

# 2024 ANNUAL REPORT

202 North 8th Street, Suite 101,  
Manitowoc, WI 54220

[info@progresslakeshore.org](mailto:info@progresslakeshore.org)  
920.482.0540





## About **PROGRESS LAKESHORE**

Progress Lakeshore is a private-public economic development organization dedicated to accelerating business success in Manitowoc County. Founded in 2004 as the Economic Development Corporation of Manitowoc County, we partner with government and business entities to drive economic growth by supporting businesses, fostering innovation, and enhancing community development.

---

### **Mission**

To retain, grow, and attract businesses, workforce, and entrepreneurship in Manitowoc County through community and regional collaboration.

### **Vision**

To be leaders in the community for economic growth that enhances the quality of life in Manitowoc County.

# MESSAGE FROM THE EXECUTIVE DIRECTOR

As we reflect on the past year, I am proud to share the progress and impact our organization has made in driving economic growth and prosperity in Manitowoc County in 2024. Through strategic initiatives, collaborative partnerships, and a steadfast commitment to innovation, we have achieved meaningful milestones that strengthen our local economy and create opportunities for businesses, entrepreneurs, and residents alike.

For the past 20 years, we have worked diligently to support business retention and expansion, attract new investments, and foster a thriving entrepreneurial ecosystem. By providing essential resources and targeted initiatives, we have helped businesses navigate challenges, seize new opportunities, and remain competitive in an ever-evolving economic landscape.

Our success is built on the strength of our partnerships—with local businesses, government agencies, industry leaders, and community stakeholders. Together, we have launched impactful projects that not only spur economic development but also enhance the quality of life in our region. Looking ahead, as we navigate emerging economic trends and new opportunities, we will continue to adapt, evolve, and lead with purpose.

I extend my sincere gratitude to our dedicated board, staff, partners, and stakeholders for their unwavering support and commitment for 20 years. Your contributions make our work possible, and together, we will continue to create a thriving and prosperous community for all.

- Jamie Zastrow, CEcD, Executive Director, Progress Lakeshore

*Jamie has earned the prestigious Certified Economic Developer (CEcD) designation from the International Economic Development Council (IEDC). This nationally recognized achievement highlights her dedication to excellence and commitment to advancing economic development in Manitowoc County.*



## OUR TEAM



**Ann Flad-Jesion**  
Director of  
Entrepreneurship &  
Business Development



**Jada Haese**  
Marketing and  
Communications  
Specialist



**Nicole Schaus**  
Operations Manager



**Jim Graff**  
Custodian through  
Ascend Services



# MESSAGE FROM THE BOARD PRESIDENT

Having spent my entire life as a resident of Manitowoc County, it never ceases to amaze me all the wonderful things we have occurring in the County. The ongoing economic expansion, fueled by local investments, has created remarkable opportunities for those who have chosen Manitowoc County as their home. If someone had told me, back when I was downsized from a local corporation, that our community would thrive as it does today, I would have found it hard to believe. Yet here we are, witnessing substantial growth firsthand.



When I was given the chance to work with Progress Lakeshore several years ago, I jumped at the opportunity. It has been a pleasure to witness the pivotal role economic development plays in both our local economy and the extended regional communities. I've seen the support Progress Lakeshore offers to new and existing businesses, with access to insight, being a trusted advisor, and creating a thriving ecosystem of collaboration and growth. And each year, we come together to recognize and celebrate the individuals and businesses driving economic impact in our communities at our annual Excellence in Economic Development Awards breakfast, honoring those who drive Progress Lakeshore's mission of "Retain, Grow, and Attract."

As the board president for the 2024-2025 term, I am humbled and honored to lead Progress Lakeshore through its 20th anniversary, alongside our dedicated board, committees, and staff. Our public/private partnerships continue to thrive, and our accomplishments over the past two decades would not have been possible without the support of our municipal, corporate, small business, and individual investors. Your commitment to economic development and entrepreneurship is truly appreciated. I'm also grateful for the expertise and dedication our dynamic board and committees bring to the table, as well as the tireless efforts of the Progress Lakeshore staff in fulfilling our mission and supporting those we serve.

Here's to a year filled with continued growth and success, and I eagerly anticipate witnessing the ongoing prosperity of our Manitowoc County communities that we proudly call home.

- Bob Seal, Senior Vice President - Commercial Banking, Nicolet National Bank

## 2024 BOARD OF DIRECTORS

**Troy Adams - Vice President**  
Manitowoc Public Utilities

**Dr. Tanya Boman**  
Lakeshore College

**Kaitlin Brice**  
Prevea Health

**Cory Erlandson**  
School District of Mishicot

**Scott Ferguson**  
Lakeside Foods

**Judy Ferry**  
Village of Mishicot

**Michelle Froehle**  
R&R Insurance

**David Funkhouser**  
City of Kiel

**Todd Glover**  
Todd Glover State Farm Agency

**Stacy Grunwald**  
Village of Cleveland

**Mylea Juidici**  
Aurora Health Care

**Ryan Kauth**  
WI Center for Employee Ownership

**Nick Murray**  
Redline Plastics

**Mayor Justin Nickels**  
City of Manitowoc

**Abbey Quistorf**  
The Chamber of Manitowoc County

**Bill Schlei**  
City of Manitowoc

**Doug Schwalbe**  
Keller, Inc

**Robert Seal - President**  
Nicolet National Bank

**Eric Sitkiewitz**  
Allstates Rigging

**Michelle Szymik - Secretary**  
Wisconsin Aluminum Foundry

**Amy Townsend**  
Berkshire Hathaway Starck Real Estate

**Angie Ulness**  
Ragnar Holsteins

**Michael Yeh**  
Michael Best

**Seth Zipperer - Treasurer**  
CLA

# 20 YEARS OF PROGRESS: MILESTONES THAT SHAPED MANITOWOC COUNTY

## 2004

We began our efforts to impact the economic vitality of Manitowoc County by forming the first Board of Directors for the Economic Development Corporation of Manitowoc County. In the fall of the year, the board hired Ken Stubbe as our first Executive Director. By November, we were delivering services to local businesses. In just a few months, we engaged nearly 600 business and community leaders and presented our vision to 40 organizations, fostering partnerships that would become essential for future growth.



Roundtable Discussion with EDC Members

## 2005

The Economic Development Corporation of Manitowoc County (EDC) expanded the organization's reach to serve 77 clients. To support aspiring entrepreneurs, we held a seminar on how to start a business. Additionally, the formation of the New Capital Fund Investment Group was a pivotal achievement. This \$11 million fund, backed by investors from 18 Northeast Wisconsin counties, expanded our role in driving regional economic development.

## 2007

We helped Sargento in Kiel with an \$8 million expansion by assisting the City in crafting a \$350,000 financial incentive to complement a state incentive package. The project resulted in a 60,000 sq. ft. expansion and the creation of 100 new jobs and retention of 330 existing jobs. When Polar Ware/Stoelting was considering moving to other states, the EDC assisted them in securing local and state incentives that allowed them to make their current location in Kiel work by adding approximately 100,000 sq. ft. to their existing plant at an estimated cost of \$7 million. This resulted in the addition of 100 new jobs and the retention of 190 existing jobs in the county. In the City of Manitowoc, the EDC helped Americollect evaluate various development options and ultimately build a new facility in the I-Tech industrial park, increasing their capacity to hire additional staff.

## 2006

We brought on 137 new clients and formed the EDC Private Investment Committee, designed to quickly review substantial local capital investment opportunities. We also secured a \$40,000 EDA Process Improvement and Training Grant to support our initiatives. In collaboration with Lakeshore Technical College and the Job Center, we helped create a program that funded and trained unskilled workers for manufacturing jobs, addressing a critical workforce need. Additionally, we played a key role in organizing a regional business plan contest, which awarded \$25,000 in prizes to 8 winners.



Americollect Ground Breaking



## 2008

The EDC assisted Orion Energy Systems/Great Lakes Technologies in securing \$854,500 in tax credits for their \$14 million expansion that was expected to create 170 jobs and retain 230. The EDC worked closely with the city and state partners to coordinate a \$1.2 million financial package that allowed Federal Mogul to conduct a \$12.6 million expansion, creating 75 jobs and retaining 550. The organization also played a key role in coordinating conversations that resulted in securing new ownership for Invincible Office Furniture Solutions when the company was poised to close, resulting in preserving 80 jobs in Manitowoc. And our organization provided the information that ultimately attracted the \$9 million Festival Foods project which was projected to create 200 jobs.



Dermatology Associates of Wisconsin Headquarters Rendering

## 2010

In 2010, we responded to 15 site selection requests and provided targeted advice to Manitowoc companies on business growth, financing options, and market research.

Additionally, the second year of the High School Manufacturing Mini Chopper Project engaged 48 students across five teams, fostering interest in manufacturing careers. We also supported the Lakeshore International Networking Knowledge Exchange (LINKe), a group promoting and educating on international trade in Manitowoc, Sheboygan, and Calumet counties. LINKe offered five low-cost bi-monthly seminars on topics like managing international trade and finance risk.



President Obama at Orion Energy Systems



Festival Foods Ground Breaking

## 2009

We helped Dermatology Associates of Wisconsin expand its Manitowoc headquarters by securing \$568,000 in tax credits and \$750,000 in Tax Increment Financing. This led to a five-story, 50,000 sq. ft. building, the creation of 124 new jobs, and the retention of 51 jobs. We also supported PDJ Cutting in launching its metal cutting and fabricating business, including participation in the 10-week E-Seed Entrepreneur Course. Additionally, through an EDA grant first obtained in 2007 by the Wisconsin Manufacturers Extension Partnership and administered by us, nearly \$74,000 was granted for process improvement and workforce training to five Manitowoc manufacturers.



Mini Chopper Unveiling

## 2011

In January, President Barack Obama made a historic visit to Manitowoc, marking the first time an in-office president stopped in the city. During his visit, he toured Skana Aluminum, Orion Energy Systems, and Tower Tech Systems (now known as Broadwind Towers), complimenting the community on its resilience and ability to reinvent itself. That year, we partnered with Leede Research to conduct the first Manitowoc Quality of Life Survey, gaining baseline information about the community. Additionally, we supported Wisconsin Aluminum Foundry's 30,000-square-foot expansion, helping secure \$210,000 in potential economic development tax credits.



## 2012

We held our first annual Excellence in Economic Development Awards and hosted six Russian business leaders through the Open World Program. We also organized a joint municipality collaboration event to address community challenges and conducted 28 company visits through the Business Retention and Expansion (BRE) Committee to support local growth. Additionally, we introduced the Lakeshore Industry Cluster Initiative, a forward-looking, five-county economic development effort to strengthen economic activity in key industries such as manufacturing, agriculture, energy, and tourism.



Kewaunee Power Station Closing— Economic Response Team

## 2014

We celebrated 10 years of driving economic growth and unveiled our new name and branding as Progress Lakeshore, setting the stage for continued progress in the region. We also played a key role in Ironwood Plastics' \$19 million expansion in Two Rivers through a collaborative incentive package with the City of Two Rivers and the Wisconsin Economic Development Corporation resulting in 80 new jobs. Additionally, we assisted Cawley Company in expanding its Manitowoc operations by relocating additional functions from Minnesota. Jagemann Plating also began work on a 36,000-square-foot addition to its Manitowoc plant, a \$4.5 million expansion expected to add up to 35 employees.



Ground Breaking for the Artist Lofts



First Annual Excellence in Economic Development Awards

## 2013

We held 22 educational seminars to support local entrepreneurs and launched the EDC Mentor Program, connecting start-ups and existing businesses with mentors to address challenges through monthly meetings. In response to the Kewaunee Power Plant closure, we partnered with the Kewaunee County Economic Development Corporation to develop an action plan called Aligning the Region for Economic Success. And the EDC participated in Manitowoc's Riverfront Alliance, which was evaluating opportunities to enhance the commercial and recreational use of the area's water assets.



Ironwood Plastics Expansion Press Conference

## 2015

Over \$34 million was invested in eight business expansions across Manitowoc County, including support for Kaysun's \$1 million revolving loan fund with the City of Manitowoc. We also collaborated with the City of Kiel to help open the new AgriStaff staffing agency office. Another major investment was the 40-unit Artist Lofts complex, which brought nearly \$8 million in private investment equity dollars into Manitowoc, and was supported by WHEDA tax credits. We also supported the City of Two Rivers in the pursuit of funds to renovate the Edgewater Terrace Apartments, which was financed with \$300,000 of tax increment funds and \$256,000 of 212 WHEDA low-income housing tax credits.



## 2016

We hosted a six-week Entrepreneurial Training Program (ETP) to help participants develop startup business plans.

Additionally, we held a Business Education Partnership Summit, bringing local business leaders together to learn how schools are preparing students for the modern workforce. We also supported KNM in their 6,000-square-foot expansion and provided data that assisted Holy Family Memorial in deciding to break ground on a new 15,000-square-foot outpatient facility in Two Rivers. We coordinated conversations with community leaders around the departure of the Manitowoc Company.



R2H MPU Check Presentation

## 2018

Progress Lakeshore assisted Robinson Metal in expanding from De Pere to Manitowoc County, securing a lease for 112,000 sq ft in the former Manitowoc Crane Building B. We also supported Lakeside Foods' \$40 million expansion, including a 100,000 sq ft addition, by coordinating with county and city officials on TIF options and securing tax credits through the WEDC. Additionally, Progress Lakeshore supported Brunner Fabrication in their development. And we provided economic data and feasibility analysis for the Maribel Grain gas station project and facilitated connections with a potential partner occupant for the building. Investors Community Bank, which was later acquired by Nicolet National Bank, purchased the former Manitowoc Company headquarters building.



Redline Plastics Ground Breaking



KNM Expansion Ground Breaking

## 2017

Progress Lakeshore launched its first benefits survey and conducted 70 entrepreneur counseling sessions to support new business growth. In partnership with Kewaunee County EDC, we developed the Lakeshore Wisconsin Manufacturing Supply Chain Directory to help local manufacturers identify new suppliers and market opportunities. We assisted R2H in its \$5.6 million new business development by coordinating financing opportunities. Additionally, the organization assisted Dowco in its \$2.5 million expansion by providing data and coordinating incentives, resulting in 40 new jobs.



Lakeside Foods Ground Breaking

## 2019

Progress Lakeshore assisted in attracting Alliance Laundry Systems into a building vacated by Manitowoc Cranes. The project included a \$29 million investment, occupying 330,000 sq. ft., and creating 250 jobs. Other projects we supported in 2019 included Redline Plastics' \$12.5 million investment, assisting in the \$6.9 million Riverside Foods expansion, coordinating a revolving loan to support the opening of Strand Adventures, providing workforce support when Tramontina closed, and celebrating the opening of The Wharf, the Waterfront Wine Bar, Pizza Garden, and a downtown location for Lakeshore Technical College.



## 2020

Progress Lakeshore supported the local economy despite the pandemic by coordinating COVID-19 resources and funding opportunities for both small and large businesses. We also supported Konecranes' \$55 million construction of 140- and 170-ton crane rail platforms, with \$1.9 million in WIDOT-assisted harbor improvements, boosting Broadwind Heavy's business. Our first Level Up Pitch Event was held in a virtual format in 2020, and we organized a virtual job fair for manufacturers. Additionally, we celebrated the long-awaited openings of both the Schuette Building and Meijer.

## 2022

In 2022, we hosted our first Investor Exclusive event, now known as the Acceleration Breakfast, featuring guest speaker Michael Nolan. In partnership with our early childhood taskforce, Progress Lakeshore was awarded the Dream Up! Childcare Supply Building Grant, securing \$75,000 to evaluate, plan, sustain, and expand childcare programs in the region. Additionally, we relaunched our Entrepreneurial Training Program, which assisted seven participants in analyzing their industries and target customers to build business plans that support their business development journeys.



Konecranes' Big Blue Leaving Manitowoc.  
Photo: Vagabond Creative Studio



First Investor Exclusive Event

## 2021

We assisted in attracting Ammo Inc. to Manitowoc County and supported Dramm Corp. in their facility expansion, helping drive economic growth in the region. Additionally, we launched the first Local Box fundraiser, highlighting the diverse small businesses in Manitowoc County. In another key initiative, we hosted our first in-person LEVEL Up Pitch Contest, where Emilee Rysticken of Two Rivers pitched the High Lift Coffee Shop, winning both the local contest and the regional NEW Launch Alliance Pitch Contest. We also assisted 37 businesses throughout the county in their application for Mainstreet Bounceback grants to support them in new locations. We cheered as the community waved goodbye to Konecranes' Big Blue as it left the port of Manitowoc and headed for the US Navy shipyard in Maine. Additionally, the Early Childhood Education taskforce was formed to begin addressing the childcare shortage that was impacting families and employers.

## 2023

In 2023, we worked to attract ClearSky Health to develop a rehabilitation hospital in Manitowoc County and collaborated with the Village of Cleveland to create a tax incremental district. We also focused on supporting existing entrepreneurs by launching the Circles of Seven (C7) small business mentoring program. Additionally, we introduced the first edition of Acceleration News, a quarterly newsletter that is exclusive to investors. We kicked off the Founders Connection networking series to further strengthen and foster a vibrant entrepreneurial ecosystem. 2023 also saw the opening of CRusched Smash & Art Studio, Manitowoc Pedalers, The Fringe, and the Paper Crane bookstore, among others.

# HONORING OUR PAST, BUILDING OUR FUTURE



# 2024 NOTABLE HIGHLIGHTS



**99**

Entrepreneurs Served



**75**

Businesses Utilized  
Workforce Resources



**8**

LEVEL UP Pitch Contest  
Participants



**40**

Business Visits Conducted



**17**

Entrepreneurial Training  
Program Participants



**26**

Properties Submitted to  
Businesses



**30**

Businesses Attended  
Founders Connection



**13**

Municipalities Reached



**29**

Entrepreneurial Boot Camp  
Participants



**29**

Business Sought Assistance

# RETAIN, GROW AND ATTRACT

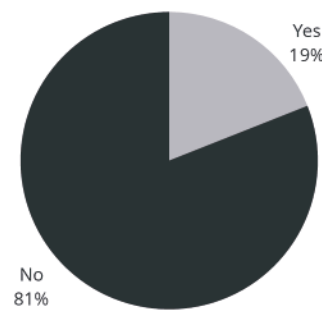
## Retain

Progress Lakeshore plays a vital role in business retention by launching initiatives that strengthen existing businesses, enhance the local business environment, and promote long-term economic stability. Business visits create a platform for confidential discussions with leaders, allowing for a deeper understanding of company needs and challenges while also identifying emerging trends and market shifts. These strong relationships foster collaboration, resulting in solutions that support and strengthen our business community.

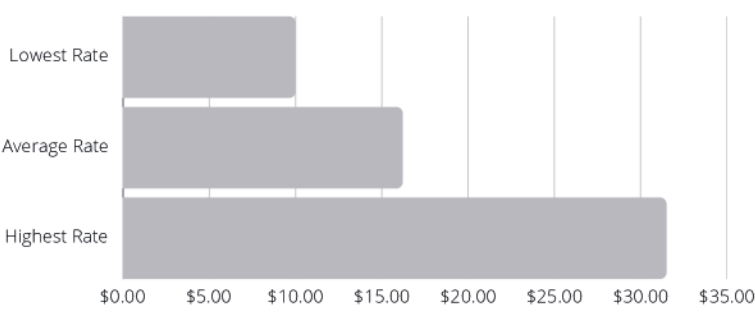
Workforce development remains a top issue for local businesses. Progress Lakeshore enhances the talent pipeline by bridging the gap between workforce needs and available skills. We work in partnership with schools, colleges, and universities to advocate for curriculum that meets industry needs. In collaboration with area organizations, we coordinated the Lakeshore Community Job Fair to connect job seekers with local employers.

As part of our business retention efforts, we conduct annual surveys to assess the benefits and wages offered by local employers. We conducted two separate surveys: the first focused on turnover rates and reasons, insurance coverage, and paid time off; the second was a comprehensive wage survey covering all industries. A total of 87 participants contributed to the surveys, and the results were shared with the companies that took part in each survey. Below is a selected overview of the topics and categories included in our surveys in 2024.

Childcare Benefit Offered (All Industries)



Starting Minimum Wage (All Industries)



Addressing barriers to employment is crucial for building a strong workforce and ensuring businesses have access to the talent they need. Progress Lakeshore remains committed to working with local partners in the Early Childhood Education Support Network to tackle childcare challenges that impact individuals' ability to fully engage in the workforce.

Recognizing that the lack of broadband, particularly in rural communities, significantly impacts talent attraction and business growth, Progress Lakeshore facilitated Manitowoc County's participation in the New North Broadband Alliance project. This initiative focused on pinpointing areas within our county that require broadband improvements to ensure funding is available for bringing internet service providers to those locations.



# RETAIN, GROW AND ATTRACT

---

## Grow

Progress Lakeshore plays an essential role in supporting business growth by providing resources and nurturing the growth of startups and small businesses. We coordinate an entrepreneurial ecosystem designed to foster innovation, facilitate business creation, and promote sustainable growth. In 2024, we grew the Founders Connection, a series of networking events for local entrepreneurs to gain insights from their peers and industry experts. We graduated the first class of Circles of Seven (C7) participants, a mentor/protégé program supporting small business owners. We saw continued growth in entrepreneur 1:1 counseling and participation in our bootcamps and Entrepreneur Training Program.

"My C7 experience was fantastic! I looked forward to hearing the ideas, discussions, and feedback, because we never knew where we were going to wind up. I brought something back to my business EVERY.single.time."

- Becky Richards | Summit Clinical Services



## Attract

Following much planning, including the creation of a new Tax Incremental District, we celebrated the groundbreaking for ClearSky Rehabilitation Hospital Lakeshore in the Village of Cleveland. Bringing this specialized healthcare facility to Manitowoc County was a team effort between Progress Lakeshore, Village leaders, our local healthcare partners, and more.



# 13th Annual EXCELLENCE IN ECONOMIC DEVELOPMENT AWARDS

Progress Lakeshore held our 13th Annual Excellence in Economic Development Awards Breakfast on Tuesday, May 7, 2024, at The Venue at Union Square in Manitowoc. The Annual Awards Breakfast recognizes the best economic development projects and the year's most influential leaders. These prestigious awards honor organizations and individuals for their efforts in creating positive economic change in our community. The following five awards were presented to local businesses and individuals for contributions to the lakeshore community.

Sponsors for this event included: Bank First and R&R Insurance (Title Sponsor), Nicolet National Bank and Lakeshore College (Platinum Sponsors), Parker, Prevea Health and Fox Communities Credit Union (Gold Sponsors), Wisconsin Aluminum Foundry, and Skana Aluminum (Silver) and Allstates Rigging (Raffle Sponsor).



**Corporate Investment**  
**The Inn on Maritime Bay**  
**Honorable Mention:**  
**Allstates Rigging**  
Sponsored By: CLA



**Entrepreneurial Achievement**  
**The Executive Concierge**  
**Honorable Mention:**  
**CRusched & Mishicot Managers**  
Sponsored By: UnitedOne Credit Union



**Neighborhood Development**  
**Mike Howe Builders**  
**Honorable Mention:**  
**Dollar General**  
Sponsored By: Froedtert Holy Family Memorial



**Community Enhancement**  
**Central Park West 365**  
**Honorable Mention:**  
**CESA 6 College and Career Readiness Division**  
Sponsored By: Jagemann Stamping



**Economic Accelerator of the Year**  
**Brandon Bartow**  
**Honorable Mention:**  
**Jamie Dahmer**  
Presented By: Nicolet National Bank, 2023 Winner





# ACCELERATION

## Acceleration Breakfast

The 2024 Acceleration Breakfast was a tremendous success. More than 140 participants enjoyed a delicious breakfast catered by Grow It Forward, engaged in valuable networking, and were inspired by guest speaker John McHugh, Vice President of External Relations at Kwik Trip, whose presentation left a lasting impression on everyone present. One attendee shared, "Absolutely loved the presentation this year. The stories that were told were moving and felt relatable, but I am walking away with awareness of my actions." This powerful feedback highlights the impact of the event, reinforcing its value in fostering meaningful connections and personal growth.

A special thank you to our sponsors, Manitowoc Public Utilities and Burger Boat Company.

## Acceleration News

Our Acceleration newsletter is a quarterly, investor-exclusive benefit that keeps our supporters informed about key economic trends in Manitowoc County. Each issue features an economic outlook from Rawley Point Economic Advising, along with workforce data, industry insights, and the latest updates from Progress Lakeshore.

# LOCAL BOX MANITOWOC COUNTY

Progress Lakeshore's Local Box Manitowoc County is a unique fundraiser that supports economic development and entrepreneurial programming in Manitowoc County. Each box is thoughtfully curated with products from local businesses, showcasing the region's vibrant small business community. For the 2024 edition, Progress Lakeshore sourced and assembled a collection of 12 exceptional products from 11 small businesses, offering the public a true taste of Manitowoc County.

This initiative was made possible thanks to the support of Local Champion Sponsors Wisconsin Aluminum Foundry and Burger Boat Company, as well as Local Supporter Sponsors R&R Insurance, Prevea Health, Bartow Builders, and Skana Aluminum.



# ENTREPRENEURIAL PROGRAMMING

## LEVEL UP Pitch Contest

On November 14, 2024, eight local entrepreneurs competed in Progress Lakeshore's 4<sup>th</sup> annual Level Up Pitch Contest at Farm Wisconsin Discovery Center. Peggy Sonnenburg of Peggy Bakes in Valders won the \$1,000 grand prize with her pitch for clean granola, free of refined sugar. She later won first place at the New North regional competition, earning an additional \$2,000. Jessica Wegener took second place, winning \$500 for Sunshine & Sass Creations (now known as Mortar and Petal), which offers DIY elderberry syrup kits for an easy, affordable immune boost. The Level Up Pitch Contest continues to help local entrepreneurs refine their ideas, gain exposure, and secure funding.

Sponsors for this event were U.S. Bank and Seehafer News, with WBD providing the cash prizes.



## Boot Camps

Throughout 2024, Progress Lakeshore hosted four So You Want to Start a... boot camps, providing entrepreneurs with the tools and knowledge to launch their ventures. These included sessions on starting a business, the nonprofit model, childcare service, and food business.

This initiative was made possible by the support of our series sponsor, Kohler Credit Union. Additionally, U.S. Bank sponsored the So You Want to Start a Childcare Business Boot Camp.

## Entrepreneurial Training Program (ETP)

The Entrepreneurial Training Program (ETP) is designed to help individuals develop a plan for a thriving, profitable business. In this program, a group of 16 entrepreneurs learned to identify customers, determine their needs, and analyze that information to develop a feasible plan for starting or growing a business.

Through instruction by Kate Owens (Small Business Development Center at University of Wisconsin Green Bay), and guest speakers, the course served entrepreneurs who are considering starting a business, owners of existing businesses that want to get a handle on all the details, and those owners with successful companies that want to grow. Scholarships were provided to ETP participants courtesy of the Progress Lakeshore Foundation.

Thanks to our ETP sponsors, Kohler Credit Union and U.S. Bank.





# ENTREPRENEURIAL PROGRAMMING

## Founders Connection

In 2024, we hosted four Founders Connection events —exclusive gatherings designed to bring together entrepreneurs and business owners to network, share insights, and learn from successful peers.

Featured speakers included:

- Theresa Falvey-Hunt, State of Grace
- Patrick & Deanne Weier, PDJ Cutting and Fabricating
- Randy & Barb Lueptow, Wrap It Up
- Dean & Tonya Dvorak, Action Realty

These events continue to foster connections and inspire growth within Manitowoc County's business community.



## Circles of Seven



In May, we celebrated the graduation of our first class of Circles of Seven (C7) participants. Now in its second year, C7 continues to provide valuable support to small business owners across Manitowoc County through a structured group mentoring model.

Facilitated by MartinKarl Consulting—an esteemed economic and small business development agency based in Illinois—C7 equips entrepreneurs with the support and insights needed to navigate the challenges of business growth.

The program launched its second cohort in September, bringing together a diverse group of business owners who meet monthly to engage in guided discussions on key topics such as human resources, financial management, and strategic growth.

By fostering collaboration, sharing expertise, and providing mentorship, C7 strengthens the local business community and helps entrepreneurs build sustainable, thriving enterprises.

Thank you Associated Bank for sponsoring our C7 Program.

# 2024 SUPPORTERS

We are grateful for the generous investors and sponsors who support our efforts to propel economic growth and enhance the quality of life in Manitowoc County.

## Municipal Partners



**MISHICOT**  
*Wisconsin*



## Diamond (\$10,000 +)



**Nicolet**  
NATIONAL BANK

**SEEHAFERNEWS**  
.COM

## Gold (\$5,000 to \$9,999)



**JAGEMANN**  
STAMPING CO.

**LAKE SHORE**  
COLLEGE



**PREVEA**  
health



**usbank**

**WAF** WISCONSIN  
ALUMINUM  
FOUNDRY  
TRUSTED SINCE 1909



# 2024 SUPPORTERS

## Silver (\$1,000 to \$4,999)

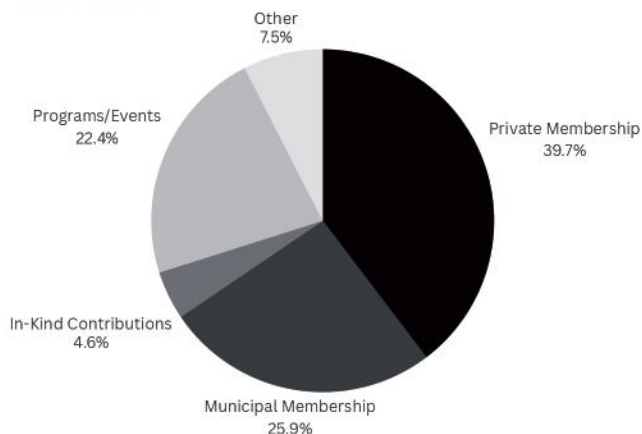
- A.C.E. Building Service
- Americollect
- Ansay & Associates
- Associated Bank
- BMO Harris Bank
- Burger Boat
- Cawley Company
- Choice Commercial Real Estate
- City Centre
- Cleveland State Bank
- CP Feeds
- Dramm Corp.
- Eck Industries
- Fox Communities Credit Union
- Hamann Construction
- Hawkins Ash CPAs
- Jagemann Plating
- Kahlenberg Industries
- Keller, Inc.
- Lakeside Foods
- Lupke & Associates
- Merit Financial Advisors
- Mike Howe Builders
- NextEra Energy
- Parker Hannifin
- R&R Insurance
- Redline Plastics
- Skana Aluminum
- Skylight Wealth Management
- UW-Green Bay Manitowoc

## Bronze (\$250 to \$999)

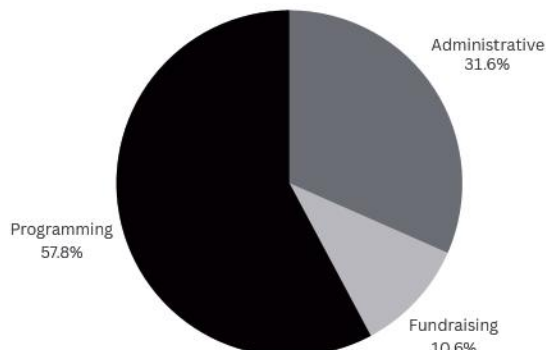
- Big Brothers Big Sisters WI Shoreline
- Braun Building Center
- Carron Net Company
- Clocktower Advisors
- Doneff Companies
- Eis Implement, Inc.
- Eric Sitkiewitz
- Fehr Graham Engineering & Environmental
- Felician Village
- Heiden, Inc.
- John Foster, CBS-Global
- JPMorgan Chase
- Lakeshore Community Health Care
- Luxe Beauty Bar
- Manitowoc Marina
- Paul & Bonnie Carron
- Rawley Point Economic Advising
- Robinson, Inc.
- Steimle Birschbach
- TDS Telecom
- The Executive Concierge
- Todd Glover State Farm Agency
- Wisconsin Nationwide
- Wisconsin Redevelopment LLC

# FINANCIAL SUMMARY

## Income



## Expenses





@PROGRESSLAKESHORE



@PROGRESS LAKESHORE, INC.



@PROGRESSLAKESHORE



[WWW.PROGRESSLAKESHORE.ORG/NEWS/NEWSLETTER/](http://WWW.PROGRESSLAKESHORE.ORG/NEWS/NEWSLETTER/)