



CHIPPEWA COUNTY

Wisconsin's Spirit of Innovation

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ECONOMIC DEVELOPMENT CORPORATION

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Summer 2018

CCEDC
Hello Summer!



NTERA brings Broadband to Chippewa County

Access to high-quality business and residential broadband is essential to developing, growing and attracting businesses, improving academic performance, supporting healthcare, promoting innovation and entrepreneurship, attracting investment, educating the workforce of the future, quality of life, and improving Chippewa County's position within the global marketplace.

Cornell based Chippewa Valley Electric Cooperative (CVEC) and New Auburn-based Citizens Connected on Friday, July 13, 2018 along with Public Service Commission of Wisconsin Chairman Lon Roberts, Charlie Walker President/CEO of the Chippewa County Economic Development Corporation, and community members- celebrated NTERA expanding high-speed broadband access in Northern Chippewa County. (see page 2-Ntera)

HATCH 1

NTERA 2

FOXCONN 3

LUNCH & LEARNS 4

LARSON COMPANIES 6

Hatch Is Coming!

You are invited to join the Chippewa County Economic Development Corporation for HATCH— one of the best entrepreneur events of the year, held on Thursday, September 27, 2018 at Chippewa River Distillery from 6:00-8:00pm at 402 W. River Street, Chippewa Falls, WI 54729. Help Chippewa County Economic Development Corporation (CCEDC) decide which local entrepreneurs will be able to compete for a cash prize up to \$2,000! At HATCH, presenters will have five minutes to pitch in front of judges and a live audience about their business ideas. In addition, the audience has a chance to evaluate and vote for their favorite idea alongside the judges. If selected, semi-finalists will move onto the regional finals in November and will pitch for the grand prize of \$5,000. Beyond the prize money, this is an opportunity for local entrepreneurs to share their fresh and creative business ideas to supportive investors, businesses, and community members!

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Summer News

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NTERA expanding high-speed broadband access in Northern Chippewa County.

(Ntera-from page 1) Through a joint venture formed in 2017 by CVEC and Citizens- NTERA's mission is to provide homes and businesses with leading-edge Internet, Video, and Voice services through a 100% fiber optic network.

"Chippewa County Economic Development (CCEDC) realized the issue of the lack of broadband was limiting Northern Chippewa County's growth and brokered the meeting between our two cooperatives-Chippewa Valley Electric Cooperative (CVEC) and Citizens Connected to see if they could join forces and help solve the issue." Noted Charlie Walker, President of CCEDC "The Board of Directors of both Cooperatives, and their management team totally get that when every person throughout Chippewa County has access to reliable and affordable high-speed broadband Internet it ensures a prosperous local economy for several generations, so they invested the money and formed NTERA!"



"I applaud the Board of Directors of Chippewa Valley Electric Cooperative and Citizens Connected for this investment and know that like you, Governor Walker's commitment to broadband expansion. With the Governor's direction, Wisconsin has funded 101 projects in 46 counties, and the Commission will continue to expand on these numbers with an additional \$7 million in Broadband Expansion Grants being awarded later this fall. This Broadband Expansion by NTERA helps connected all Wisconsinites, and the work to continue to provide broadband to all corners of the state continues to be a goal of the Commission," said PSC Chairman Lon Roberts.

"This NTERA project truly is a win for Chippewa County and exemplifies the cooperative model, specifically cooperation among cooperatives and concern for our community. Along with CVEC, we share a commitment to rural Wisconsin development and the communities we serve," explained Dennis Bachman, CEO/General Manager at Citizens Connected. Chippewa Valley Electric Cooperative serves Chippewa, Rusk, Taylor, Dunn and Barron counties, with about 7,500 accounts over 1,300 miles of line. The distribution agency has 21 full-time employees. Citizens Connected reaches 3,200 homes in parts of Barron, Chippewa and Rusk counties, and employs 19 full-time workers.



CCEDC Welcomes Foxconn

A year ago, Governor Scott Walker signed the historic Foxconn deal, at the time Chippewa County Economic Development Corporation (CCEDC) welcomed Wisconn Valley and began to promote the Chippewa Valley in support of Foxconn and the opportunities it offers to our community. On July 16, 2018 with the construction site of Eau Claire Confluence Project in the background, Wisconsin Governor, Scott Walker and Alan Yeung, Foxconn's Director of US Strategic Initiatives, announced plans to establish a technology hub in Eau Claire, by acquiring a historic office building and creating innovation and test centers in the downtown area.

Foxconn has reached agreements to purchase The Grand, the six-story, 43,000 square foot office building at 204 E. Grand built in 1929 that was most recently occupied by Wells Fargo, and 15,000 square feet of the western section of the first floor of the new Haymarket Landing building. Named Foxconn Place Chippewa Valley, the location will be home to at least 150 high-tech jobs in Eau Claire, the company said. The employees will work with companies that will become part of the Foxconn's supply chain and contribute to the development of the AI-8K+5G ecosystem that Foxconn says it is building across the state. "Our goal for establishing Foxconn Place Chippewa Valley is to help inspire innovative ideas, attract talent and catalyze cutting-edge solutions from companies and entrepreneurs in this part of the state," said Yeung. He also mentioned the value of the region's UW institutions and CVTC to the effort, and termed Foxconn's overall effort "A major milestone in making Wisconsin a technology hub, including the return of electronics manufacturing to the U.S." "While Foxconn Place Chippewa Valley will be located in Eau Claire, the facility will benefit the entire region, especially Chippewa County," stressed Charlie Walker, President/CEO of CCEDC.



Gov. Scott Walker addresses plans for Foxconn Place Chippewa Valley.



Alan Yeung, Charlie Walker, and Gov. Scott Walker stand for a photo op.

1st Annual Career Exploring Luncheon



CCEDC board members attend Exploring Luncheon.

The Chippewa Valley Council held this year's 1st Annual Career Exploring Luncheon on June 27, 2018 at the Eagle's Club Banquet Hall in Chippewa Falls. CCEDC was instrumental in getting Career Exploring launched in the Chippewa Valley. The program aims to help youth learn more about careers in a variety of fields and provides hands-on career experiences. The program introduces young men and women grades 6 to 12 to careers such as firefighting, cosmetology, manufacturing, and healthcare. Over 500 students in the local area have been given the opportunity to learn to explore various careers.

Roundtable Networking Luncheon

Chippewa County Economic Development Corporation (CCEDC) partnered with Marc-On Shooting to host Applied Countermeasures Group (ACG) for CCEDC's June "Roundtable Networking Luncheon". The CCEDC partners with major Chippewa Valley employers to host a Roundtable Networking Luncheon each month to allow the opportunity for a speaker(s) to talk about current issues facing the Chippewa Valley. On June 19, 2018 attendees had the chance to hear from ACG and learned how to better prepare and prevent their organizations for worst case scenarios. Attendees further discussed, learned and asked questions on how to handle and prepare for workplace violence responses, active threat responses, and active shooter responses. ACG introduced attendees to various types of behavior recognition, response techniques, such as verbal and non-verbal behaviors associated with fear, anxiety and deception, which are commonly associated with criminal activity.

This month's CCEDC Roundtable Networking Luncheon concluded with attendees receiving the opportunity to view and tour Marc-On Shooting's facility, while having the chance to watch and participate in the indoor range. Dan Marcon, owner of Marc-On Shooting, and staff members accompanied attendees during their time in the indoor range. The range includes six standard and six tactical lanes that are up to 25 yards. For more information about participating in the next Roundtable Networking Luncheon, please contact Rosalyn Zirngible at ccedc@chippewa-wi.com. This event was sponsored by Marc-On Shooting and Martino's Restaurant.



Troy Szotkowski, from ACG speaking to attendees.

CCEDC partnered with VES Environmental Solutions to host Scott Hodek from the Department of Workforce Development. This seminar allowed the opportunity for Hodek and attendees to talk about current issues facing the Chippewa Valley. Hodek, who is the Chief of the Office of Economic Advisors, shared an update on the state of the local economy and workforce challenges for area employers on June 21, 2018. Hodek, informed employers on subjects that ranged from leading economic indicators, job trend in Wisconsin, job trend in Chippewa Valley, unemployment rates for the month of April 2018, and workforce quantity challenges.

Information was also provided to attendees by the United Way on the ALICE Report, which is an acronym that stands for Asset Limited, Income Constrained, Employed. The ALICE Report places a spotlight on a large population of hardworking residents.

The lunch and learn concluded with attendees receiving the opportunity to view and tour VES Environmental Solutions, which was lead by CEO, John McBride. Attendees learned about how VES is the leader in providing environmental solutions for the modern dairy, poultry, and swine farmers, industrial applications and greenhouses throughout the world. VES offers world class designs and products that are powerful and efficient for various types of businesses. This event was sponsored by VES Environmental Solutions.

CCEDC thanks all our wonderful sponsors! #ChippewaCountyEDC

Scott Hodek, shares an update on the local economy.



Business Retention Visits

According to the Wisconsin Department of Transportation (WDOT), there are about 10,500 trucks that travel on each mile of the Interstate Highway System each day. As national and international trade continues to grow, demand for goods and services increases, and our population grows—that number is only expected to increase. In fact, the WDOT expects the number of trucks using the Wisconsin Highway System to at least double by 2035. There are several reasons why Chippewa County is fortunate to have multimodal connectivity to national and



Steve Gerrish-Chippewa County Board Member, Brad Hentschel-City of Chippewa Falls, and Charlie Walker-President of CCEDC toured Airlake Industrial Park Transload Facility.

global markets via two Class I rail systems and supported by a strong short-line rail provider Progressive Rail. First, our Chippewa County Railroads (CN, UP, and Progressive Rail) help decrease roadway congestion and delay by removing truckloads from the highways. The U.S. Department of Transportation notes that one unit train of 200-rail cars can remove hundreds of trucks from the roadways, reducing congestion, preserving local road and bridge infrastructure, and improving safety.

In order to learn more about the importance of rail and its positive impacts on our economy, Chippewa County Economic Development Corporation (CCEDC) organized a trip to Lakeville, Minnesota to the corporate offices of Progressive Rail (the owners of Wisconsin Northern Railroad) on June 29, 2018. Steve Gerrish-Chippewa County Board Member, Brad Hentschel– City of Chippewa Falls, and Charlie Walker-President of CCEDC toured Airlake Industrial Park Transload Facility. “Transload” refers to a broad range of facilities that enable shippers to move non-containerized freight between truck and rail and is used for a broad range of cargoes including bulk commodities and non-bulk commodities such as steel, building materials, and over dimensional or extremely heavy items such as turbines or other large machinery.

Dave Fellon-Owner & President of Progressive Rail discussed the importance of the Chippewa Falls, Wisconsin transload facility. He stressed that the “Chippewa Falls operation benefits Chippewa Valley shippers that do not have direct rail connections. Most transload are located outside major metropolitan areas, where there are better sites in proximity to existing rail and highway infrastructure so Chippewa County has an economic development advantage to have a transload next to Lake Wissota Business Park where there are lots available for development.” The group also discussed ways to better leverage and utilize the existing transload facility and further use it as an economic hub, attracting manufacturing, warehousing, transportation and logistics support services to help goods move through the supply chain while also assisting existing businesses by providing cost savings to those whose supply chain permit usage of rail.

The Association of American Railroads latest statistics on rail traffic on U.S carriers for the week ending July 2018 totaled 485,193 carloads and intermodal units, up 8.6% from the same week in 2017. There is no doubt that railroads that serve Chippewa County are an economic development engine, hundreds of Chippewa Valley industries rely on them to get raw goods and products to market in the United States and beyond.

National Homeownership Month



June is National Homeownership Month and this year's theme, set by the Department of Housing and Urban Development (HUD), is "Find Your Place." Chippewa County is the perfect place to raise a family and a business, and CCEDC along with the industry partners is recognizing the importance of homeownership as a milestone of the American Dream. Owning a home is a core American value that reinforces self-reliance and responsibility. During the month of June, CCEDC is raising awareness of the benefits of buying a home in Chippewa County. From Lake Wissota to Stanley and New Auburn homeownership has benefits for Chippewa County because home owners create positive environments for families, are more involved in civic affairs (including voting), and homeownership builds wealth.



Larson Companies makes major remodel

11 years ago Larson Companies made a major investment in Chippewa County with the opening of the Holiday Inn Express & Suites. Since its inception the property has welcomed over 200,000 guests, each one discovering how outstanding Chippewa County is as a place to stay, visit family or do business.

Today the Eau Claire Chamber of Commerce, the Chippewa Falls Chamber of Commerce, and the Chippewa County Economic Development Corporation (CCEDC) celebrated the properties major remodeled completion with a ribbon cutting. Cathy Leibke, CCEDC Board Member and General Manager of Holiday Inn Express & Suites and Richard Larson, Founder and Chairman of Larson Companies are pictured cutting the ribbon. CCEDC congratulates Holiday Inn Express & Suites and their continued support of economic development and tourism helping Chippewa County and Lake Hallie grow.



Richard Larson , cuts ribbon with Holiday Inn Express & Suites employees.



Join CCEDC at our next Lunch and Learn seminar!



ACHIEVING MARKET DOMINANCE

August 22, 2018

11:30am-1:00pm

CCEDC

770 Technology Way

Chippewa Falls, WI

54729

\$10 to attend

David Kochendorfer/
Business Advisor/
Owner of Achieve
Results LLC



David Kochendorfer founded Achieve Results in February 2012 after spending several years leading facilities and organizations that were privately and publicly held. Achieve Results mission is to assist entrepreneurs and business leaders obtain what they want from their business by providing business advisory solutions for profitable growth. He holds a Bachelor of Science Degree in Industrial Technology from UW Stout, a Micro MBA from St. Thomas University, and has completed continuing education classes through the University of Michigan. David also holds certifications in Lean and the Theory of Constraints.

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