BUSINESS AND COMMUNITY DEVELOPMENT

Barbara LaMue
Vice President,
Business and Community Development

BCD TEAM

Kelly Aschenbach

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Mark Tallman

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Jonathan Bartz

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Seyoum Mengesha

Jason Scott

Darrin Wasniewski

Kathryn Berger

Melissa Hunt

Mary Perry

Heather Smith

Timothy Weber

Barbara La Mue

Jennifer Radcliffe

Marie Steenlage

Errin Welty

Neil White

REGIONAL DIRECTORS

1 HEATHER SMITH

2 MARIE STEENLAGE

3 CHRISTINE BERRY

4 TIM WEBER

5 JON BARTZ

6 NALETTA BURR

7 NEIL WHITE

7 KATHRYN BERGER

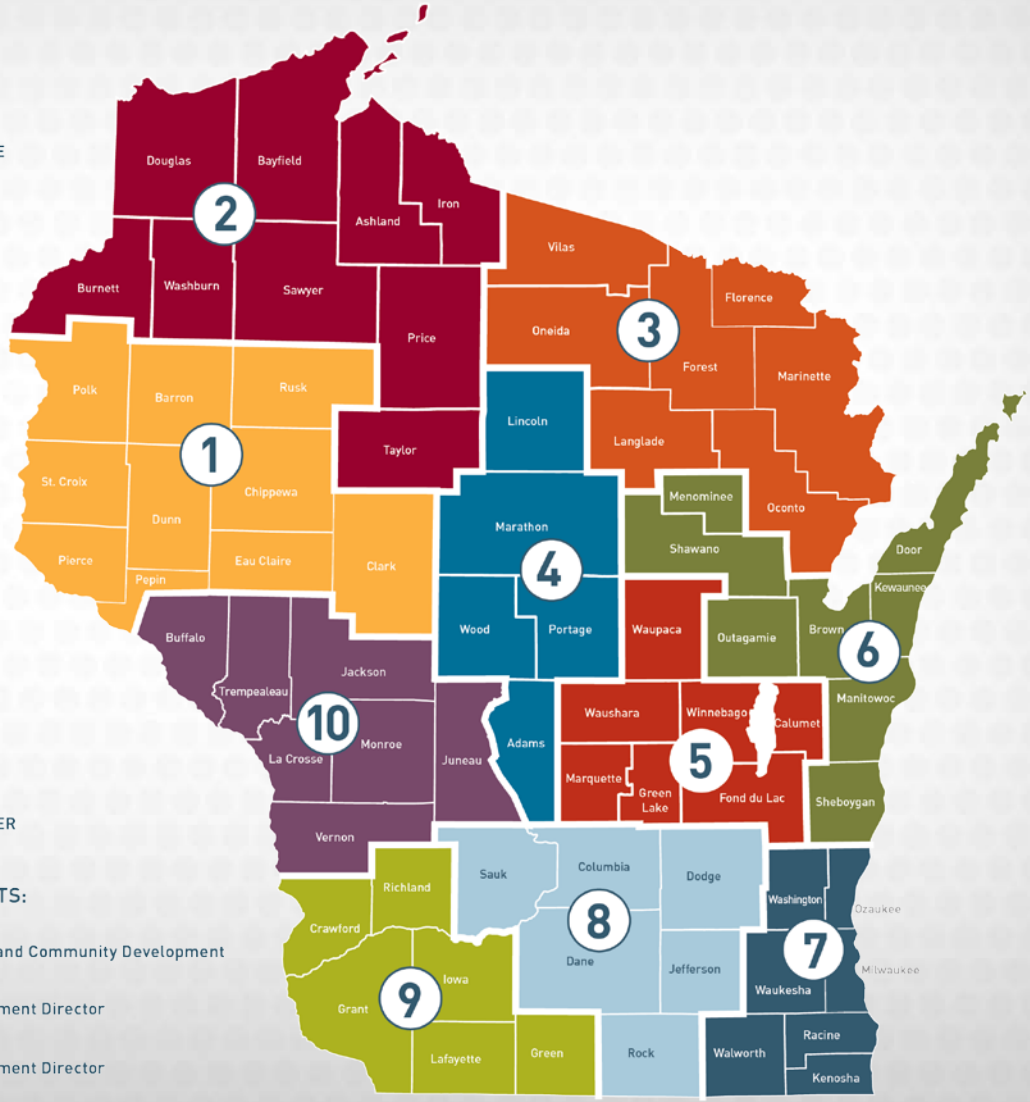
7 TINA CHITWOOD

8 MELISSA HUNT

8 JASON SCOTT

9 MARK TALLMAN

10 JENNIFER KUDERER



STATEWIDE CONTACTS:

BARB LAMUE
Vice President, Business and Community Development

MARY GAGE
Senior Economic Development Director

MARY PERRY
Senior Economic Development Director

BUSINESS PROJECTS

FOREFRONT DERMATOLOGY –
Headquarter Expansion – Manitowoc
$1.1 MM investment
241 new positons; 200 currently in Manitowoc
1,000 positions across 11 states
BTC: $850,000
ROI: $2.4 MM in state income tax revenue

"Over the past several years we have expanded our group practice into 11 states and more than doubled the number of healthcare providers supported by our administrative team in Manitowoc." – Dr. Betsy J. Wemli, Board Certified Dermatologist and Deputy President

DURATECH INDUSTRIAL – City of LaCrosse
$7.5 MM investment
47,300 sq. ft. expansin
50 to 200 new full time positions
BTC: $215,000 & IRB: $6.6 MM
ROI: $614,000 in state income tax revenue plus $65,000 construction tax revenue
Other locations: N.C. and Beijng

"We are excited to get started on this world-class addition. It will house two clean rooms for our high-speed printing presses and will provide additional capacity to grow in the upcoming years" - Peter Johnson, President

BUSINESS PROJECTS

ELLSWORTH COOPERATIVE CREAMERY (Pierce County)
$4.8 MM Investment
28,500 sq. ft. expansion – 1st Phase (Multiple phases)
14 new full time positions
BTC: $175,000
ROI: $176,000 in state income tax revenue
"The support of WEDC affirms Wisconsin's commitment to our business and agriculture overall. We are building a stronger dairy infrastructure for our employees, member owners, and community," – Paul Bauer, Plant Manager

CATALENT PHARMA – Madison
$34 MM investment
22,000 sq. ft. expansion
102 new full time positions (double workforce)
BTC: $1 MM
30 Facilities over 5 continents – Headquartered in NJ
ROI: $4.5 MM in state income tax
"Our Madison facility is an important part of Catalent's development capability and serves a market for biologically derived drugs that is outstripping that of small molecule drugs." – John Chiminski, President/CEO

VONCO PRODUCTS – Town of Salem, Kenosha County
$4 MM Investment
80,500 sq. ft.
86 full time positions
BTC: $500,000
Anchor tenant of new business park developed by KABA
ROI: $2.2 MM in state income tax
"We are very excited about what our new location means in terms of delivering solutions for our customers, especially with the launch of our new division focused on liquid-tight packaging." - Ken Smith, President

BUSINESS PROJECTS

COLBERT PACKAGING - Kenosha
$24.5 MM Investment
173,000 sq. ft.
100 full time positions
BTC: $850,000
ROI: $1.5 MM in state income tax
"Wisconsin is known for its printing and paper making industries, as well as the technical expertise of those who work in these fields, which makes the state of Wisconsin an ideal location for Colbert," - Jim Hamilton, President

TOLEDO MOLDING & TIE – Beloit
$14 MM Investment
105,000 sq. Ft.
118 full time positions
BTC: $750,000
ROI: $2.1 MM in state income tax
Based in Ohio with operations in TN, MI, NC and Mexico
"TMD selected Beloit because of its proximity to our customers, the availability and quality of the workforce, high quality, and the pro-business environment in Wisconsin" – Steve Ciucci, President

BUSINESS PROJECTS

BOXLOGIX AUTOMATION – Prairie du Chien (Crawford County)
$727,000 Investment
8 new full time positions
Competing with IA
BTC: $75,000
ROI: $113,000 in state income tax

AMERICAN PACKAGING CORP. – Village of DeForest, Dane County
$50 MM Investment – Phase I (multiple phases)
170,000 sq. ft.
60 new full time positions (250 with other phases)
BTC: $750,000
Certified Site – to date $264 MM of investment on the 15 sites
ROI: $972,000
Locations: NY, IA, OH

"American Packaging has successfully grown its operation in Columbus, WI to be the largest rotogravure printing facility in North America dedicated to flexible packaging. We continue to see a promising future and have chosen Deforest as home to our first satellite facility based on location, talented labor, historical success we have enjoyed in Wisconsin." – Peter Schottland, President/CEO

LITTLE POTATO COMPANY – Village of DeForest, Dane County
1st US head office and processing facility, HQ Alberta, Canada
$20 MM Investment
130,000 sq. ft.
50 to 129 new full time positons, phased in
BTC: $740,000
ROI: $2.4 MM in state income tax

"We know Wisconsin's reputation for its great growers and fertile land. We recognize shared values – family, community, helping others, and always being down to earth. We look forward to meeting our new neighbors and playing a positive role in this community." – Angela Santiago, Co-Founder and President

BUSINESS PROJECTS

BELMARK – Corporate Headquarters Expansion - DePere, Brown County & Manufacturing Expansion in Shawano Cty
$14 MM Investment – Corporate Headquarters, 35,000 sq. ft.
$36 MM Investment – Manufacturing, 120,000 sq. ft.
150 new full time positions
BTC: $1.4 MM
ROI: $2 MM in state income tax
Competing: IN & KY
"The Wisconsin manufacturing credits enable us to stay competitive in a global economy and we look forward to working with the city and State to grow manufacturing and enhance our communities." – Karl Schmidt, President/CEO

ARTISANS, INC. – Glen Floral, Rusk County
ESOP buy-out
11 new full time positions/86 retained
BOLF: $800,000
ROI: $1 MM State Income Tax

BUSINESS PROJECTS

SOLOMON CORP. – Prairie du Chien, Crawford County
$2 MM Investment
20,000 sq. ft.
24 new full time positions
BTC: $100,000
ROI: $558,000 in state income tax

"We are absolutely delighted to be opening a facility in Wisconsin. The people of Wisconsin share many of the values that have long been important to our business and look forward to investing and growing with the local community." – Tom Hemmer, CEO

DIVERSIFIED MANUFACTURING CORP.
City of Prescott, Pierce County
Combined 3 sites in MN to 1 certified site in WI
$5.5 MM Investment
22 acres (Next to UNFI – Other WI attraction project)
150 new full time positions
BTC: $520,000
ROI: $2.2 MM in state income tax

RITALKA – Prentice, Price County
$4.2 MM Investment
100 new full time positions
BOLF: $921,000
Competing states: GA & TX
ROI: $2.2 MM in state income tax

BUSINESS PROJECTS

JOHNSONVILLE SAUSAGE, LLC – Sheboygan Falls, Sheboygan County
HQ Expansion – Multiple phases
Initial Investment: $16 MM
Initial Phase: 98-300 new positions
Supply Chain: $170 MM per year
EZ: $10 MM
Competing states: KS, IL, NC, TN, FL

SAPUTO – Village of Almena, Barron County – EZ Rural Zone
$90 MM Investment
92 new full time positions
EZ: $3 MM
12,500 employees in 53 plants in the world – 12 plants in WI

COMMUNITY DEVELOPMENT

INVESTMENT GRANT

- Up to **$250,000** available to municipalities for redevelopment efforts in downtowns or traditional business districts.
- Created to assist projects that leverage private investment and are likely to catalyze further investments within downtowns or commercial centers
- Current:
  - **$12,530,920** awarded for 66 projects
  - **$263,469,690** local and private investment
    21:1 leverage

COMMUNITY DEVELOPMENT

INVESTMENT GRANT

- City of Kaukauna received a CDI grant for an $8.2M redevelopment of the long-vacant, three-level Eagle Mill constructed in 1874 along the Fox River in downtown.

- Project has multiple uses and benefits including the creation of corporate headquarters for Expera Specialty Solutions LLC, a new and expanded public library, and additional public access to the Fox River

COMMUNITY DEVELOPMENT

REDEVELOPMENT OF HISTORIC GARFIELD SCHOOL CAMPUS –
City of Milwaukee
Bronzeville neighborhood –
mixed use campus and new home to the America's Black Holocaust Museum
$17.4 MM Investment
115 new positions
40 people trained through innovative partnership
HTC: $1.2 MM
CDI: $250,000

IDLE SITES GRANT PROGRAM

- Up to $500,000 available to municipalities for redevelopment of vacant commercial properties of 10 acres or more or industrial properties of 5 acres or more.
- Created to stimulate investment and job creation in idle or underutilized manufacturing sites which due to scale and complexity cannot be redeveloped solely by the private sector.
- Current
  - **$12,835,250** awarded for 19 projects
  - **$482,439,692** in local and private investment
    37:1 leverage

IDLE SITES GRANT PROGRAM

- City of Beloit received a $1M grant for a $35M redevelopment of the former Beloit Corporation.
- Nearly 1,000,000 sq. ft. of commercial and manufacturing space created across the 24-acre site now known as the Ironworks Campus.
- Now home to nearly 15 businesses, including high-tech companies Acculynx and Comply365.

SITE ASSESSMENT GRANT

- Up to $150,000 available to municipalities for the environmental assessment and investigation of potentially contaminated properties.

- Created to allow municipalities to gather environmental information on properties that have been found difficult to attract private development interest due to the potential of contamination.

- Current
  - **$5,694,441** awarded for 65 projects
  - **$19,262,783** local and private investment (3:1 leverage)

BROWNFIELD AND SAG ROI

- Up to $500,000 available to municipalities or businesses for the environmental investigation and cleanup of contaminated properties.

- Created to allow municipalities and businesses to perform environmental cleanup of commercial or industrial properties that will result in the redevelopment of the site.

- Current
  - **$23,406,324** awarded for 70 projects
  - **$19,262,783** local and private investment (27:1 leverage)

BROWNFIELD AND SAG ROI

- West Gateway, LLC – Cross Plains received a brownfield grant of $288,130 for the redevelopment of the former Zander Creamery. This shuttered facility lay vacant for 10 years after listeria contamination shut down operations. West Gateway, LLC has developed a 3-story, 45-unit residential facility at the west end of Main Street.

BUSINESS AND COMMUNITY DEVELOPMENT

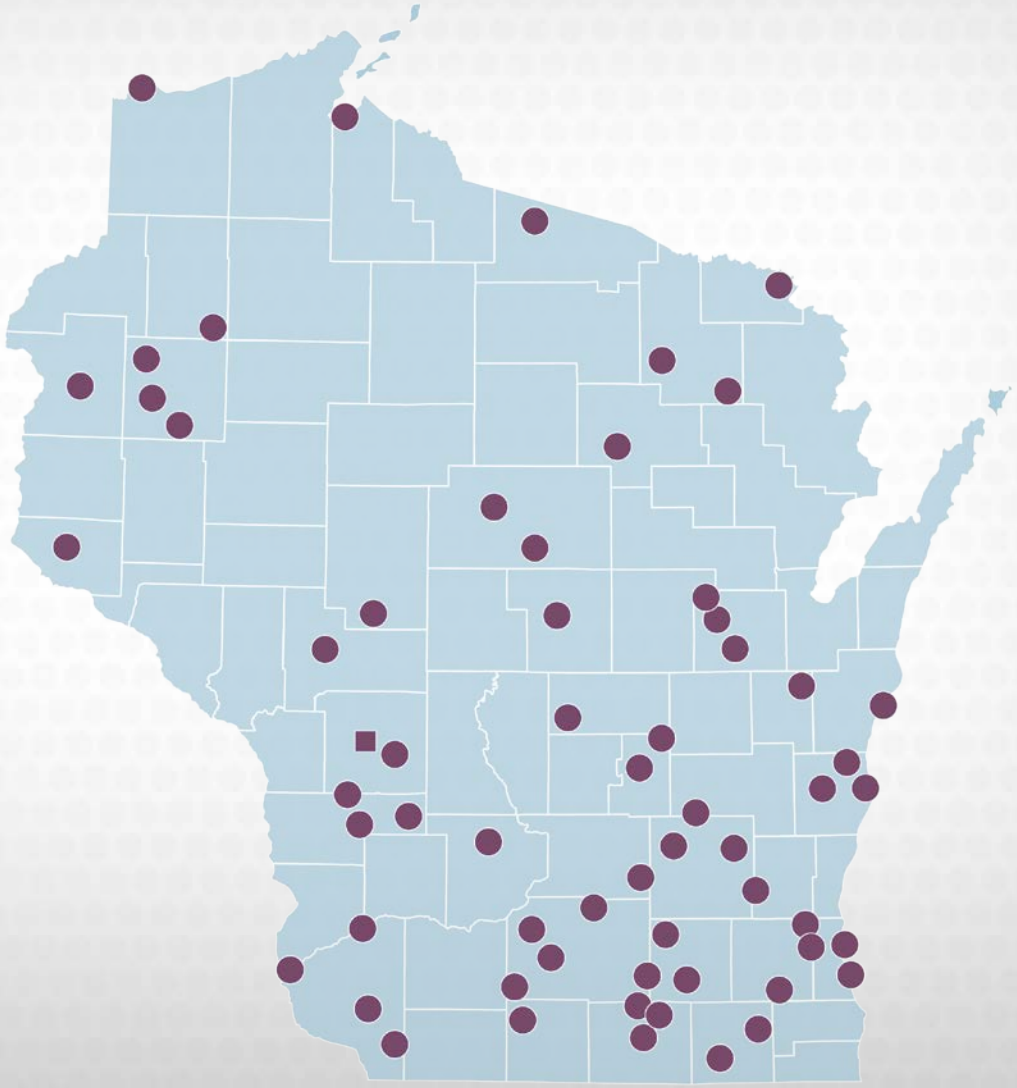
"The supply chain support for Fincantieri Marinette Marine and other manufacturers in Marinette County will strengthen all the industries and the shipbuilding cluster in northeast Wisconsin. This is economic development at its best."
– Ann Hartnell, Executive Director, MCABI

BROWNFIELD GRANT

Maritime Center of Excellence – Marinette
$11.6 MM Investment
2.2 Acre Site
23,000 sq. ft.
$500,000 grant

MAIN STREET COMMUNITIES

CONNECT COMMUNITIES



ECONOMIC IMPACT

MAIN STREET FY16 STATS

34 Wisconsin Main Street Communities

744
Created new jobs

138
New businesses

LEVERAGE RATIO 13.6:1

$12M
Public investment leveraged

$163M
Private investment

294
Buildings improved, rehabilitated, or constructed

97
New residential units

598
Events attracting

1.6M visitors

ECONOMIC IMPACT

MAIN STREET CUMULATIVE STATS

13,498
Created new jobs

2,559
New businesses

$341M
Public investment leveraged

$1.3B
Private investment

CONNECT COMMUNITIES CUMULATIVE STATS

(2013-2016, 46 communities reporting)

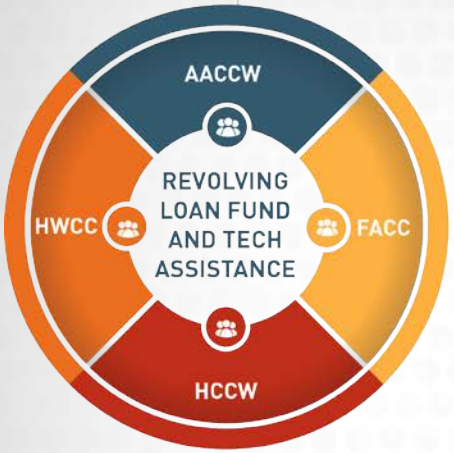
1,151
Created new jobs

223
New businesses opened

Public investment
$37.6M
Private investment
$37.6M

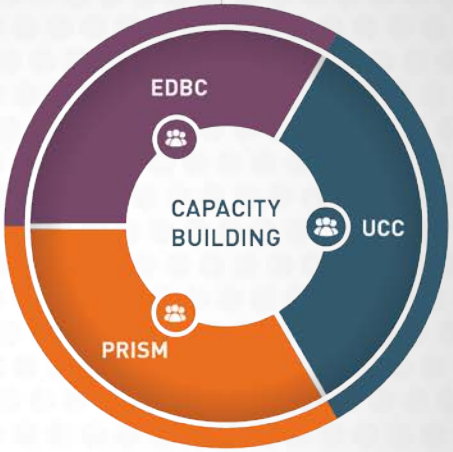
MINORITY BUSINESS

MINORITY AND SMALL BUSINESS DEVELOPMENT

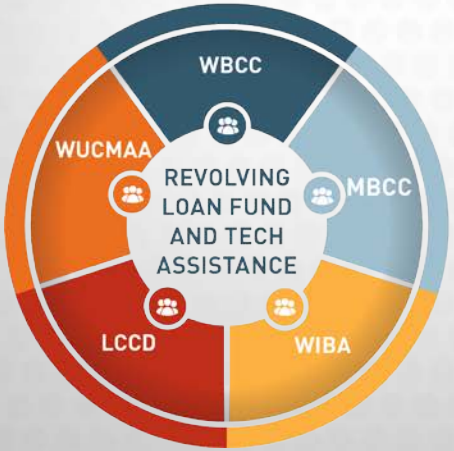


AACCW–African American Chamber of Commerce of Wisconsin
FACC–First American Capital Corporation-Native American
HCCW–Hispanic Chamber of Commerce of Wisconsin
HWCC–Hmong Wisconsin Chamber of Commerce

TBC–The Business Council
LEN–Latino Entrepreneurial Network
WVCC–WI Veteran Chamber of Commerce
WPI–Wisconsin Procurement Institute



EDBC–Ethnically Divers Business Coalition
UCC–United Community Center - Associate Degree in Nursing
PRISM–Sherman Park Shared Kitchen Initiative



WBCC–Wisconsin Black Chamber of Commerce
MBCC–Madison Black Chamber of Commerce
WIBA–Wisconsin Indian Business Alliance
LCCDC–Latino Chamber of Commerce of Dane County
WUCMAA–Hmong Mutual Assistance Association

Wisconsin Economic Development Corporation

MARKETPLACE 2016

MARKETPLACE WISCONSIN

TOTAL NUMBER OF ATTENDEES

2010	2011	2012	2013	2014	2015	2016
341	347	480	545	698	711	823

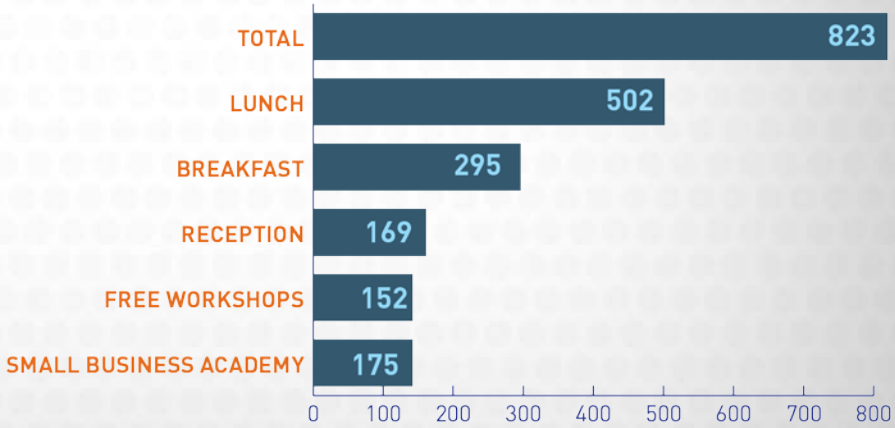
NETWORKING AND SALES

Number of exhibitors	67 attendees
Buying organizations	53 attendees
One on One Meetings held	702 attendees

EDUCATION

Business Academy	175 attendees
4 Workshops and 12 seminars	110 attendees

ATTENDANCE Overall Participant Totals



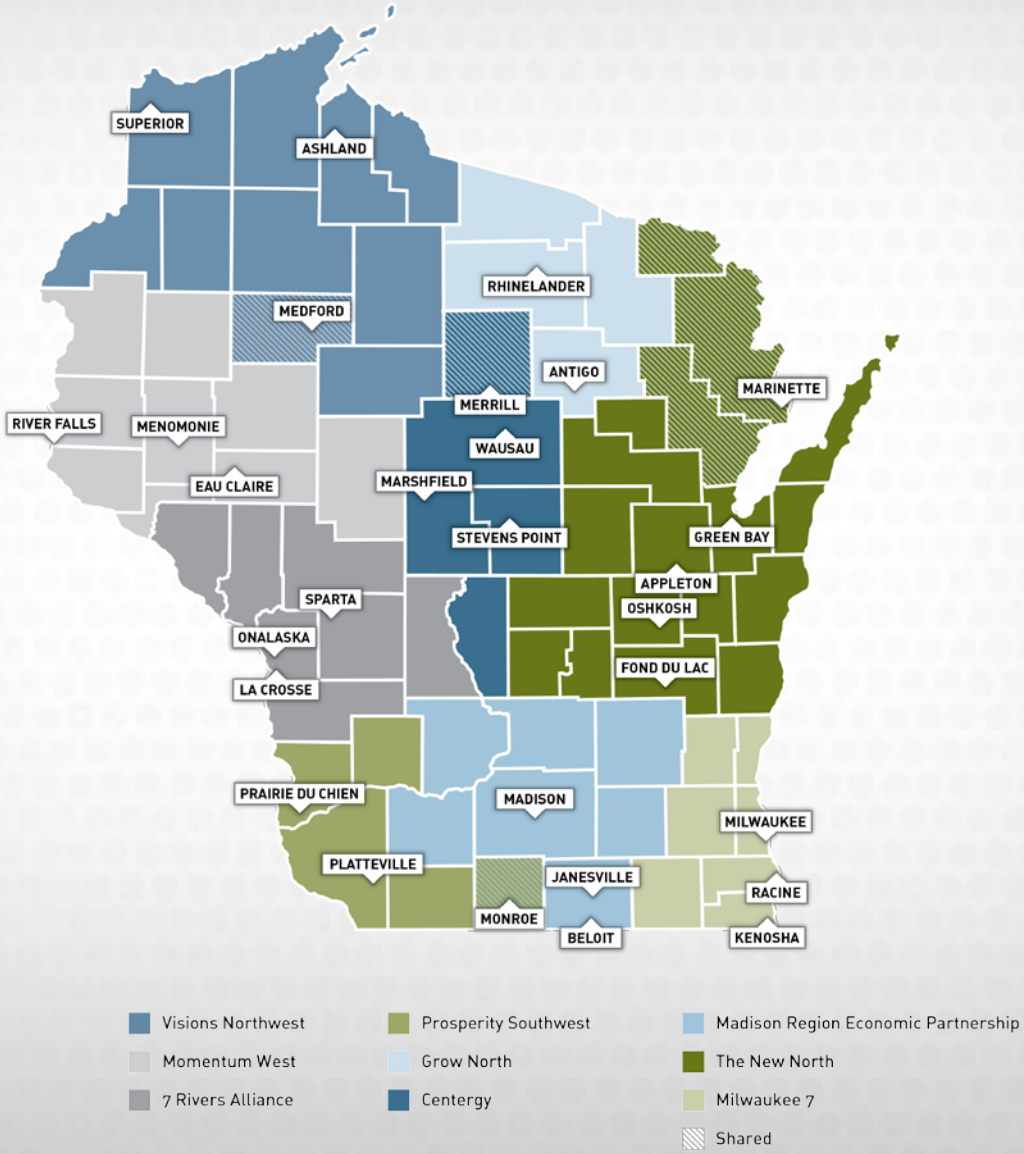
Wisconsin Economic Development Corporation

LATINO ENTREPRENEURS

NETWORK

Business Plan Presentations

REGIONAL EDO PARTNERS



SUMMARY IMPACT ON PROGRAMS

GOALS:

- Provide financial and technical assistance to Wisconsin businesses and communities to improve their economic future
- Leverage private dollars to maximize business and community investments
- Expand capacity of stakeholders and economic development partners

KPI's

- Financial assistance to 123 Wisconsin businesses
- Technical assistance to 1,413 Wisconsin businesses
- Financial assistance to 38 communities
- Technical assistance to 105 communities
- Impact 12,660 jobs
- Achieve 12:1 leverage ratio
- Assist 30 partner organizations
- Increase training and certification of local partners by 20%
- Provide presentations to 80 professional service providers

QUESTIONS AND ANSWERS

Thank you
for your support!