

**CHIPPEWA
COUNTY**

*Wisconsin's Spirit
of Innovation*



**ECONOMIC
DEVELOPMENT
CORPORATION**

www.chippewa-wi.com

Newsletter

A Summer of Progress!



End of Summer 2019



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Evidence of economic health



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Every business needs a personal, **on-site** visit



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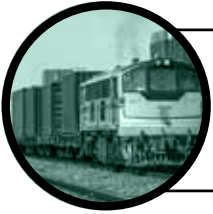
Crown jewel - CCEDC's 2019 Annual Meeting



See you at
Cowboy Jack's
for the
**2ND ANNUAL
HATCH!**

Oct 17, 2019

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Local company is a finalist

Save the Date!

2020 CCEDC Annual Meeting

May 22nd, 6:30 a.m.

Location to be Announced






The Dirt on Summer Construction

One of the major reasons Chippewa County is able to compete for economic development projects is that community leaders had the foresight to take the Chippewa County Farm and turn it into the Certified Shovel-Ready Lake Wissota Business Park (LWBP). The Chippewa County Economic Development Corporation (CCEDC) played an integral part in moving the concept of a state-of-the-art, modern business park to a reality of being one of Wisconsin's fastest-growing business parks.

Nordson EDI Extrusion Dies Industries, LLC (EDI) has been a major employer in the City of Chippewa Falls since 1971; the company through acquisition grew over the years. The City of Chippewa Falls, Chippewa County Economic Development Corporation (CCEDC) and Chippewa County were an essential contributor in the companies plan to build a new, modern 145,000 sq. ft. world headquarters and manufacturing facility for its EDI and Premier extrusion and coating product line in LWBP. The team worked aggressively to build a business case for the Nordson EDI Business Expansion project in

Chippewa Falls and put a package together that enabled the company to stay in the community and retain their most valuable assets – their employees.

Chippewa County continues to see residential housing construction and increased commercial/industrial construction. Bloomer Machine has almost completed their expansion. Recently, CCEDC and the economic development team worked with DHL, who received approval to construct a 125,000-square-foot facility, costing \$6 million, and would help HPE in their expansion operations in Chippewa County. 



Market & Johnson is finishing up on Nordson EDI \$18M project in Lake Wissota Business Park.



Bauman Construction breaks ground on Vincent Tools for their expansion in Lake Hallie's DGS Industrial Park.



The \$6M Oakleaf Clinic is being finalized in Lake Wissota Business Park by Hoeft Builders



The summer of 2019 continues to see single-family and multi-family home construction increases.



Market & Johnson is rapidly tackling the HPE expansion in Chippewa Falls.



Bloomer Machine's expansion is being wrapped by Bauman Construction in Chippewa County.



Hoeft Builders are ahead of schedule on the Advanced Laser expansion in Riverside Industrial Park in Chippewa Falls.

BEAR Business Expansion And Retention


CCEDC utilizes three ways to facilitate the creation of jobs and capital investment within the Chippewa Valley. **First**, working to help in the creation of new firms (entrepreneurial development like our HATCH and Pitching events). **Second**, attraction of external firms to our area (business recruitment like the Fleet Farm Distribution Center. **Third**, since up to 80% of net new jobs and capital investment in the Chippewa Valley is generated by existing firms, CCEDC uses a strategy of working to improve the growth/expansion of our existing firms (Business Expansion and Retention, or our **BEAR Program**).

Just recently the CCEDC BEAR team visited several businesses, organized ribbon-cutting and ground-breaking ceremonies reinforcing their importance to our economy. BEAR Ribbon-Cuttings and Ground-Breaking events were held for Security

Financial Bank and ABECS Global, while BEAR visits were completed with Bloomer Machining, Vincent Tool, and Wissota Tool.

BEAR visits help business owners and management teams learn more about their operations, future, and growth opportunities. These business visits are a vital component to the CCEDC BEAR program. CCEDC representatives and staff scheduled these business visits that are designed to gather information that helps to understand the issues, opportunities and/or concerns of companies in the Chippewa Valley. By engaging in personal, face-to-face contacts with our local businesses, it demonstrates and convinces business leaders on both sides that they are important to Chippewa County.

After the BEAR Visits, CCEDC staff provided follow

up to any issues or questions that arose during the meetings and will remain in contact with that business as appropriate, providing assistance when needed. 



Security Bank Ribbon Cutting celebrating their expansion into Bloomer, WI.



CCEDC BEAR Visit Team learns more about Wissota Tool



Vincent Tool Ground-Breaking for their expansion in Lake Hallie.



BEAR Ribbon-Cutting for ABECS Global's new home in Stanley, WI.



Bloomer Machine hosts the CCEDC BEAR Visit Team.

Awards

Each year, during the CCEDC's Annual Meeting, BEAR awards are given to those local businesses that have been nominated for their outstanding accomplishments, recognizing these local businesses and their contributions to improving our local economy.

"BEAR Awards are a way to acknowledge those existing businesses that have had an amazing positive impact on our community by implementing innovative strategies and working to help solve issues." Said Charlie Walker, President/CEO of the CCEDC.

Barron County Cheese received the Chippewa Valley Exporter of the Year Award for their efforts of beginning to export their products and bring attention to the value exporting can play in expanding the Chippewa Valley economy.

Employee-owned Kurth Sheet Metal Inc. in Lake Hallie won the Chippewa County Construction

Industry Partner of the Year. This award highlights the importance of the construction trades and its impact on the local economy.

ABECS Global of Stanley received the Entrepreneur of the Year accomplishment for their boot-strapping approach to business growth.

A-1 Excavating in Bloomer, Kurt Manufacturing in Cornell, and Fleet Farm Distribution Center in Chippewa Falls all received the Business of the Year acknowledgment with Fleet Farm Distribution being awarded the Overall County Business of the Year Award.

CESA 10's Chippewa Valley Youth Apprenticeship Program was recognized as the 2019 CCEDC Economic Development Partner for promoting apprenticeship and internship opportunities in the skilled trades. This BEAR Award also served as a platform for the Apprenticeship Signing Day, where over



Senator Kathy Bernier recognizes the importance of the Chippewa Valley Youth Apprenticeship Program and emceed the Youth Apprenticeship Signing Awards.

a half-dozen companies were recognized for hiring Youth Apprenticeship graduates and in turn, these future workers signed their offers of employment.

In addition to these BEAR Awards, CCEDC also looks for federal, state, and regional recognition platforms for our existing platforms to be nominated for.

Continues on P. 11



Overall Business of the Year: DHL Fleet Farm



Quad. 1 Business of the Year: A1 Excavating



Apprenticeships recognized at job signing event



Exporter of the Year: Barron County Cheese



Quad. 2 Business of the Year: Kurt Mfg.



Partnership Award: CESA 10



Entrepreneur of the Year: ABECS Global



Quad. 3 Business of the Year: C.F. Fleet Farm & C.F. DHL-Fleet Farm Distribution Center




Construction Partnership: Kurth Sheet Metal

2019 Annual Meeting

Amber Balcaen, often referred to as “the underdog of NASCAR”, because she has overcome much adversity in making her way into the NASCAR ranks was the keynote speaker at the 2019 CCEDC Annual Meeting. She became the 1st Canadian female to win a NASCAR sanctioned race in the USA, named Rookie of the Year, and stars in the brand new NASCAR reality show titled “Racing Wives” on CMT. She is the President of her own company, Amber Balcaen Racing Inc.

CCEDC’s 24th Annual Meeting was a breakfast event held at Hawthorne Aviation, where economic development investors, stakeholders, and supporters gathered to celebrate our organization’s past accomplishments and get motivated for the upcoming year. Over 530 attendees heard Amber Balcaen motivate the audience in staying in “their race” by building a winning team and crew, and staying on track of your organizations’ objectives, and not just using traditional methods when hiring employees.

CCEDC also recognized outgoing board members for their contribution and dedication to our mission, approved the next incoming board of director members, and presented Business Expansion And Retention (BEAR) Awards. 



Keynote Speaker Amber Balcaen inspired over 500 business leaders “determination, persistence, and ability to stay in the race are characteristics employers should look at before what type of degree someone has.” As she shared her message of her own success story.



State Representative Warren Petryk emceed the Annual Meeting



Each year, hundreds of local business professionals look forward to the CCEDC Annual Meeting for the opportunity to network with each other and catch up on exciting news.



Annual Meeting guests enjoy the arrangements

EXPORTING


Freight Forwarding 101

I ncreasing our local exports is an important activity of the CCEDC because of its possibilities for county growth. Mid-State Truck Service Inc. hosted a CCEDC event where a dozen local businesses interested in learning about expanding their business through exporting gathered to learn the role of a freight forwarder. "Any local business needing to expand to the next level must consider exporting as a key part in that expansion strategy," stated CCEDC investor and owner of Mid-State Truck Services, Tom Vandehey.

Less than 1 percent of Chippewa County companies export and less than half of those sell goods and services to more than one country. Most local businesses, especially small and medium-sized companies, view exporting as a very risky venture and lack enough resources and information to mitigate the risk of doing business overseas. Because exporting opportunities are not widely pursued by the majority of Chippewa Valley businesses, CCEDC through its Business Expansion and Retention (BEAR) Program organizes several informational "Roundtable Networking Luncheon" designed to build support for exporting.

The Camelot Company presented CCEDC's first Freight Forwarders-101 for July's Roundtable Networking Luncheon. The Camelot Company was established in January, 1977 as a company dedicated to inbound Customs clearance services. Camelot holds an FMC license to handle import cargo, and has a dedicated partner that handles all export cargo. The next generation of the Case family, daughter Kellie, joined the firm in 1996 and earned her Customs broker license and currently holds the position of Vice President.

Kellie Case helped attendees learn more on the details of shipping process, customs briefing, incoterms, and ocean freight. "I believe training and education are paramount to differentiating us from our competition. Customs expects brokers to be up-to-date on the latest changes and developments and we want to be able to share this vital information to businesses in the Chippewa Valley," she stressed.

The Roundtable led to further discussion among attendees about issues that they have faced in the past, and helped clarify and answer questions on how to better handle exporting situations. 




TTM Technologies acquires i3, of Endicott - a complex circuit board manufacturer - and is moving the operations to Chippewa Falls. The company that TTM acquired is the sole supplier of complex circuit boards used in IBM mainframes and super computers. All work and equipment in the operation is currently being transferred to TTM Technologies' plant in Chippewa Falls, Wisconsin where work has already begun in making room for the expansion. TTM representatives said the technology acquired from i3 is critical for its future growth because it enables the production facility to create very fine lines and spacing in printed circuit boards, increasingly a requirement in defense and telecommunications applications. "We believe this transaction will allow us to address key future growth opportunities for advanced applications in the defense and commercial markets with the ultimate goal of providing differentiated technical support and value for our customers," said TTM's CEO, Tom Edman. 

WORKFORCE

2nd Annual Career Exploring Event

2019 marks the 70th anniversary of the National Exploring Program and celebrates decades of opportunities for young adults to become prepared for life. Several years ago, Chippewa County and CCEDC partnered to bring the unique Career Exploring program for young men and women grades 6-12 to Chippewa County. This program provides students with an opportunity to learn about a wide variety of career fields and network with professionals already working in those fields. Students get hands-on experience to determine whether or not a particular career field is right for them. They develop valuable networking contacts with professionals working in their selected career fields, and students get to know other peers with the same interests and aspirations.



sharp young people during their formative years and I couldn't be more excited to see what the future holds for our youth here in the Chippewa Valley," stated Charlie Walker of Chippewa County Economic Development Corporation (CCEDC). Exploring provides exciting activities and one-on-one mentorship for youth looking to discover their future. Whether you're a local organization looking to strengthen the community or a young person wanting to uncover the possibilities of your future, Exploring is a great place to start. 

On August 13, over 100 Chippewa Valley business and citizens gathered together and took part in recognizing the importance of career exploring and honoring the Community Builder Award Recipients at this year's 2nd annual luncheon. Representative Warren Petryk presented awards with Gwen Heiman from the Exploring Program. The award winners included Ben Frederick, District Commander, EC Police Department, Jeff Dykes, Fire Captain, Northern Star creator, Donn Dexter, M.D. Neurology, Mayo Clinic Health System, Sarah Stokes, Co-Owner, Founder/StokesHerzog, The Juicy Good Life, Dana Wachs, Attorney, GCW Lawyers, and Travis Tainter, Tech Ed, Teacher of Chippewa Falls High School. Attendees also had the opportunity to hear from Libby Lehr and Michael Motschenbacher, two local exploring participants, who shared their experiences and what they took away from this vital program.

"You can actually see young people grow, becoming members of the community as their curiosity is satisfied through Exploring. We attract



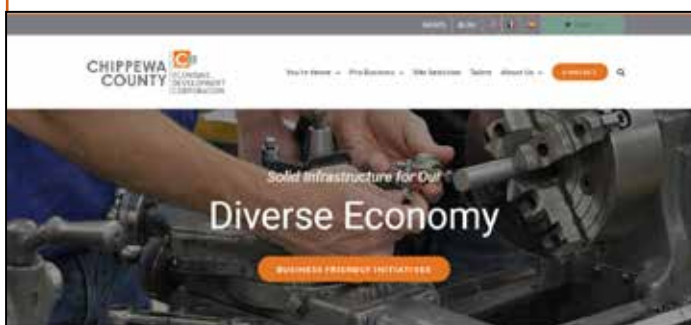
CCEDC Workforce Committee and Board Member Shirley Gutsch discusses talent improvement with Dr. Lona Cook

www.chippewa-wi.com

In the summer of 2019 after months of research, hard work, and dedication, CCEDC launched our newly-designed website.

Our current and prospective clients will find useful information about our services more easily throughout the new website.

Special thanks to Wipfli CPAs and Consultants for their design and direction in this tremendous task. 



THE BIG BOY NO. 4014 ARRIVES IN CHIPPEWA VALLEY
On July 23, 2019 several thousand Chippewa Valley businesses and citizens took part in recognizing the importance of the railroad and welcomed the world's largest operating steam locomotive as it visited the Chippewa Valley.

SITE VISITS




Kelli Saunders, Sr. Director Incentives and Site Selection of DHL Supply Chain, gives feedback on CCEDC's performance on Project 1212.



Site Visit Success

CCEDC hosted a site visit and a familiarization tour of Chippewa County's economic development assets with a heavy emphasis on the CN Intermodal and Progressive Rail transload facilities with the principals of the Camelot Company out of the Chicago area.

...BEAR Awards continued from P. 7

Extrusion Dies Industries for the 2019 Community and Economic Development Awards, presented by the Wisconsin Economic Development Association. This award recognizes individuals, businesses, projects and organizations that are making significant contributions to the economy of Wisconsin and spotlights best practices in Community & Economic Development and the important role each play in growing our economy. Winners will be announced at the Community and Economic Development Awards Ceremony on September 11, 2019 at the Edgewater Hotel in Madison. 

Visit CCEDC at Booth #20 at



Tuesday
Oct 8, 2019

4pm - 8pm

**The Florian Gardens
Conference Center**



WANTED!



Cowboy Jack's Saloon
1432 Front Porch Place, Altoona, WI 54720
Thursday, Oct. 17, 2019
6:00-8:00pm

RSVP to CCEDC
(715) 723-7150 or
info@chippewa-wi.com

Entrepreneurs to Pitch at hatch 2019!

Wrangle up some friends and join the CCEDC at Cowboy Jack's Saloon for the wildest Entrepreneurial Event in the Chippewa Valley - the 2nd Annual HATCH!

RIDE INTO THE SUNSET WITH A REWARD

Entrepreneurs will each have five minutes to pitch their case to a panel of judges and a live audience about their business ideas. In addition, the audience has a chance to evaluate and vote for their favorite idea alongside the judges.

Beyond the prize money, this is an opportunity for local entrepreneurs to share their fresh and creative business ideas to supportive investors, businesses, and community members!

\$5,500 Reward



River Prairie Wealth Partners
Ameriprise Private Wealth Advisory Practice

