

## **IDC MEMBER RECOMMENDATIONS**

*February 2020*

### **Key roles of the IDC**

- Land sales in the industrial park
- Development review the industrial park
- Administration of the revolving loan program.

### **INDIVIDUALS FOR CONSIDERATION**

#### **Sandy Hardrath**

Branch Manager, Ansay & Associates

Area of Expertise: Insurance and Benefits

*Recommended by Dennis Tienor*

Background: Requested

#### **Lee Thennes**

Principal, Lincoln High School

Area of Expertise: K12 education

*Recommended by Ald. Michael Williams*

Background: Requested

#### **John Fillingim**

Executive VP/Chief Credit Officer, Investors Community Bank

Area of Expertise: Finance

*Recommended by Tim Schneider via Peter Wills email*

Background: I currently am a member of the City's Ethics Board as I was nominated by Mayor Nickels, and I have a keen and vested interest in helping to provide economic growth for the City. I have served in similar capacities in the past as I have spent my career in commercial and industrial banking.

#### **Jeff Grunewald**

Dean of Economic Development & Apprenticeship, Lakeshore Technical College

Area of Expertise: Workforce and Professional Development

*Recommended by Paul Carlsen via Peter Wills email*

Background: I appreciate the nomination to the City of Manitowoc's Industrial Development Corporation board and appreciate your consideration. My interest in the board is workforce and professional development. Attracting businesses to Manitowoc is the ultimate goal; however, making sure we have the resources in place to help attract, retain and develop their workforce is another consideration. When we talk to local businesses, a top priority remains workforce development. LTC is a great partner in assisting in the development of the local workforce. By being on the board, collectively we can ensure we are having the appropriate conversations about attracting, retention and professional development opportunities.

I spent 10 years as a technology education teacher and had the privilege of building a house each year with my students. I took the program from building \$130,000 houses to \$325,000 house the year I moved on. After teaching for 10 years, I went to work for Miron Construction, a billion dollar construction company in Wisconsin. I was the Learning and Development Manager and had the role of building programs to develop office staff as well as field supervisors. After 2 years at Miron I came to Lakeshore Technical College as the Dean of Apprenticeship and Economic

Development. This role focuses on developing current employees to meet the demands of the changing workforce. We work with employers to provide customized training, professional development seminars as well as traditional program courses. Workforce Advancement Grants are also available to promote increased investment in the development of incumbent workers to help businesses meet their training needs. My passion is education and providing opportunities that develop people to reach a better life. I welcome any questions you have and appreciate your consideration to the board.

**Jeffrey W. Dvorachek**

Director of Tax/Partner, Hawkins Ash CPAs, LLP

Area of expertise: Tax, Finance, Accounting

*Interest via Peter Wills email*

I am currently the partner in charge of the local office for Hawkins Ash CPAs, LLP, which is a regionally based CPA firm with revenues of \$20 million in 2019. My main areas of focus are for-profit and non-profit tax clients, whether they be individuals, sole proprietorships, trusts, partnerships or corporations. I also have experience in compilation and review engagements for businesses. Many of my clients range from small businesses with less than \$1,000,000 in gross receipts to medium size businesses with gross receipts over \$25 million. We as a firm made the determination that we would not do any SEC work. I am also the firm's Director of Tax. I have worked extensively in this area since I started with the firm in 1998.

I am involved with a number of local organizations including Manitowoc City Center Association d/b/a Downtown Manitowoc (treasurer), Roncalli Finance Council, Kinect marketing group through the Chamber, KAN Cool for School (vice-president) providing school supplies to low income children and the Sunrise Optimist Club. I have working in the past with Progress Lakeshore on financial workshops and presentations.

**Sam Grage**

President, Allstates Rigging

*Interest via Peter Wills email*

Area(s) of expertise:

My decades of experience in several types of industries (4 in Manitowoc County), knowledge of industrial customers and continual interaction with all levels of companies personnel as well as long standing relationships with executive level managers and business owners. I have served on the Chamber Board and currently serving on the Progress Lakeshore Board. I like to be involved in things that can utilize my experience as well as learn and be of service to the community.