



**Roger Kirgues**  
President



**Kathleen C. Schilling**  
Executive Director

Volume 1 Number 1

November 2008

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

As President of the Ozaukee Economic Development (OED) Corporation, it is a great honor for me on behalf of our Board of Directors, to welcome you to the first edition of our OED Electronic Newsletter.

2009 will mark our 20th year in business operation on behalf of the business and property owners of Ozaukee County.

A brief history of our organization and its accomplishments follows:

In July of 1989, a group of concerned Ozaukee County Leaders; including Rose Hass-Leider, Mark Grams, John Stackman, and Ralph Huiras, met to discuss the economy of Ozaukee County. As a result of this meeting, ten public and private sector people met to establish a 501 C6 non-profit corporation which became known as the Ozaukee County Economic Development Corporation (OCEDC).

The organization was comprised then as it is today with volunteer board members who represent both the public and private sectors of our community.

continued page 4

Ozaukee Economic Development experienced a revitalization in 2007. The organization which had been credited with various accomplishment in the past, was struggling due to a limited budget and staff. In 2007, OED brought forth new financial commitments which allowed OED to open and staff its new office.

Since then, OED has become an active partner in the business community. In the past year and a half, OED worked with five businesses to secure low-interest loans for machinery, new buildings and working capital. These projects have helped to both create and retain employment in Ozaukee County. Additionally, OED collaborated with Workforce Development, Milwaukee Area Technical College and our local K12 systems to develop new programs focused on workforce training and preparation ensuring that the County will have the skilled workforce it needs to move into the future.

Currently, OED is working on eighteen projects range in size from small businesses of less than ten employees to major employers of over 500.

continued page 2

## Federal Tool

July 29, 2008 was an exciting day in Cedarburg. Governor James Doyle and Secretary of Workforce Development Roberta Gassman came to a local manufacturer, Federal Tool to present the Manufacturing Skills Standards Council (MSSC) Certified Production



Technician credentials to four of its workers. MSSC is a national workforce training certification program that qualifies workers in four key areas; Safety, Quality Practices and Measure-

ment, Manufacturing Processes and Production and Maintenance Awareness. These credentials provide the workers with a qualified assessment of their skills and allow the businesses to promote their staff qualifications to customers. Three additional workers received a partial CPT credential in one or more of the key areas.

Additionally, six workers received their welding credentials in a joint partnership training program with Milwaukee Area Technical College. This partnership created real business opportunities for Federal Tool, as it served as a key decision-making element for a new 1.5 million dollar account.

**Dave Tomczek, President of Federal Tool,** stated *“The MSSC program proved well worth the investment. Both the direct (skill level increase and general manufacturing knowledge) and indirect (self esteem, confidence, pride, etc) have helped to improve Federal’s ability to satisfy customer’s needs. The program has helped to give our associates a framework for improving performance, and increased stability and security in their careers”.*



## Manufacturing Career Expo

Looking for a career option, how about manufacturing? That was the message given to 350 high school students. Seventeen area manufacturers came to the Port Washington-Saukville High School on a cold February morning to talk to students about manufacturing as a career option. The program was set up like a business expo allowing students to travel from business to business talking about the business products, job opportunities and training needs. The goal was to get students excited about manufacturing, but also to inform them about the variety of job options within the manufacturing field. Many students believe that manufacturing is a dying industry with limited job opportunities. This program allowed businesses to educate students on career options ranging from machinists to sales to chemists to human resources to technology positions. All of these options are open within the manufacturing industry. The program, a pilot program, involved not only students from Port Washington-Saukville, but additionally 30 students from the Northern Ozaukee High School also participated. In 2009 OED, in partnership with the W-O-W Workforce Development Board will be sponsoring a new Manufacturing Career Expo at the Grafton High School. It is OED’s goal that each of the public high schools will take a turn hosting this expo allowing students to learn more about manufacturing career options. Manufacturing is a key industry in the Southeastern Wisconsin Region, but with a dwindling workforce it needs to attract new workers to the field. If you or your company is interested in being part of the 2009 expo to help increase the potential manufacturing workforce, please contact OED

cont. from page 1—Cady Schilling

OED welcomes the opportunity to work with any current or potential Ozaukee County business. Please contact me for more information on OED and our programs.

Kathleen Cady Schilling  
Executive Director

## Revolving Loan Fund

What is a Revolving Loan Fund Program and How can it help my business?

The Revolving Loan Funds (RLF) were set up through a federal grant program that gave dollars to local communities to lend out to businesses to help create new employment opportunities. The programs now have a pool of money that is available to loan to businesses that are looking to expand or relocate. The program will fund purchases of land, buildings or machinery. It is also available for working capital for the businesses. RLFs serve as a gap financing program and work with your conventional financing partners. The loan program will only fund up to 50% of any project. The loans are available at low interest rates. Term and amortization schedules are dependent on the project and the program. Some projects are ineligible including feasibility or marketing studies, refinancing of any kind and many types of construction. The programs are established for current or incoming businesses of a community. The programs require new or retained employment as part of any potential project

Currently, Ozaukee County has five active RLF programs, City of Cedarburg, City of Mequon, City of Port Washington, Village of Grafton and an Ozaukee County program. To get information on these programs and their application process or to schedule a meeting to discuss your project, please contact OED

### Ozaukee Economic Development Board of Directors

Dr. David Borst	Thomas Myers
Jim Culotta	Michael Rambousek
Norm Doll	Ed Ritger
Kathy Geracie	Dianne Robertson
Mark Grams	Carol Schneider
Brad Hahn	Lee Szymborski
Rose Hass-Leider	Randy Tetzlaff
Eric Hurd	Dr. Michael Townsend
Roger Kirgues	Dawn Wagner
Todd Luft	Paul Westrick
Bruce McInay	Kevin Wester
Mike Mortell	Gus Wirth, Jr.
Lila Mueller	



## RLF Success Story

In March of 2007, OED was contacted by a local business, Modern Equipment Company. Modern Equipment has been located in Port Washington since the 1920s. Its current lease was expiring and they needed to find a new location and quickly. They had been looking at a facility in Port Washington and were considering purchasing it. However, their corporate office was examining other alternatives including a potential relocation.

OED worked with the City of Port Washington and Ozaukee County to create a financial package for them. As part of this package, both the County and City provided a low-interest ten year loan for the purchase of the new property. Modern Equipment then purchased the former TRAK facility on Western Avenue in Port Washington.

This new facility provided Modern Equipment with over 160,000 square feet of industrial space and will allow the company to continue to manufacture and grow in Port Washington. Modern Equipment currently has over 70 employees and continues to grow.

The RLF programs are designed to help businesses lower the cost of expanding or locating within our communities. For Modern Equipment, the financing package that OED, Ozaukee County and the city of Port Washington provided, ensured that the Port Washington location was competitive with any other option and allowed Modern Equipment to continue its history in Port Washington.

cont from page 1—Kirgues

Over the years, OCEDC was credited with several significant accomplishments including: the development of the “Workforce 2010” apprenticeship program and Ozaukee Express, a transit program developed to help the Ozaukee Business Community tap into the Milwaukee labor market. OCEDC also partnered with the University of Wisconsin-Milwaukee’s Small Business Development Center to offer the nationally recognized entrepreneurial training programs, Fast Trac and First Steps. This program, which had previously only been available in Milwaukee is now offered annually at the MATC-Mequon campus.

In 2007, the OCEDC hired its first full-time Executive Director, Kathleen Cady Schilling and opened its new office in the Ozaukee County Administration Center in downtown Port Washington. A new marketing campaign was also launched leading to its new logo, new web site, ([www.ozaukeebusiness.org](http://www.ozaukeebusiness.org)) and marketing title Ozaukee Economic Development.

In May 2008 we sponsored our first Outreach event, which was attended by over 130 community officials and business leaders in Ozaukee County. Furthermore, by utilizing an economic impact program designed by the Metropolitan Milwaukee Association of Commerce, the aggregate benefit of both existing jobs retained and new jobs created adds up to a total economic impact of over 31 Million Dollars.

OED sincerely appreciates all Ozaukee Businesses and we look forward to working with each of you in the future.

Our Mission and Vision statements are included below for your reference:

**Mission Statement:** The Ozaukee County Economic Development Corporation (OED) advances the business prosperity and economy of Ozaukee County in collaboration with community, regional and business partners.

**Vision Statement:** OED will be the leading force as the 1st point of reference and one stop connector of resources that ensures a growing, vibrant and diversified Ozaukee County economy.

Roger Kirgues, President



**Gale Klappa**  
President & Chairman, Wisconsin Energies

## Ozaukee Economic Development Outreach Event

It was a beautiful sunny evening on May 6th, when OED held its first Outreach Event. The program hosted by Shully’s Catering in Thiensville, was attended by over 130 Business Executives and Government leaders. Gale Klappa, CEO and President of Wisconsin Energy was our featured speaker. Mr. Klappa also serves as the co-chairman for the MilwaukeeSeven(M7), a regional effort focused on economic development for the seven-county Milwaukee Region (including Kenosha, Walworth, Racine, Milwaukee, Waukesha, Washington and Ozaukee Counties).

Mr. Klappa spoke about M7’s initial efforts focusing on next generation manufacturing and the effect that export jobs have on the region. This program was followed up with a short presentation on Ozaukee Economic Development and its programs and services. As one attendee, Jeff Larson, Vice President of Foundations Bank stated, “Excellent location, facility, food, speakers and attendees.”

OED plans on to host a similar event in the spring of 2009.



L-R, D. Wagner, T. Luft,



S. Shully, L. Szymborski, M. Townsend,



A Darling, B. Bowakowski, J. Ott