



PROGRESS

LAKE SHORE

Accelerating business success

Community Report

Accelerating Business Success
in Manitowoc County



Retain.Grow.Attract

progresslakeshore.org

Mission

To lead diversified economic development in order to improve the long-term prosperity of the business community and residents of Manitowoc County.

MISSION VISION

Vision

To lead the delivery of economic development services in Manitowoc County in collaboration with the public and private sectors to facilitate the creation of quality jobs, diversify the local economy and improve the overall quality of life

A Message From Our Executive Director



Peter Wills

2016 was a year of maximizing the collaboration between Progress Lakeshore, local and governmental organizations, in moving economic development forward.

The Manitowoc Community is poised for growth in 2017 as the community finished a strong 2016 with 3.6% unemployment and continued expansion in areas of healthcare, multifamily development and progress on addressing the legacies of our past. Progress Lakeshore is helping to lead the response to the company

closures that have impacted the community in 2016 of Foster Needle, and Manitowoc Company to connect the displaced workers with employment opportunities and assist the impacted suppliers with new market prospects and diversification.

Through the combined efforts of many organizations working together the Manitowoc area remains strong and vibrant in overcoming short term challenges and looks forward to great opportunities in 2017 and beyond.

Thank you for your ongoing support of Progress Lakeshore and economic development in Manitowoc County.

Staff

Peter Wills, Executive Director

Lorinda Tulachka, Office Operations Assistant

Derek Braun, Communications Specialist

Jim Graff, Custodian



A Message From Our Board President

It has been an honor to lead Progress Lakeshore Board of Directors in its pursuit of excellence and growth for the businesses, municipalities and residents of Manitowoc County in 2016. While our local, state and national economy continues to experience challenges, I have been delighted to see real, tangible signs of our communities moving forward towards a brighter future.

I think of this when I reflect on the commitment and energy of the leaders bringing the new Ag Center from idea to concept to movement to reality within the next one to two years. I think of this as the City of Manitowoc clears the way for the opportunities of tomorrow by addressing the Mid-Cities Mall and Mirro properties as a foundation for future development. Unfortunate as the news of the Manitowoc Crane relocation was, we are fortunate that many of these employees helped meet long-standing needs in other area employers, helping them retain and grow local business.

This past year, levels of collaboration between education, workforce development and employers rose to new heights. A key achievement of the community is the national recognition that has been awarded to Mishicot School District, LTC, UW-Manitowoc and Silver Lake College for their ground breaking programs. They are all contributing in supplying a highly skilled and engaged workforce for the future. A new level of collaboration is being achieved between Progress Lakeshore, local municipalities and many other organizations in developing strong growth and a shared vision for the future.

Thank you for being engaged in a brighter future for our community, encouraging a culture of growth and supporting Progress Lakeshore.



Mark Herzog

Board of Directors

- Peter Allie**
Park Regency Management
- Greg Buckley**
City of Two Rivers
- Will Casey**
Access Investment Advisors
- Dave Coggins**
Investors Community Bank
- Dennis Dederig**
City of Kiel
- Tom Ellenbecker**
Mishicot School District
- Dean Halverson**
Leede Research
- Jill Hennessey**
Lakeshore Technical College
- Mark Herzog**
Holy Family Memorial
- Greg Jagemann**
Jagemann Stamping Company
- Pete Kappelman**
Meadow Brook Dairy
- Bill Kiel**
Carron Net Company
- Kay Koach**
City of Two Rivers
- Cathie Kocourek**
Aurora Healthcare
- Andy Mleziva**
KNM Machine Shop
- Karen Nichols**
The Chamber of Manitowoc County
- Justin Nickels**
Mayor, City of Manitowoc
- Jody Rabitz**
Wisconsin Aluminum Foundry
- Steve Shellman**
Schenck SC
- Eric Sitkiewitz**
City of Manitowoc
- Nic Sparacio**
City of Manitowoc
- Christopher Stream**
Bank First National



What We Do

Business Finance Assistance Through Local, State and Federal Programs

Coordinate and assist with connecting to financing from local, state, and federal programs. Review matching programs to business needs and application process.

Start Up Assistance

Assist small businesses and startups in partnership with SCORE and UW-Small Business Development Center to get business plan assistance, expert input and available services.

Site Selection, Attraction

Site and building location and development assistance; provide demographic, labor, tax, regulatory and other data. Coordinate with local officials for local permits, zoning and process review. Market communities and commercial properties through online, trade shows, advertising and networking.

Workforce Initiatives

Coordinate workforce Recruitment and Training Assistance available to businesses and individuals with local, state and Federal agencies to grow and retain our workforce. Coordinate with local primary and secondary education and training programs for workers.

Local Economic Data

Business Retention and Expansion committee meets with individual local businesses to survey local hiring, expansion and industry trends. Information gathered is utilized in delivering needed programs for local businesses for training, workforce, and industry needs.



Agristaff USA, LLC, won our 2016 Rising Star Award for emerging small businesses. The owners Frankie Rodriguez and Becky Schmid worked with Progress Lakeshore, Small Business Development Center and City of Kiel on their business plan and assistance on finding a location. The business opened an office in Kiel in September 2015 and has placed about 50 people into full-time positions.

AgriStaff USA, LLC is a locally owned and operated company located in Kiel, Wisconsin that offers workforce solutions such as full-service staffing, staff management and training, payroll processing and bilingual service in the Agricultural, Manufacturing, Food Processing, Cleaning and other industries. Frankie Rodriguez and Becky Schmid are the founders of Agristaff USA, LLC.

After high school Frankie became involved in the staffing industry. He worked for a New York City staffing firm during its formation years. It was during this time that Frankie developed a passion for the staffing industry. Becky has experience managing staff and facilities, and is very passionate about helping others. Becky recently received the Lake Erie College Distinguished Alumni Award and in 2016 she was elected as a Board Member of the Kiel Area Association of Commerce.

"We appreciate all the assistance you have given us. We look forward to continuing to work with you and Manitowoc County!"



Areas of Impact

The Team at Progress Lakeshore is dedicated to promoting the economy of Manitowoc County, through retraining, growing and attracting businesses in the area.



Retain.Grow.Attract

Job Fair



Retain

Workforce Collaboration

Leader in workforce collaboration through the Manitowoc Workforce Steering Committee, Rapid Response Team, Manitowoc Job Fairs, Workforce Training Programs and Business Education Partnerships.

With those collaborations we have been able to succeed in a current 3.6% unemployment rate, with 58% of employers having unfilled positions.

Entrepreneurial Training Program



Grow

Entrepreneurial Development

Partnering with SCORE, Small Business Development Center (SBDC) and Lakeshore Technical College to provide start-up assistance to entrepreneurs.

Progress Lakeshore assisted 70 Small Businesses in 2016, as well as hosting SCORE & SBDC Mentoring at our office.

Annual Entrepreneurial Training Programs to assist companies in completing future business plans.

Meijer



Attract

Expansion Projects

Artist Loft
\$9.4 Million Project now open

Meijer
\$20 Million, 27.5 Acre Expo Redevelopment, creating 250 jobs, completion in 2017-18.

R2H Flavor Tech
\$6.5 Million Project for equipment and new building in the Manitowoc Industrial Park.

Maretti's/Schwarz
Deli Two Rivers
\$750,000 Assisted with Two Rivers Revolving Loan Fund and TIF.

AT&F
\$3.6 Million, creating 40 jobs.

Key Community Partners

Bay Area Workforce Development

Department of Workforce Development (DWD)

Lakeshore Technical College (LTC)

NEW NORTH

Northeast Wisconsin Regional Economic Partnership Small Business Development Center (NEWREP)

Manitowoc City Center Association (MCCA)

Manitowoc Job Center

SCORE

The Chamber of Manitowoc County

Two Rivers Business Association (TRBA)

Wisconsin Economic Development Corp (WEDC)

UW Manitowoc

Accelerating Business Success

WORKFORCE &
EDUCATION

REVOLVING LOAN FUND
MANAGEMENT

EXISTING BUSINESS
SERVICES

STARTUP &
ENTREPRENEURIAL
ASSISTANCE

Economic Development is a collaborative effort with our municipal partners, investors and key community partners in making Manitowoc County succeed.

Existing Business Services

- Business Retention and Expansion (BRE) outreach visits to understand and address business needs
- Assist businesses to connect with financing through local, state and federal programs
- Partner with Wisconsin Economic Development Corp. (WEDC) to assist businesses with available state programs
- Joining business, community, and individual resources for infrastructure development
- Site and Building development assistance, providing demographic, labor, tax and regularity data

Revolving Loan Fund (RLF) Management

- Provide support for RLF applicants and assistance for the City of Manitowoc, City of Two Rivers and Manitowoc County
- Handle RLF Management for City of Manitowoc Industrial and Downtown RLF's
- Assist Manitowoc Public Utilities (MPU) economic development RLF promotion and credit analysis

Workforce & Education

- Collaborate with Job Center and workforce partners to host and promote regional Job Fairs
- Assist companies to access Grants for Workforce Training and Education Programs
- Partner with NEWERA, LTC and UW-Manitowoc to deliver Engineering Degrees locally
- Support Manitowoc County Youth Apprenticeship Program with Local High School and LTC to deliver the needed Training
- Partner with NEW Manufacturing Alliance
- Manitowoc & Sheboygan Business Solutions Partnership

Entrepreneurial & Startup Assistance

- Startup business mentoring and ongoing assistance
- Connect with business financing resources
- Host SCORE business counseling sessions
- Small Business Development Center (SBDC) business plan assistance and advisement
- Hosts six week Entrepreneurial Training Program (ETP) to complete startup business plans

2016 Economic Impact

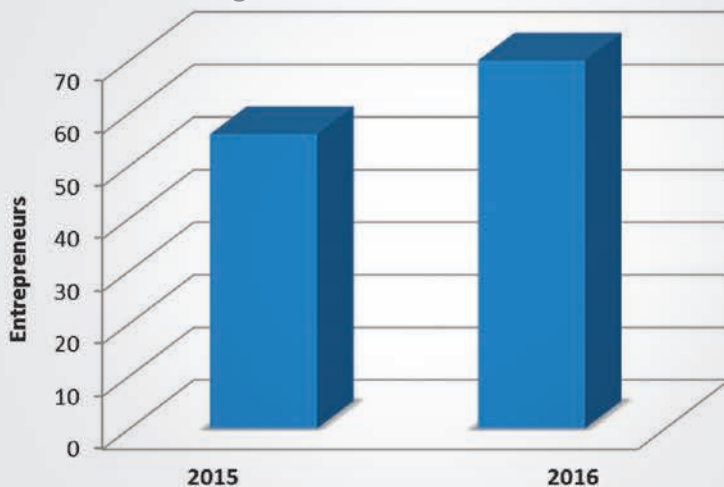


Unemployment Rate
for Manitowoc County
September 2016

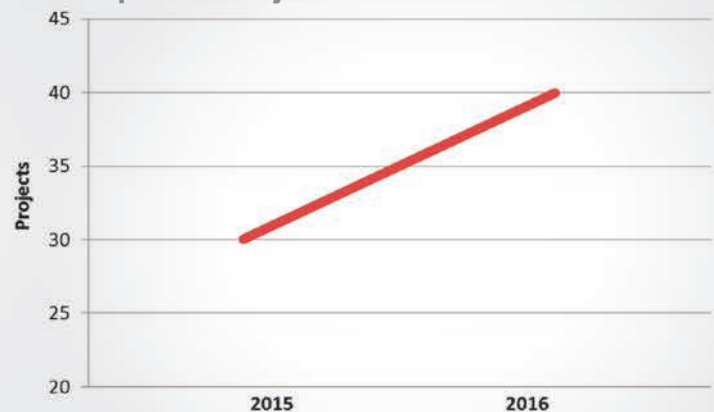
1,275 Job Seekers
Connected with
Employers at
Job Fairs in 2016



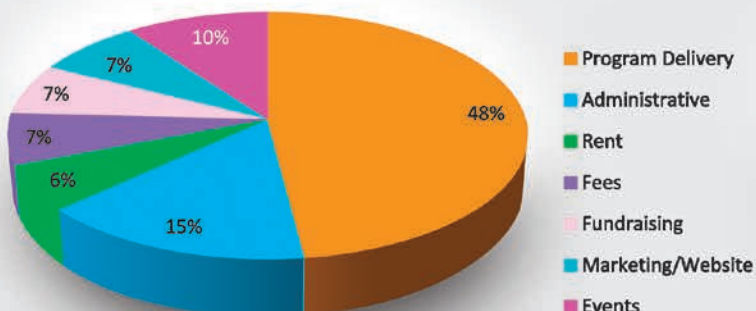
Entrepreneurs Assisted by
Progress Lakeshore 2015 and 2016



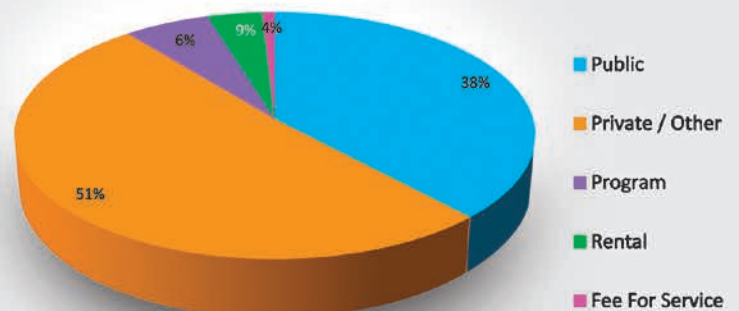
Expansion Projects 2015 and 2016



Expenses



Income





Success Stories



Progress Lakeshore has worked with Dale owner of D&D Woodcrafters in developing his business plan and planning his business expansion since 2014. D&D Woodcrafters, LLC recently completed the purchase of commercial property to expand their shop from the working out of Dale's garage. Progress Lakeshore and the City of Two Rivers assisted with the purchase through the cities Revolving Loan Fund in addition to a bank loan.

D & D Woodcrafters is a total woodworking and cabinet shop that is well known for custom design cabinetry and recreational outdoor wood furniture products.

Dale Eslinger has a long background in the industry that really started with installation and focusing on custom fit and design cabinetry for Burger Boat Co; a very high end builder of custom yachts. There really could be no better training ground for a professional interested in truly custom and very high quality cabinetry.

Dale has operated D & D Woodcrafters for the past eighteen years. The company serves a wide variety of customers and product applications. What makes D & D Woodcrafters different between other cabinet shops is the quality of materials. Our unique design truly stands out when customizing design into existing space is needed. There is no project that gets overlooked, Dale can create anything with a little thought and design.

2016 Business Education Partnership

Progress Lakeshore held a Business Education Partnership Summit for local business leaders to learn how schools are preparing students for the needs of the modern workforce. Along with educating business leaders about what ACP (Academic Career Planning) is and how it impacts students, businesses, schools and the community.

This program connects education to business to provide input on a curriculum development driven by business and industry needs which will provide the skills needed for entry level employment and an educated workforce for Manitowoc County businesses.

"Your words and insights are invaluable and brought a great perspective on the vision that we are trying to share. Thank you for being an ambassador for Manitowoc County and thank you for all that you do, and have done, for the Mishicot and Manitowoc Communities." -Tom Ellenbecker, Mishicot High School Principal/Director of Instruction



Why Invest in Progress Lakeshore?

Progress Lakeshore operates as a Private/Public Partnership with combined investment support from private companies, local governments and applicable grants. These contributions allow us to serve as a catalyst for economic development in Manitowoc County by focusing on our three main purposes:



What does your Involvement in Progress Lakeshore mean for you?

Progress Lakeshore is a uniquely positioned resource organization for entrepreneurs, business owners, investors and site selectors. We help by connecting companies with business resources through local, state and federal programs.

Get Involved!

We have several ways you can participate in or contribute to economic development in Manitowoc County.

Volunteer by serving on a committee

Marketing Committee

Business Retention and Expansion Committee

Entrepreneurial Development Committee

Offer in-kind support & services

Invest in the organization

Annual Investments

Contribute to the Progress Lakeshore Foundation

Sponsor one of our events

Excellence in Economic Development

Awards Breakfast

Pasta for Progress

Let's Talk Business

Social Events

Please email your interest to:

Info@progresslakeshore.org

or give us a call at:

920.482.0540



Progress Lakeshore Annual Investment Level Benefits

Beacon Level: \$20,000+

Recognized as a Title Sponsor of an event
Representative of your company will be given the opportunity to speak at the Title Sponsored event
Annual report update by Executive Director
Featured newspaper article and photo upon contribution
Four complimentary tickets to Annual Event
Recognition at Annual Event
Organization logo and link on Progress Lakeshore website
Organization logo in Annual Report
Organization logo on booth display

Diamond: \$10,000-\$19,999

Annual report update by Executive Director
Featured newspaper article and photo upon contribution
Two complimentary tickets to Annual Event
Recognition at Annual Event
Organization logo and link on Progress Lakeshore website
Organization logo in Annual Report
Organization logo on booth display

Platinum: \$5,000-\$9,999

Annual report update by Executive Director
One complimentary ticket to Annual Event
Recognition at Annual Event
Organization logo and link on Progress Lakeshore website
Organization logo in Annual Report
Organization logo on booth display

Gold: \$3,000-\$4,999

Recognition at Annual Event
Organization logo and link on Progress Lakeshore website
Organization name in annual report
Organization name on booth display

Silver: \$1,000-\$2,999

Recognition at Annual Event
Organization name and link on Progress Lakeshore website
Organization name in annual report
Organization name on booth display

Bronze: \$500-\$999

Organization name and link on Progress Lakeshore website
Organization name in annual report
Organization name on booth display

*Associate: \$100-\$499

Organization name on Progress Lakeshore website
Organization name in annual report
Organization name on booth display

**Individual support also appreciated.*

One-time legacy gifts, in-kind services and event sponsorships are also welcome.

Investments in Progress Lakeshore Inc. are not tax deductible as Charitable Contributions for income tax purposes. Charitable Contributions can be made to Progress Lakeshore Foundation, a 501 (c) 3.



Thank You To Our Investors

MUNICIPAL Partners



BEACON Investors



DIAMOND Investors



PLATINUM Investors



GOLD Investors

Aurora Medical Center
Hawkins Ash CPAs

NextEra Energy-Point Beach
Schenck SC

UnitedOne Credit Union

SILVER Investors

A.C.E. Building Service
Access Investment Advisors
American Transmission Co.
Americollect
Ansary & Associates
Baileigh Industrial
BizTech
BMO Harris Bank

Braun Building Center
Carron Net Company
Cawley Company
City Centre, LLC
Cleveland State Bank
CP Feeds
Federal Mogul Corp.
Formrite Companies

Hamann Construction
Heiden, Inc.
Jagemann Plating
Jagemann Stamping
Kahlenberg Brothers
Kaysun Corporation
KNM, LLC
Lakeshore Technical College

Manitowoc Public Utilities
Parker Hannifin
Seven Lakes Golf & Dining
Skana Aluminum
Steimle Birschbach, LLC
Wisconsin Public Service

BRONZE Investors

AmericInn
Carron, Paul & Boneda
Doneff Companies
Dramm Corporation

First Business Bank
Foster Needle
GT Machine, LLC
Jacobson Paint Finishes

Keller
Krueger International
Manitowoc Pattern & Mfg.
McMullen & Pitz

Michael Best & Friedrich
R & J Fricke
Shellie Kappelman Photography
Wisconsin Redevelopment LLC

ASSOCIATE Investors

Architectural Forest Products

Vida Fitness

Kaeden Services

Meadow Brook Dairy Farms

WI Nationwide

RECIPROCAL Partners

The Chamber of
Manitowoc County

Manitowoc Area Visitor
& Convention Bureau

Manitowoc City Center
Association

Two Rivers Business
Association

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