

BUSINESS

CAPITOL WEST

 First phase completed on West Washington redevelopment. **COMING FRIDAY**
DOW JONES ▲ 276.74 11,239.28 | **NASDAQ** ▲ 69.14 2,284.85 | **S&P** ▲ 30.45 1,245.36 | **OIL** ▼ \$4.14 \$134.60

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Dave Kinney is beginning his eighth year in United Way's Loaned Executive Program.

Program, where companies assign employees to help with the charity's annual fall campaign. The sponsoring companies continue to pay their salaries.

"It's great personal training for how you deal with people

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AT A GLANCE

Information about the Loaned Executive Program is available by calling Bill Monkemeyer at 608-246-4351 or by going online at www.unitedwaydanecounty.org.

Loaned executives a United Way success



With her dog Henna, Kelly O'Ferrell talks about her work with the Wisconsin Academy for Graduate Service Dogs, a United Way affiliate, during a recent meeting at United Parcel Service.

Executives

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and groups of people," said Rich Lynch, president of J.H. Findorff & Sons of Madison. "It gives them an opportunity to step out of their normal workplace and be passionate about an organization that helps the community."

As chairman of this year's United Way loaned executive recruitment campaign, Lynch said he's close to the goal of recruiting 32 people, a record number, for the program.

If a company doesn't have an employee to spare, Lynch said a company can sponsor a loaned executive who is hired by United Way.

"When these loaned executives come back to a company, they are more valuable," he said. "Those people hired by United Way are very employable."

About 500 people have participated in the program since it began in 1983, and last year the program's value to the community was estimated at \$548,214. Loaned executives work full time from August through November helping to organize hundreds of fundraising rallies at employers throughout Dane County.

Past loaned executives say the experience contributed to their later success.

Londa Dewey, president of QTI Group of Madison and former market president of U.S. Bank, said she participated in

the program during the early 1980s as a management trainee at what was then First Wisconsin National Bank.

"It gave me an opportunity to learn the community, to network," she said. "The program, I think, is an incredible experience for the loaned executive and life-changing for some."

Dewey, who recently spent two years as chairwoman of the United Way board, said loaned executives learn sales, presentation and organizational skills as well as teamwork.

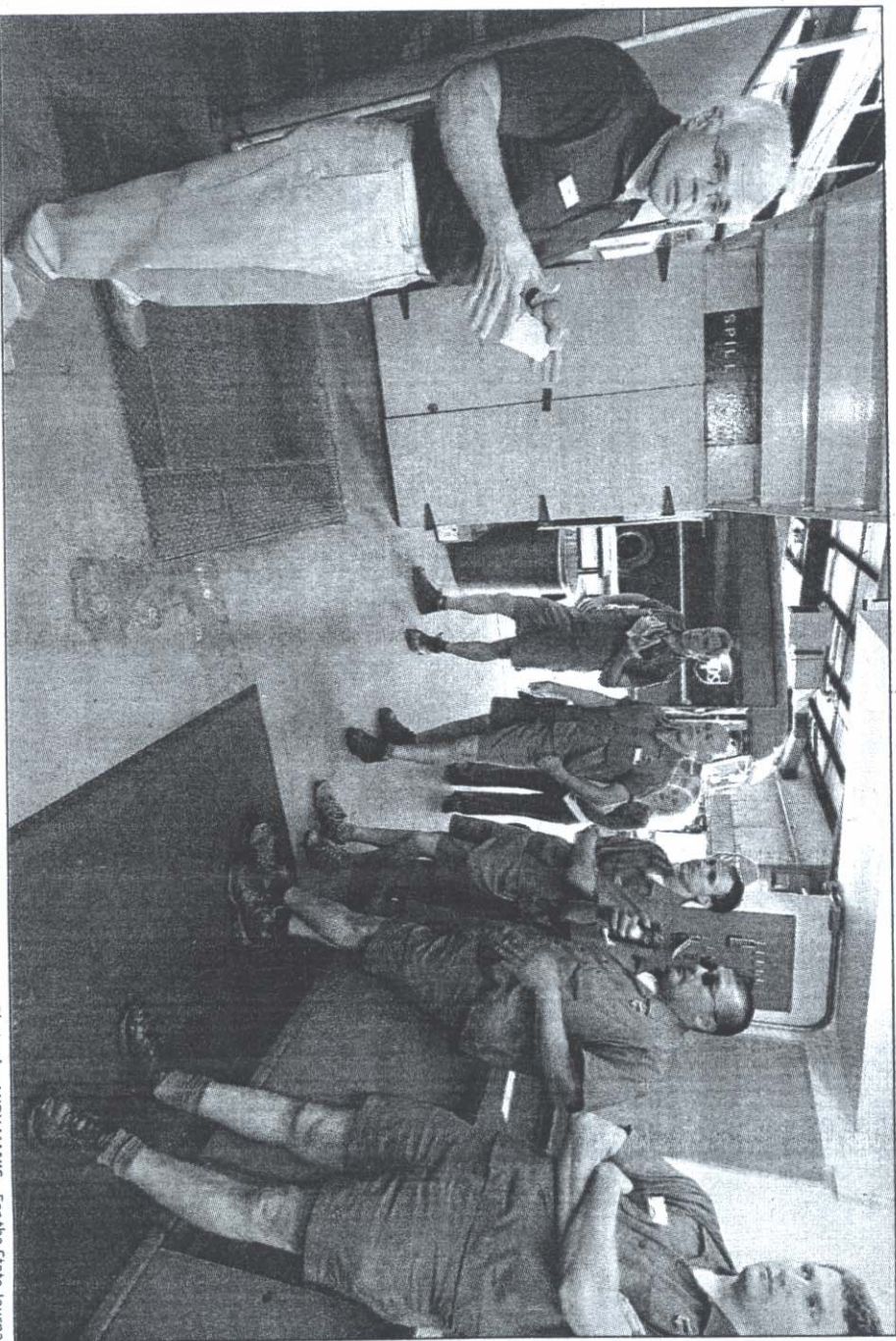
Realtor Dave Stark's experience as a loaned executive goes back to the mid-1970s before the program formally began when he was in his early 20s and a management trainee for Affiliated Bank, which later was acquired by M&I Bank.

"I was wet behind the ears," he said. "For me, the big thing was having the guts to get on the phone to the head of Oscar Mayer, which I'd never done before. It brought me to the attention of the folks at United Way and led to great things for me."

Kinney, who retired from Oscar Mayer in 1996 after 30 years, including a dozen years as plant controller, is beginning his eighth year in the program. He's sponsored by Kraft/Oscar Mayer.

"I think personally it's very satisfying, very challenging and very busy," he said. "I've learned a lot about the community, the challenges we face and how you can help make a difference."

They learn about people while helping raise money



Dave Kinney, a United Way loaned executive, meets with United Parcel Service employees at UPS facility at 5002 Pflaum Road.

Photos by ANDY MAANIS - For the State Journal