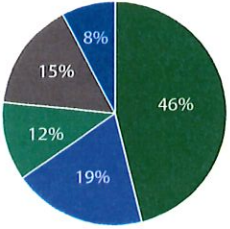


ECONOMIC DEVELOPMENT

Business retention and expansion company visits



Met with 26 companies

- 12 Manufacturers
- 5 Service firms
- 4 Commercial real estate/construction firms
- 3 Lenders
- 2 Major retailers

This exceeds Q1 by 8%.



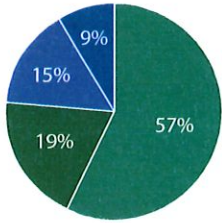
6 of those manufacturers are active **prospects for expansion** (companies that have a need for a physical expansion and anticipate adding workforce)

11 municipalities have committed to working with the Center for Growth on collaborative economic development efforts:

- | | |
|----------------------------|-----------------------------------|
| City of Brookfield | Village of Menomonee Falls |
| City of Oconomowoc | Village of Mukwonago |
| City of Waukesha | Village of Pewaukee |
| Village of Big Bend | Village of Sussex |
| Village of Dousman | Town of Lisbon |
| Village of Hartland | |

The **Waukesha County Industrial/Business Park Land Absorption Study (IBPLAS)** was recently completed to allow local leaders to anticipate the development rate of parcels of land available for business parks while ensuring that land is accessible to new and growing businesses.

BUSINESS CONSULTING SERVICES



Met with 47 companies

- 27 Service firms
- 9 Manufacturers
- 7 Lenders
- 4 Food & agricultural businesses

This exceeds Q1 by 15%.
 31 of these are new outreach connections.
 33% of these (excluding lenders) are members of the Alliance.

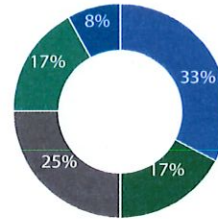
Of the 40 businesses served in Q2, excluding lenders, 75% have signed on as clients.

20 companies are now long-term clients, or have received 5 or more counseling hours.
 Consulting work totaled 218 hours, a 7% increase over Q1.

The Center for Growth's Business Consultant helped with the launch of **3 new ventures** with capital investments totaling **\$171,000**. The Center also organized 2 workshops on woman- and minority-owned business certification and growing new business through government contracting.

The Business Consultant developed strong relationships with **3 new resource partners** to increase community awareness of the Center's consulting services in Waukesha County, among Asian American professionals in the Milwaukee metropolitan area and in the regional food and beverage industry.

Consulting areas:



- Business planning & startup
- Financial & capital access
- Managing a business
- Market & sales growth
- Financial management

Profile of businesses served (excluding lenders):



17 businesses with the potential for becoming clients have been identified, including 14 service firms, 1 food and agriculture business and 2 manufacturers.

WORKFORCE DEVELOPMENT

200
 FRIDAY, MAY 19

students from Waukesha and Milwaukee County high schools visited the **Menomonee Falls Fox Meadow Parade of Homes** for a tour of the jobsites, "trade talks" and more. This inaugural **Trades Career Day** was a partnership between the Waukesha County Center for Growth, the Waukesha County Business Alliance, the Metropolitan Builders Association and the 2017 Parade of Homes.

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Schools2Skills™ dates, the **MADE career fair** date and the **Many Futures in Health Care Career Expo** date for the 2017-2018 academic school year were announced to all Waukesha County school districts, in partnership with the Waukesha County Business Alliance's Education Policy Committee and Manufacturing Alliance groups.

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participants from around the country, including the Center for Growth's Talent and Education Manager, were accepted into the **Talent Pipeline Management Academy** facilitated by the U.S. Chamber of Commerce. The Academy consists of workshops led by the U.S. Chamber Foundation for business professionals to receive instruction on talent pipeline strategies including curriculum, technical assistance and a peer-to-peer learning network. The first session takes place in **July** in Washington D.C.

Pro Trade Job Development is a pre-apprenticeship construction trade training program that teaches participants the basic technical skills needed to get a job in the construction industry. This program is in partnership with **Mindful Staffing Solutions**, an organization that instills professional and personal development skills that are necessary to keep a job and turn it into a career. Both organizations recently presented to the Waukesha County Business Alliance's **Education Construction Committee** to discuss the potential for expanding the program in Waukesha County.