



10

Years of Progress Moving
Manitowoc Forward

PROGRESS
LAKESHORE
Accelerating business success

2014

Annual Report



800+

New Jobs Created



\$47M

In Commercial
Development



8

Expansion
Projects



2014 Unemployment
Rate 5.3% - Lower
than State Avg. for
First Time in 10

PROGRESS
LAKE SHORE
Accelerating business success

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Our 2014 Board of Directors

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Park Regency Management

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Wisconsin Aluminum Foundry

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Jagemann Stamping

*Denotes Ex-Officio

Message from the Board President



*William Casey
Board President*

As I look back over the past two years that I have had the privilege of leading Progress Lakeshore, I am reminded that a lot of people give their time, talent and treasure in an effort to help drive economic development in the lakeshore region. I am pleased to say that those efforts are bringing positive results. In 2014 alone, Progress Lakeshore was involved in eight expansion projects with local businesses, worth over \$47 million in investments that promise to bring over 800 jobs to our community. For the first time in ten years, the unemployment rate in our county is lower than the state

average. Our continued work in the Industry Cluster Initiative has helped forge connections between businesses that now source and supply products and services locally, increasing their efficiency and keeping dollars in our community. The cities of Manitowoc, Two Rivers and Kiel continue to be great partners in economic development, complementing the work of Progress Lakeshore. Positive economic momentum is building. I want to thank the community members who had the vision to start Progress Lakeshore ten years ago and all those that have joined in our efforts since then. You have made a difference.

Message from the Executive Director



*Connie Loden
Executive Director*

In 2014, our economic development organization celebrated its 10 Year Anniversary. Upon reaching this milestone, we felt it was important to take a closer look at who we are and what we do. As a result, the Economic Development Corporation of Manitowoc County unveiled the new name and branding of Progress Lakeshore at our 2014 Excellence in Economic Development Awards Breakfast. This change set the stage for the organization to continue making progress toward economic vitality for the area. We were also

successful in securing \$250K in state and federal grant funding which will provide workforce training for a local company and expansion of the industry clusters over the next two years. These grants will maximize our resources and our economic development efforts in the Lakeshore community. Progress Lakeshore will continue in 2015 and beyond to create strategic partnerships and connections to "*accelerate business success.*"

About Progress Lakeshore

Progress Lakeshore is a confidential, private, non-profit organization with public and private member investors collaborating to create a vibrant local economy, assisting businesses to start up, grow and expand by connecting them to resources and information.

Our Mission Statement

To lead diversified economic development in order to improve the long-term prosperity of the business community and residents of Manitowoc County.

Our Vision

To lead the delivery of economic development services in Manitowoc County in collaboration with the public and private sectors to facilitate the creation of quality jobs, diversify the local economy and improve the overall quality of life.

Our Strategic Priorities



2014 Dashboard



800+

New Jobs Created



\$47M

In Commercial
Development



16

Educational
Seminars



74

Listings To Date in
Online Manufacturing
Directory



Developed
Enterprise Growth



2014 Unemployment
Rate 5.3% - Lower
than State Avg. for
First Time in 10



8

Expansion
Projects



2

Site
Locations



Locate in Wisconsin

Locate in Wisconsin is a tool used to find buildings or sites that will best suit business needs. The Wisconsin Economic Development Corporation created Locate in Wisconsin as an all-encompassing website for building and site data. It also has access to demographic, community and business information. In today's process for site selection, much of the exploration is done online without ever contacting a community representative. Therefore, it is extremely important to be sure that available buildings and sites are listed in the database, which site selectors utilize to find suitable locations in Wisconsin. If you are interested in listing an available commercial property or site at no cost, please contact Laura at 920.482.0540 or laura@progresslakeshore.org.

Learn more about Locate in Wisconsin at www.inwisconsin.com > Available Sites.

Recognition for 10 Years Expanding Opportunities in Manitowoc County

The Economic Development Corporation of Manitowoc County—now Progress Lakeshore—celebrated its 10th Anniversary at a Business After Hours event held on March 20, 2014.



The need for an economic development organization in Manitowoc County rose out of the Vision 2011 work that followed the closing of the Mirro plant in Manitowoc. This crisis triggered community leaders to take action towards rebuilding the economic hole that Mirro left in its wake as it moved its jobs out of the country. Founders of the EDC studied a number of economic development organizations across the country and discovered that a key to success involves creating private-public partnerships. Formed in 2004, this private-public structure allows for seamless navigating for businesses. A business can seek counseling from Progress Lakeshore with confidence that their information will be kept confidential. However, when they need to be connected to municipal programs, permitting, etc., they experience a guiding hand in making the connection.

During this first decade, Progress Lakeshore rose to become a driving force for economic growth by mobilizing resources to help businesses succeed. Progress Lakeshore's professional staff helps entrepreneurs navigate the steps necessary to start a business with proper planning and resources. We offer one-on-one counseling as a free service, along with other educational workshops for both start-up and existing businesses.

Launch of New Progress Lakeshore Brand Identity

The Economic Development Corporation of Manitowoc County unveiled their new brand positioning at the 3rd Annual Excellence in Economic Development Awards Breakfast on May 15, 2014.

In celebrating our 10th Anniversary, we felt it was time to revisit the brand message for the organization to determine if it still served us effectively. It was decided that an improved brand statement would be more effective in communicating what we do and provide an opportunity to better position the organization for the next ten years and beyond.

With the assistance of marketing professionals from Lakeshore Technical College and Holy Family Memorial, rebranding efforts led to the new name of Progress Lakeshore. Our new logo features an orange and black color palette to be contemporary while the "o" in Progress represents a progress wheel in motion. The new tagline—Accelerating business success—helps to further reinforce the organization's brand position.

According to Connie Loden, Executive Director: "We wanted a business name that more clearly defined who we are and what we do. Progress Lakeshore—including our new tagline—better identifies us and the services we provide. It also avoids the confusion of people thinking we are a government agency or department, which our old name often generated."

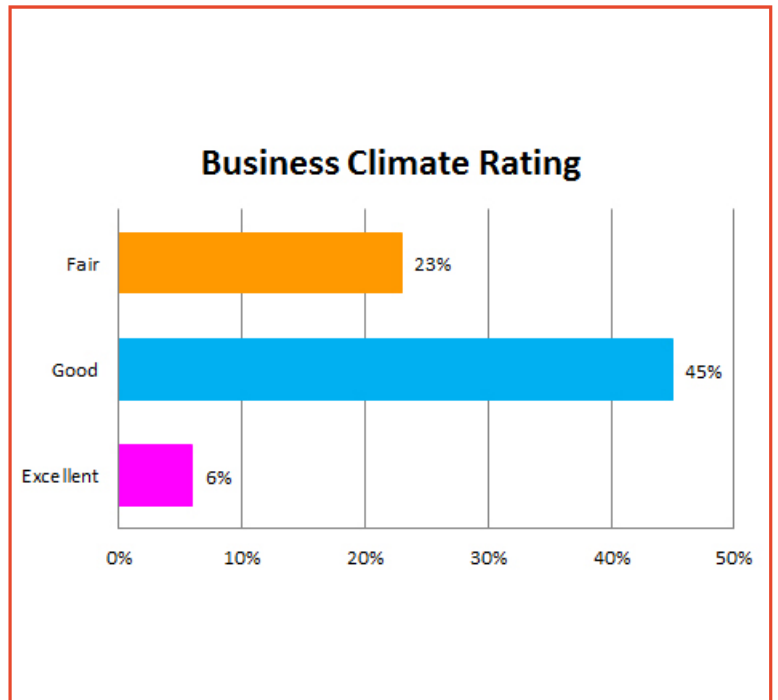
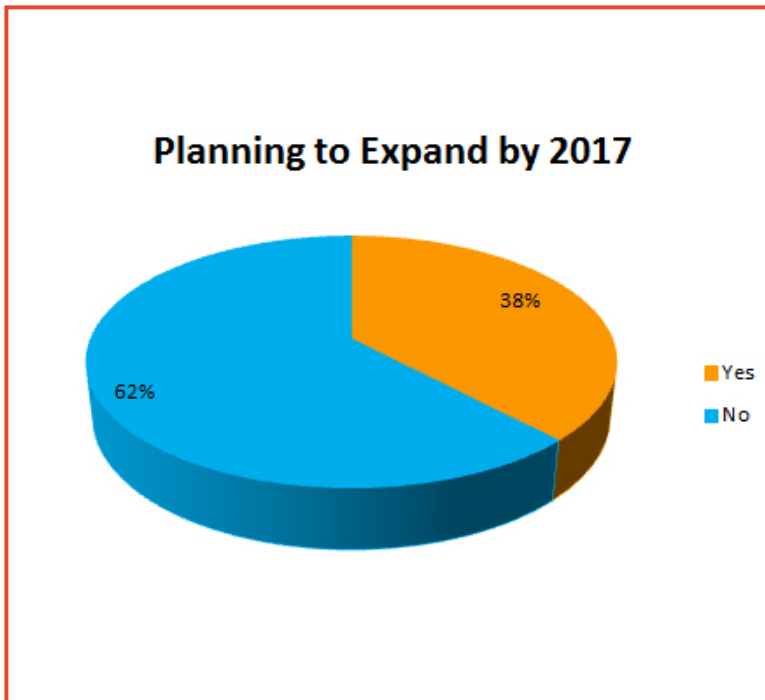
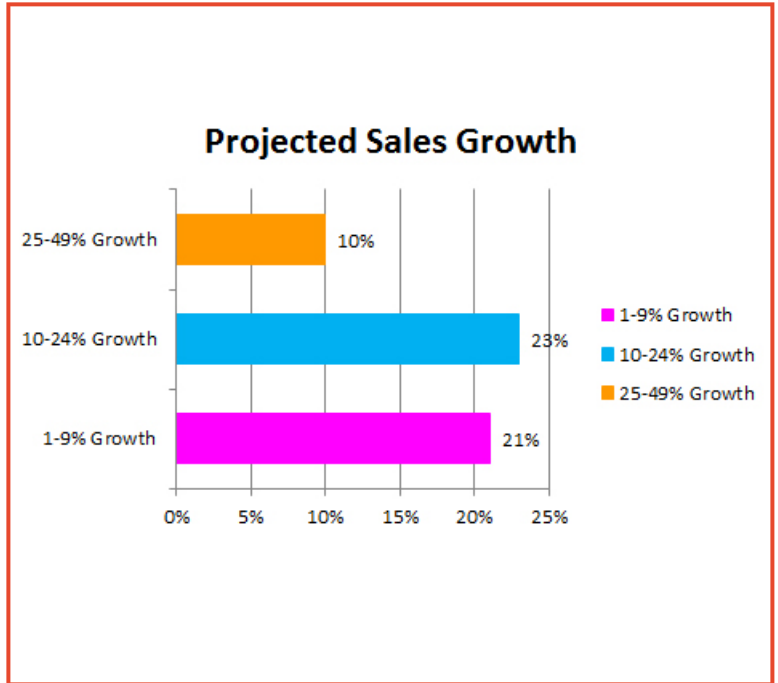


Business Retention & Expansion Committee

We would like to thank the Business Retention & Expansion Committee volunteers that have been active in surveying over 40 Manitowoc County businesses in 2014.

Volunteer members of the committee are: Carol Karls, Wisconsin Public Service (Chair); Jane Birkholz, Lakeshore Technical College; Dr. Chris Domes, Silver Lake College; Dan Pawlitzke, City of Two Rivers; Mike Lanser, Lakeshore Technical College; Keith Lyons, Shoreline Credit Union; Mark Maurer, Investors Community Bank; Mark Ring, Perkins; Doug Schwalbe, Keller Inc.; and Tom Winter, IT Consultant.

The committee primarily focused on local manufacturing companies. A few highlights from the surveys are noted in the graphs below:



These results are a very positive indicator of improvement in the economy, job growth, business expansion, and business climate of Manitowoc County. We look forward to indicators continuing to improve as we work to attract, grow and retain businesses in Manitowoc County.

Recent Expansion Projects



A press conference was held announcing the Ironwood Plastics expansion. Pictured: Rick Faustich, President of Ironwood Plastics; employees of Ironwood Plastics

Ironwood Plastics

In October 2014, Ironwood Plastics announced an expansion of their operations in Two Rivers—a \$19 million project that ultimately is expected to triple the size of its workforce by creating 80 new jobs. The first phase of the expansion project involves purchasing an existing 27,000-square-foot building next door to the existing facility and installing additional production machinery. This \$6 million investment will occur over the next year and is expected to result in 40 new jobs. A potential second phase will involve a building expansion and additional production equipment and is expected to occur within five years. Phase two will require an estimated \$13 million investment and is expected to create another 40 jobs.

Progress Lakeshore assisted Ironwood Plastics and the City of Two Rivers with this development project. The City of Two Rivers partnered with the Wisconsin Economic Development Corporation to provide an incentive package that convinced Ironwood Plastics to pursue this expansion.

Ironwood Plastics, which was founded in 1979, has two state-of-the-art facilities that deliver quality custom injection molded products. Founded by the Stephens family of Ironwood, Michigan, its first facility was in that Upper Peninsula community. The Two Rivers plant opened in 1987.

Jagemann Plating

Jagemann Plating began work in Summer 2014 on a 36,000-square-foot addition to its plant in Manitowoc. The \$4.5 million expansion to add new plating technology and equipment will allow Jagemann to add as many as 35 employees.

Progress Lakeshore worked with the Wisconsin Economic Development Corporation (WEDC), the City of Manitowoc and Manitowoc County to assist Jagemann Plating through low interest loans and tax credits relating to the additional hiring. The addition is slated for the northeast side of the current 70,000-square-foot plant and is expected to be fully operational in the first quarter of 2015.

Jagemann Plating specializes in plating many kinds of metals with zinc, nickel, nickel chrome, copper, or aluminum chromate for several manufacturers in Milwaukee, Waukesha and Ozaukee counties, primarily for the purposes of corrosion resistance and aesthetics. They are a privately-held, family-run business founded in 1945.



Jagemann Plating held a groundbreaking to celebrate their plant expansion. Front row left to right: Becky Jagemann, Kathy Jagemann, Barbara Jagemann, Scott Jagemann, Mike Jagemann and Manitowoc Mayor Justin Nickels. Back row left to right: former city planner David Less, Manitowoc County comptroller Todd Reckelberg, Hamann Construction's Steve Hamann and Investor Community Bank's Tim Schneider and Tom Detienne.

Recent Expansion Projects (cont'd)



Pictured left to right: Doug Schwalbe, A.C.E. Building Service; Molly Peterson, Director of Marketing & Advertising, Cawley; Jim Peterson, President, Cawley

Cawley Company

In November 2013, Cawley Company broke ground on a 12,000-square-foot expansion project to add new production space, expanded shipping and receiving capacity, new restrooms and improved site drainage.

Progress Lakeshore assisted Cawley Company with their decision-making process to expand in Manitowoc, moving additional operations from Minnesota.

Cawley is a leader in the recognition and identification business. Their products include a wide variety of name badges, awards, lapel pins, buttons, signage, nameplates, badge accessories, ribbons and personalizing systems.

Energy Bank

In December 2014, Energy Bank received a \$250,000 loan from the Wisconsin Economic Development Corporation. The company is developing technology that enhances the performance of the LED light engine. They expect to create more than 60 jobs in the next three years.

Energy Bank is a Manitowoc-based company that specializes in the advancement of solid state lighting and controls.



Neil Verfuert, President and CEO of Energy Bank, displays his company's new illuminated LightSource LED fixture.



Assisting the President and CEO of Americollect, Kenlyn Gretz, are Patty Check, Vice President of Americollect; Mayor Justin Nickels; Mark Hoeffs of Denmark State Bank and Steve Hamann of Hamann Construction.

Americollect

A groundbreaking ceremony for Americollect's new 19,000-square-foot expansion was held in September 2014.

Progress Lakeshore assisted Americollect in acquiring additional land from the City of Manitowoc and in exploring state incentives through the Wisconsin Economic Development Corporation (WEDC).

Americollect, a debt collection operation which has been in business since 1964, moved to a new corporate headquarters in Manitowoc in 2007 and previously expanded in the year 2012.

New Business Start-ups

Square One Soapworks

Square One Soapworks is a small, home-based business located in Manitowoc County which offers handcrafted, small-batch soapworks made with all-natural ingredients.

Owner Barb Vareka began the business out of a desire to go “back to basics” with the products we use in our home and on our bodies. Guided by the belief that the necessary ingredients already exist in nature—not developed in a laboratory—she started creating products she could feel good about.



The products are intentionally subtle in scent and often more muted in color because they are free of synthetic fragrances, harsh dyes and harmful chemicals. Learn more at facebook.com/squareonesoapworks.



Barb Vareka, Owner
Square One Soapworks

“Starting a home-based business has been both exhilarating and stressful! Throughout this process, there have been many questions to answer and ideas to consider—having the expertise of Progress Lakeshore to turn to for advice has been a wonderful blessing! In particular, Connie has shown a genuine interest in seeing Square One Soapworks, LLC succeed and has been available for consultations via email and in person. It is so good to know that Manitowoc has a resource available for people pursuing their small business passions! ~ Barb Vareka”

Seeds 'n Beans

Seeds 'n Beans is a one-of-a-kind store that predominantly sells bird seed and fresh roasted coffee beans. Owners Lee and Cathy Hansen held their grand opening in Two Rivers in August 2014.

Progress Lakeshore assisted Lee and Cathy in developing their business plan and exploring financing.



Seeds 'n Beans is located at 1813 Washington Street in Two Rivers.

In addition to bird seed and coffee beans, Seeds 'n Beans sells many basic and unique bird feeders, local raw honey and Wisconsin pure maple syrup.

Seeds 'n Beans is located in downtown Two Rivers. Learn more at seedsnbeans.blogspot.com.



A display of unique bird feeders
at Seeds 'n Beans

3rd Annual Excellence in Economic Development Awards

The Economic Development Corporation (EDC) of Manitowoc County held its **3rd Annual Excellence in Economic Development Awards & Recognition Breakfast** on Thursday, May 15, 2014 at the Holiday Inn, Manitowoc. The event was sponsored by Lakeshore Technical College and the radio stations of WOMT/ WQTC.

Two businesses were presented with the **Rising Star Award**. The award, sponsored by Schenck SC, recognized both Manitowoc Marina and KNM, LLC as emerging small businesses that have developed their ideas, products and services into viable, competitive businesses.

The **Neighborhood Development Award** was presented to the Allie family. This award was sponsored by Diane Lupke and Associates and recognizes innovative real estate development projects which serve as a catalyst for economic development and demonstrate an innovative partnership approach between private and public sectors.

The **Corporate Investment Award** was presented to Jagemann Stamping. Sponsored by Holy Family Memorial, the Corporate Investment Award recognizes a business that has made a positive impact on the community through expansion of their business facility, products and/or services, and by playing an active leadership role within the community.

The **Economic Accelerator of the Year Award** was presented to David Less, lead planner for the City of Manitowoc. This award, sponsored by Ansay & Associates, recognizes an individual who has played a key leadership role in economic development.



Rising Star Award

Pictured left to right: Rich Larsen (Manitowoc Marina); Steve Shellman of Schenck SC (award sponsor)



Rising Star Award

Pictured left to right: Andy Mleziva (KNM); Steve Shellman of Schenck SC (award sponsor); Kevin Krueger (KNM)



Neighborhood Development Award

Pictured left to right: Diane Lupke of Diane Lupke and Associates (award sponsor); Alex Allie (Park Regency Management); Peter Allie (Park Regency Management)



Corporate Investment Award

Pictured left to right: Jim Trost (Jagemann Stamping); Mary Maurer of Holy Family Memorial (award sponsor); Greg Jagemann (Jagemann Stamping); Martha VandeLeest (Jagemann Stamping)



Economic Accelerator of the Year Award

Pictured left to right: Lee Treichel of Ansay & Associates (award sponsor); Sandy Hardrath (Ansay & Associates); David Less; Michelle Froehlke (Ansay & Associates)

Entrepreneurial Business Events

Entrepreneurial Boot Camp

Entrepreneurial Boot Camp is an intensive learning program designed to provide the framework necessary for participants to take ideas and develop them into workable business plans. Topics covered generally include identifying yourself as an entrepreneur, identifying your business, the structure of a business plan, different promotional strategies and the importance of financial planning. Progress Lakeshore hosted five Boot Camps in 2014, serving more than 75 attendees.



Above: Jeff Dawson of the Lester Public Library presented "Website and Social Media—Your Image" at Progress Lakeshore's Reaching Your Target Audience Boot Camp in October 2014.



Left: Jeff Dvorachek of Hawkins Ash CPAs presented at Progress Lakeshore's Financial Management Boot Camp in November 2014.



Business Building Blocks

Business Building Blocks is offered to those interested in starting a business. Attendees learn what qualities are needed to be a successful entrepreneur, understand the first steps needed to start a business, and learn about local resources available to entrepreneurs. In partnership with Lakeshore Technical College, Progress Lakeshore hosted two Business Building Blocks sessions in 2014 with a total of 17 attendees.

Let's Talk Business

The Let's Talk Business workshops assist small businesses in sharpening their business skills. Topics for the workshops are identified through the input of businesses and individuals in regards to where they need to strengthen their skills the most. In 2014, Progress Lakeshore presented "Creating the Customer Experience: Recovering from Service Failure." This workshop was presented by John Stelzer of Rose



Entrepreneurial Business Events *(cont'd)*

Business Summit and Local Taste & Marketplace

Progress Lakeshore and The Chamber of Manitowoc County partnered once again for the 2014 Business Summit entitled "Tap Into Your Talent." This event featured a range of topics and speakers providing valuable information pertaining to achieving future business growth in Manitowoc County. Roger Seip of Freedom Personal Development was the keynote luncheon speaker who presented "Train Your Brain for Success." Afternoon workshops included the following: Working in a Great Environment – How to Engage and Retain Your Most Valuable Asset presented by Joan Ravanelli Miller of Acuity; A Positive Wellness Culture presented by Ben Harrison and Holly Scheidt of Kaysun Corporation; Stop Selling Vanilla Ice Cream presented by Steve Van Remortel of SM Advisors; and The Proper Care and Feeding of Your Attitude presented by Roger Seip.



Omega Foods offered samples of their new pasta sauces at the 2014 Local Taste & Marketplace.

At the Local Taste & Marketplace, local restaurants and caterers offered samples of their finest appetizers and local businesses displayed products and services they have to offer. Among participating vendors were Menchies Frozen Yogurt, Felician Village Catering, Courthouse Pub, Twin Fountains Banquet & Catering, and A&W Drive-in.

Lakeshore International Networking & Knowledge Exchange (LINKe)



LINKe enables the exchange of international business knowledge through networking and education among members from Sheboygan, Manitowoc and Calumet counties. Progress Lakeshore partners with Tandra Sbrocco of Lakeshore Technical College to offer low-cost, monthly seminars and networking nights September through May. Attendees are typically the practitioners and businesses who are directly impacted by import and export activities and changes. LINKe provides training and networking programs aimed at increasing the amount of exports from our community. Topics for 2014 included Logistics/Transportation and Global Entrepreneurship. A Networking Night was also held in October.

The 2nd Annual Global Trade Conference was held in August. This conference focused on compliance, documentation and certification with breakout sessions specific to industry segments. Keynote speakers were: John Goodrich, International Trade Consultant, JGoodrich & Associates; Lieutenant Governor Rebecca Kleefisch; and Lisa Victoria Waller, Vice President, BDG International Inc.

Lakeshore Entrepreneur & Inventor Network (LEIN)

Progress Lakeshore partners with Lakeshore Technical College to give local entrepreneurs and inventors a place to network and learn from others. The goal of the group is to create a positive environment of innovation for entrepreneurs and inventors in the area. Quality programming is provided six times a year. The Spring 2014 Series was entitled "Voices of Success - Do's & Don'ts" and featured the following seminars: The Importance of Planning for Your Business; Financing Options for New and Growing Businesses; and The Long and Winding Road for an Entrepreneur. The Fall 2014 Series was entitled "Resources and Inspiration for New and Growing Businesses" and featured the following seminars: Final Act of Ownership; and What's New in Patent and Trademark Law? A special global entrepreneurship event – The State of Entrepreneurship – was held in November and was a collaboration between Lakeshore Technical College and the Wisconsin Technical College System.



Project Mini-Chopper



Manitowoc County High School Manufacturing Project

Progress Lakeshore, The Chamber of Manitowoc County and Lakeshore Technical College (LTC) continue to team up with local businesses and educational leaders to bring Project Mini-Chopper to area high schools. Project Mini-Chopper is a hands-on and fun way to introduce area high school students to manufacturing careers and potential future employers.

The effort proactively addresses critical projected shortages of professional and skilled employees needed to maintain the county's manufacturing base. In Manitowoc County, manufacturing accounts for approximately 31% of local jobs.

Each team is assisted and sponsored by a local manufacturer and given a \$2,500 project budget to design, fabricate, paint and build a running mini-chopper. Each team's design must be approved by the company sponsor, and the finished project must incorporate the sponsor's corporate logo/brand. The budget and project deadline introduces students to a real world manufacturing project scenario.

2013-2014 Kickoff Event

The sixth year of Project Mini-Chopper kicked off at LTC in the September 2013 with six high school teams participating. The teams consisted of: two Lincoln High School teams—one sponsored by Manitowoc Cranes, the other by Miller St. Nazianz; Mishicot High School sponsored by Dowco; McKinley Academy sponsored by Lakeshore Technical College; Two Rivers High School sponsored by Broadwind Energy; and Valders High School sponsored by the Ant Hill Mob. At the kickoff, students received hands-on experiences and safety training. A teambuilding competition was held at the end of the day.



2013-2014 Mid-Year Report and Tour of Sponsors

In February 2014, students participated in a tour of sponsors. The purpose of the day was to have the students from all the schools tour sponsor facilities to see manufacturing in action and do a mid-point progress report on the status of their bike build. Once teams arrived at the sponsor facility, there was a brief introduction by the company representative. Following the introductions the specified team gave a report along with a question and answer period. For the final portion of their visit, the students toured the facility and were able to ask the tour guides questions such as starting salaries, educational needs for specific positions, number of employees, etc.



Project Mini-Chopper (cont'd)

2013-2014 Unveiling Event

The Mini-Chopper Unveiling Event was held in April 2014 at the Manitowoc County Ice Center in conjunction with the 32nd Annual Northeastern Wisconsin Charity Motorcycle Show (sponsored by the Ant Hill Mob and Hoban's Cycle). Committee members presented the value of the program and thanked everyone for their continued support. Scholarships were presented to four students who successfully completed the program. Each team unveiled their finished mini-chopper and gave a presentation which included the issues and challenges they faced and how they overcame them, how they incorporated the sponsor branding, the remaining budget balance and lessons learned. Once all the presentations were complete, it was the moment everyone had been waiting for: "Ladies and gentlemen, start your engines!"



Project Evaluations

Project Mini-Chopper is evaluated on five key components: Design Process (20%); Monthly Updates (15%); Mid-Year Report (10%); Unveiling Presentation (10%); and Finished Mini-Chopper (45%). The Ant Hill Mob provides the expertise on scoring the finished mini-choppers based on appearance, fabrication quality and mechanical elements. The team with the highest score in all components was awarded a trophy.

And the Winner is...

Lincoln High School

Team Instructor: Ryan Zimmerman

Team Sponsor: Manitowoc Cranes



Lakeshore Industry Cluster Initiative

The Lakeshore Industry Cluster Initiative (LICI) is a forward-looking, five-county economic development effort led by Progress Lakeshore with joint participation from economic development organizations in Calumet, Door, Kewaunee and Sheboygan counties.

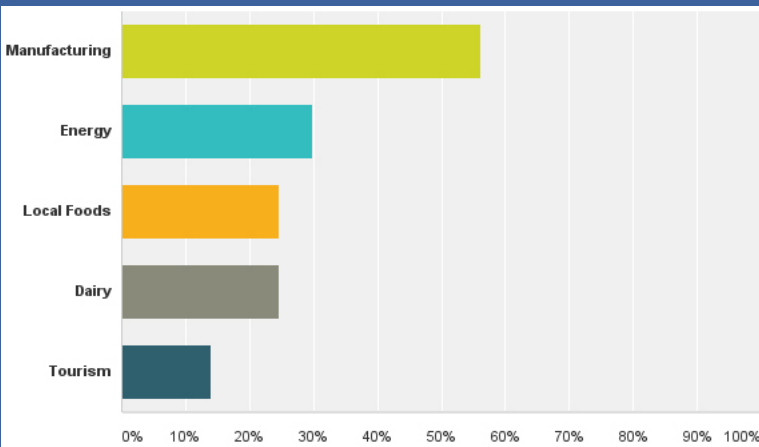
LICI engages businesses in Industry Cluster Networks to analyze and leverage assets and opportunities for additional business growth and development. The targeted industries of the Lakeshore Industry Cluster Initiative are: Manufacturing, Local Foods, Agriculture/Dairy, Energy, and Tourism.

Stimulating industry cluster engagement, along with cultivating entrepreneurial and innovation activity, has been identified as a proactive approach to employment and economic growth, maximizing and leveraging local talents and assets. Over 400 business representatives have been involved in the Lakeshore Industry Cluster Initiative since its inception in August 2012.

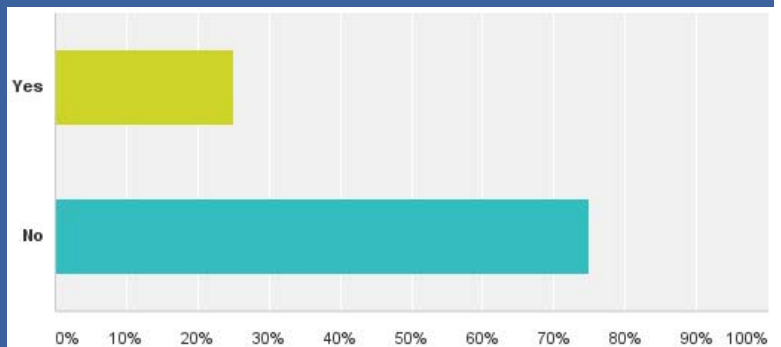
The Lakeshore Industry Cluster Initiative had a busy year in 2014, and "The survey said: 'Businesses found value in their participation in the Clusters!'"



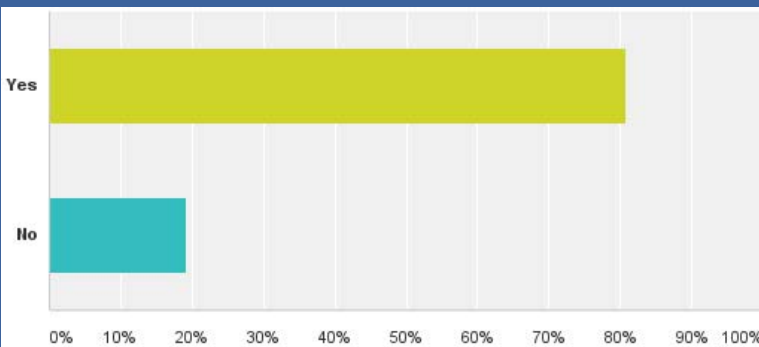
What Cluster did you participate in?



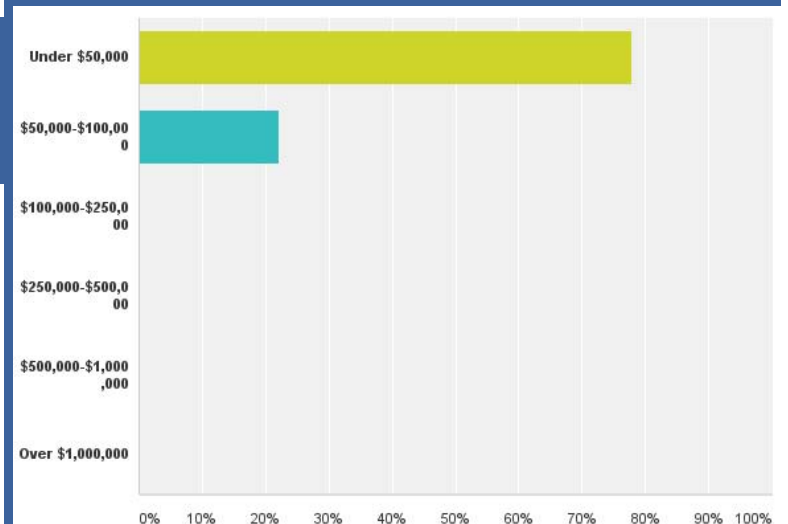
Were new contracts established due to your participation?



Was participation in the Clusters beneficial to you or your business?



What is the estimated dollar value of the new contracts?



In addition to the above responses, businesses also indicated:

- They have either added new employees or will in the future as a result of new contracts they received.
- Over 50% have developed new business contacts or renewed old ones with their participation. Also, they have met contacts they wouldn't otherwise meet who have been helpful resources.
- Participation in the Clusters generated opportunities to discuss new projects.
- Business tours have been beneficial.

Lakeshore Industry Cluster Initiative (cont'd)

Lakeshore Industry Cluster Smart Goal Progress

Regional Benchmarks	2010	2014	% Change
Population	294,279	295,025	0.3%
Employable Population (16 and older)	237,005	234,812	-0.9%
Labor Participation Rate	70.4%	69.0%	-1.6%
Total Employment*	151,893	155,564	2.4%
Total Jobs	167,832	169,677	1.6%
Total Wage & Salary Jobs**	121,260	130,565	7.7%
Average Wage	\$37,995	\$38,379	1.0%
Total Region Wages	\$7.313 Billion	\$7.937 Billion	8.5%
Bachelors & Graduate Degrees 25 & over	43,896 (21.7%)	43,278	(618)
Gross Regional Product	\$9.294 Billion	\$9.907 Billion	6.6%



The **Manufacturing Cluster** developed an online sourcing directory for finding new suppliers and identifying company capabilities. The cluster hosts meetings at various manufacturing facilities offering tours of their operations, along with information on potential supply chain opportunities. An in-depth supply chain analysis will be conducted in 2015 with grant funding assistance.

The **Local Foods Cluster** hosted a workshop on growing hops as a cash crop, which was filled to capacity with 40 attendees wanting to learn what it takes to get started in this field. The Local Foods Cluster is also looking at other ways to assist producers with value-adding to produce new products and take them to market.

The **Tourism Cluster** has developed a bicycle map template—with the assistance of Calumet County GIS expertise—that each county will be replicating to produce a five-county online bicycle map. Bike and birding inventories were compiled across the five-county region. The Tourism Cluster is also looking at the potential for extending the Hwy. 42 Scenic Byway from Door County down to Sheboygan, in addition to supporting the continuation of the Lake Michigan Car Ferry and designation of the National Marine Sanctuary.

The **Energy Cluster** worked to raise the demand potential and awareness for compressed bio-gas as a fuel source by hosting two workshops titled Converting Fleets to Compressed Natural Gas. An Alternative Energy Roundtable Discussion was hosted in December with high-level energy interests discussing policy changes and opportunities this may create for alternative energy generation.

The **Agriculture/Dairy Cluster** explored the potential of bio-gas and alternative energy production with the Energy Cluster. In addition, the Wisconsin Agriculture Education Center project moved forward with the development of a destination visitor center to educate the public on the importance of agriculture, complete with the experience of a visit to a working dairy farm. A fundraising feasibility study was completed in 2014, as well as progress in the design and interpretation content development.

Lakeshore Industry Cluster Initiative Sponsors

Diamond:



WISCONSIN MANUFACTURING
EXTENSION PARTNERSHIP



Platinum:

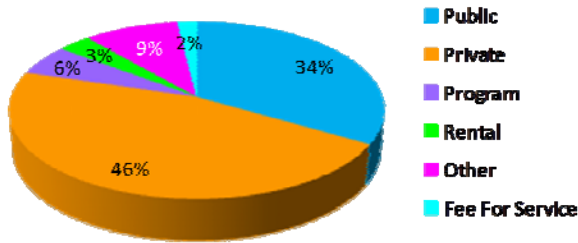


Gold: Ben Cress | NextEra Energy—Point Beacn nuclear Plant

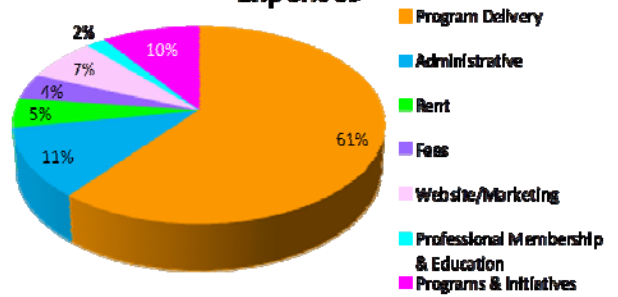
Financial Resources

Progress Lakeshore is funded by a combination of investments from private companies and local government as well as program revenue, in-kind contributions, grants and interest. These sources provide the necessary funding for Progress Lakeshore to provide business assistance, financial packaging assistance and funding for other initiatives designed to strengthen the local business climate.

Income

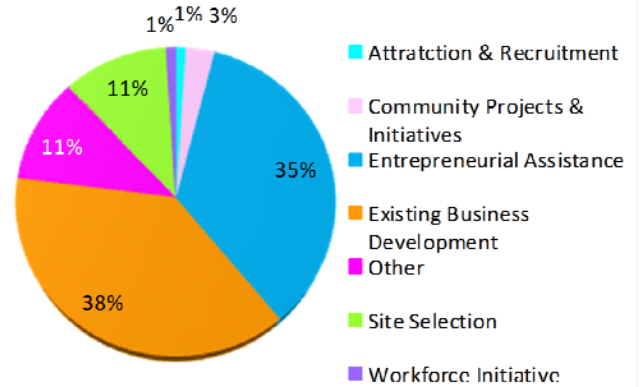


Expenses



Technical Assistance

Progress Lakeshore provides customized technical assistance to many different types of individuals and businesses. Each project—whether it's for existing business development, site selection or entrepreneurial assistance—receives individualized care to match the business needs.



Pasta for Progress



Dean Halverson and Bob Nelson

The Pasta for Progress fundraising event was held Thursday evening, Sept. 18, 2014 at Seven Lakes Golf & Dining in Cato. This dinner fundraiser raised \$6,690 to support Progress Lakeshore's economic development efforts.

Dean Halverson of Leede Research (and a Progress Lakeshore board member) and Bob Nelson of Coldwell Banker prepared an amazing Italian dinner for the event. A raffle was held following dinner. Sponsors were:

The Big Cheese Sponsor: 

Meatball Sponsor: Coldwell Banker—TREG, Inc.

Vino Sponsors: Ansay & Associates, Schenck SC and Steimle Birschbach LLC

Why Invest?



Progress Lakeshore is focused on building a stronger economy by facilitating business development projects that create jobs and investment in the community.

Investing in Progress Lakeshore ensures that Manitowoc County has full-time representation and year-round results in matters dealing with existing business development, entrepreneurship, business attraction and community initiatives.

Learn about our investment level benefits on our website or give us a call at 920.482.0540.

www.progresslakeshore.org

OUR 2014 INVESTORS

We are grateful for the generous investment to support our vision of facilitating the creation of quality jobs, diversifying the local economy, and improving the overall quality of life for the residents of Manitowoc County.

DIAMOND INVESTORS—\$10,000 AND ABOVE



PLATINUM INVESTORS—\$5,000-\$9,999



GOLD INVESTORS—\$3,000-\$4,999

Associated Bank
Miller St. Nazianz

NextEra Energy—Point Beach Nuclear Plant
Red Arrow Products

Schenck SC

SILVER INVESTORS—\$1,000-\$2,999

A.C.E. Building Service
Access Investment Advisors
American Transmission Co.
Ansay & Associates
Baileigh Industrial
BizTech
BMO Harris Bank
Braun Building Center
Carron Net Company
Cawley Company

City Centre, LLC
Cleveland State Bank
CP Feeds
Dermatology Associates
Diane Lupke & Associates
Federal Mogul Corporation
Skana Aluminum
Festival Foods
Formrite Companies
Hamann Construction

Hawkins Ash CPAs
Heiden, Inc.
International Paper
Jagemann Plating
Jagemann Stamping
Kahlenberg Brothers
Kaysun Corporation
KNM, LLC
Lakeshore Technical College
Lakeside Foods

Manitowoc Public Utilities
Parker Hannifin
Perkins Restaurant
Shipbuilders Credit Union
Shoreline Credit Union
Steimle Birschbach, LLC
The Vollrath Company, LLC
Wis. Business Dev. Corp.
Wisconsin Public Service

BRONZE INVESTORS—\$500-\$999

AmericInn
Americollect
Carron, Boneda & Paul
Doneff Companies

Dramm Corporation
First Business Bank
Foster Needle
GT Machine, LLC

Jacobson Paint
Krueger International
McMullen & Pitz
Michael Best & Friedrich

R & J Fricke
Wisconsin Nationwide
Woodland Face Veneer

ASSOCIATE INVESTORS—\$100-\$499

Architectural Forest Products
Foster, John

Fricke Printing
Kaeden Services

Shellie Kappelman Photography
Meadow Brook Dairy Farms

Schwartz Manufacturing Co.

MUNICIPAL PARTNERS



RECIPROCAL PARTNERS

The Chamber of Manitowoc County

Manitowoc Area Visitors Center

Two Rivers Business Association

202 N. 8th Street, Suite 101
Manitowoc, WI 54220

Phone: 920.482.0540

Fax: 920.682.6816

Email: info@progresslakeshore.org

Website: www.progresslakeshore.org



Get Involved

We have several ways you can participate in or contribute to economic development in Manitowoc County:

- ◆ Volunteer by serving on a committee
- ◆ Participate in the Lakeshore Industry Cluster Initiative
- ◆ Offer in-kind support
- ◆ Invest in the organization and/or sponsor one of our 2015 events

Please email your interest to info@progresslakeshore.org or give us a call at 920.482.0540.



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