

Economic Development in NW Wisconsin

Andy Lisak

The Development Association

October 17, 2007



Overview

- The Development Association
- Economic Development 101
- Partnerships
- Successes
- Challenges & Opportunities
- Questions

The Development Association

- Mission: To Retain, Expand & Create New Business and Industry in Superior & Douglas County
- History
- Three Legged Stool of Support
 - City of Superior
 - Douglas County
 - 150 Business Members



Why Economic Development?

- Job Creation
- Better Incomes
- Improved Tax Base
- Create Wealth
- Diversify Economy

Role of Economic Development

- Enhance Revenues
- Reduce Costs/Expenses
- Help Businesses Create Wealth!

Approaches to Economic Development

- Business Retention and Expansion
- Entrepreneurial Development
- Business Recruitment

Business Retention & Expansion

- Company Visits
- Industrial Clusters
- Workforce Development
- Financing
- Sites and Buildings
- Permitting
- Technical Assistance



Entrepreneurial Development

- Technical Assistance
- Financing
- Sites & Buildings
- Permitting

Recruitment

- Sites & Buildings
- Incentives
- Employee Recruitment
- Permitting

Partners-Local

- Business Community
- City of Superior-TIF
- Douglas County-DCRLF
- Business Improvement District
- Chamber of Commerce
- UWS(CTLR, CED, SBDC, Ext.)
- WITC
- NWCEP/NWWIB
- Superior Business Center



Partners-Regional

- Northspan/Northland Connection
- NEEF
- Minnesota Power
- AGA/IR Large Scale Projects
- Duluth Seaway Port Authority
- NWRPC
- APEX
- Wisconsin Department of Commerce



Successes

CLM

Congratulations to CLM Corporation as it will soon begin a \$36 million expansion of its lime plant. The Development Association is proud to have helped CLM, a longtime member, navigate the permitting process.



[from left] Bruce Abbott, Cufier-Magner Board Chair; Wisconsin Gov. Jim Doyle; James Korhala, Cufier-Magner President and CEO; and State Senator Bob Jusch are seen touring the CLM plant on Superior's waterfront.

We mean **BUSINESS.**

CLM Corporation is just one of the hundreds of businesses in Superior and Douglas County that make our community a great place in which to live, work, recreate and invest. Members of the Development Association work together to improve the economic vitality of the community by:

- bringing more customers and residents to the area through job growth
- adding new wealth in the form of profits and payroll into the local economy
- increasing the local property tax base through successful business recruitment

For more information about
the Development Association,
call 715-392-4749.

www.developmentassociation.com



Genesis

Ten years ago the very first Genesis Magnum Shear rolled off the assembly line at its plant in Superior. Today, Genesis Attachments is undertaking a \$2 million expansion that will bring 15 new jobs to its production facility.



"Genesis Attachments is grateful for the assistance and guidance provided by the Development Association in securing a \$245,000 Technology Zone tax credit," said Bruce Bacon, vice president and general manager of Genesis Attachments.

We mean **BUSINESS.**

The Development Association celebrates Genesis Attachments' continued investment in Superior and its award of Technology Development Zone tax credits. We are honored to have assisted Genesis Attachments with its expansion project. For over 47 years the Development Association has helped businesses start and expand in Superior and Douglas County.

Genesis Attachments is just one of the hundreds of businesses in Superior and Douglas County that make our community a great place in which to live, work, recreate and invest. Members of the Development Association work together to improve the economic vitality of the community by:

- bringing more customers and residents to the area through job growth
- adding new wealth in the form of profits and payroll into the local economy
- increasing the local property tax base through successful business recruitment

For more information about the Development Association, call 715-392-4749.

www.developmentassociation.com



Serving Superior & Douglas County, Wisconsin



Superior-Lidgerwood-Mundy

You can trace its roots back over 100 years and to the three companies that merged in 1947 to become a company well known for its advanced mechanical design and manufacturing abilities. Today, Superior-Lidgerwood-Mundy Corporation (SLM Corp.) is a diversified small business manufacturing bolts, washers, bakery equipment and an array of mechanical sub-assemblies and parts. Kent Phillips, President of SLM Corp. is shown with a capstan for a winch produced by SLM Corp. With 45 employees and a payroll estimated at \$1.5 million, SLM Corp. has a significant impact on the economy of Superior and Douglas County. SLM Corp. is an active member of the Development Association.



WE MEAN BUSINESS

Superior-Lidgerwood-Mundy is just one of the hundreds of businesses in Superior and Douglas County that make our community a great place to live, work and play. Superior-Lidgerwood-Mundy and the other members of The Development Association are working together to improve the economic vitality of Superior and Douglas County by:

- bringing more customers and residents to the area through job growth
- adding new wealth in the form of profits and payroll into the local economy
- increasing the local property tax base through successful industrial recruitment resulting in better distribution of tax burden.



For more information about The Development Association, call 715-392-4749.
www.developmentassociation.com



StileChoice Doors



Hallett Dock



Amsoil-Phase I

Congratulations



The First in Synthetics®

On the purchase of the
Fleming Facility



We Thank You

for Expanding
Your Successful Company
in our Community



Amsoil-Phase II

AMSOIL, a global leader in the development and manufacturing of synthetic lubricants, is investing \$15 million in an expansion of its Susquehanna Avenue facility. The expansion will result in the creation of over 50 jobs over the next five years.



Breaking ground for the expansion project are (from left) John Hoiler, Vice President of Finance; Dean Alexander, Executive Vice President and General Manager; Al Amatoio, President and Chief Executive Officer; Alan Amatoio, Executive Vice President and Chief Operations Officer; and Scott Davis, Vice President.

We mean **BUSINESS.**

The Development Association is honored to have worked with AMSOIL to secure a \$2.1 million interest-free loan through the Wisconsin Freight Rail Infrastructure Improvement Program. The loan will be used to improve rail access to AMSOIL's Susquehanna Avenue facility. For over 47 years the Development Association has been helping businesses thrive and grow in Superior.

AMSOIL is just one of the hundreds of businesses in Superior and Douglas County that make our community a great place in which to live, work, invest and recreate. Members of the Development Association work together to improve the economic vitality of our community.

For more information about
the Development Association,
call 715-392-4749.

www.developmentassociation.com



Successes

- FedEx Ground
- Charter Films
- Clearly Superior
- New York Building
- Blaine Business & Technology Center
- Grand Central Redevelopment
- East High School Housing
- Enbridge
- Belknap Plaza



Challenges

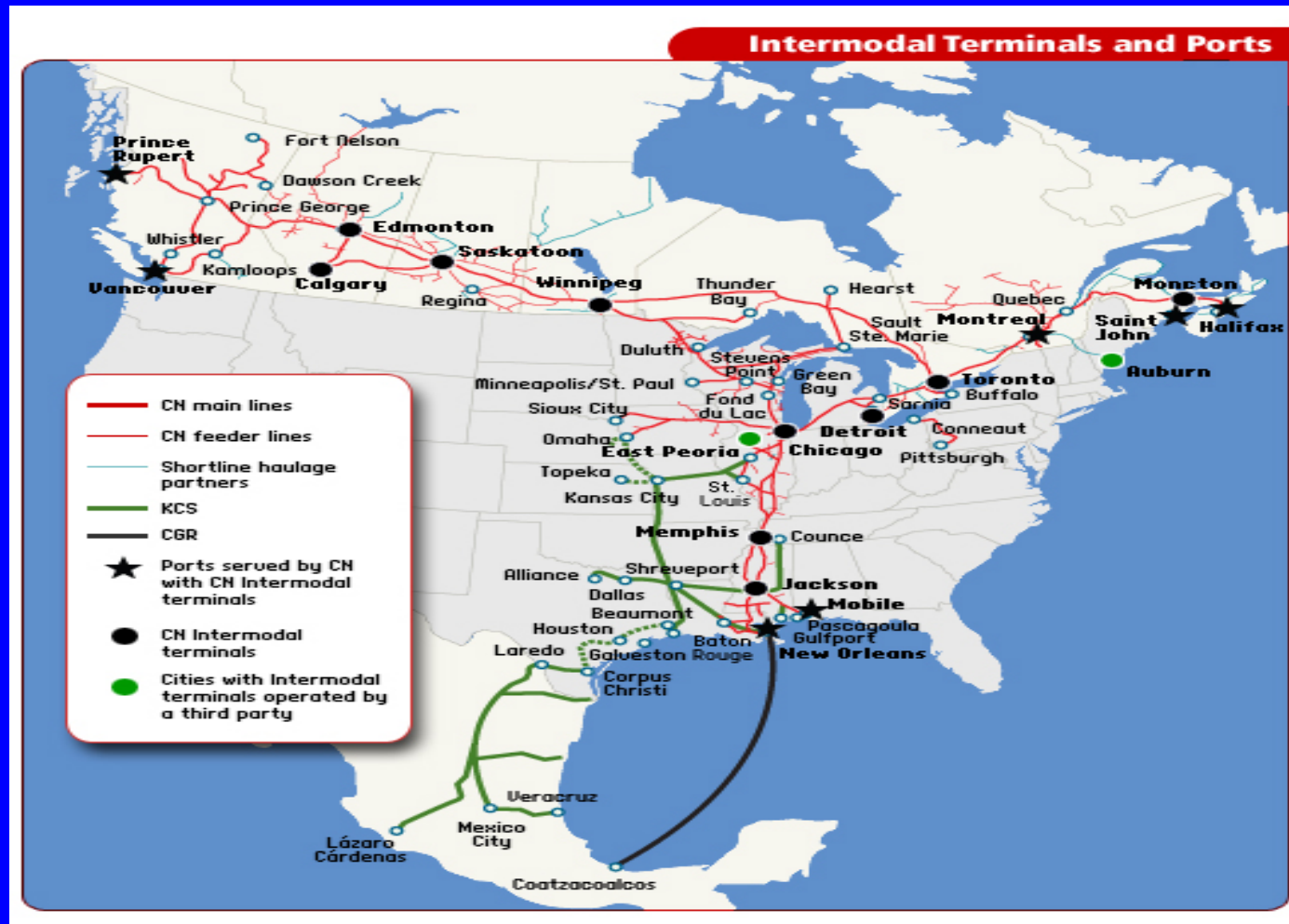
- Ballast Water Regulation
 - Federal Legislation
- Great Lakes Water Resources Compact
- Workforce
 - Northland Works
- General Mills-Poplar
- Dock Wall Deterioration
 - Additional HAP Funding

Dock Wall Deterioration



Opportunities

CN/PRINCE RUPERT



BioMass



Regional Projects

"Being able to respond to the client's needs at a moment's notice is highly critical in our business," said Donald J. Odemann, President and CEO of Lakehead Constructors Inc. Lakehead Constructors is always ready to provide service to any of its clients in Minnesota, Wisconsin and the Upper Peninsula. These clients include the power generation, mining, pipeline and paper industries. With an average of 350 highly skilled employees working on projects throughout the region, the company plays a vital role in the economy of Superior, Douglas County and the region.



We mean **BUSINESS.**

Lakehead Constructors is just one of the hundreds of businesses in Superior and Douglas County that make our community a great place to live, work and play. Lakehead Constructors and the other members of The Development Association are working together to improve the economic vitality of Superior and Douglas County by:

- bringing more customers and residents to the area through job growth
- adding new wealth in the form of profits and payroll into the local economy
- increasing the local property tax base through successful business recruitment resulting in better distribution of tax burden.

For more information about
The Development Association,
call 715-392-4749.

www.developmentassociation.com



Recruitment



Invest



Work

Live & Play



in Superior &
Douglas County WI

We mean BUSINESS.

Call us for Economic Development Opportunities.



Serving Superior & Douglas County, Wisconsin

715-392-4749
1401 Tower Avenue
Superior, WI 54880

www.developmentassociation.com



Serving Superior & Douglas County, Wisconsin

Murphy Oil



Questions...

- Thank You!!!