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Thank You to our Investors
Dear Economic Development Stakeholders,

Economic Development has always been a competitive race. There are thousands of communities that compete for talent, jobs, capital investment, and growth! To be competitive, a community must have an excellent vehicle and a great crew working together to Win the Race. The Chippewa Valley has a remarkable organization in CCEDC that can compete nationally in this race.

It is my pleasure to serve as your Chair of the CCEDC Board of Directors. I can truly say that the CCEDC is continuing to position our community for great things in the future. The following report is a sampling of the organization’s activities and accomplishments that our devoted and professional staff, CCEDC board of directors, volunteers, committees, and supporters have worked on during the past year.

I want to emphasize that just being in the economic development race would not have been possible without the collaboration and financial support of our investors and partners in both the private and public sectors. Thank you for your dedication to the continued economic diversification and growth of the Chippewa Valley. During National Economic Development Week, CCEDC takes this time to celebrate, cheer and recognize our partners who cooperate to keep the Chippewa Valley a dynamic and thriving place to raise a family and a business.

Regards,
Lisa Bruhn - Board Chair
CCEDC Board of Directors
HISTORY

The Chippewa County Economic Development Council was created in 1987 as a step toward fulfilling the idea of a “regional approach” to economic development within the Chippewa Valley. To compete more effectively in the economic development arena, the Council officially began the process of uniting all of the separate economic development efforts that were going on within the cities, villages, and townships of Chippewa County and began the process of incorporating in 1991.

Today, the CCEDC coordinates economic development programs for all of Chippewa County, Wisconsin. We develop and maintain partnerships with key national, state, and regional economic development entities. The CCEDC has over 110 private investors comprised of businesses, utilities, and high wealth individuals - along with local governments - who all financially support our mission.

The Chippewa County Economic Development Corporation is the County’s only full-time professionally staffed economic development organization. Our professional expertise in managing economic development programs helps to attract, retain, and expand talent, businesses, grow our entrepreneur ecosystem, and connect customers with economic development resources, making Chippewa County a winning community.
CUSTOMER SERVICE
Provide all clients exceptional service

COLLABORATION
Have relationships with key stakeholders to create collaborative partnerships specifically with Wisconsin Economic Development Corporation, Chippewa County, post-secondary institutions, local school districts, villages, towns, and chambers of commerce.

ETHICS
Committed to the highest standards of ethics within all of our business relationships and adhere to the 12 tenets of the IEDC code of ethics.

DIVERSE
We are results-oriented, innovative, and diverse in our activities.

COLLEAGUES
Our most valued prize and asset is our staff, success depends on their knowledge, creativity, skills, and teamwork.

MISSION STATEMENT
The primary mission of the CCEDC is to be a catalyst for economic development in the Chippewa Valley and to foster a strong economic environment which supports businesses and nurtures growth and new investment in the county. CCEDC is dedicated to promoting and facilitating economic development and to improve the quality of life in Chippewa County by increasing its economic base.

VISION
Fueled with a can-do attitude, community involvement, and ground-breaking ideas... Chippewa County, Wisconsin is a dynamic and prosperous area in perpetual renewal. We will lead the State of Wisconsin and the Upper Midwest with an innovative and sustainable economy, while attracting new leading-edge businesses and expertise, to enjoy our unique lifestyle.
CCEDC is governed by 23 Board of Directors that are nominated and approved by the investors and commit to serve a two or three years with a two-term limit.
Since 2012, CCEDC has engaged CliftonLarsonAllen (claconnect.com) to perform the annual financial review and the IRS 990 tax return. As Treasurer, I am pleased to report that was another successful year financially for the corporation and that CCEDC has a “good position” for the future. In 2018, the CCEDC’s net assets increased $12,448. Thanks to our contributing investors, supporters, and stakeholders, cash reserves continue to be sufficient for operating expenses and provide the ability to offer responsive programs. The CCEDC Board of Directors appreciates each investor for their continued involvement and financial support.

Respectfully Submitted by Jennifer Lindstrom - CCEDC Treasurer
Chippewa-wi.com is the official website for the economic development activity within Chippewa County! It showcases the quality of life and our business climate. In 2018/19 chippewa-wi.com had over 43,921 visitors worldwide.

The CCEDC sent out 7 news releases, via email marketing and social media, that generated 984 unique social media page views. These news releases marketed community accolades and business announcements. The organization has spent the last half of 2018 preparing for the launch of our newly redesigned website and launch of chippewaedc.com
Every year we lead the race in promoting the Chippewa Valley’s economy, workforce talent, and the area’s business industrial parks to targeted site selectors and growing industry clusters and expanding businesses. Recruitment of new companies to our region bring in new ideas, new capital, new residents, and new jobs. In FY 2018/19 CCEDC continued to experience positive responses from our attraction activities.

2018/19

- Arranged business park site visits
- Worked recruitment leads
- Opportunity Zone site visits organized
- RFIs (requests for information) completed for site selectors/economic development allies
- Fulfilled inquiries from developers, builders, brokers, & other customers

ATTRACTION WORKLOAD
Boogity boogity boogity!
Boogity boogity boogity!
As the Chippewa Valley economy becomes increasingly dependent on complex technology, automation and reorganization, the Chippewa County will face new workforce and economic development challenges. In 2018/19 the CCEDC continued bringing together leaders from business, government, and education to coordinate workforce initiatives with our economic development efforts.

Workforce & Talent

- Organized 3 workshops and 4 networking opportunities to promote better workforce recruiting & retention and led discussions on multi-generations in the workplace. CCEDC along with regional economic development partners created and distributed the Skills Gap Employer survey.
- Promote connections between local companies who are hiring and skilled candidates coming out of our local education and workforce training.
- Continued CCEDC’s Advanced Manufacturing Awareness campaign dispelling myths and outdated perceptions that may keep talent from engaging with our local employers.
- Collaborate with regional partners, groups and initiatives underway that support the workforce pipeline and the education and training system.
- Worked to engage various local leaders about talent development issues.

Advocacy

With the new changes in Madison as a result of the November 2018 election, CCEDC has been hard at work continuing its legislative advocacy for our community. The CCEDC Legislative Committee met with our local Congressman, Senators, and State Representatives to give updates on economic development projects and issues that impact the area.

CCEDC LEGISLATIVE PRIORITIES
- AI infrastructure advancement (broadband expansion)
- Reliable transportation funding
- Continue Wisconsin Workforce initiatives (Wisconsin Fast Forward)
- State Opportunity Zone Program that better leverages the Federal Program
- Seek support for product development in Chippewa County (the next business/industrial park)
CELEBRATING PARTNERSHIPS!

As we continue to drive our economic development program, CCEDC understands the importance of raising awareness about local initiatives that advance career development opportunities, create jobs, diversity the economy, increase the tax base, and add to the quality of life in Chippewa County. CCEDC utilizes National Economic Development Week to highlight the role and significance of economic development and the good work that our economic development stakeholders and partners do every day, throughout the year.

CCEDC centers our celebration around our Annual Awards Meeting and Charity Golf Tournament. That week, we also hosted an Economic Development Week Open House and a networking reception.
BUSINESS EXPANSION AND RETENTION

CCEDC knows that the strong “engines” of our local economy are our existing businesses. Helping them stay in the race is what our **BEAR Program** is all about. It works to create an environment that fosters the growth of companies, helps them solve problems, helps them look for growth opportunities, recognizes their achievements, and in short, keeps them find the Groove.

Business visits, workshops, export consulting sessions, education tours, networking, opportunity and peer group sessions are techniques used in the BEAR Program.

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2018-19 BEAR STATS

- **46** Business Retention Visits
- **11** Learn at Lunch Events
- **7** Business Awareness Tours

Over 1,400 business leaders attended our BEAR events in 2018/19
Accolades

For over 14 years, CCEDC through its BEAR Program awards and recognitions to existing businesses for their leadership, entrepreneurship, expansion, and overall ability to compete in today's global track. Recognizing these accomplishments is another way we support and celebrate our business community. The following were recognized:

**QUADRANT ONE BUSINESS:**
Wisconsin Northern Railroad, Dave Fellon

**BUSINESS QUADRANT THREE & OVERALL COUNTY WINNER:**
Mid-State Truck Service Inc., Tom Vandehey

**QUADRANT FOUR BUSINESS:**
Trinity Products Inc., Scott Marrier

**CONSTRUCTION INDUSTRY PARTNER:**
Haas Sons Inc., Craig Haas

**OUTSTANDING ECONOMIC DEVELOPMENT LEADERSHIP:**
River Country Coop, Bruce Mlsna

**CCEDC ECONOMIC DEVELOPMENT PARTNER:**
UWEC Small Business Development Center

**ENTREPRENEUR OF THE YEAR:**
Cody's Classic Cars, Jon and Lauren Cody

**EXPORTER OF THE YEAR:**
Wheaton Grain, Ken & Darryl Custer
**EXPERIENCE**

CCEDC organized and hosted eleven “Lunch and a Lot of Learning” events as part of our BEAR Program, which featured presentations that address important issues related to the success of Chippewa County’s small and medium-sized businesses. In 2018/19 over two hundred and twenty-one business owners, managers, and executives attended these sessions where topics from Workforce Recruiting to Reducing Healthcare Costs were presented. Many existing businesses utilize these CCEDC Learn-at-Lunch programs to supplement their employee training and development activities, stay abreast of market trends, and to help them tackle pressing business issues while providing attendees with an interesting alternative to a typical lunch break.

**EXPORTING EFFORTS**

Many Chippewa Valley companies - particularly small and medium-sized businesses - don’t export because they believe it’s too burdensome, or don’t know where to start. CCEDC is helping these companies to get started and overcome obstacles in exporting. Our partnership with ExportTech, UW-Stout, Department Of Agriculture, Wisconsin Economic Development Corporation (WEDC) has helped forty area businesses begin the process of exporting.

CCEDC engaged several international organizations over the year, including the French American Chamber of Commerce, Minneapolis / St. Paul, German American Chamber of Commerce of the Midwest, and the Hong Kong Trade and Development Council. Five international business events, seminars and meetings were conducted and/or attended by CCEDC with the goal to assist local businesses with exporting and to bring more awareness of the importance of Foreign Direct Investment (FDI) within Chippewa County.
Business Creation lies in cultivating and supporting our area local entrepreneurs. Whether first-time idea-makers or second-stage business owners, all are a strategic priority for CCEDC because vibrant startups and small businesses are integral to attracting wealth, ideas, and talent (citizens) to the Chippewa Valley.

**ENTREPRENEURIAL BENCHMARKS**

- Assisted with 9 business plans and provided 7 referrals to UW-Eau Claire SBDC
- Hosted 16 peer group meetings and connected 2 workshops on peer groups
- Assisted 8 clients in securing gap and/or other financing
- Facilitated 29 business-to-business relationship referrals to encourage and strengthen local supply chain output

CCEDC hosted and organized the County’s first entrepreneur HATCH event at the Chippewa River Distillery in Chippewa Falls. Over 100 attendees participated in the event. “The purposes of HATCH are to expose investors to new business ideas, assist entrepreneurs and better preparing their business plan and pitches through practice and judge feedback, and to continually foster and build on the entrepreneurial ecosystem within the Chippewa Valley. HATCH provided the opportunity for local entrepreneurs to share their ideas to supportive investors, businesses, and community members. Presenters had five minutes to deliver their pitch to judges and a live audience.”
CAPITAL INVESTMENT 2-YEAR SUMMARY
for projects that CCEDC had direct involvement
with and/or an economic development agreement for jobs created or retained

<table>
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<th>Year</th>
<th>CAP X in $Mill</th>
<th>Jobs</th>
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<tr>
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A-1 Excavating
AJ Manufacturing
Ace Ethanol
Advanced Laser Machining
AFT Real Estate Inc.
Alliance Plastics
Allied Dies
American Realty Partner
A+ Machine
Applied Data Consultants, Inc.
Archer Daniels Midland
Associated Bank
Associated Milk Producers Inc.
Atlas Precision Sheet Metal Solutions
Audio Architects
Ayres Associates
B&B Electric
Badger State Inc.
Badger State Recovery
Badgerland Printing USA, Inc.
Bauman Construction
of Chippewa Falls, Inc.
Benedict Refrigeration
Berry Plastics
Bloomer Telephone Co.
BMO Harris Bank
Bohl & Proulx
Bravo Salon & Spa
Bremer Bank
Bridge Stop LLC
Brown Builders
C & N Manufacturing
Canadian National Railway
Catalytic Combustion
Cedar Corporation
Cedar Falls Building Systems
Chapek Properties LLC
Charter Bank
ChemCeed
Chilson Corner Motors of Cadott
Chippewa River Industries
Chippewa Sand Company
Chippewa Valley Electric Co-op
Chippewa Valley Technical College
Citizens Community Federal
Citizens Connected
Citizens State Bank
CliftonLarsonAllen LLP
Corner Auto Body
Cray Inc.
Dairy State Bank
Deb's Cafe
Film Tech LLC
Fred E. Holtz
General Beer Northwest
Great Northern Corp.
Harding Group LLC
Haselwander Companies
Heartland Contractors
Hewlett Packard Enterprise
Hixwood Metal
Hoef Builders
Howland's Inc.
HSHS St. Joseph's Hospital
Hudson Electric
Independence State Bank
Indianhead Insurance
Indianhead Plating Inc.
ITW Engineered Fasteners
Jacob Leinenkugel Brewing Co.
Johnson Bank
Kurth Sheet Metal
Kwik Trip
Manpower - Eau Claire
Market & Johnson, Inc.
Marshfield Clinic
Mason Companies, Inc.
Mayo Clinic Health Systems
Menard Inc.
Mid-State Truck Service, Inc.
Ministry Our Lady of Victory Hospital
Mulehide Manufacturing
NEI Electric
Nordson EDI
Northwestern Bank
Nyhus Enterprises
Peoples Bank Midwest
Peters Real Estate
Plank Enterprises, Inc.
PMJ, LLC
Precision Pipeline
Pregent Development LLC
Progressive Rail
Rex Systems
River Country Co-op
Rooney Farms LLC
Rooney Printing Co.
Roshell Electric
Royal Construction
Royal Credit Union
Sacred Heart Hospital
Schleppenbach Janitorial LLC
Security Bank
Security Financial Bank
Senn Blacktop, Inc
Short, Elliott, Hendrickson
Spectrum Industries, Inc.
Stanley Business Association
Superior Silica Sands
Telephone Specialists Inc.
Toyco Motors
TTM Technologies
Union Pacific Railroad
United Bank
US Bank
UW-Eau Claire
UW-Stout-MOC
VES Environmental Systems
Vincent Tool
W.S. Darley
Wangard Partners
WE Energies
West Wisconsin Telecom Cooperative
WESTconsin Credit Union
WIPFLi
Wisconsin Metal Fab
WOW Logistics Company
Xcel Energy
The primary mission of the CCEDC is to be a catalyst for economic development in the Chippewa Valley, and foster a strong economic environment which supports business and nurtures growth and new investment in the area. CCEDC is dedicated to promoting and facilitating economic development and improving the quality of life in our community by increasing its economic base.