

## **Appendix 8: Economic Development Programs and Resources**

## **Federal**

### **US Department of Commerce, Economic Development Administration (EDA)**

EDA was established to work with states and regional planning commissions (economic development) districts to generate new jobs, retain existing jobs, and stimulate industrial and commercial growth in economically distressed areas and regions of the United States. The purpose of its program investments is to provide economically distressed communities with a source of funding for planning, infrastructure development, and business financing that will induce private investment in the types of business activities that contribute to long-term economic stability and growth. EDA's investments are strategically targeted to increase local competitiveness and strengthen the local and regional economic base. There are a number of investment programs offered by EDA, such as the Public Works Program, Economic Adjustment Assistance Program, The Research and Technical Assistance Program, The Technical Assistance Program, and the Partnership Planning Programs.

### **US Department of Housing and Urban Development**

#### ***CDBG Entitlement Communities Grants (CDBG-ECG)***

CDBG-ECG are annual grants given on a formula basis to entitled cities, including the City of Green Bay, and counties to develop viable urban communities by providing decent housing and a suitable living environment, and by expanding economic opportunities, principally for low-and moderate-income persons. Entitlement communities develop their own programs and funding priorities. Focus is on serving low-and moderate-income persons, and prevention and elimination of blight. Eligible activities include relocation and demolition; construction of public facilities; and assistance to profit-motivated businesses to carryout economic development and job creation/retention activities. To receive its annual CDBG entitlement grant, a grantee must develop and submit to HUD its Consolidated Plan.

#### ***Economic Development Initiative (EDI)***

EDI provides grants to local governments to enhance both the security of loans guaranteed through Section 108 Loan Program and the feasibility of the economic development and revitalization projects they finance. EDI has been the catalyst in the expanded use of loans through the Section 108 Program by decreasing the level of risk to their CDBG funds or by paying for some of the project costs. There are congressionally earmarked and competitive BDI grants. Competitive EDI grants can only be used in projects also assisted by the Section 108 Loan Program. Eligible activities include property acquisition, rehabilitation of public owned property, and economic development activities.

#### ***Brownfields Economic Development Initiative (BEDI)***

BEDI is a key competitive grant program HUD administers to stimulate and promote economic and community development. BEDI is designed to assist cities with the redevelopment of abandoned, idled, and underused industrial environmental contamination. The purpose of the BEDI program is to spur the return of brownfields to productive economic use through financial assistance to public entities in the redevelopment

## USDA Rural Development

### *Rural Business Opportunity Grant Program*

Rural Business Opportunity Grant Program provides technical assistance, training, and planning activities that improve economic conditions in rural areas of 50,000 people or less. A maximum of \$1.5 million per grant is authorized.

### *Rural Utilities Service (RUS) Grant*

RUS Grant is designed to promote economic development and/or job creation projects including, but not limited to: project feasibility studies, start-up costs, incubator projects, and other reasonable expenses. Grants can be provided to rural communities through RUS borrowers to be used for revolving loan funds for community facilities and infrastructure, and for assistance in conjunction with rural economic development loans.

### *Rural Business Enterprise Grants Program (RBEG)*

RBEG was established for public bodies, private nonprofit corporations, and federally-recognized Indian Tribal groups to finance and facilitate development of small and emerging private business enterprises located in areas outside the boundary of a City, or unincorporated areas of 50,000 or more and its immediately adjacent urbanized or urbanizing area. The small, or emerging business to be assisted must have less than 50 new employees, less than \$1 million in gross revenues, have or will utilize technological innovations and commercialization of new products and/or processes to be eligible for assistance. Funds can be used for a variety of things including, but not limited to: construction of buildings and plants, equipment, access streets and roads, parking areas, utility and service extensions, and a variety of other costs.

### *Intermediary Relending Program*

The intermediary relending program is when money is lent to private non-profit organizations, any state or local government, or Indian Tribe, or a cooperative that is relented to by the intermediary to the ultimate recipients. The ultimate recipient must not be able to receive financing at reasonable rates or terms.

## US Department of Commerce National Oceanic and Atmospheric Administration (NOAA)

### *Coastal Zone Management Program (CZMP)*

CZMP assists local and state governments in managing and revitalizing areas for mixed-use development. The competing goals of commercial and industrial development, tourism, environmental protection, transportation, and recreation are discussed in coastal management plans. The CZMP seeks to maintain the economic welfare of coastal communities and ecosystems through intergovernmental cooperation. The CZMP supports states through financial contributions, technical advice, participation in state and local forums, and through mediation. Wisconsin CZMP programs currently protect wetland ecosystems, reduce non-point pollution sources, reduce erosion, and assist in meeting state and regional coastal goals.

## US Environmental Protection Agency

### *Brownfields Assessment and Cleanup Cooperative Agreements*

Brownfields Assessment and Cleanup Cooperative Agreements objectives are to provide funding to inventory, characterize, assess, and conduct planning and community involvement related to brownfield sites; to capitalize a RLF fund; and to carry out cleanup activities at brownfield sites that are owned by the grant recipient. Eligibility for the assessment, RLF, and cleanup grants

includes a general purpose unit of local government. This is a competitive grant program. There are separate guidelines for each of the three areas. Grant amounts are based on the size and type of contamination, ranging from \$200,000 to \$350,000.

#### US Department of the Interior – National Park Service

##### *Land and Water Conservation Fund (LWCF)*

LWCF is a visionary and bipartisan program established to create parks and open spaces, protect wilderness, wetlands, and refuges, preserve wildlife habitat, and enhance recreational opportunities. States receive individual allocations of LWCF grant funds based on a national formula. Then states initiate a statewide competition for the amount available to award via matching grants.

#### U.S. Small Business Administration (SBA)

The mission of the SBA is to maintain and strengthen the nation's economy by aiding, counseling, assisting, and protecting the interest of small business and by helping families and businesses recover from National disasters. Financial assistance comes in the form of loans and grant programs including the 7(a) Loan Guarantee, Prequalification Loan, 7(m) Micro Loans, CDC/504 Loan, CAPLines Program, and 8(a) Business Development Program.

#### State

##### Wisconsin Department of Commerce

##### *Industrial Revenue Bond Program Overview*

The Department of Commerce's Industrial Revenue Bond (IRB) Program allows all Wisconsin cities, villages and towns to support industrial development through the sale of tax-exempt bonds. The proceeds from the bond sale are loaned to businesses to finance capital investment projects at, primarily, manufacturing facilities. IRBs are municipal bonds, but not general obligations of the municipality. The company or business that will use the facilities provides the interest and principal payments on the loan. The local government is in partnership with the business, lending its name, but not its credit, to the bond issue.

##### *Community Development Block Grant – Economic Development (CDBG-ED)*

The CDBG-ED program was designed to assist businesses that will invest private funds and create jobs as they expand or relocate to Wisconsin. The Wisconsin Department of Commerce awards the funds to a general purpose unit of government (community), which then loans the funds to capitalize a local revolving loan fund. This fund can then be utilized to finance additional economic development projects within the community.

##### *Customized Labor Training (CLT) Program*

The CLT program is designed to assist companies that are investing in new technologies or manufacturing processes by providing a grant of up to 50 percent of the cost of training employees on the new technologies. The program's primary goal is to help Wisconsin manufacturers maintain a workforce that is on the cutting edge of technological innovation. Any business making a commitment to locate a new facility in Wisconsin or expand an existing facility which is upgrading a produce, process, or service that requires training in new technology and industrial skills is eligible.

### *Employee Ownership Assistance Grant Program (EOP)*

The EOP program is designed to assist the employees of a distressed business obtain the professional services necessary to evaluate the feasibility of purchasing the business and operating as an employee-owned business. An EOP award may be made to a group formed by or on behalf of the current or former employees of an existing Wisconsin business that is considering or has experienced substantial layoffs or a plant closing. The applicant must intend to operate the business in Wisconsin as an employee-owned business.

### *Major Economic Development (MED) Program*

The MED program is designed to assist businesses that will invest private funds and create jobs as they expand in or relocate to Wisconsin. To be eligible the project must involve significant capital investment relative to the State as a whole or involve the retention or creation of a significant number of jobs in the local government in which the project is located. Eligible activities include construction and expansion; working capital; and acquisition of existing businesses, land, buildings, and equipment.

### *Technology Development Fund (TDF)*

The TDF program was established to help Wisconsin businesses research and develop technological innovations that have the potential to provide significant economic benefit to the State. Eligible applicants include any Wisconsin business or consortium. Eligible activities include research and development that will lead to new or significantly improved products or processes, have a high probability of commercial success within a relatively short time period (two or three years), and/or will provide significant economic benefit to Wisconsin. Only costs directly associated with the proposed research project are eligible, including salaries, professional services provided by independent third parties, equipment critical to the research project, and supplies and materials.

### *Technology Development Loan (TDL) Program*

The TDL Program was established to assist Wisconsin businesses that have developed technological innovations with potential to provide significant economic benefit to the State. This program is designed to assist the business in bringing the new technology to commercialization. Any Wisconsin business or consortium can apply for TDL funds. Eligible activities include acquisition of land, buildings, and equipment; working capital; and new construction. Although the Department of Commerce (DOC) can provide up to 75 percent of eligible project costs, the actual amount of DOC participation is dependent on factors such as commercial potential, economic impact, business viability, fund availability, collateral position available, and the amount of private funds leveraged.

### *Wisconsin Trade Project Program*

The Wisconsin Trade Project Program offers individual matching grants up to \$5,000 to help small export-ready firms participate in international trade shows. Wisconsin businesses whose annual sales are less than \$25 million (including the annual sales of parent and subsidiary companies) that have developed a long-term export plan are eligible.

### *Business Employees' Skills Training (BEST) Program*

The BEST program was established by the Wisconsin Legislature to help small businesses in industries that are facing severe labor shortages to upgrade the skills of their workforce. Under

the BEST program, DOC can provide applicants with a tuition reimbursement grant to cover a portion of the costs associated with training employees. Eligible applicants include Wisconsin for-profit businesses that have 25 or fewer full-time employees or annual sales of less than \$2.5 million. Eligible industrial clusters include automation, agriculture/food products, biotechnology, information technology, manufacturing, medical devices, paper/forest products, printing, tourism, and childcare.

#### *Certified Capital Companies (CAPCO) Program*

The CAPCO Program created an investment pool directed toward small, high-growth companies with an annual income of no more than \$2 million and no more than 100 employees. To be eligible to receive investment from CAPCO, a business must be headquartered in Wisconsin; be in need of a venture capital and unable to obtain conventional financing; have no more than 100 employees (at least 75 percent of whom are employed in Wisconsin); have an average annual net income of not more than \$2.0 million during its two most recent fiscal years; have a net worth less than \$5 million; and not be engaged in predominately professional services or banking.

#### *Dairy 2020 Early Planning Grant Program*

The goal of the Dairy 2020 Early Planning Grant program is to encourage and stimulate the start-up, modernization, and expansion of Wisconsin dairy farms. Eligible applicants for the Dairy 2020 Early Planning Grant program include existing and start-up Wisconsin dairy producers. Proceeds from an award may only be used to cover the cost of having a qualified, independent third party provide the professional services necessary to assist the applicant in evaluating the start-up, modernization, or expansion of a dairy farm. Eligible professional services include activities that are necessary in order for the applicant to make a “go or no go” decision.

#### *Milk Volume Production (MVP) Program*

The MVP program is designed to assist dairy producers that are undertaking capital improvement projects that will result in a significant increase in Wisconsin’s milk production. All dairy producers that are or will be located in Wisconsin and are planning capital investments that will result in significant long-term increases in Wisconsin’s capacity to produce milk are eligible.

Eligible costs are limited to the cost of acquiring cows. DOC will fund no more than \$500 for each cow to be added to the operation, with a maximum award of \$1.0 million. DOC will seek to maximize the program’s impact by participating with dairy producers that can document a need for near-equity financing and demonstrate the management skills necessary to make the project successful.

#### *State of Wisconsin Investment Board (SWIB)*

The SWIB is a State agency that invests one of the largest pension funds in the world. It directs a portion of its private debt investments to Wisconsin companies. SWIB provides long-term financing as a complement to short-term bank lending. Both debt and mezzanine financing are available. Mezzanine financing takes the form of a subordinate loan supplemented by warrants or company stock. The loan generally has a five-year maturity. Typically the interest rate is 10 to 12 percent. Total return should be about 16 percent. Approved loans usually run 10 to 15 years. Loans are generally used to finance long-term business needs, such as purchasing fixed assets or refinancing short-term or long-term obligations. Fixed assets are often used as collateral. In some

cases, a parent corporation may guarantee the loan. In other cases, a personal guarantee of the owner or major shareholders may be used.

#### *Minority Business Development Fund*

The minority business development fund offers low-interest loans for start-up, expansion, or acquisition projects. To qualify for the fund, a business must be 51 percent controlled, owned, and actively managed by minority-group members, and the project must retain or increase employment.

#### *Small Business Innovative Research (SBIR)*

The SBIR provides funding for higher risk, early-stage products and technologies. The SBIR program was established to stimulate technological innovation, use small businesses to meet Federal research and development (R&D) needs, encourage the participation of disadvantage and minority persons in technological innovation, and increase private sector development through federal sponsorship.

The SBIR program allows small businesses to compete for Federal R&D funds administered by DOC.

Small businesses must meet certain eligibility criteria to participate in the SBIR program:

- At least 51 percent American-owned, located in the U.S., and independently operated
- For profit
- Company size limited to 500 employees
- Principal researcher primarily employed by business at time of award and not employed full time by another institution or company
- All work must be done in the U.S.

#### *Small Business Technology Transfer (STTR)*

The STTR program is a joint research effort between a small business and a nonprofit research institution or federally funded R&D center (FFRDC). The STTR provides funding for higher risk, early-stage products and technologies. The STTR program was established to enable small businesses to partner with a nonprofit research institution, such as a university or Federal R&D center, to bring innovative technologies to market.

Small businesses must meet certain eligibility criteria to participate in the STTR Program:

- American-owned and independently operated
- For profit
- Principal researcher need not be employed by small business
- Company size limited to 500 employees
- The small business must perform at least 40 percent of the STTR project

The nonprofit research institution must also meet certain eligibility criteria:

- Located in the U.S.
- Meet one of three definitions: nonprofit college or university, domestic nonprofit research organization, or FFRDC
- The research institution must perform at least 30 percent of the project
- There must be a written intellectual property agreement in place at the time of award

- All work must be done in the U.S.

### Wisconsin Entrepreneurs' Network (WEN) Programs

#### *Technology Assistance Grant (TAG)*

The TAG program aids small Wisconsin high-technology businesses in their efforts to obtain seed, Early-stage, or research and development funding. Eligible project costs are professional services involved in the preparation and review of a Federal R&D grant application; in obtaining industry information, data or market research needed to complete applications for R&D or early-stage funding; or in meeting specific requirements to obtain seed or early-stage funding from outside sources.

#### *Early Planning Grant (EPG)*

The EPG program is designed to help individual entrepreneurs and small businesses throughout Wisconsin obtain the professional services necessary to evaluate the feasibility of a proposed business start up or expansion. Under the EPG program, the WEN, with funding from the Wisconsin Department of Commerce, can provide applicants with a grant to help cover a portion of the cost of hiring an independent third party to develop a comprehensive business plan.

#### *Entrepreneurial Training Program (ETP) Grant*

The ETP is a course offered through the Small Business Development Center (SBDC) providing prospective and existing business owners with expert guidance through business plan development

### Wisconsin Housing and Economic Development Authority (WHEDA) Programs

WHEDA is responsible for a number of housing and economic development functions. WHEDA works with local and state economic development professionals, businesses, and lending institutions to help an individual expand or modernize a farm or business. WHEDA provides loan guarantees, direct loans, New Market Tax Credits, and interest rate subsidies to help ensure the project has the best chance for long-term success.

#### *WHEDA Small Business Guarantee (WSBG)*

The WHEDA Small Business Guarantee can be used for expenses of land, buildings, equipment, and inventory associated with the expansion or acquisition of a small business (50 or less full-time employees). The guarantee is limited to 80 percent or \$200,000. This program can finance a mixed-use project if the business occupies at least half of the building. The program is for the start-up of a small business in a vacant storefront in the downtown area of a rural community. A rural community is defined as a city, town, or village with a population of 12,000 or less, or a city, town, or village that is located in a county with a population density of less than 150 persons per square mile.

#### *The Linked Deposit Loan (LiDL)*

The LiDL is a program offering women and minority owned and operated businesses a two-year interest rate subsidy on the portion of a new bank loan of \$10,000 to \$99,000 that covers land, buildings, and equipment. To be eligible, at least 50 percent of the business must be owned by a women or ethnic minority group member, or more than 50 percent of the business must be controlled by a women or ethnic minority group member. In addition, the business must employ 25 or fewer full-time equivalent employees at the time of application, and the business (along

with affiliates, subsidiaries, and parent company) must have gross annual sales of \$500,000 or less.

#### The Wisconsin Department of Workforce Development

*The Wisconsin Department of Workforce Development (DWD)* is the State agency charged with building and strengthening Wisconsin's workforce. DWD offers a wide variety of employment programs and services, accessible at the State's Workforce Development Centers, including securing jobs for the disabled, assisting former welfare recipients to transition to work, connecting youth with jobs, protecting and enforcing worker's rights, processing unemployment claims, and ensuring that worker's compensation claims are paid in accordance with the law.

#### Wisconsin Department of Transportation

##### *Harbor Assistance Program (HAP)*

In 1979, the Harbor Assistance Program was created to assist harbor communities along the Great Lakes and Mississippi River in maintaining and improving waterborne commerce. Port projects typically include dock reconstruction, mooring structure replacement, dredging, and construction of facilities to hold dredged materials.

##### *Freight Railroad Infrastructure Improvement Program*

The Freight Railroad Infrastructure Improvement Program awards loans to businesses or communities wishing to rehabilitate rail lines, advance economic development, connect an industry to the existing railroad system, or to make improvements to enhance transportation efficiency, safety, and intermodal freight movement.

##### *Transportation Economic Assistance (TEA)*

The Transportation Economic Assistance (TEA) program provides 50 percent State grants to governing bodies, private businesses, and consortiums for road, rail, harbor, and airport projects that help attract employers to Wisconsin, or encourage business and industry to remain and expand in the State. Grants of up to \$1 million are available for transportation improvements that are essential for an economic development project. It must begin within three years, have the local government's endorsement, and benefit the public. The program is designed to implement an improvement more quickly than the normal State transportation programming process would allow. The 50 percent local match can come from any combination of local, Federal, or private funds or from in-kind services.

#### Wisconsin Department of Administration

##### *Wisconsin Coastal Management Program*

The Wisconsin Coastal Management Program was established in 1978 under the Federal Coastal Zone Management Act. Coastal management is defined as achieving a balance between natural resource preservation and economic development along our Great Lakes coasts. All counties adjacent to Lakes Superior and Michigan are eligible to receive funds. Coastal Management Grants are available for coastal land acquisition, wetland protection and habitat restoration, non-point source pollution control, coastal resources and community planning, Great Lakes education, and public access and historic preservation.

#### Wisconsin Department of Natural Resources

##### *Brownfields, Green Space, and Public Facilities Grants*

Brownfields, Green Space, and Public Facilities Grants help local governments clean-up brownfield sites intended for long-term public benefit, including green spaces, development of recreational areas or other uses by local governments. A city, village, town, county, redevelopment authority, community development authority, or housing authority is eligible for funds. Eligible costs include remedial action plans and/or costs to develop a remedial action plan. No grant may exceed \$200,000. The match requirement (20-50 percent) is determined by the amount of the grant. Site access and completed Phase I and II Environmental Site Assessments are required to receive a grant. Application deadline has been each year in January.

#### Wisconsin Department of Tourism

##### *Joint Marketing Grant (JEM)*

JEM funding is available for local communities and regions to design their own marketing effort. These grants are to assist in paying for the costs associated with developing a stronger advertising and public relations campaign to promote tourism.

#### Wisconsin Department of Agriculture, Trade, and Consumer Protection

##### *Agricultural Development and Diversification (ADD)*

Agricultural Development and Diversification grant is awarded to projects that may create new opportunities within agriculture through new value-added products, new market research, new production or marketing techniques, or alternative crops or enterprises. Maximum grants are \$50,000. Eligible applicants are individuals, associations, agri-businesses, and industry groups.

#### Other Programs or Organizations

##### *The Wisconsin Women's Business Initiative Corporation (WWBIC)*

The WWBIC is an economic development corporation providing quality business education, technical assistance, and access to capital for entrepreneurs. WWBIC consults, educates, and mentors owners of small and micro businesses throughout Wisconsin with a focus on women, people of color, and those of lower incomes. The WWBIC is partially funded by a grant from the SBA and by donations from corporate sponsors, foundations, and private contributors. WWBIC receives money from the SBA's Micro Loan Program and is Office of Women's Business Ownership.

##### *World Trade Center of Wisconsin*

The World Trade Center of Wisconsin provides assistance to companies with international trade issues. The World Trade Center of Wisconsin provides global reach and networking opportunities, research, education, conferences, plus many of the services that can save businesses money on necessary costs.

##### *Wisconsin Inventors Network*

Wisconsin Inventors Network's over all goal is to help independent inventors drive their ideas to the market. They offer a forum for inventors to meet, to learn, to present prototypes, to share challenges and successes, to provide support and inspiration, to ask and answer questions, and to give-and-take advice.

##### *New North*

New North is an 18 county region in Northeast Wisconsin. The New North brand unites the region both internally and externally, signifying the collective economic power behind our 18

counties. The counties include Outagamie, Winnebago, Calumet, Waupaca, Brown, Shawano, Oconto, Marinette, Door, Kewaunee, Sheboygan, Manitowoc, Fond du Lac, Green Lake, Marquette, Florence, Menominee, and Waushara.

New North, Inc. is a consortium of business, economic development, chambers of commerce, workforce development, civic, non-profit, and education leaders in 18 counties of Northeast Wisconsin who are working to be recognized as competitive for job growth while maintaining our superior quality of life.

In addition to working together to promote and help expand existing economic development efforts, New North, Inc. will concentrate on:

- Fostering regional collaboration
- Focusing on targeted growth opportunities
- Supporting an entrepreneurial climate
- Encouraging educational attainment
- Encouraging and embracing diverse talents
- Promoting the regional brand

#### *Impact Seven Inc.*

Impact Seven Inc. provides micro-loans for small business start-ups and expansions.

#### *Wisconsin Business Development Finance Corporation*

Wisconsin Business Development Finance Corporation provides financial assistance and resources to business lenders throughout the state.

### **Regional**

#### **Bay-Lake Regional Planning Commission (BLRPC)**

The BLRPC serves as an economic development district for the US Department of Commerce-Economic Development Administration. Potential EDA funded projects must be reviewed by the BLRPC for eligibility of federal funding. The BLRPC also provides technical assistance to local ED organizations and offers grant writing and administration services for various state and federal funding sources. Bay-Lake Regional Planning Commission develops a regional *Comprehensive Economic Development Strategy (CEDS)*.

#### **Northeast Wisconsin Regional Economic Partnership (NEWREP)**

Sheboygan County, along with the other counties in the BLRPC are part of Commerce's Eastern Wisconsin Technology Zone. This programs provides income tax incentives for high-tech development in the region. The zone designed to enhance the region's attractiveness to high-tech businesses and workers, build on the success of the biotechnology and manufacturing companies in the region, attract auxiliary companies and help existing companies increase productivity.

#### **Small Business Development Center**

SBDCs are located within the eleven 4-year universities. The SBDCs counselors offer advice, training, and resources to promote entrepreneurship and small business growth. Programs focus on minority entrepreneurship, startup business solutions, and established business solutions. Specific programs include business plan reviews and one- to-one business counseling.

## SCORE

SCORE is more than 11,500 member volunteer association sponsored by the U.S. Small Business Administration. It matches volunteer business-management counselors with present and prospective small business owners in need of expert advice. SCORE has experts in virtually every area of business management. Local SCORE chapters offer workshops and no cost one-to-one counseling.

## Community Action Agencies

Community Action Agencies are to help stimulate a better focusing of all available local, state, private and federal resources upon the goal of enabling low-income families, and low-income individuals of all ages in all geographic areas, to attain the skills, knowledge, and motivations, and secure the opportunities needed, for them to become fully self-sufficient. CAAs operate a variety of programs. CAAs are known statewide for their operation of Head Start, weatherization, housing, employment and training programs, family development, economic development, commodity distribution, senior and youth services, and many other valuable programs. In addition to providing direct services, CAAs often serve as program sponsors or grantees overseeing, although not necessarily directly operating programs.

## County and Local

### University of Wisconsin Extension Office

Community Resource Development Agent/Educator offers small business management assistance workshops or one-on-one counseling, as well as information on *county revolving loan funds* and other sources of financing.

### County Economic Development Officials/Contacts

Sheboygan County has a County Planning Department and there are a number of Chamber of Commerce locations located throughout the County that oversee the community economic development needs of the County. The Planning and Economic Development Department within the City of Sheboygan Handles the community economic development needs of the city.

Sheboygan County Chamber of Commerce hosts many events and workshops for businesses as well as people in the workforce. The Chamber helps to attract and retain businesses in Sheboygan County. Some of the programs they offer are:

- Business Retention & Expansion Survey
- Manufacturing Operators Roundtable
- Business Attraction Initiatives
- Coastal Connections (Young Professional Network)
- Business Counseling and Assistance (Assistance Team)
- Opportunities Network Referrals
- Entrepreneurs and Inventors Club
- Data Research & Data Management
- Salary Survey & Benefits Survey
- Workforce Development Initiative
- LOIS System (Database of available industrial lands and buildings)
- International Trade Programs

- Business Insights – Monthly newsletter reaching over 1500 businesses that offers advertising opportunities, Member Close-Up articles, and press releases
- [www.sheboygan.org](http://www.sheboygan.org) - Offers a free link to businesses, and provides sponsorship opportunities
- Sheboygan County Relocation Packets (10 free to members)
- Member business referrals
- Membership Directory and Buyer's Guide
- Business Connections – A monthly social and networking opportunity with other Chamber Members
- Sheboygan County Leadership Institute
- Local and State Legislative Forums
- Environmental and Transportation Forums
- First Friday Forums - updates and discussion on current governmental issues
- Commercial and Industrial development assistance
- Demographics and statistics on Sheboygan County
- City/County maps, mailing labels, brochures, etc. Also, the businesses literature will be displayed and promoted at the Chamber Office
- Partnership Programs – AON/Worksite Solutions

#### Lakeshore Technical College (LTC)

LTC's mission is to enrich lives and strengthen the economy by preparing a work force that is skilled, diverse, and flexible, while its vision is to meet the needs of the future with innovation and excellence. LTC is involved in economic development in Sheboygan County because not only does it offer associate degrees, certificate programs, and apprenticeships is also offers courses, workshops, and seminars to meet the needs of business and industry. LTC's Workforce Solutions Department provides customized training to employers to update employee skills and improve workplace performance. Community Education and Basic Skills instruction are available through Outreach Centers, with one located in Sheboygan County.