



Roger Kirgues
President



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Kathleen Cady Schilling
Executive Director

**Advancing the business prosperity and economy of Ozaukee County
in collaboration with community, regional and business partners.**

Ozaukee Economic Development Makes Changes for the Future

Ozaukee Economic Development has just completed its 20th year of operation and as with all businesses, we know that we need to continue to evolve and change to succeed in the ever-changing economy. As such, OED has significantly changed its way of operation. OED has reduced the board size from 25 current members to its 2010 board membership of 15 members.

However, OED has added several new options for businesses to get involved with the organization. Three new committees have been formed, Program Development, Business Development and Board Development. Each committee will develop their own mission.

- ◆ **The Program Development Committee** will focus on creating new seminars and events spotlighting key issues facing local businesses.
- ◆ **The Business Development Committee** will concentrate on sector analysis and business outreach.
- ◆ **The Board Development Committee** will focus on fundraising, board education and membership to ensure a strong OED for the future.

These committees will provide businesses a chance to become involved with OED, without requiring both the time and commitment that full board membership would require.

Additionally, as part of these changes, OED has also created a new Advisory Council.

The Advisory Council will meet twice a year—our Annual Outreach Event and an interactive session in the fall—to discuss and provide input on OED activities and programs.

Our plan is, that through these new alternatives, more businesses will become involved with OED and our mission.

If you are interested in joining one of the OED committees, the OED Advisory Council or to receive more

www.ozaukeebusiness.org

Milwaukee7

Regional Business Leaders meet in Port Washington

On September 25th, the Milwaukee7 held its Fall Meeting at the Ozaukee County Administration Building, in the newly remodeled County Board Room. The Milwaukee7 is a seven county (Kenosha, Walworth, Racine, Milwaukee, Waukesha, Washington and Ozaukee) regional economic development effort. The Organization focuses on business attraction and retention within the region, working with local organizations like OED, to make the process easier for business.

The organization is jointly run by the Metropolitan Chamber of Commerce (MMAC) and the Greater Milwaukee Committee (GMC). Gale Klappa, President of Wisconsin Energy and co-chair of the Milwaukee7, presided over the meeting. Scott Huebner, Mayor of Port Washington and Tom Meaux, County Administrator welcomed approximately 90 business and government executives from around the region to our community.

The meeting focused on manufacturing and its future in the Milwaukee Region. The program started with an overview of the current situation by Professor Ed Morrison from the Center for Regional Development at Purdue University. Three local manufacturers representatives, Mary Isbister of General MetalWorks Corp. (Mequon), John Torinius of Serigraph (Port Washington) and Thomas Schafer of Rockwell Automation (Mequon), each presented a potential scenario for the Milwaukee Region's manufacturing future. They then discussed what steps would be needed to see it come to fruition. The program provided a real-world look at the future of the region.

The Milwaukee7 holds two to three meetings a year. The next meeting will be held in Kenosha.



Gale Klappa
Milwaukee7 Chair



Scott A. Huebner
Mayor of Port Washington



Thomas W. Meaux
Ozaukee County Administrator



Attendees at the Milwaukee7
meeting in Port Washington



Mary Isbister
General MetalWorks Corp.



Gus Wirth, Jr.
County Board

SAVE THE DATE

APRIL 28, 2010

ANNUAL OUTREACH EVENT

We are excited to announce that Mike Gousha has accepted our invitation to be the speaker for our 2010 Outreach Event. Mr. Gousha, a distinguished media personality in the Milwaukee Area, currently hosts **UpFront with Mike Gousha** on WISN, Channel 12 and is a distinguished Fellow with the Marquette University Law School. Through both his UpFront program and his work with Marquette, Mr. Gousha discusses local and regional issues with the key players from around the state. OED is thrilled to have him as our 2010 speaker.

The event will be held on Wednesday, April 28th at Shully's in Thiensville. Shully's has again agreed to be one of our corporate sponsors. Last year's event had over 160 local business and government executives attend. We hope you will mark your calendar and join us.

Corporate sponsorships for this event will be available at \$500 for sponsorship and table promotion and \$300 for sponsorship. Please contact OED if you are interested in being one of the sponsors for this event at either 262.238.7730 or kschilling@co.ozaukee.wi.us

Ozaukee Economic Development Executive Director to present at Workforce Development Open House

OED's Executive Director Kathleen Cady Schilling will be presenting at the February Open House for Workforce Development. The programs, which run monthly, offer businesses the opportunities to hear about subjects that directly affect them. Previous speakers have provided programs on human resources law, an economic review of the region and diversity programs. Ms. Schilling will be speaking about OED, its programs and its partners.

The program will be held at the Ozaukee Workforce Development Center at the Milwaukee Area Technical College—Mequon Campus, 5555 W. Highland Road, Mequon on February 17, 2010. The program will run from 8:30 to 10:00 am. We hope to see you there.

2009 Saukville Sustainability Forum

50+ people attended the 2009 Saukville Sustainability Forum. The Forum focused on partnerships that assist businesses develop or expand their own sustainability efforts.



The program began with a presentation by the Wisconsin Department of Natural Resources on their new Green Tier program. It was fol-

lowed by a panel on local sustainability activities, including representatives from Sustainable Grafton, Focus on Energy, 1000 Friends of Wisconsin and Cook Composites and Polymers (CCP)'s local sustainability program. A second roundtable discussed how sustainable business practices help contribute to a positive bottom line. Participants included, Jonathan Sisemore from CCP, Jeff Neubauer from Kranz, Inc., Dan Anderson from

Phillips Plastics Corp. and Bill Mitchell from Partners for Sustainability. The program provided audience members with a solid chance to learn about other's efforts and



how they could be implemented within their own businesses.

The event was sponsored by Cook Composites and Polymers, the Village of Saukville, Ozaukee Economic Development, the Saukville Chamber of Commerce, Wisconsin Department of Natural Resources, Ozaukee



Christian School, the Grafton Chamber of Commerce, the Port Washington Chamber of Commerce, Focus on Energy, We Energies, Milwaukee

School of Engineering—Center for Sustainability, UW—Milwaukee—Center for Environmental Sustainability Education, 1000 Friends of Wisconsin and Kestrel Management Services.

Photos courtesy of Kurt Baehmann/ConvoyPhoto.com

**Looking to Expand Your Business?
Having trouble seeing your business'
future?**

Do you have a business plan?

Ozaukee Economic Development's Economic Practitioners' will be hosting a business planning seminar for existing businesses. The program will focus on why you need a business plan, what should be in the plan and how the plan will help your current business succeed and prosper in these challenging times. Presenters will be Kristine Kruepke, UWM's Small Business Development Center and J.D. Milborn, Wisconsin's Department of Commerce. This program will provide existing businesses with the steps to create a solid foundation for their future.

The program will be on Monday, January 25th from 6 pm to 8:30 pm at the County Administration Building in Port Washington. Pre-registration fees are \$10, day of event \$15.

If you are interested in registering or have questions, please contact Kathleen Schilling at kschilling@co.ozaukee.wi.us or 262.238.7730.

**How to go Green and
Save some Green at the same time...**

Ozaukee Economic Development, OWM-18, and Milwaukee Area Technical college are joining to host "The Sustainable Case for Business" workshop. The program will be presented by Partnerships for Sustainability, Practical Steps for Small Businesses. The program will focus on how utilizing a Sustainable Assessment Tool and development of a Company Green Team can improve your company's ROI. The program will be Thursday, February 25th from 7:30 to 10:30 am at the MATC-Mequon Campus.

Sustainability is the business strategy of the 21st century, not only because it's a responsible thing to do, but it's the right business thing to do.

For more information on this program or registration please contact Kathleen Schilling at Ozaukee Economic Development Phone: 262-238-7730 or email kschilling@co.ozaukee.wi.us

**COMMERCE and WMEP
Team up to help Manufacturers
find New Global Markets**

The Wisconsin Department of Commerce and the Wisconsin Manufacturing Extension Partnership (WMEP) have announced a joint venture to ramp up the number of state manufacturers that export their goods and services.

Under the plan, WMEP and Commerce will combine their resources and expertise to help small and midsize manufacturers access and develop their export potential. The effort will target manufacturers with outreach that includes personal contacts, public workshops and other communications aimed at building awareness, knowledge and capabilities.

Exports not only fuel top and bottom-line growth in times of rising global demand, but also drive revenues during periods of weak economic activity within the US. Many state manufacturers who sell into global markets are weathering the recession better than those that depend entirely on domestic demand.

The Commerce Bureau of Export Development offers a wide range of services to assist companies, whether they are new to exporting or seasoned professionals. Assistance is available for minimal or no cost. Services include market research; agent/distributor searches; client/user services; buyers' and trade missions; trade show grants; export documentation and certificates; and identification of lawyers, translators and other service providers. For more information on Commerce's export programs, visit

www.commerce.state.wi.us/ie/E-OurServices.html

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