



ECONOMIC DEVELOPMENT CORPORATION

2015 Annual Report

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

Door County Economic Development Corporation

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Dear Investors and Friends,

We are pleased to join our local community and business leaders to celebrate the entrepreneurial spirit and commitment to excellence that helps makes Door County such a great place to live and do business. We are continuing to see the optimism and excitement that has been driving business growth for the past year. This growth provides new challenges for our business community, as we seek to ensure that our employers have the skilled workforce required to sustain progress in the coming years.

This year, DCEDC is making workforce development a priority for our organization and our business community. Our staff and Board of Directors have already begun implementing several programs for the coming year, including:

- Reactivating the DCEDC Workforce Taskforce to collaborate with local employers to explore initiatives that we can all work on together to help address the problem;
- Development of an on-line talent attraction publication to complement the video we debuted last year;
- Convene a focus group of business and education leaders to identify new services and initiatives to enhance student career exploration and work-based learning skills with particular attention to local employment and career options;
- Supporting the NexGen Door County Young Professionals Network as a means of attracting and retaining young employees in our community;
- Sponsor informational programming to assist local companies achieve best practices in workforce retention and recruitment;
- Monitor statewide plant closings to seek opportunities for out-of-area workforce recruitment efforts, including partnering with businesses to attend job fairs in high-unemployment areas.

We applaud the scores of individuals and organizations who step up every day to help build a more vibrant economy for the residents of Door County. If this report inspires you to take part or do more, please contact us to learn how you can get involved.

The greatest strengths of this organization are our volunteers and investors. On behalf of the entire community, we are grateful and we thank you.

Sincerely,
Mike Baudhuin,
Chairman

Bill Chaudoir,
Executive Director



2015 Highlights



■ DCEDC helped administer the highly successful 2015 **Door Kewaunee Legislative Days** in May. Ninety adult delegates and 40 student delegates traveled to Madison to deliver our legislative agenda to elected officials and key state agencies. The lead issue was “Protecting the Public’s Drinking Water in At-Risk Karst Geo-Region,” along with several other topics. The **state budget** included several initiatives from our legislative agenda, including restoration of funding for the Wisconsin Transportation Harbor Assistance Program at \$13 Million and the Knowles-Nelson Stewardship Program at \$33 Million annually. (Since 1980, Door County has received over \$21 Million in Harbor Assistance grants.) Legislative Days 2015 included a very well-received **showcase of Door and Kewaunee County foods**, presenting local food offerings at several stations during the event.



■ The Sturgeon Bay Industrial Park was very busy in 2015. **Therma-Tron-X** purchased a 3-acre site and constructed a 34,000 square foot addition to their existing plant, and secured an option for an additional 4.4 acre parcel to accommodate future growth. **Pro Products, Inc.**, a precision CNC machine shop in the Sturgeon Bay Industrial Park, completed construction of their new, 40,000 square foot facility. **Key Industrial Plastics** also completed a 5,500



square foot addition to their plant. **Cadence, Inc.** began construction on their new 62,000 square foot, state-of-the-art facility located in the Industrial Park. The \$5 Million project will retain 40 existing jobs and create 50 new jobs in the county. **Murrock Landscaping** purchased a new lot in the Industrial Park and started building a 7,000 square foot addition.



■ DCEDC and a number of local companies produced and released a **talent attraction video** which highlights the positive aspects of work and life in Door County, to assist local firms in recruiting the skilled workforce required for their continued growth. The video features interviews with Door County employers and employees, talking about their impressions of the County, recreational amenities, the various communities in Door County, healthcare, schools and community engagement. The video is available for all local businesses to use for their talent recruitment efforts.

■ In April, **Jim Olson Automotive Group** was recognized as the Door County Industry of the Year at DCEDC’s Annual Meeting, and the Lautenbach family, owners of **Orchard Country Winery & Market**, were named Entrepreneurs of the Year for 2015.



■ The Door County Community Foundation’s **Door County Community Opportunity Investment Network (COIN)** micro-loan and mentoring program for local businesses provided loans totaling \$61,000 to **Dogma Grooming, A Cut Above and Colleen’s Heritage Bakery**; the three projects leveraged \$89,000 in private funds. The COIN fund, administered by DCEDC, is designed to provide microloans to start-up, newly established and/or emerging businesses located within the County that might otherwise be unable to access financing through more conventional sources.



■ Worked with Sturgeon Bay officials and consultants on the continued implementation of the plan for **redevelopment of the city’s west side waterfront**. The development proposal for the 76-room, \$8.75 Million Lindgren Hotel project by local developer Bob Papke was approved by the City Council. Negotiations are in process with developers for a Titledown brewpub on the former granary parcel. The plans for the 36-unit Bayloft apartment project and 3,100 square foot retail development on West Madison Street are progressing through the approval process. DCEDC also worked with Baileys Harbor on the UW-Extension Design Team visit and with Sister Bay and the Village of Egg Harbor on downtown redevelopment plan implementation.



■ DCEDC successfully launched the **NexGen Door County Young Professionals Network** with two events in 2015. The purpose of the Young Professionals Network is to help attract and retain young professionals through social, educational and community service programming, and to promote the benefits of living and working in Door County to young professionals and entrepreneurs. Engaging this demographic will help strengthen our workforce and school systems, while energizing our community organizations.

2015 By The Numbers

36 requests for business assistance



■ Our staff responded to 36 requests for assistance from existing local businesses. We assisted several significant business expansion projects around the County, including: Bay Shipbuilding Company; Door County Brewing; Pro Products, Inc.; Therma-Tron-X; Cadence, Inc.; Dogma Grooming Salon; Key Industrial Plastics; Sonny's Pizzeria; Segway Door County; and Woodrow Engineering.

■ DCEDC assisted more than 100 entrepreneurs investigating the feasibility and/or start-up of new business ventures. A Cut Above Salon, Colleen's Heritage Bakery, Door County Farm Market, Fireside Restaurant, Integrated Health Services of Door County, The Tin Plate Restaurant, Door County Love Artisan Granola, Pier & Waterfront Solutions, and Bernie's Well & Water are among the varied and exciting new business ventures established in Door County in 2015.



100 entrepreneurs investigating ventures

16 businesses with **58** fulltime employees



■ The Door County Business Development Center (business incubator) is currently home to 16 businesses with 58 fulltime equivalent employees. Mike Wieck Sales, Inc. and Connections, IRIS Consultant Agency by Lutheran Social Services became new Center clients in 2015. Twenty businesses have graduated from the Center, creating 90 jobs to date.

■ We administer Revolving Loan Fund programs for the County of Door, City of Sturgeon Bay and DCEDC. In 2015, loans totaling \$344,000 were approved for Door County Brewing, The Tin Plate, Segway Door County and Sonny's Pizzeria, leveraging \$1.8M in private funds, creating 25 jobs and retaining 39 jobs over the next three years. There are currently 26 active loans between the three revolving loan funds.



\$344,000 in Revolving Loans Approved

350 students in 8th Grade Career Day
750 students on career prospects



■ The Door/Kewaunee Business & Education Partnership (DKBEP) provided a number of career awareness programs for area school districts during the 2014/15 academic year, including over 350 students participating in 8th Grade Career Day. DKBEP also arranged job shadows for over 110 high school students, had nearly 775 students on business tours of 50 area companies, and provided guest speakers in the classroom to address more than 750 students on career prospects in a variety of local industries. Throughout the year, 75 area businesses participated in some sort of DKBEP programming.

■ DKBEP and The Women's Fund of Door County collaborated to promote science, technology, engineering and mathematics (STEM) awareness for area youth with the first-ever Door/Kewaunee Science & Engineering Festival featuring Mind Trekkers at Southern Door High School, which drew 2,000 people over two days.



2,000 attendees

13 projects



■ The ten-county Regional Housing Consortium program has expended \$121,161 for 13 projects in Door County - \$59,400 in down payment assistance for 9 home purchases; balance was for rehabilitation projects. DCEDC serves as the Door County representative to the Consortium.

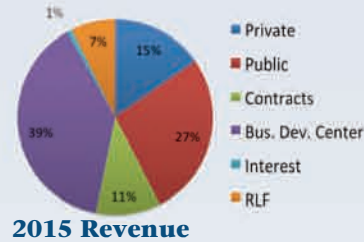
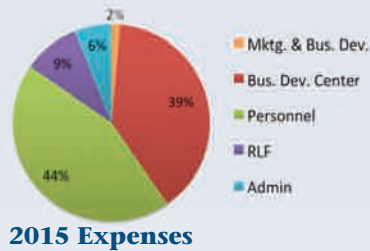
■ Door County Buy Local continued to grow their membership and hosted seven business networking mixers. The searchable online member database has over 250 business listings, and the Buy Local Facebook page has nearly 900 followers. This grass-roots economic development initiative seeks to strengthen local businesses, increase employment opportunities and educate the public about the importance of buying locally whenever possible.



250 businesses listed
900 followers

2015 Financial Report

While developing and administering an aggressive economic development program, DCEDC strives to control costs and to direct resources where they are most beneficial. The graphs below were developed using information from the Door County Economic Development Corporation's year-end financial statements. Schenck Business Solutions, Certified Public Accountants, will be conducting an audit of these statements this spring. Revenue for 2015 totaled \$365,384 and expenses totaled \$327,769.



DCEDC 2015 Investors

Because economic development in the Door County Peninsula is good for all businesses, existing companies are an important source of financial support for DCEDC. This voluntary investment, donated over a three-year period, enhances the ability of DCEDC to provide business assistance, financial incentives and other initiatives designed to strengthen the local business climate. These private funds are combined with local government investments, grants and contract service fees to provide the money necessary for DCEDC to fulfill our mission "to improve the economic vitality of the county and its residents."

We encourage you to support the companies that invest in DCEDC.

Diamond (\$55,000 & up) County of Door

Platinum (\$5,000 - \$54,999)

Bay Shipbuilding Company City of Sturgeon Bay Sturgeon Bay Utilities

Gold (\$2,500 - \$4,999)

Baylake Bank Ministry Door County Medical Center Village of Sister Bay
Hatco Corporation Nsight/Cellcom Wisconsin Public Service

Silver (\$1,000 - \$2,499)

American Transmission Company Marine Travelift/ExacTech Village of Egg Harbor
Associated Bank N.E.W. Industries WireTech Fabricators
Bank of Luxemburg Therma-Tron-X, Inc. Wulf Brothers
Be's Coffee & Vending

Bronze (\$500 - \$999)

Action Realty Door Peninsula Winery & Distillery Pine Crest Village
Albert's Plastering Keller, Inc. Pinkert Law Firm
AT&T KerberRose, SC Portside Builders
C&S Manufacturing Corp. Main Street Market Pro Products, Inc.
Capital Credit Union Northeast WI Technical College Renard's Cheese Store, LLC
Door County Advocate Peninsula Building Systems Roen Salvage Co.
Door County Coffee & Tea Company Piggly Wiggly - Sister Bay

Copper (\$499 & under)

Bay Electric Systems	Door Landscape & Nursery	Just In Time Corporation	Stoneman-Schopf Agency, Inc.
Bayland Buildings, Inc.	Eagle Mechanical	Key Industrial Plastics, Inc.	Sturgeon Bay Metal Products, Inc.
Bayside Home Medical	ERA/Starr Realty	Lampert Lumber	True North Real Estate, LLC
Bridgeport Resort	Flanigan Distributing	LfpDesign!	Van's Lumber and Custom Builders, Inc.
Chapman Technical Services	FLS Banners, Ltd.	Logan Creek Soap	Viking Electric Supply Co.
The Cookery	Foremost Management	May Realty	Warner-Wexel, LLC
Country Ovens	Frontier Communications	Meissner Landscape	Waseda Farms
Dan's Fish, Inc.	Goebel Group Benefits, LLC	Northland Steel Co. Inc.	Washington Island Ferry Line
DC Printing	Going Garbage & Recycling, Inc.	North Shore Bank	W.E. Builders
Door County Brewing Co.	Heyrman Construction Co.	Northstar Consulting, LLC	Welcome Home Realty
Door County Eye Associates	HTE, Inc.	PIP Printing	Wild Tomato Pizza
Door County Hardware	Huehns Funeral Home	Simon Creek Vineyards	Wood Orchard, LLC
Door County Lavender & Lemon	Insurance Center of Sturgeon Bay	Soik Communications	Woodrow Engineering
Door County Mustard	Jim Olson Motors, Inc.	Soil Specialists, Ltd.	Yankee Clipper/Clipper's Mate
Door County Traders	JR Vacation Rentals & Cleaning Service	Stangel Accounting & Tax Office, S.C.	Young Automotive
Door County Trolley			

In-Kind Contributors

Boettcher Communications MasterCare Cleaning Stone Harbor Resort Sturgeon Bay Florist
Door County Visitor Bureau Schenck Business Solutions Sturgeon Bay Visitor Center