and better education for children who need it most.



At Jones Lang LaSalle we know the commercial real estate business is about more than just square feet — it's about understanding who our clients are and where they want to be.

Our firm provides a full platform of commercial real estate services to investors and to business of all types and sizes throughout southeastern Wisconsin and the rest of the state.

Our expertise includes brokerage (sales and leasing), property management and project management in the office, industrial, healthcare, retail and government sectors.

So whether you're a small businessperson looking to expand, an investor looking to derive more value from your asset, or a corporate executive looking to optimize your company's real estate portfolio, our team of experts can provide a creative solution. Let's plan your successful future together.

Contact us today to find out more.

+1 262 784 7500
245 S. Executive Drive
Brookfield, WI 53005



Daniel Jessup
Executive Vice President
+ 262 901 1330
dan.jessup@am.jll.com

Providing needed

26,568
HOURS

were dedicated by corps members in after school programming.

1,356
STUDENTS

received one-on-one or small group tutoring in English/language arts, math, behavior or attendance.

5,155
PHONE CALLS

were made to parents or guardians to encourage them to help students attend school regularly.

603
VOLUNTEERS

participated in site-wide physical service projects at four schools to brighten hallways with murals, create benches for lobbies, and enhance playground blacktops.



We've been in your shoes.

It's all about making your customers happy. We've been there. We've all performed in the three-ring business big top. That's why we can offer professional and seasoned advice to address your unique business challenges. Our accounting, employee, and technology services will help reach your goals. *We do all the footwork. You just focus on being a crowd pleaser.*



Visit www.wipfli.com/SmallBusiness to learn more.

WIPFLI
CPAs and Consultants

Small Business Services.

“people power”



By **JASON HOLTON**

Executive Director/Vice President, City Year Milwaukee

City Year AmeriCorps members are well-positioned to play a unique and necessary role in helping students and schools succeed.

Every child has the ability to succeed, but many face challenges both in the classroom and at home. Research shows that struggling students succeed when they receive

the right support at the right time, but teachers and schools do not have the capacity required to meet this extensive individualized need for support.

Intensity of student need “overwhelming”

Even the most skilled educators are understandably overwhelmed by the scale and intensity of student need. In many low-performing urban schools, more than half their students struggle to overcome challenges associated with inter-generational poverty. High-poverty urban schools need affordable solutions to increase the human capital available to help fill this implementation gap and get students back on track to graduate.

City Year is a cost-effective, high-impact solution that has the potential to close the implementation gap. City Year supports students, teachers, and schools by providing the people power required to meet student need. City Year’s Whole School Whole Child program is informed by research that identifies three Early Warning Indicators that a student is at risk of dropping out: poor attendance, poor behavior, and poor course performance in English or math.

Near-peer role models help get kids on track

City Year places full-time, trained young adults ages 17-24 in schools to provide struggling students with individualized attention. City Year AmeriCorps members are deeply motivated and highly trained to address the Early Warning Indicators. Additionally, as role models who are close in age to the students they serve, corps members are able to connect with students who exhibit these indicators and respond to their needs in a meaningful way.

In Milwaukee, City Year deploys 85 idealistic, young leaders in teams to nine partner schools. It is City Year’s fifth year in Milwaukee, meaning that more than 250 City Year AmeriCorps members have already served more than 425,000 hours working with students in local schools. City Year Milwaukee’s 5th year anniversary corps is poised to continue this service, reaching more students in more schools than ever before.

95%

of partner teachers agree or strongly agree that corps members help foster a positive environment for learning.



QPS EMPLOYMENT GROUP®

QPS understands the world of work. That’s why we’ve dedicated ourselves to helping local companies improve their business.

As a true strategic partner, QPS can help you eliminate worries when it comes to staffing challenges.

Use QPS to alleviate administrative tasks; allowing you to spend your money as effectively as possible.

We have the resources and refined processes of a large company, with the dedication and personal attention usually offered only by small firms.

SCOTT MAYER
President and CEO
QPS Employment Group



To learn more about QPS and the matches we make, visit us online at www.qpsemployment.com or call 262-754-9000



High quality schools exist, many more possible

By **ABBY ANDRIETSCH**
Co-founder/Executive Director,
Schools That Can Milwaukee



Milwaukee's future depends on creating a world-class system of schools that provides all children, regardless of circumstances, access to an excellent education. High-quality schools already exist in all three of Milwaukee's education sectors – traditional district, public charter, and private voucher. Schools That Can Milwaukee (STCM), a local nonprofit dedicated to city-wide school improvement, knows many more are possible. Just a few examples:

CARMEN SCHOOLS OF SCIENCE & TECHNOLOGY

a MPS charter school, launched in 2007 as one exceptional high school serving a high-needs area of Milwaukee's South Side. Today, Carmen's original South Campus boasts the highest non-selective Milwaukee high school average ACT: a 20.1 composite for the class of 2014 with 100% participation. In fall 2013, Carmen opened its second campus, allowing the network to ultimately serve more than 1,150 students. Even better: they're seeking expansion to a third campus.

Today, **ATONEMENT LUTHERAN SCHOOL** is one of Milwaukee's rising stars. However, in 2010, it was a school in deep turmoil. Atonement had been through three principals in two years. Classrooms and hallways were chaotic. Only about 10% of students at Atonement could read or do math at grade level. 2010 marked a turning point. Atonement's new, dynamic leader – **Shaun Luehring** – began working closely with STCM, which provided intense customized on-site coaching to the school's leadership team and connected them with other leaders from around the city to share resources and learn best practices. Four years later, Atonement's attendance rates are up, staff and student retention has dramatically improved, and the number of students scoring proficient or advanced on the state test has nearly tripled.

To support schools like Atonement and Carmen, STCM works with leaders like **Tianna McCollough**. A MPS graduate in 2005, Tianna returned to the district in 2009 as a Teach For America corps member teaching elementary special education. When Tianna was selected for a leadership role at **DR. GEORGE WASHINGTON CARVER ACADEMY OF MATHEMATICS AND SCIENCE**, STCM supported her with job coaching and training in the organization's Emerging Leaders Program. While continuing in her role at Carver, Tianna recently became a Burke Foundation Fellow in the Schools That Can Milwaukee/Alverno College principal licensure program.

Each of these schools and leaders are examples of Schools That Can Milwaukee's three-pronged strategy to increase the number of high-quality schools in Milwaukee:

1. Expand high-quality Milwaukee schools;
2. Develop high-potential schools into high-quality schools; and
3. Recruit talent and innovation to Milwaukee.

It's all driving the city toward a vision of 20,000 students in high-quality schools by 2020. Meeting this goal will require a critical number of schools in every sector to serve as examples of what is possible, creating a tipping point for change that will reach all of Milwaukee's students.

During 2014-15, STCM is impacting about 14,000 students through its support of more than 175 talented leaders at 37 private voucher, public charter, and traditional district (MPS) schools. 88% of students in STCM schools receive free or reduced-price lunch.



MPS: Improving outcomes for Milwaukee's children is top priority



By Dr. **DARIENNE B. DRIVER, Ed.D.**
Superintendent, Milwaukee Public Schools

I'd like to thank the Metropolitan Milwaukee Association of Commerce for the opportunity to update you on what we're doing to improve achievement and close the achievement gap in Milwaukee Public Schools. Among the highest priorities at Milwaukee Public Schools are ensuring more of our students are meeting state reading standards and closing the achievement gap with their peers whom they are competing against nationally for college placement as well as jobs.

Signs of success

We are pleased our initiatives are making progress. More MPS students are meeting state reading standards. Attendance is up to nearly 90 percent over the past five years. Suspensions are down 73 percent. The six-year graduation rate at MPS is 73 percent. College and career readiness efforts are paying off with the class of 2013 earning more than \$31 million in scholarships, a \$7 million increase over the prior year.

A total of 77 MPS schools were recognized by the Wisconsin Department of Public Instruction for their outstanding efforts implementing the Positive Behavioral and Interventions Supports program, which improves classroom climate.

Fifteen MPS schools earned the honor of being named Wisconsin Title I Schools of Recognition. These schools have higher poverty rates than most schools in Wisconsin and scored above-average achievement in reading and math when compared to similar schools.

We are growing more high-performing schools, including Golda Meir's new high school and Howard Avenue Montessori and giving schools that achieve success – like Reagan High School and Carmen – room to expand.

More work needs to be done

That's good news, but challenges remain. In the recent state report card, MPS failed to

meet expectations. This is as unacceptable to me as it is to you. We know what we need to improve and we are positioned to do it. By the close of this school year, MPS will realize a minimum five percent reduction in the achievement gap of our students.

Our Improvement Plan is a four-part strategy to close the achievement gap (*see below*). We know that what we are doing is working. State data shows reading proficiency for all MPS students increased 13 percent from 2009-10 to 2013-14, compared to an overall three percent statewide gain in reading proficiency during the time period.

I am an optimist. I truly believe that when we work together, anything is possible. In the coming weeks and months, I'll be reaching out to you for your help and support of our students. I am sure the response will be positive. Working together, we can change the face of Milwaukee – and transform the lives of our students and families.

District Improvement Plan

Teaching and Learning

Provide a year-long focus on continued implementation of the Common Core State Standards; Comprehensive Literacy Plan; and Comprehensive Math Science Plan.

Professional Development System

Implement a robust professional development system designed to support all educators in the implementation of the Teaching and Learning strategy aligned to the Framework for Teaching.

Educator Effectiveness

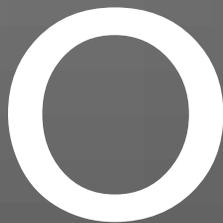
Implement the Educator Effectiveness System for teachers anchored in common language to define quality, standards-based instruction. Also implement the Educator Effectiveness System for principals & assistant principals.

Continuous Improvement System

Implement a continuous improvement system that supports, measures and informs teaching and learning, professional development, and the Educator Effectiveness System.

Working to close the achievement gap

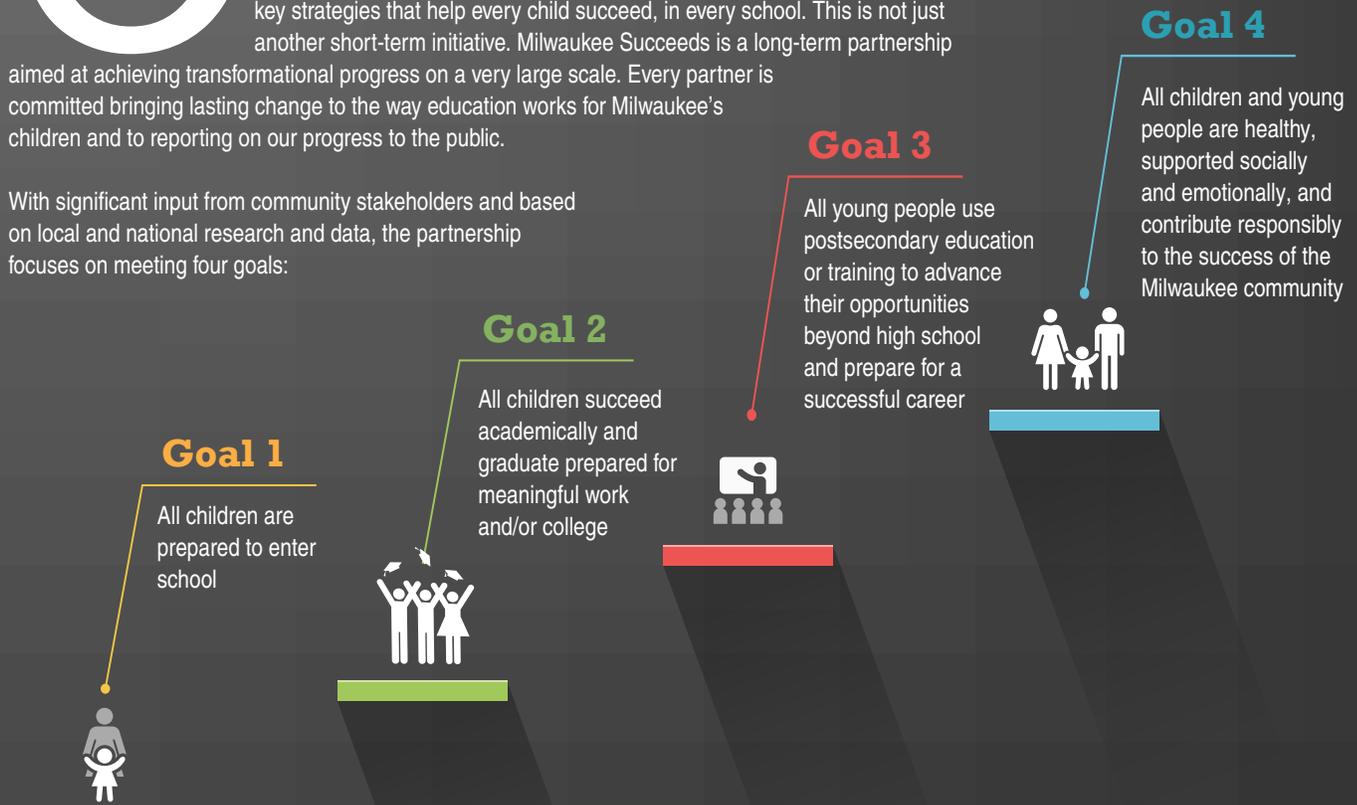
By **MIKE SOIKA** - Director, Milwaukee Succeeds



Over the years, many ideas have been proposed and many initiatives have been tried to improve the educational outcomes for children in our community. Milwaukee Succeeds represents the first time in this community's history that partners representing public, choice and charter schools have agreed to work together to develop child-focused goals and identify and implement key strategies that help every child succeed, in every school. This is not just another short-term initiative. Milwaukee Succeeds is a long-term partnership

aimed at achieving transformational progress on a very large scale. Every partner is committed bringing lasting change to the way education works for Milwaukee's children and to reporting on our progress to the public.

With significant input from community stakeholders and based on local and national research and data, the partnership focuses on meeting four goals:



Goals will be informed by research and data collected locally and nationally. Partners will use research-based strategies to improve performance in ways that are ambitious but achievable.

Who is leading the effort?

The partnership is led by three individuals who represent business, education and the community at large – **John Schlifske**, chairman and CEO of Northwestern Mutual; **Mike Lovell**, president of Marquette University, and **Jackie Herd-Barber**, Greater Milwaukee Foundation Board member and retired global account sales manager with Freescale Semiconductor.

Who else is involved?

GE Healthcare. Rockwell Automation. Children's Hospital. Northwestern Mutual. Hundreds of people from these companies and many more have invested their time and financial resources toward advancing the initiative.

How will we know if Milwaukee Succeeds is succeeding?

An annual progress report called the *Milwaukee Succeeds Milestone Report* will provide baseline data for each of the four goals and track how Milwaukee is faring according to the selected measures. By reviewing the data in the report, we can better capture our successes and better address our challenges.

Can this work?

Yes, based on models in place in other cities nationwide. Milwaukee Succeeds is based off a model that began in 2006 in Cincinnati and Northern Kentucky called the Strive Partnership. In its most recent progress report, Strive reported that 89 percent of the 34 measures it is using to track student achievement are trending in the right direction. Kindergarten readiness has improved in all three of its participating urban school districts and Cincinnati Public Schools is the first urban school district in Ohio to receive an "Effective" rating. In 2012, the cradle-to-career model spread to communities in 35 states and the District of Columbia.

By **JOHN SCHLIFSKE**
Chairman/CEO, Northwestern Mutual,
Co-chair, Milwaukee Succeeds
& MMAC Board member



Success for all behind “Milwaukee Succeeds”

I became a co-chair of Milwaukee Succeeds for two main reasons. The first was personal. I was born and raised here and now lead a major employer. I believe our community's future depends on improving educational outcomes for Milwaukee children. And not just some. All.

Make progress or risk falling behind

This belief has urgency behind it. As fast as the world is changing—and we know things are only speeding up—we must make substantial progress soon or risk falling much further behind.

I know many people agree that Milwaukee's future hinges on fixing its educational system. The point of dispute often is how to approach reform. And that's the second reason I'm part of Milwaukee Succeeds. In this initiative, schools, community leaders and businesses agree to work as partners on behalf of children attending all Milwaukee schools. That means public and private and choice and charter. Our vision is unrestricted: success for every child, in every school, from cradle to career.

If this sounds ambitious, it is. All involved, including co-chairs Jackie Herd Barber and Mike Lovell and dozens of community partners, know that. We're approaching this with eyes wide open. We know we must learn from each other. And we believe that success will come only from accepting and adopting ideas from a variety of best-practice models.

Now, if you know Northwestern Mutual and our foundation, you know we have long supported

education on many fronts. But with Milwaukee Succeeds, we are going deep into the issue. We are allocating substantial amounts of time, talent and treasure.

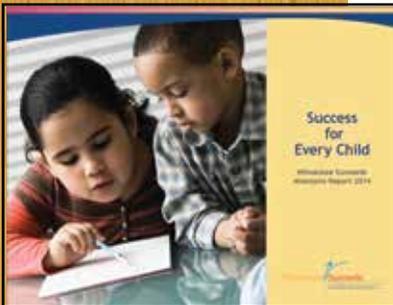
The key question, of course, is can Milwaukee Succeeds succeed? Though we are in this for the long run, early signs are encouraging.

We have set very specific data-based goals for the year 2020. You can read about our progress toward these goals in our 2014 Milestone Report at MilwaukeeSucceeds.org. In general, the picture emerging is cautiously optimistic.

Best practice reading program producing results

Of the many examples of progress, one is in reading proficiency. Milwaukee Succeeds identified a best-practice reading intervention program called “Focus on Reading Foundations.” This program is now being piloted in a handful of schools, both public and private. The effort combines transformational reading instruction for teachers, supported by our company's foundation, with volunteer tutors from organizations such as Retired and Senior Volunteer Projects (RSVP). Gwen T. Jackson, an early childhood and elementary school in Milwaukee, is one public school in which these best practices and coordinated support are making a difference. One senior volunteer told me his work with students there opened his eyes both to the great need and real opportunity to make a difference.

If you're interested in joining us, I would encourage you to contact any of our co-chairs or the staff at Milwaukee Succeeds.



Milwaukee Succeeds Milestone Report 2014

The picture emerging from the 2014 Milestone report is cautiously optimistic. Of the eleven educational measures we are tracking in the report, eight are moving in a positive direction. Some of the measures have shown large advancements but for others the change has been small but positive.



CEO

COO

CFO ROUNDTABLES

Candid conversations on health care costs, technology issues, supply chain management and outsourcing models.

**LARGE CFO roundtable for companies with 300+ employees to launch in 2014.*

Sales Manager ROUNDTABLES

Brainstorm with other business development execs on issues like compensation plans, effective recruiting/hiring, CRM systems and marketing strategies.

Participation in one executive roundtable is included in your MMAC dues.

For more information about the CFO, Sales Manager and other roundtable opportunities, contact Stephanie Hall at (414) 287-4124 or shall@mmac.org.

MMAC.ORG/ROUNDTABLE

Brought to you by MMAC's Council of Small Business Executives (COSBE)

COSBE launches “Be the Spark” business education tours

In the middle of Mitchell International Airport’s busy ticketing area, with 30 seventh-graders from Victory K-8 School standing by, MMAC’s Council of Small Business Executives (COSBE) announced the launch of its new education initiative — COSBE’s “Be the Spark” Education Tours, on September 16. Southwest Airlines which gave the program’s inaugural tour — is partnering with COSBE for this year-long series of tours that will give students an inside look at business operations and career pathways. To demonstrate its commitment to education, the airline donated \$5,000 to COSBE’s Education Fund to help underwrite the cost of the program.

“COSBE is dedicated to helping our region ensure a strong and sustainable workforce. The key to the success of our businesses is building a pipeline of future talent,” said Jeff Clark, president and CEO

of Waukesha Metal Products. Clark is a COSBE director and chair of the group’s education committee. “Among our top priorities is the establishment of a COSBE Education Fund to support organizations that are aligned with MMAC’s goal of building a region of skilled, adaptive and productive lifelong learners.”

Before the end of the 2015 school year, approximately 650 seventh graders from 25 MPS schools will tour 25 different COSBE businesses, ranging from manufacturing to architectural and service firms.

“We’re excited to partner with COSBE and the 25 businesses who are willing to open their doors to our students,” said MPS Superintendent Dr. Darienne Driver at the launch. “They’ll have an opportunity to see all the things that happen behind the scenes and how what they’re learning in math and science really apply to the real world.”



Our thanks to the following COSBE companies who are providing tours to “Be the Spark” for these kids!

- Advanced Waste Services, Inc.**
- Busch Precision, Inc.**
- Clearwing Productions, Inc.**
- DCI Marketing Group**
- Derse, Inc.**
- Diamond Discs International**
- Eppstein Uhen Architects, Inc.**
- First Edge Solutions, Inc.**
- GenMet**
- HGA Architects and Engineers**
- HellermannTyton Corporation**
- Heritage Printing**
- House of Harley Davidson, Inc.**

- Korb Tredo Architects**
- Milwaukee Brewers Baseball Club**
- Milwaukee Bucks**
- Milwaukee Composites, Inc.**
- Monarch LLC**
- Mortara Instrument, Inc.**
- Poblocki Sign Company LLC**
- Southwest Airlines Co.**
- Super Steel LLC**
- Veolia Water Milwaukee LLC**
- Weyco Group, Inc.**
- Wixon, Inc.**

13





ON-DEMAND IT

YOUR TECHNOLOGY
RESOURCE PARTNER

CLOUD SOLUTIONS

TECHNOLOGY AT YOUR FINGERTIPS

DISASTER RECOVERY

WE'VE GOT YOUR BACK!

REMOTE MANAGED SERVICES

24/7 LIVE MONITORING

www.attivotech.com

(414) 376-9118 | info@attivotech.com

MILWAUKEE 7

kicks off

Next Generation Manufacturing Council

The Milwaukee 7 kicked off its Next Generation Manufacturing Council on Oct. 2 to lead and support the region's federal "Investing in Manufacturing Communities Partnership" (IMCP) designation.

In June, the Milwaukee Region was one of 12 communities selected by the Obama Administration as a "Manufacturing Community" as part of the U.S. Department of Commerce IMCP program. In total, more than 75 regions applied.

This new federal program is designed to accelerate the resurgence of manufacturing in communities nationwide. By winning this designation, the region now receives preferential consideration with the other 11 communities for up to \$1.3 billion in federal grant money to help fund catalytic economic development projects here.

MMAC board member **Mary Isbister**, president of GenMet Corp., and **Mike Laszkiewicz**, vice president and general manager at Rockwell Automation, are co-chairs of the NGM Council. Laszkiewicz also serves as the chair of the U.S. Department of Commerce Manufacturing Council, and Isbister serves as vice chair.

Council subcommittees are being formed around the seven project initiatives identified in the region's IMCP plan. The seven lead projects include:

- Mid-West Energy Research Consortium Energy Innovation Center
- FaB Food Manufacturing Accelerator
- Milwaukee 7 Regional Export Initiative
- Century City Manufacturing Training Center
- The Water Council Accelerator
- Century City/30th Street Corridor Infrastructure Development
- Racine's Machinery Row

These committees will not only support and align federal funding opportunities, but also align with the Milwaukee 7 Framework for Economic Growth to advance economic initiatives in the regional strategic plan.



www.attivotech.com

“OUR INDUSTRY DEMANDS CONSTANT REMOTE CONNECTIVITY. ATTIVOTECH OFFERS US A HYBRID OF WINDOWS SERVER 2012 R2, OFFICE 365, MS DYNAMICS CRM AND E-SET ENDPOINT SECURITY, AS WELL AS ANY HARDWARE SOLUTIONS WE REQUIRE.

THIS ALLOWS US TO BE A HIGHLY MOBILE, PROACTIVE/REACTIVE SALES FORCE, INCREASING OUR EFFICIENCY AND PRODUCTIVITY.

ATTIVOTECH HAS BEEN AN ESSENTIAL COMPONENT OF OUR GROWTH AS A COMPANY OVER THE LAST THREE YEARS. WE RELY UPON THEIR DEPENDABLE RESPONSE TIME AND SERVICES TO KEEP OUR BUSINESS RUNNING.”



NED PURCELL, CCIM, SIOR

RFP Commercial, Inc. is one of the most active commercial real estate services firms in Wisconsin. Disciplines include office, retail, industrial and investment, as well as consulting, tenant representation and full-service property management.



www.RFPcommercial.com



1



2



7

The rain mostly held off for the annual COSBE Golf Outing on August 11 at the Westmoor Country Club in Brookfield. This year's registration fee included a \$25 donation to the COSBE education fund to help students become career-ready.

1. **Samantha Kapitz, Aleta Norris and Lisa Raebel**, Living as a Leader
2. **Jim Crawford**, Dynamic Color Solutions; **Frederick Anderson**, Wenthe-Davidson Engineering Co.; **Lisa Preinfalk**, Associated Bank; **Cynthia Gonzalez**, Associated Bank; **Darlene Anderson**, Wenthe-Davidson Engineering Co.; **Barb Ecklund**, SVA Certified Public Accountants; and **Alannah McReavey**, Associated Bank
3. **Joe Pawlak**, Advanced Waste Services Inc.; **Adam Brauhn**, MahlerClean; and **Jim Olson**, MSI General Corporation
4. **Rebecca Menefee**, Dental Associates, and **Joel Nettesheim**, SVA Certified Public Accountants
5. **Tom Palzewicz**, ActionCOACH of Elm Grove; **Harriett Pedersen**, Commerce Industrial Chemicals; **Douglas Rose**, Rose & deJong, S.C.; **Taj Jordan**, Music on the Move Plus; **Dave Stamm** and **Andy Olson**, Stamm Technologies
6. **David Mitchell**, Monarch LLC, and COSBE Chair **Mary Isbister**, GenMet
7. **Diane Konrath**, ActionCOACH of Elm Grove



3



6



5



4

8. Fuel's young professionals celebrated the end of summer with a Purely Social event at Barnacle Bud's—an oasis on the edge of the Kinnickinnic River.

9. Members of The Business Council attended the 9th annual Brewers Negro League Tribute game on July 26 at Miller Park. The Milwaukee Bears, the city's 1923 representative in the Negro National League, played only one season before disbanding but featured some of the game's most influential men.



8



9

A business and educational delegation from Ningbo, China -- a sister city to Milwaukee -- held a two-day Economic and Trade Cooperation Conference on September 9 and 10 to strengthen the partnership and economic ties between the two communities.

11. Former MMAC Chair **Ulice Payne**, Addison Clifton LLC; **Tim Sheehy**, MMAC; Milwaukee Mayor **Tom Barrett**; and **Wang Jianhou**, V. Mayor of Ningbo

12. **Rhongzhong Ye**, Ningbo Foreign Affairs Office; **Martha Brown**, City of Milwaukee; **Bangie He**, U.S. Ningbo Representative



10



11

14. MMAC held a reception with British Ambassador Sir **Peter Westmacott** on Sept. 10 to discuss the U.S.-United Kingdom relationship during these complicated times abroad. To recognize the upcoming Bucks basketball game in London in 2015, Milwaukee Bucks Center-Forward **John Henson** gave the ambassador a commemorative jersey.



12



MMAC's World Trade Association members enjoyed a day on the course at the annual WTA Golf Outing on July 30 at Morningstar. Special thanks to Ron "the Maz" Mazmanian for helping pull the event together.

1. **Jennifer Jinn**, Whyte Hirschboeck Dudek S.C., and **Deb Kopczyński**, Hatco Corporation
2. **Greg Schultz**, One Source Risk Management; **John Haracz**, Roanoke Trade Services; **Jim Zehner**, MMAC; and **Graham Bethke**, Roanoke Trade Services
3. **Melissa Nakama Rasque**, **Kevin Summ**, **Mike Sohnen** and **Casey Kooiman** from Anguil Environmental Systems, Inc.
4. **Randy Kupfer**, M.E. Dey & Co., Inc., and **John Franson**, Shipco
5. **Kevin Delimat**, First Horizon Home Loans; **Tim Rinka**, **Chad Horkan** and **Fritz Roth**, Home State Bank
6. **Andrew Davis**, MMAC





Jerry Jendusa (7) and his current business partner **Paul Schulls (9)** were the keynote speakers for the 2014 Future 50 Luncheon. The two spoke about their experiences taking Emteq from small start-up to the \$100 million corporation Jendusa ultimately sold.

- 8. Jendusa and Schulls encouraged conversation with the audience about company culture and lessons learned. More than 550 people attended the event.
- 10. The Future 50 event celebrates the success of companies that are growing in both revenue and employment.



- 11. In August, Potawatomi Hotel and Casino opened its 381-room hotel and in late September, they opened their doors to MMAC and FUEL for an afternoon reception.
- 12. **Trisha Raymakers**, Potawatomi Hotel & Casino; and **Anne Jabusch**, QPS Employment Group
- 13. More than 300 people enjoyed cocktails and networking, both in the hotel and on its balcony.





Milwaukee Night

1. **Marshall Freeman**, Les Aspin Center for Government, and **Pacjobb Vang**, Marquette University
2. Rep. **Paul Ryan** held a special briefing with MMAC members on challenges facing their businesses.
3. Rep. **Jim Sensenbrenner**
4. Rep Gwen Moore and Debra Jordan, MMAC
5. Sen. **Tammy Baldwin**; **Buckley Brickman** and **John Stampen**, Wisconsin Manufacturing Extension Partnership (WMEP)
6. Rep. **Sean Duffy**





7



8

in Washington D.C.

- 7. Milwaukee Mayor **Tom Barrett** and Milwaukee County Executive **Chris Abele**
- 8. **Jim Popp**, Chase
- 9. MMAC Chair **Ted Kellner**, Fiduciary Management
- 10. **Patty Kiewiz**, City of Greenfield
- 11. **Paul Jones**, Harley-Davidson, Inc., and **Alex Lasry**, Milwaukee Bucks
- 12. Milwaukee County Sheriff **David Clark**
- 13. **Fred & Annette D'Amato**, WFA Staffing Group
- 14. *Milwaukee Night in Washington D.C. drew a record crowd of business leaders, elected officials and their staff members along with 30 sponsors.*



9



10



11



12

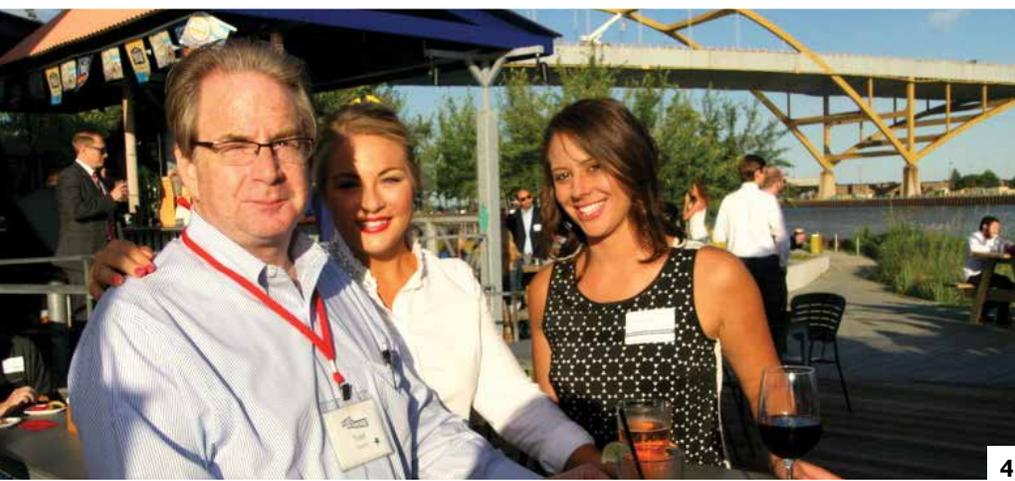


13



14

1. The Business Council, an MMAC affiliate organization dedicated to fostering the success of ethnically-diverse businesses, held its first-ever speed networking event on September 24 at Antigua Coffee House.



2. Kicking off a year-long series of learning sessions on managing talent, Accenture presented research on Workforce of One: Revolutionizing Talent Management through Customization in mid-October.

3. Kerry Sarder from Harley-Davidson gave examples of how her company is integrating these theories in their HR practices.

4. FUEL members enjoyed an afternoon at Sail Loft, which features one of the best waterfront views in the city.

5. The venue includes ceiling-to-floor windows, a massive deck and tiki hut-bar.

6. More than 200 young professionals enjoyed the summer social scene.



- 9. **Austin Ramirez**, President & CEO of Husco International, is championing the company's expansion into advanced fuel-saving technologies resulting in a doubling of global sales. Ramirez was featured as part of the CEOs of Growing Businesses annual series.
- 10. **Sandra Dempsey**, CBS-58, Weigel Broadcasting, and **April Arnestad**, Omni Resources, Inc.
- 11. Keynote speaker **Austin Ramirez**, HUSCO International



9



10



11



13



12

The Tanzanian H.E. Ambassador discussed increasing trade and investment between Wisconsin and Africa at a TBC luncheon.

- 12. **Kola Alayande**, Africa Connection Program & Maverix Consulting Group; **Cassandra Flagg**, TBC; Ambassador **Liberata Mulamula**; and **Marjorie Rucker**, TBC
- 13. **Andrew Svedarsky** (right), U-Fuel, Inc.
- 14. **Karen Puhl** (left), Simple Hope
- 15. **Dele Ojelabi**, Comcentia



14



15

1. The Canadian government held a panel discussion for MMAC's World Trade Association in October that focused on taking your company global by simply crossing our northern border.

2. **Alexis Roy**, Consulate General of Canada; **Molly Banuelos**, International Business Development Officer, Alberta; **Michael Sonnentag**, Purolator International; **Elizabeth Laxague**, U.S. Commercial Service; **Greg Charlesworth**, BMO Harris Bank; and **Lillian Pin**, Invest Quebec

3. Members of WTA and the Water Council attended the event.



4. MMAC made good on a social media campaign promise, delivering a check to Schools That Can Milwaukee when the chamber reached 1,000 Twitter followers. Thanks to our members for following us and making this donation possible!



Business after Hours was conducted at Rail Hall in Milwaukee's Fifth Ward. The building, now available for group rentals, was once a rag factory.

5. **Christian Kerhin**, Attivo Technologies, and **Dan Elwing**, Stamm Technologies

6. **David Johnson**, ClearPath Financial Partners, and **Beth Rummel**, Paul Davis Restoration & Remodeling

MMAC Member Milestones

Congratulations to these companies celebrating membership anniversaries (Sept. - Dec. 2014)

95 YEARS

Chase

75 YEARS

J.M. Brennan, Inc.

70 YEARS

Associated Bag Company
Burton & Mayer, Inc.
Electrical Contractors Association

65 YEARS

Riverwalk Dentistry SC

55 YEARS

American Family Insurance Group
Isaacs Parking Service/Owned
& Operated by Isaacs Family LTD
McCotter Energy Systems, Inc.
Proteus Packaging Corp.

45 YEARS

Melk Music, Inc.

35 YEARS

Bryant & Stratton College
Paper Machinery Corporation

30 YEARS

Bayshore Town Center LLC
ChemIndustrial Systems, Inc.
Heiser Ford Linc Merc Toyota Scion
Chev Cadillac
HGA Architects and Engineers
Historic Third Ward Association
Lee Hecht Harrison
Right Choice Janitorial Supply
Stark Yager Ltd
United Healthcare of Wisconsin, Inc.
USAV Group
WPS Health Insurance

10 YEARS

1-800-Got-Junk?
Baker Tilly Virchow Krause LLP
Beneco of Wisconsin, Inc.
The Berrall Kons Group
C & D Technologies, Inc.
Catral Doyle Creative Company
Cyganiak Planning, Inc.

Diversified Insurance Solutions, Inc.
FASTSIGNS Wauwatosa
Ivarson, Inc.
Jewish Family Services
La Macchia Group LLC
Living As A Leader
Neroli Salon & Spa
Pentagon Property Management
Productive Data Corporation
RBC Wealth Management, Inc.
The Salvation Army
US HealthCenter, Inc.

FIVE YEARS

Aloft Hotel Downtown Milwaukee
Athena Communications
Briohn Building Corporation
Crowne Plaza Hotel Milwaukee-Airport
Elematic, Inc.
Elite Sports Clubs
Everything2go.Com LLC
Federal Companies
Gravity Marketing LLC
J.W. Winco, Inc.
Key Technical Solutions, Inc.
Kirkwood Consulting, Inc.
Lasertag Adventure
Laurus Strategies
Logan Productions, Inc.
New Berlin Therapies SC
Orthopaedic Associates of Milw
Reliable Plating Works, Inc.
The Ritterbusch Group
Southern Lakes Physical Therapy SC
The Spectrum Group
Werner Electric Supply
Wisconsin International Academy
Zeon Solutions, Inc.

ONE YEAR

American Signal Corporation
Applied Tech
A.S. Pindel Corp
Bollywood Grill LLC
The Coca-Cola Company
Comcentia
Concord Development Company
Continental Properties Company, Inc.
Cream City Marketing
Direct Media USA

ExportAble LLC
Gehl Foods, Inc.
GKN Sinter Metals
Global Capital Group LLC
Hypneumat, Inc.
Ideal Image - Greenfield
Interfaith Older Adult Programs, Inc.
Jannsen + Company
Lakefront Brewery Inc.
Logicalis
Label Traxx
Legal Shield
Leopardo WI LLC
Liquid Capital of Wisconsin
MBW Incorporated
MB Financial Bank NA
Microsoft Corporation
Milwaukee Air & Water Show, Inc.
Milwaukee Academy of Science
Milwaukee Habitat for Humanity Restore
Muchohedron Noggin LLC
Odyne Systems LLC
The Panaro Group LLC
Professional Staff Resources LLC (PSR)
Roadrunner Transportation Services, Inc.
Roman Electric Co., Inc.
Royal Capital and Holdings
SR Sales Company
Schenker, Inc.
Serendipity Communications
Spring Bank
Social Media Leap
Stream Creative
Sweet Pea Cinema
ThisIBought.com LLC
Trans International LLC
Trostel
Van Mell Associates LLC
WallyPark Premier Airport Parking
Wangard
Washhouse Partners LLC
dba Vaultas Milwaukee
Wisconsin & Southern Railroad LLC
Wisconsin Early Childhood Association
Wisconsin Scottish Rite Foundation
Xymox Technologies

Anniversaries

NEW MMAC MEMBERS (JUNE-SEPT. 2014)

Support your fellow members by doing business together.

ADAPTIVE MICRO SYSTEMS LLC

Dennis Thums - President
7840 N. 86th St. • Milwaukee, WI 53224
(414) 357-2020 www.adaptivedisplays.com
Manufacturers - Signs

ADP BUSINESS SERVICES

Patrick Reid - Major Account District
330 E. Kilbourn Ave., Ste. 900 • Milwaukee, WI 53202
(414) 273-4444 www.adp.com
Payroll Preparation Services

AMERICAN ADVANTAGE - PETERSEN & ASSOCIATES

Ron Petersen - President
15171 W. National Ave. • New Berlin, WI 53151
(262) 432-0789 www.petersenassoc.com
Insurance - Commercial

ASSET RECYCLERS, INC.

Nicholas Ponsonby - CEO
2811 Carlisle Ave. • Racine, WI 53404
(262) 898-4730 www.arecyclers.com
Technology Professional Services

BEECHWOOD SALES & SERVICE

John Sheehan - President
5350 S. Emmer Dr. • New Berlin, WI 53151
(262) 717-2831 www.greatbrewers.com
Beer/Ale-Wholesale

BESTED LLC

June Perry - Partner
10936 N. Port Washington Rd. • Mequon, WI 53092
(414) 517-6222 www.bestedbusiness.com
School Supplies

BOTTOM LINE EXPERTS

Christopher Whittet - Managing Partner
P.O. Box 170394 • Milwaukee, WI 53217
(414) 228-4640 www.blxperts.com
Public Relations Consultant

BRIDGE LOGISTICS

Tom Haering - President/CEO
5700 W. Bender Ct. • Milwaukee, WI 53218
(414) 727-2929 www.bridge-logistics.com
Logistics

BROAN-NUTONE LLC

Russ Tilsner - President/CEO
926 W. State St. • Hartford, WI 53027
(262) 673-4300 www.broan.com
Industrial Equipment-Manufacturers

BUNGEE PROMOTIONAL MARKETING

Dale Tegtmeier - Owner
12605 W. North Ave., Ste. 330 • Brookfield WI 53005
(414) 339-4040 www.bungeeepromos.com
Promotional Products

BUSINERTIA GROUP

Jason Seymour - Partner
P.O. Box 466 • Butler, WI 53007
(414) 875-3043 www.businertia.com
Computer System-Designers/Consultants, Management Consultants

CAFE CORAZON

Wendy Mireles - Owner
3129 N. Breman St. • Milwaukee WI 53212-2208
(414) 810-3941 www.corazonmilwaukee.com
Restaurants

CEDAR CREST ICE CREAM

Scott Wiese - Controller
7269 Hwy 60 • Cedarburg, WI 53012
(262) 377-7252 www.cedarcresticecream.com
Dairy Products

CENTURYLINK

Lorenzo Cruz - Director, Governor Relations
10 E. Doty St., Ste. 800 • Madison, WI 53703
(608) 441-5730 www.centurylink.com
Telecommunications

CONCANNON COMMUNICATIONS

Mark Concannon
President/Executive Video Producer
4704 N. Elkhart Ave. • Whitefish Bay, WI 53211
(414) 559-9672 www.ConcannonCommunications.com
Video Tape Duplicating/Replicating

CORPORATE CONTRACTORS, INC.

Michael Queoff - VP- Milwaukee
11414 W. Park Pl., Ste. 202 • Milwaukee, WI 53224
(414) 269-6488 www.cciwi.com
Contractors-General

CORPORATE DESIGN INTERIORS LLC

Hope Dachel
1522 Pearl St. • Waukesha, WI 53186
(262) 521-1010 www.corporatedesigninteriors.com
Office Furniture-New

DALE CARNEGIE TRAINING

Sam Rushing - Executive Director
6737 W. Washington St.
West Allis, WI 53214
(414) 777-5114 www.sewis.dalecarnegie.com
Training Programs

EDGE BUSINESS MANAGEMENT CONSULTING LLC

Daniel Freschi - President
1235 Woodview Dr. • Waukesha, WI 53189
(414) 301-3343 www.edgebmc.com
Management Consultants

FIRSTMERIT BANK

Kevin Leissring - Market President
250 E. Wisconsin Ave., Ste. 1800
Milwaukee, WI 53202
(414) 347-7821 www.FirstMerit.com
Banking Services

GDLSK LLP

Andrew Schutz - Associate
5432 N. Diversey Blvd. • Milwaukee, WI 53217
(414) 335- 8601 www.gdlsk.com
Attorneys - Customs & International Trade Law

GLOBALCONNECT LLC

Cesar Stinson - Principal
5717 W. Auer • Milwaukee, WI 53216
(414) 581-9254
Consultants

GREENDALE SCHOOLS

John Tharp - Superintendent of Schools
6815 Southway • Greendale, WI 53129
(414) 423-2700 www.greendale.k12.wi.us
Educational Services

HEALICS, INC.

Patti Plough - President
8919 W. Heather Ave. • Milwaukee, WI 53224
(414) 375-1600 www.healics.com
Wellness Programs

HOM WOOD FIRED GRILL-BAYSHORE

Eric Kaye - General Manager
5750 N. Port Washington Rd.
Milwaukee, WI 53217
(414) 312-7043 www.homewoodfiregrill.com
Restaurants

HOME CARE ASSISTANCE OF MILWAUKEE

Richard Cohen - Owner
111 E. Silver Spring Dr. • Whitefish Bay, WI 53217
(414) 964-8000
www.milwaukeehomecareassistance.com
Home Care Services

HOME STATE BANK NA

Chad Horkan - Residential Mortgage Sales Manager
40 Grant St. • Crystal Lake, IL 60039-1738
(414) 899-8630 www.homestateonline.com
Mortgage Companies/Brokers

HUF NORTH AMERICA

Christy Thistle - HR Director
9020 W. Dean Rd. • Milwaukee, WI 53224
(414) 365-4950 www.huf-group.com
Manufacturers

JACKSON LEWIS P.C.

Brian Price - Shareholder
330 E. Jackson St., Ste. 560 • Milwaukee, WI 53202
(414) 944-8900 www.jacksonlewis.com
Attorneys



JOHNSON'S NURSERY, INC.

Chad Johnson - President
W180 N6275 Marcy Rd.
Menomonee Falls, WI 53051
(262) 252-4988 www.johnsonsnursery.com
Landscape Contractors

KG MARKETING & BAG CO, INC.

Gail Sklodowska - Process Improvement Manager
1201 S. Grandview Blvd. • Waukesha, WI 53188
(262) 549-4700 www.kgbag.com
Packaging Materials

LIBERTY MUTUAL INSURANCE

Jessica Lieske - Insurance Agent
17375 W. Bluemound Rd. • Brookfield, WI 53045-5456
(262) 782-8650 www.libertymutual.com
Insurance

LYFT, INC.

Candice Taylor - Government Relations Manager
548 Market St., Ste. 68514 • San Francisco, CA 94104
(855) 865-9553 www.lyft.com
Transportation Services

MALDONADO & MORGAN

Julio Maldonado - Co-Owner
225 E. Mason St., Ste. 401 • Milwaukee, WI 53202
(414) 349-6591 www.amgwlc.com
Advertising Agency/Counselors

MIDWEST AIR CHARTERS LLC

Brian Cooley - Director Business Development
15730 W. National Ave., 3rd Floor
New Berlin, WI 53151
(262) 782-7500 www.midwestaircharters.com
Aircraft Charter - Management - Maintenance

MID-WEST ENERGY RESEARCH CONSORTIUM

Alan Perlstein - Executive Director & CEO
4201 N. 27th St., 7th Floor
Milwaukee, WI 53216
(414) 444-8208 www.m-werc.org
Energy Management & Conservation Consultants

MILCUT, INC.

Carl Strohmaier - President
N50 W13400 Overview Dr.
Menomonee Falls, WI 53051
(262) 783-3300 www.milcut.com
Plastics/Foam

NEWPORT NETWORK SOLUTIONS, INC.

Eric Berthelsen - Operations
N60 W14436 Kaul Ave. • Menomonee Falls, WI 53051
(414) 453-8099
www.newportnetworksolutions.com
Telecommunications

NEXT ELECTRIC, INC.

Chris Surges - President
N27 W23588 Paul Rd. • Pewaukee, WI 53072
(262) 506-3200 www.nextelectricinc.com
Electrical Contractors

NISSEN STAFFING CONTINUUM

Scott Nissen - President
801 N. Barstow St. • Waukesha, WI 53186
(262) 544-4787 www.nissenstaffing.com
Employment Agency

OFFSITE LLC

Steve Borucki - CEO
3618 8th Ave. • Kenosha, WI 53141
(262) 564-6400 www.off-site.com
Computer Network Design & Systems

ORION GROUP LLC

Scott Offord
N69 W25055 Indiangrass Ln., Ste. F
Sussex, WI 53089
(262) 820-9520 www.orionweb.net
Internet Marketing & Advertising

PRO/AXIOS

Jim Bohn - Principal
855 Ulao Rd. • Grafton, WI 53024
(651) 302-1574 www.proaxios.com
Consultants/Leadership

SEEDS OF HEALTH, INC.

Marcia Spector - Executive Director
840 N. Jackson St. • Milwaukee, WI 53202
(414) 672-3430 www.seedsofhealth.org
Schools-Academic-Secondary/Elementary

SENSIA WELLNESS

Andrew Seter - President
179 W. Broadway, Ste. 200 • Milwaukee, WI 53202
(414) 988-7200 www.sensiawellness.com
Wellness Programs

SIMDEX LLC

Geoff Myers - President/CEO
132 N. Jefferson St., Ste. 440
Milwaukee, WI 53202-6151
(855) 746-3391 www.simdex.org
Web Site Design

SPAULDING CLINICAL RESEARCH

Randy Spaulding - President
525 S. Silverbrook Dr. • West Bend, WI 53095
(262) 334-6020 www.spauldingclinical.com
Scientific Research & Development Services

SPRINT

Russell Heder - Branch Sales Manager
20800 Swenson Dr., Ste. 100 • Waukesha, WI 53186
(262) 513-2534 www.sprint.com
Telecommunications

STUCK, INC.

Paul Schulls - Director Organizational Development
High Point Building
1200 N. Mayfair Rd., Ste. 260 • Wauwatosa, WI 53226
(262) 888-9278 www.getunstuck.net
Business Consultants

SVA PLUMB WEALTH MANAGEMENT

Randy Godsell - President
18650 W. Corporate Dr., Ste. 200
Brookfield, WI 53045
(262) 923-5151 www.svaplumb.com
Financial Planning-Consultants/Services

TECHSQUAD IT

Chris Wiser - CEO
725 Larry Ct. • Waukesha, WI 53186
(262) 798-0909 www.techsquadit.com
Computer Software & Service

THE AMBROSE GROUP

Willie Cafou - Principal
223 N. Water St., Ste. 450 • Milwaukee, WI 53202
(414) 273-8244 www.ambgrp.com
Executive Search Consultants

THRIVENT FINANCIAL

Matt Walker - Partner
5150 N. Port Washington Rd., Ste. 152
Glendale, WI 53217
(414) 810-6283 www.thrivent.com
Financial Services

TJM INNOVATIONS LLC

Julie McNamara - President
P.O. Box 170831 • Milwaukee, WI 53217
(414) 446-8778 www.tjminnovations.com
Manufacturers

TRAIN-2-GAIN

Jennifer Bartolotta - Director - Strategic Sales
520 W. McKinley Ave. • Milwaukee, WI 53212
(414) 688-9359
Consultants

VERTZ MARKETING

Tim Vertz - President
10505 N. Port Washington Rd. • Mequon, WI 53092
(262) 910-4125 www.vertzmarketing.com
Advertising Agency/Counselors

WHEDA

Joan Hansen - Senior Business Development Manager
140 S. 1st St., Ste. 200 • Milwaukee, WI 53204
(414) 227-4039 www.wheda.com
Economic Development

WHYHIGH TECHNOLOGY

Jim Emling - President/COO
200 Woodland Prime, Ste. 120
Menomonee Falls, WI 53051
(844) 294-9444 www.whyhigh.com
Software Publishers & Developers

Z.T. DISTRIBUTION, INC.

Scot Trojanowski - President
5441 S. 9th St. • Milwaukee, WI 53221
(414) 483-7733 www.ztdist.com
Grocers - Wholesale



The Burish Group

- Over \$3.1 billion of assets under management
- Andy Burish has been named the number one Financial Advisor in Wisconsin for 2014 and for the past six years by the prestigious financial journal *Barron's**
- Recognized for the eighth consecutive year on *Barron's* Top 100 Financial Advisors in the U.S. list
- Selected to be on the 2013 and 2014 FT Top 400 Financial Advisors list published by the *Financial Times***



Andrew D. Burish, CIMA®
Managing Director

411 E. Wisconsin, Suite 1700
Milwaukee, WI 53202
262-794-0872
andrew.burish@ubs.com

Visit our video library to learn more about
The Burish Group at ubs.com/team/burishgroup

* *Barron's* is a highly respected, weekly newspaper covering U.S. financial information. It has been published by Dow Jones & Company since 1921.

** *Financial Times* is renowned for its award-winning global business news with over 600 journalists reporting from 50 countries worldwide. It was founded in 1888 and is owned by Pearson PLC, headquartered in London.

Is your financial strategy only focused on returns?

As you accumulate wealth, investment returns are an important part of your financial strategy. But as you approach retirement, you need to plan for income, not returns. Making this transition isn't easy, especially when the markets are strong. It requires financial planning that can adapt quickly to change.



United States Postal Service
Statement of Ownership, Management and Circulation

1. Publication title Milwaukee Commerce 2. Publication number 546-370 3. Filing Date 9/16/14

4. Issue Frequency Quarterly 5. Number of Issues Published Annually 4 6. Annual Subscription Price \$5.00

7. Complete Mailing Address of Known office of publication (not printer) street, city, county, state and zip+4 756 N. Milwaukee St., Suite 400, Milwaukee, Milwaukee County WI 53202-3767 Contact Person Carrie Davis
(414) 287.4100

8. Complete mailing address of headquarters of general business office of publisher (not printer)
Metropolitan Milwaukee Association of Commerce
756 N. Milwaukee St., Suite 400, Milwaukee, Milwaukee County WI 53202-3767

9. Full Names and complete mailing address of publisher, editor and managing editor
Metropolitan Milwaukee Association of Commerce
756 N. Milwaukee St., Suite 400, Milwaukee, Milwaukee County WI 53202-3767

Editor
Julie C. Granger
Metropolitan Milwaukee Association of Commerce
756 N. Milwaukee St., Suite 400, Milwaukee, Milwaukee County WI 53202-3767

Managing Editor
NA

10. Owner
Metropolitan Milwaukee Association of Commerce
756 N. Milwaukee St., Suite 400, Milwaukee, Milwaukee County WI 53202-3767

11. Known bondholders, mortgages and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages or other securities. If none, check box None

Full Name NA Complete Mailing Address NA

12. Tax Status
 The purpose, function and nonprofit status of this organization and an exempt status for federal income tax purposes:
 has not changed during preceding 12 months
 has changed during preceding 12 months

13. Publication title Milwaukee Commerce

14. Issue Date for Circulation Data Below 7/16/2014

15. Extent and nature of circulation

	Average no. copies each issue During preceding 12 months	No. Copies of single issue Published nearest to filing date
a. Total number of copies	3983	3954
(1.) Mailed Outside-County Paid Subscriptions Stated on PS Form 3541	1271	1269
(2.) Mailed In-County Paid Subscriptions Stated on PS Form 3541	2348	2335
(3.) Paid Distribution Outside the Malls Including Sales through Dealers and Carriers, Street Vendors, Counter Ales, and Other paid Distribution Outside USPS.	NA	NA
(4.) Paid Distribution by other Classes of Mail Through the USPS	NA	NA
c. Total Paid and/or requested circulation	3619	3604
(1.) Free or Nominal Rate Outside-county. Copies included on PS Form 3541	NA	NA
(2.) Free or Nominal Rate In-County Copies included on ps form 3541	NA	NA
(3.) Free or Nominal Rate copies mailed at Other Classes through the USPS (e.g. First-Class Mail)	NA	NA
(4.) Free or Nominal Rate Distribution Outside the Mail (Carriers or other means)	NA	NA
e. Total Free or Nominal Rate Distribution (Sum of 15d (1), (2), (3) and (4))	0	0
f. Total free Distribution (sum of 15d. and 15e.)	3619	3604
g. Copies not Distributed (See instructions to Publishers #4)	364	305
h. Total (sum of 15f and g)	3983	3954
i. Percent Paid	100	100%

a. Total number of copies

(1.) Mailed Outside-County Paid Subscriptions Stated on PS Form 3541

(2.) Mailed In-County Paid Subscriptions Stated on PS Form 3541

(3.) Paid Distribution Outside the Malls Including Sales through Dealers and Carriers, Street Vendors, Counter Ales, and Other paid Distribution Outside USPS.

(4.) Paid Distribution by other Classes of Mail Through the USPS

c. Total Paid and/or requested circulation

(1.) Free or Nominal Rate Outside-county. Copies included on PS Form 3541

(2.) Free or Nominal Rate In-County Copies included on ps form 3541

(3.) Free or Nominal Rate copies mailed at Other Classes through the USPS (e.g. First-Class Mail)

(4.) Free or Nominal Rate Distribution Outside the Mail (Carriers or other means)

e. Total Free or Nominal Rate Distribution (Sum of 15d (1), (2), (3) and (4))

f. Total free Distribution (sum of 15d. and 15e.)

g. Copies not Distributed (See instructions to Publishers #4)

h. Total (sum of 15f and g)

i. Percent Paid

16. Publication of Statement of Ownership
 Publication required. Will be printed in the **Fall 2014** issue of this publication.

17. Signature and title of editor, publisher, business manager or owner

Julie Granger

Date: 10/30/2014



Andrew D. Burish, CIMA®
Managing Director

- We have a large team of specialists in five cities that work personally with clients to build solutions to their corporate or private wealth management needs.
- We offer a discretionary portfolio management program that is managed to suit your personal financial plan; we have experience in managing non-correlating domestic and international assets that hedge risk while participating in up or sideways markets and protect capital in down markets.

The Burish Group

UBS Financial Services Inc.

**Madison | Milwaukee–Downtown
 Milwaukee–Brookfield |
 Chicago–Area | Barrington**
 800-223-2391

andrew.burish@ubs.com

ubs.com/team/burishgroup



Barron's is a registered trademark of Dow Jones & Co. CIMA® is a registered certification mark of the Investment Management Consultants Association, Inc. in the United States of America and worldwide. As a firm providing wealth management services to clients, we offer both investment advisory and brokerage services. These services are separate and distinct, differ in material ways and are governed by different laws and separate contracts. For more information on the distinctions between our brokerage and investment advisory services, please speak with your Financial Advisor or visit our website at ubs.com/workingwithus. UBS Financial Services Inc., its affiliates, and its employees are not in the business of providing tax or legal advice. Clients should seek advice based on their particular circumstances from an independent tax advisor. ©UBS 2013. All rights reserved. UBS Financial Services Inc. is a subsidiary of UBS AG. Member SIPC. 7.00_Ad_2.75x10_H20502_BurA

Interested in advertising in the next issue of Milwaukee Commerce?

Visit mmac.org/advertising for full details or contact Jim Wall at (414) 287.4119 or jwall@mmac.org

Milwaukee Commerce newsletters are printed by:

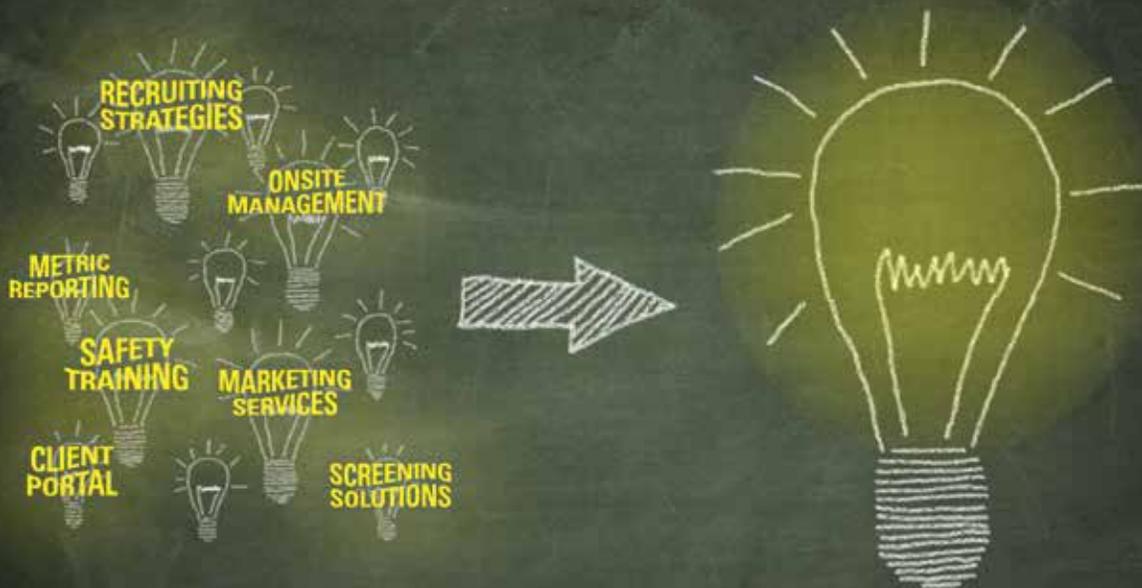
MMAC
Metropolitan Milwaukee
Association of Commerce

Periodicals Postage

PAID
Milwaukee, WI

756 N. Milwaukee St., Suite 400 • Milwaukee, WI 53202-3767

QPS HAS ALL THE TOOLS YOU NEED TO *STAFF SMART!*



QPS | EMPLOYMENT
GROUP®

To learn more about QPS and the value-added services we offer, visit
www.qpsemployment.com

