

**ECONOMIC DEVELOPMENT**

**Business retention and expansion company visits**



**Met with 24 companies:**

- Manufacturers
- Service firms
- Lenders
- Commercial real estate/construction firms
- Major retailers

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

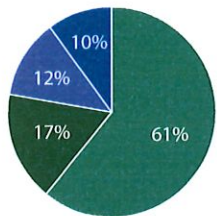
9 municipalities have committed to working with the Center for Growth on collaborative economic development efforts:

- City of Brookfield
- City of Oconomowoc
- City of Waukesha (founding member)
- Village of Big Bend
- Village of Hartland
- Village of Menomonee Falls
- Village of Mukwonago
- Village of Sussex
- Town of Lisbon

Several other communities are considering participation at this time.

**MARCH 2017**  
**FIRST CHOICE INGREDIENTS** expanded and began operations in an **83,000 SQUARE FOOT PLANT** in Menomonee Falls.  
**30 NEW JOBS ARE ANTICIPATED**

**BUSINESS CONSULTING SERVICES**



**Met with 41 companies**

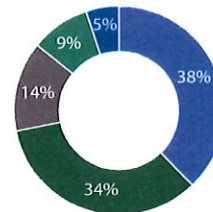
- 25 Service firms
- 7 Lenders
- 5 Food & agricultural businesses
- 4 Manufacturers

35% of these companies are members of the Alliance

The Business Consultant has also developed strong relationships with 1 nonprofit organization and 7 resource partners, including other economic development agencies, to increase community awareness of the Center's consulting services in Waukesha County.

**Consulting areas:**

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



**Of the 34 businesses served to date, 74% have signed on as clients.**

11 companies are now long-term clients, or have received 5 or more counseling hours. Consulting work totaled 204 hours.

**Profile of businesses served (excluding lenders):**



12 business prospects have been identified, including 6 service firms, 5 food and agriculture businesses and 1 manufacturer.

**WORKFORCE DEVELOPMENT**

**The Joseph Project**, an initiative that provides job training and transportation to work for low-income Milwaukee residents, expanded to Waukesha County. Three New Berlin employers purchased a van to transport employees from Milwaukee to family-supporting jobs in the manufacturing industry. **4 people** have been hired already.

Over 20 education policy committee leaders toured **Arrowhead High School's manufacturing and engineering center** on Tuesday, March 28, 2017.

450 students from 16 high schools in Waukesha County visited the **Many Futures in Health Care Career Expo** on Friday, March 24, 2017 at Waukesha County Technical College. Ten major health care providers in the county had more than 45 booths showing off **career opportunities in the health care field**, ranging from surgery to dental to sports medicine and more. Students ended the experience with a tour of WCTC's health care building.

More than 25 education policy committee leaders attended the Kettle Moraine School District's first **Business Partners Breakfast** to announce their partnership with the GROW.HERE. Campaign powering the **Inspire Southeast Wisconsin** platform. This platform is a data-driven initiative of Milwaukee7's Talent Partnerships and the Waukesha County Business Alliance to facilitate connections among regional businesses, the next generation workforce, educators and community organizations.

“Thank you for the opportunity to join the Health Care Expo. We had a wonderful time talking with the high school students and learning about their goals. We were impressed with the quality of the questions asked.”

-Robyn Theriault, Laureate Group