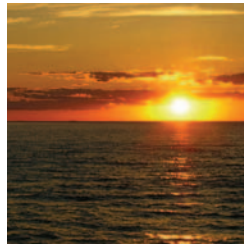




BUSINESS

By

NATURE



*“The Door County
Economic Development Corporation
is a public/private partnership
dedicated to improving the
economic vitality of the County
and its residents.”*

2006 *Annual Report*



2006 Board of Directors

Officers

- Cindy Weber** - Chair
SBVCB & Homespun Touch
- Sharon Haines** - Vice-Chair
Door County Visitor Bureau & Baylake Bank
- John Severson** - Treasurer
Citizens Bank
- William Chadoir** - Secretary
Door County Economic Development Corporation

Directors

- Ken Glasheen**
City of Sturgeon Bay
- Bill Goettelman**
County of Door
- Will Jeanquart**
County of Door
- Ron Halverson**
DC Manufacturers Assn. & Hatco Corporation
- Joseph Innis**
Southern Door County School District
- Dave Neuville**
DC Board of REALTORS & Four Sail Realty
- Larry Shefchik**
Portside Builders, Inc.
- Peter Trenchard**
Village of Sister Bay

Ex-Officio Directors

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UW Extension
- Robert Kufrin**
Village of Sister Bay
- Robert Loss**
Northeast Wisconsin Technical College
- Don LuMaye**
WI Public Service Corporation
- Becky McKee**
Sturgeon Bay Visitor & Convention Bureau
- Kevin O'Donnell**
City of Sturgeon Bay
- Karen Raymore**
Door County Visitor Bureau
- Michael Serpe**
County of Door
- Jim Stawicki**
Sturgeon Bay Utilities

185 East Walnut Street
Sturgeon Bay, WI 54235
920.743.3113 800.450.3113
www.doorcountybusiness.com

Dear Investors & Friends,

We are celebrating another year of work and accomplishments leading to an improved quality of life in Door County. Thank you for joining us. This year we are proud of several local companies that have stepped forward with very significant investments in new technology, equipment and facilities, allowing them to grow and solidify their businesses in our community. These investments will help insure that these businesses remain competitive in our increasingly global economy.

This year DCEDC launched three new initiatives that will help grow and diversify our economy. Beautiful new business-marketing materials were produced that target our visitors and second home-owners to start or move a business to the county. Our new Inventors and Entrepreneurs Club provides a forum to encourage and support entrepreneurs planning new business ventures. Our revitalized Workforce Taskforce will help ensure that our businesses have access to the skilled workforce they need to sustain and grow in the future.

Please take a few minutes to review this report to learn more about these exciting business expansions and the new initiatives that are working to improve the quality of life in our county. None of this work would be possible but for the support of our investors and many dozens of volunteers. We respectfully request your continued support to help ensure a brighter future for all county residents. Thank you.

Sincerely,

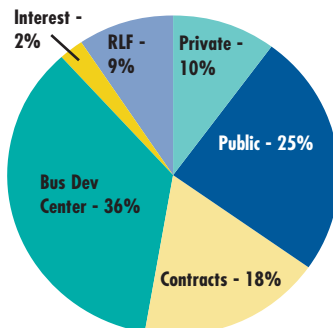
William D. Chadoir
Executive Director

Cynthia L. Weber
Chair

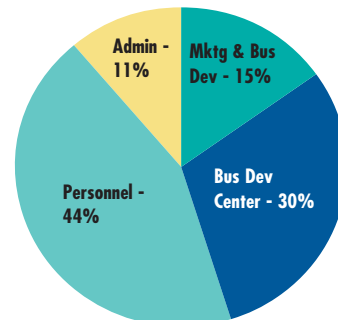
FINANCIAL RESOURCES

The Door County Economic Development Corporation continued to receive strong financial support from both the public and private sectors in 2006. While developing and administering an aggressive economic development program, the Corporation strives to control costs and to direct resources where they are most beneficial. The graphs below were developed using information from the Corporation's year-end financial statements. Schenck Government & Not-For-Profit Solutions, Certified Public Accountants, will be conducting an audit of these statements this spring. Revenue for 2006 totaled \$356,562 and expenses totaled \$374,097.

Most DCEDC investor revenues are raised through three-year pledge drives. The DCEDC has received public sector commitments through 2008 and private sector commitments through 2009. Current pledge commitments total \$144,336 for 2007.



2006 Revenue



2006 Expenses

EXISTING BUSINESS ASSISTANCE

■ Responded to 65 requests for assistance from existing local businesses. Assisted several significant business expansion projects including: **N.E.W. Industries**, **Palmer Johnson** and **Marine Travelift/ExacTech**.

■ At DCEDC's Annual Meeting, in May, **Washington Island Ferry Line** was recognized as the Door County Industry of the Year and Greg Rohde and Tom Voegele of **Bay Pharmacy** in Sturgeon Bay were recognized as Door County's Entrepreneurs of the Year for 2006.



ENTREPRENEURIAL SERVICES

■ Assisted over 210 entrepreneurs investigating the feasibility and/or start-up of new business ventures. New companies launched in 2006 include **Door County Natural Stone Surfaces**, **The Ladder House Restaurant**, and **Saguaro Day Spa**.



■ The Door County Business Development Center (business incubator) continued its successful track record with 85% occupancy for the year. In 2006 **Door County Natural Stone Surfaces** joined our list of tenants, **Iron City LLC** and **TF Systems** "graduated" to new

locations, and **Sunshine House**, **Specialized Services** and **R.C. Anderson** expanded their operations in our facility. Currently, the center is home to 8 businesses with 48 employees. 17 businesses have graduated from the center, creating 76 jobs.

■ Using a \$1,000 grant from the Wisconsin Department of Commerce and the Wisconsin Entrepreneurs Network, DCEDC founded a Door County Inventors & Entrepreneurs Club, to provide monthly networking and learning opportunities for anyone thinking about starting a business, bringing a new product to market or meeting other business persons.

■ Co-sponsored and taught a 12-session entrepreneur training program for new and existing business owners on how to write a business plan to grow their business. The class included 20 participants and with financial

support from Associated, Baylake and Citizens banks, provided a \$1,000 cash award and a \$5,000 advertising package from DoorCountyDailyNews.com to the best business plan from the class. The winners of the award were Patrick & Michelle Palmer, who opened **Novel Ideas** bookshop in Baileys Harbor in May.

■ Presented the introductory workshop "How to Start a Business in Door County" to 40 attendees in cooperation with NWTC and the Sturgeon Bay Noon Rotary Club.



BUSINESS FINANCING

■ Administered Revolving Loan Fund programs for the County of Door, City of Sturgeon Bay and the DCEDC. In 2006, loans totaling \$700,000 were approved for **Door County Custom Stone**, **Marine Travelift/ExacTech** and **N.E.W. Industries**, leveraging over \$8.1 million in private funds and creating 61 jobs within the next three years.

■ During the 16-year history of the Door County revolving loan funds, DCEDC has serviced 44 loans with a value of over \$5.9 Million. Cumulative impact of the three Revolving Loan Fund programs includes over \$29 Million in private investments, and the creation of 405 jobs and retention of 59 jobs. DCEDC currently maintains a loan fund balance of \$700,000 that is available to lend to eligible growing businesses.

■ DCEDC assisted **Marine Travelift/ExacTech** secure \$250,000 in Wisconsin Department of Commerce Technology Zone tax credits to support their investment in new jobs, plant expansion and product enhancements.

COMMUNITY DEVELOPMENT

■ Following a recommendation from the Door County Economic Development Adjustment Plan, released in April 2005, DCEDC updated marketing materials targeting the early retiree, visitor and seasonal resident communities as sources of new businesses for Door County, including a newly designed website, collateral brochure, print and outdoor advertising.

■ **Palmer Johnson** began implementation of Phase One of the Sturgeon Bay Shipbuilding Cluster Master Plan by breaking ground for an expansion of their current building while continuing to work to secure a location for a large new production facility. Implementation of the Shipbuilding Cluster Plan is a priority recommendation from the Door County Economic Development Adjustment Plan.

BUSINESS By NATURE



■ The theme of the DCEDC 2006 Annual Investors Meeting was “Celebrating Local Transportation Improvements.” Keynote speaker State Transportation Department Secretary Frank Busalacchi highlighted local improvements and other state-funded transportation initiatives totaling over \$160 Million.

WORKFORCE DEVELOPMENT



■ DCEDC and the Door/Kewaunee Business & Education Partnership received a \$29,000 Community-Based Economic Development grant from the Wisconsin Department of Commerce to fund a new Regional Youth Training and Development Program designed to retain and attract more area youth to join the local workforce. The program consists of four initiatives: a local career awareness program; a post-high school training and employment program; developing and expanding youth co-op and apprenticeship programs; and the development of a high school home construction project.

■ Following a priority recommendation from the Door County Economic Development Adjustment Plan, DCEDC held the first meeting of a revitalized Workforce Taskforce, which includes business owners and HR directors from the County’s leading employers, to develop strategies and tactics to collectively address local workforce issues, needs and concerns, both short- and long-term.



■ In August, Gov. Doyle’s office presented a \$57,000 Workforce Advancement Training Grant to N.E.W. Industries. Northeast Wisconsin Technical College applied for the grant with assistance from DCEDC, and NWTC will provide the advanced machining and leadership training called for in the award.

ATTAINABLE HOUSING

■ Two households received down payment assistance from the Community Development Block Grant-funded Door County Housing Assistance program for purchase of a home in the MeadowWood development in Liberty Grove.

■ The Wisconsin Department of Commerce approved an amendment to the Door County Housing Assistance program that expanded the scope of the program to provide qualified first time homebuyers with up to \$20,000 zero percent interest mortgage loans for the purchase of a home anywhere within

the County. The grant is administered by DCEDC. Since the program was expanded countywide, nine families have closed on their home purchases.

■ **Hatco Corporation** initiated an employer-assisted housing program, allowing employees to borrow from retirement accounts to make housing down payments. Their housing contribution will be matched with Door County Housing Assistance Program funds.



■ Members of the DCEDC Attainable Housing committee conducted on-site homebuyer awareness education sessions with employees of five local firms, and compiled and distributed a brochure listing locally available homebuyer assistance programs to staff of three area school districts, realtors and mortgage lenders.

BUSINESS RETENTION

■ DCEDC staff and Business Retention committee volunteers conducted 25 business retention interviews with local manufacturing, large retail and tourism businesses to thank them for doing business in the county and to assist them in resolving any issues constraining their growth.

■ Staff and volunteers began to utilize Executive Pulse, an on-line business retention software package, which will allow for greater data mining and reporting capabilities in the future. Preliminary findings from Executive Pulse are included on the insert to this report.

DOOR COUNTY TECHNOLOGY COUNCIL

■ DCEDC supported Brilliant Cities’ efforts to secure franchise agreements with local municipalities, and the ongoing development of their proposed county-wide fiber-optic telecommunications network.

■ Met with representatives from incumbent telecommunications service providers to encourage continued investment and improvements in service to the peninsula.

■ Tech Council will begin to shift focus to short-term solutions for underserved areas in the County, while continuing to support efforts to deploy a countywide fiber-optic network.

