



March 7, 2019

Mr. Will Jones
City of Mequon
11333 N. Cedarburg Road
Mequon, WI 53092-1930

Dear Mr. Jones:

Ozaukee Economic Development (OED) continues to serve as Ozaukee County's economic development branch. OED works to be your link to business assistance and financing, new business entrepreneurial training, work force development, business retention, new business development and attraction and with the Milwaukee 7 and other regional partnerships.

OED continues to be an active partner working with local communities on retention and attraction efforts, assisting local businesses with expansion efforts, and providing information on State programs and local financing options. Additionally, OED is working with both our Chambers, MATC and Workforce Development to help current businesses find the workforces they need to continue to expand.

In 2018, OED continued its efforts to serve as both an educational and networking outlet for the County hosting educational forums and several networking opportunities. In 2018, OED partnered with the local Chambers of Commerce and MATC to offer the only employee training classes off-site. We continued our signature county networking event with our Outreach Event, which had over 250 local business and government representatives attend to hear Peter Feigen, President of the Milwaukee Bucks speak. Lastly, in September of 2018, OED presented their Business of the Year's awards to First Bank Financial Centre, Sommers Automotive and Cedarburg Overhead Door. The award ceremony also included an economic forecast had approximately 275 attendees.

Understanding that local government budgets are tight, OED is pledging to maintain its 2019 budget at 2007 levels. It is our hope that the City of Mequon will continue its partnership with OED in its efforts to increase the prosperity of the County. I have enclosed a copy of our 2018 Annual Report with this invoice.

Sincerely,


Kathleen Cady Schilling
Executive Director



Ozaukee Economic Development – 2018 Report

The mission of the OED is to advance the business prosperity and economy of Ozaukee County in collaboration with community, regional and business partners

www.ozaukeebusiness.org

Job Creation and Retention

OED has actively worked on 72 projects for new or existing businesses creating over 1700 new jobs and retaining over 2500 existing jobs over the past eleven years. Over the past twelve months, 8 projects moved forward creating 134 new jobs and helped retain 132 existing jobs. OED has twenty-eight pending projects.

	PROJECTS	JOBS CREATED	JOBS RETAINED
Completed Projects	72	1791	2525
Completed Projects - 12 months	8	134	132
Pending Projects	28	920	1348

Utilizing an economic impact program designed by the Metropolitan Milwaukee Chamber of Commerce, these jobs we have assisted in the creation or retention of create an impact of over \$350 Million Dollars.

New Job Impact - \$144,418,500 (Twelve Month Impact - \$9,157,500)

Retained Job Impact - \$227,413,500 (Twelve Month Impact - \$16,632,000)

Total Economic Impact on Ozaukee County - \$371,832,000 (Twelve Month Impact - \$25,789,500)



Financing Activities: OED serves as the marketing arm of the County's Revolving Loan Fund (RLF) Program and works to promote the local (City of Mequon, City of Cedarburg, City of Port Washington, Village of Grafton, Village of Saukville) RLF programs. Starting in 2019, these programs will be changing. Mequon, Port Washington, Grafton and Saukville will continue to have programs, while OED is working with the County and Cedarburg to go through the new CDBG process. OED also serves as the local conduit to state incentives and loan programs.

- \$150,000 Port Washington Revolving Loan was approved for the development of a new retail store in the downtown. These funds were matched with over \$200,000 of additional financing.
- \$111,700 City of Port Washington Revolving Loan was approved for YBBBQ2, which is located in downtown Port Washington. The current restaurant is expanding and serving as commissary for other locations and a new food truck
- A \$100,000 Ozaukee County Revolving Loan and a \$100,000 Village of Saukville Revolving Loan was approved for the Oldenburg Metal. The company utilized the funding for new equipment and an expansion of their current building. The funding was matched by over \$800,000 in private financing.
- Meetings were held with 40 businesses on the revolving loan fund programs. This number is down significantly from previous years due to the period that the loan programs were in pause while the State worked on the program.

Outreach and Marketing Activities: In 2018, OED worked on a variety of outreach and marketing efforts to increase awareness of OED and its programs.

- Presentations were made to 4 business/service organizations (i.e. Chambers of Commerce, Business Groups) promoting OED to over 150 business people.
- OED held its eleventh Outreach Event in March, 250 top business and government officials came to hear Peter Feigin, President of Milwaukee Bucks speak about their new arena development and its effects on the region.
- OED held its annual Business of the Year in September of 2018. 260 business executives came out to see First Bank Financial Centre, Sommers Automotive and Cedarburg Overhead Door receive the business of the year awards.
- OED continued to utilize its electronic newsletter. The newsletter came out two times last year and promotes many of the OED events and programs. Additionally, OED sent out two OED Express in 2018. The newsletter is sent to executives throughout the county.
- OED maintains a website. The site works to provide key information to businesses looking to locate or expand in Ozaukee County. The site links with all key partners.
- OED made contact with, had meetings with or presented at all Ozaukee units of government.
- OED partnered with local area Chamber of Commerce and Reinhart Law to host an educational program on Tax Reform and the how the new law affects your business. Over 75 people attended the program, which was held at the Grafton River Room.
- OED partnered with local area Chambers and MATC to host an educational program on Conflict Management. Over 50 people attended the program
- OED partnered with Vertz Marketing and Concordia University to host a series of educational programs on social media. The four class series was attended by approximately 200 attendees.



Outreach and Marketing Activities cont.:

- OED held one Advisory Council meeting, where key business and government executives assisted us in updating our strategic plan.
- SBDC in partnership with OED, provided free business counseling to clients in the County.
- OED maintained its economic development practitioners' network. The network, which meets quarterly attempts to utilize and share ideas that are successfully working for neighboring communities.
- OED maintained holding quarterly meetings with the area Chamber of Commerce Directors and UW-Extension to develop joint projects.
- OED updated the demographic profiles for each of the Ozaukee County communities.

Workforce Development: OED understands that Workforce Development is a key element in economic development;

- Continued as a funding member of Workforce 2020, a consortium pursuing future employment needs in the county through a School-To-Work apprenticeship program.
- Serve as a member of Waukesha-Ozaukee-Washington Workforce Development Board.
- Partnered with the SBDC to host a First Steps Program on starting a Business at Concordia.
- Ozaukee Economic Development, in partnership with MATC, KAPCO and the local Chambers of Commerce held educational courses off-campus for employees. Twenty-four businesses took advantage of these classes and over 100 employees received training.
- OED began work with the M7 and area school districts examining the Inspire program and how to assist the school districts with their Academic and Career Planning.

Regional Economic Development: OED actively participates in

- Milwaukee7 Council meetings, the Milwaukee7 is an organization in seven county Milwaukee Region to recruit, retain and expand businesses.
- Next Generation Manufacturing Council, which works to improve manufacturing in the region creating more productive and technology advanced, higher value manufacturers.
- Regional Economic Partnership: A consortium of seven County Economic Development Agencies, SEWRPC, the City of Milwaukee and the Milwaukee7 work together on common economic development issues including approving the region's Community Economic Development Strategy for the EDA.
- OED's Executive Director serves as Ozaukee County's representative to the Home Consortium, a four-county Affordable Housing Consortium that provides grants and loans to developers who create affordable housing projects.
- OED's Executive Director serves on the Ozaukee County Transit Study.
- OED's Executive Director is working with MetroGo, a regional group looking at transportation issues.
- OED's Executive Director is serving on the Cultivate Communities Mental Health project with the County Health Department.
- OED's Marketing and Education Coordinator sits on the Ozaukee County Tourism Council.
- OED's Marketing and Education Coordinator sits on the Ozaukee Youth Apprenticeship Board.

Other Activities:

OED raised over \$75,332 dollars in contributions from the Business Community in 2018.