







#### **PROGRESS REPORT**

2021

RCEDC'S PURPOSE IS TO GROW THE LOCAL PROPERTY TAX BASE AND CREATE JOBS FOR OUR RESIDENTS. THIS IS ACCOMPLISHED BY FACILITATING BUSINESS EXPANSION PROJECTS, RECRUITING NEW BUSINESSES, AND ATTRACTING DEVELOPERS TO RACINE COUNTY.

TABLE OF CONTENTS	<ul><li>1 LEADERSHIP MESSAGE</li><li>2 2021 BY THE NUMBERS</li></ul>
WE ARE <b>ADVOCATES FOR THE COMMUNITY</b>	3 PARTNER AND PROMOTE
WE ARE <b>PROJECT MANAGERS</b>	4 ENGAGE AND IMPLEMENT
WE ARE <b>A HUB FOR INFORMATION</b>	CURATE PROGRAMS, 6 RESOURCES, AND DATA
WE ARE <b>INNOVATIVE PROBLEM SOLVERS</b>	DEFINE, FACILITATE, AND 8 EXECUTE SOLUTIONS
WE ARE <b>FINANCIAL SOLUTIONS PROVIDERS</b>	PROVIDE, DISTRIBUTE, AND ADMINISTER
WE ARE <b>TRANSLATORS</b> , <b>CONVENERS</b> , <b>AND FACILITATORS</b>	12 BRIDGE THE GAP
CONTRIBUTION DRIVES GROWTH	WORK TO 13 ACHIEVE OUR MISSION
CONCLUDED PROJECTS	16 CELEBRATING COMPLETION

#### LEADERSHIP MESSAGE

For RCEDC, 2021 was a year of adaptation and action to support businesses and our communities.

**Virtual and in-person events** were delivered to help businesses access financial resources in the City of Racine and support businesses in their efforts to attract and retain talent in a competitive market.

New programs were launched to assist small businesses and entrepreneurs. Union Grove's Build Your Own Business Program attracted entrepreneurs seeking support to start a business in Union Grove. Businesses across Racine County accessed the Wisconsin Main Street Bounceback Grant to open locations in previously vacant commercial spaces.

Staff engaged with municipal leaders, community partners and local businesses to share information about programs and resources.

**Businesses accessed RCEDC's financial programs** to purchase equipment and buildings and undertake construction and expansion projects.

RCEDC's efforts resulted in **95 projects** that included new businesses recruited, new residential development, retention & expansion projects, loans, grants, and incentives - resulting in **\$360 million in private investment** and **\$210 million in new construction**. These projects, when completed, will create or retain **more than 920 full-time jobs**.

As we celebrate RCEDC's accomplishments, we applaud the vision, resourcefulness, project execution and commitment made by the businesses, developers and communities.

Support from our Leadership Council, Board of Directors, contributors and community leaders enabled RCEDC to help **turn ideas into action**, furthering our mission of growing the local tax base and creating job opportunities for our residents.

Lisa Just, Chairperson Gregory Barron, President Jenny Trick, Executive Director

#### 2021

#### BY THE NUMBERS

SUPPORT FROM OUR LEADERSHIP COUNCIL, BOARD OF DIRECTORS, CONTRIBUTORS AND COMMUNITY LEADERS ENABLES RCEDC TO HELP TURN IDEAS INTO ACTION.



## Lending & Financing Solutions

Offering fixed-rate, long-term loan programs and grants to Racine County companies and SBA 504 loans across the State of Wisconsin.

# Business Recruitment & Expansion

Connecting existing and new to Racine County businesses with the strategic services needed to complete expansion and relocation projects.

## Talent Attraction & Retention

Showcasing why Racine County is a great place to Explore & Take Root by sharing the unique stories of our communities, job opportunities, and local amenities.



RCEDC PARTNERS:

RACINE COUNTY

CITY OF BURLINGTON

CITY OF RACINE

VILLAGE OF CALEDONIA

VILLAGE OF STURTEVANT

VILLAGE OF UNION GROVE

VILLAGE OF WATERFORD

VILLAGE OF YORKVILLE

# RCEDC promotes our contract communities to secure development projects

Along with community leaders, we promote our greatest asset, which is our location. By understanding our partner communities' priorities, RCEDC works to set the stage for successful development projects, promoting community assets, engaging with existing businesses, and attracting new development and businesses. RCEDC and its staff serve as the bridge between municipalities and businesses/developers to facilitate successful projects and community investment.

#### **DEBACK FARMS**

"The DeBack Farms Business Park is attracting new development to the Village of Caledonia, bringing in companies like Norco, General Mills, and Central Storage and Warehouse. The Village's partnerships with Wispark, Racine County, and RCEDC were key to developing DeBack Farms. Our work has set the stage for future development along County Hwy K, encouraging further investment and providing additional opportunities for all community members in the greater Racine County area."

Jim Dobbs President, Village of Caledonia



ANSWER QUESTIONS
CONFIRM SCOPE AND GOALS
COMMUNICATE OBJECTIVES
MONITOR PROGRESS
IDENTIFY ROADBLOCKS
MEET DELIVERABLES & FINALIZE

# RCEDC sees projects from inception to completion

Once a business decides to invest in Racine County, the implementation may take many months or years to complete. RCEDC continues to engage and work with businesses and communities to ensure project realization.

#### **ENTERPRISE BUSINESS PARK**

As Ashley Capital considered the purchase of 45 acres to construct 780,000 SF of speculative industrial development in Mount Pleasant, they contacted RCEDC. This project is an expansion of their existing business park in Sturtevant, where they have already successfully completed more than 1.2 million SF of industrial development. RCEDC coordinated discussions with the Village of Mount Pleasant to review site details and requirements, confirm the approval process, project timing, and negotiate incentives. RCEDC remains engaged with the project to confirm compliance with the incentive agreement and identify opportunities to assist prospective tenant companies considering locating at Ashley Capital's new site.

"Racine County is highly desirable for industrial, warehouse, and logistics development because of its transportation advantages and the strength of the industrial market."

Gary Rosecrans Vice President, Ashley Capital



#### MERZ NORTH AMERICA

Merz Pharma, a global company with locations worldwide, continues to see growth of the company's aesthetic product used by dermatologists, aesthetic doctors, surgeons and dentists. RCEDC worked with the Merz North America team to expedite facility consolidation and expansion in 2017 in the Villages of Yorkville and Raymond. In 2021, RCEDC worked with the company to further expand its manufacturing capacity, by accessing Wisconsin Economic Development Corporation tax credit assistance and a Racine County loan, adding 35 new jobs and capital investment in Racine County.

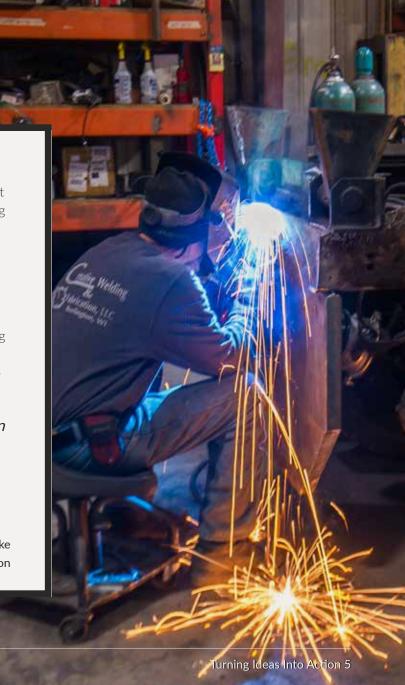
#### CREATIVE WELDING & FABRICATION

Creative Welding & Fabrication (CWF) previously leased most of the space at their City of Burlington location. After learning about the U.S. Small Business Administration's (SBA) 504 program, owners Roger Baumeister and Jeremy Uhlenhake decided to purchase the building.

Working with Town Bank and RCEDC's finance staff, CWF used the SBA 504 loan to reduce their down payment to 10%, which allowed them to retain enough cash for operating expenses. Town Bank provided 50% of the needed funding and SBA added the remaining 40% at a low, long-term, fixed-interest rate.

"Thanks to Town Bank and RCEDC the transaction was quick and easy. The 504 program created an opportunity for us to grow our business, and also allowed us to keep enough working capital for everyday expenses."

Jeremy Uhlenhake Co-Owner, Creative Welding & Fabrication





MARKET DATA
SITE SELECTION
TRENDS TRACKING
FINANCIAL PROGRAMS
STARTUP RESOURCES
SMALL BUSINESS TOOLS

## RCEDC curates programs, resources, and data to assist projects of any size

With a reputation for technical expertise, RCEDC maintains timely and informative responses to meet the needs of businesses and partners. Sharing information about available programs and how to access them was the primary concern in 2021.

As the only Certified Development Company (CDC) headquartered in Southeast Wisconsin, RCEDC's business finance staff juggled multiple applications and projects throughout the year. Companies of all sizes and industries reached out to see if they qualified for loans and grants and, if so, how to apply. The RCEDC staff, the Loan Advisory Committees and Board of Directors met weekly to process a record number of loans and grants.

#### **TECHNICAL ASSISTANCE**

In 2021, RCEDC Staff made **over 130 referrals out to partner organizations or programs**, such as: workforce development partners, Small Business Development Center (SBDC), and connections to real estate, construction and engineering firms.

Furthermore, our staff fielded **over 60 inquiries for start-up and small business resources**, from developing a business plan to requirements for state licensing to registering a business.

RCEDC's staff also provided initial **site search and market data support for 26 inquiries** by individuals and businesses interested in Racine County locations.

298 Direct Assistance



### MAIN STREET BOUNCEBACK GRANT

In 2021, WEDC launched the Main Street Bounceback Grant. RCEDC staff provided 56 letters of acknowledgment to help businesses access grant funds.

The Main Street Bounceback Grant program provides **\$10,000 to new or existing businesses and non-profit organizations** moving into vacant properties in Wisconsin's downtowns and commercial corridors. Funds are used to pay leases or mortgages, operational expenses, and other business costs related to the new location. The program is open to businesses entering a lease or purchasing a building between January 1, 2021 and June 30, 2022.

### MATCHING GRANT PROGRAM

RCEDC staff administers the Racine County funded Matching Grant Program which supports disadvantaged businesses, small manufacturers, and veteran-owned businesses with grants. The grant reimburses up to **50% of eligible costs, up to \$5,000** per business.

Application and can be accessed through BLP504.org.

# 26 Grants Awarded to \$2,000 Loans Provided M

#### **ZERO LOAN PROGRAM**

The U.S. Economic Development Administration (EDA) entrusted RCEDC to provide financing for Racine County small businesses affected by the COVID-19 pandemic. The goal of this program is to keep workers employed, stabilize businesses, and strengthen our economy. Through this program RCEDC provides essential financing for businesses to continue investing, and creating/retaining jobs, in Racine County. RCEDC's staff provided up-front eligibility screening services to determine if a small business meets the general criteria to qualify for a ZERO loan.

#### 2021 ZERO Loan Recipients

Batteries Plus Burlington
Belle City Family Dentistry, S.C.
Cafe 213
Ekman Automotive, LLC
Flitz International, Ltd.
Graphic Sign Shop, Inc.
M&J Krueger Trucking
MKE Laser Design

MyBread Bakery, LLC
No Limit Remodeling
Pawstar
Renew Medical Aesthetics LLC
Spee-Dee Packaging
Machinery, Inc.
Waterford Stillhouse
Wheel Specialties Inc.



DEFINE CHALLENGE/OPPORTUNITY
CONVENE STAKEHOLDERS
GATHER DATA AND INFORMATION
IDENTIFY AND RECRUIT EXPERT INPUT
FACILITATE AND EXECUTE SOLUTIONS

# RCEDC works closely with our partners to develop solutions for unexpected challenges

RCEDC is known for its solutions focus. We ground ourselves in experience and data as we seek to understand the challenge. We consider every resource and leverage partnerships with industry experts to identify a path to overcome obstacles. Recognizing the need to attract more talent and residents, RCEDC works to bring residential development to Racine County.

#### **RESIDENTIAL DEVELOPMENT**

In 2020, the Racine County Housing study identified the need for **890 units** annually over the next five years. This call to action has resulted in RCEDC working with municipalities to attract residential development.

#### The Seasons

In 2021, RCEDC staff worked with the leadership of Racine County, Village of Mount Pleasant, and Fiduciary Real Estate Development (FRED), to bring the Seasons to Racine County. The development is located at the corner of Braun Road and Green Bay Road in Mount Pleasant. The project will consist of a 280-unit multifamily housing development, planned to open in 2022.





01

02

03



#### Meet Your Neighbors

The greatest way to show the world what Racine County has to offer is through the lens of our residents. In 2021, we shared the stories of five individuals who chose to live in Racine County. Authentically showcasing the stories of these individuals allows potential residents to see themselves in Racine County.

# Digital Recruitment Campaign

Once we captured and shared the stories of people who chose Racine County, we harnessed the power of social media and digital advertising to deliver these messages to over 3.6 million professionals throughout the Greater Chicago Area.

Manufacturing Awareness Campaign

With increased job growth in Racine County, the need for a larger talent pool became evident. In 2021, we launched a joint-effort with local manufacturers to recruit manufacturing talent. The digital ad campaign targets qualified individuals. Through targeted messaging, we promoted manufacturing opportunities to Northern Illinois workers.

**5** Spotlight Videos

3.6 Impressions

Founding Contributors





SBA 504 LOANS SBA 7(A) GUARANTEE COMMUNITY LOANS MATCHING GRANTS FAÇADE GRANTS

# RCEDC provides, distributes, and administers a variety of low-interest long-term finance solutions

Our finance programs were exceptionally popular in 2021. Working as Business Lending Partners, our staff focused their efforts on the distribution of loans and grants with the goal to help local businesses. This included providing zero interest rate and below-market interest rate loans as well as grants and technical assistance to businesses seeking relief from the challenges in 2020 and 2021.

#### **SPEE-DEE PACKAGING**

Spee-Dee Packaging Machinery, Inc., a family-owned business located in the Village of Yorkville, continues to access quality, local, financial and technical resources to assist the company with its over 30 years of growth.

"The SBA 504 loan really helped us expand in a time when the market was not in a favorable condition. With the low equity requirement and low, long term fixed-rate, we were able to expand operations and even offer new products to new customers."



"Not having a whole lot of experience in the lending space, the staff at RCEDC made it very easy to understand and provided us with perfect options for our new business. With the money we received from the Zero Loan Program, we were able to finance the holding tanks needed to blend and store spirits, wages for our employees at startup, and other elements needed to make the Waterford Stillhouse a destination for residents and visitors."

Brandon and Tammie Begotka Owners, Waterford Stillhouse

#### **MYBREAD BAKERY**

In 2016, Dan Gallagher received a loan from Business Lending Partners to purchase a state-of-the-art bakery make up line and establish his first Wisconsin location on Douglas Avenue, in the City of Racine. Now, with a solid business and product line, Gallagher continues to pursue an aggressive growth strategy with the help of additional loan resources.

"When we moved to Racine County, the business received an incomparable opportunity to become highly successful. The financial assistance we received as well as the centralized location of the area, helped us automate our production process, and essentially provide the world with our amazing product."

Dan Gallagher Owner, MyBread Bakery





DEFINE SUCCESS
GATHER PERSPECTIVES
INFORM PARTNERS
ENCOURAGE BEST PRACTICES

## RCEDC staff works diligently to bridge the gap between businesses and government

Effective economic development efforts require constant communication and collaboration. For development and business expansion projects, we ensure that each partner understands success from the public and private perspectives.

We keep lines of communication open between businesses and municipalities by actively engaging with businesses through the business call program. We convey what we learn to our municipal and workforce partners to modify and improve programs and processes to serve the community. We convene the CEO Roundtable and HR Roundtable to encourage strategic business decision-making and best practice sharing among local businesses.

#### **OUTREACH**

#### Timely and informative responses to the needs of businesses and partners.

Intentional outreach to help spur business expansion is a core responsibility of an economic development organization. In 2021, RCEDC's outreach engaged past and current loan and grant recipients and the business community to help us understand needs and connect businesses with resources.

472 Calls & Visits

# CONTRIBUTION DRIVES GROWTH

Through our contributors' continuous support we are able to keep working towards achieving RCEDC's mission.

Businesses and individuals enjoy the tax-deduction benefit of our 501(c)3 status as they directly support the work of RCEDC staff.

Contributors have access to information, opportunities, and direct communication with leaders throughout our community. In addition, RCEDC Leadership Council, Board of Directors and Loan Advisory Committee members are chosen from our contributor list.

OUR STAFF WORKS DILIGENTLY
TO INCREASE RACINE COUNTY'S
INDUSTRIAL EXPANSIONS,
RESIDENTIAL DEVELOPMENTS
AND SPECULATIVE BUILDING
CONSTRUCTION.

#### **HOW DO WE DO IT?**

Recruit new businesses and facilitate transactions

Provide businesses low-interest loans, grants, and incentives

Market Racine County to attract new residents and talent to live and work here

We are problem solvers

#### **CONTRIBUTOR LEVELS**

GOLD \$2,000+

SILVER \$750+

BRONZE \$200+

#### **JOIN OUR EFFORTS**



Contact **Jenny Trick** RCEDC's Executive Director

(262) 898-7424

JTrick@RCEDC.org

www.rcedc.org/contribute

#### RCEDC CONTRIBUTORS

JOIN OUR EFFORTS

#### **GOLD LEVEL CONTRIBUTORS**

Ascension | Wheaton Franciscan Healthcare - All Saints Foundation

**BMO Harris Bank** 

**BRP US** 

**CNH Industrial America, LLC** 

Crescent Electric Supply Company

**Emerson Electric Company/** 

InSinkErator

Foxconn Technology Group

**Grand Appliance and TV** 

**Hillwood Investment Properties** 

Johnson Financial Group

Journal Times/Lee Procurement

**Solutions** 

JPMorgan Chase Bank

Keller, Inc.

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**Land and Lakes Company** 

Modine Manufacturing

Poclain Hydraulics Inc.

**Sawall Development** 

**SC Johnson** 

Scherrer Construction Co., Inc.

The Prairie School

**Town Bank** 

**Tri City National Bank** 

Twin Disc Inc.

Unico, Inc.

**US Bank** 

We Energies

Wispark LLC

**Zilber Property Group** 

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#### SILVER LEVEL CONTRIBUTORS

Ashley Capital, LLC

AT&T

Berghammer Construction Corp.

Bukacek Construction/BCI Group, Inc.

**Butter Buds Food Ingredients** 

Cannella Response Television LLC

CliftonLarsonAllen LLP

Community State Bank

DeMark, Kolbe & Brodek, S.C.

e-vergent

**EC Styberg Engineering Co Inc** 

**Educators Credit Union** 

**EnviroForensics** 

Findorff

Gilbane Building Company

**Hestia Heat Treat** 

Horizon Retail Construction Inc HSA Commercial Real Estate

Jensen Metal Products, Inc.

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Kapur & Associates, Inc.

Knapp Manufacturing, Inc.

Landmark Title of Racine. Inc.

Lynch Motor Vehicle Group

Mortenson MSI General

Mueller Communications

ND Packaging

O&H Danish Bakery, Inc.

Pepper Construction

Pitts Brothers & Associates LLC

Racine Railroad Products, Inc.

raSmith

Riley Construction Company Inc.

Seda North America

Shurpac, Inc.

**Venture Construction Group** 

Wangard Partners, Inc.

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#### BRONZE LEVEL CONTRIBUTORS

A&E Incorporated/A&E Tools

Abacus Architects

Accounting and Business Services, Inc.

Acme Construction Metals, Inc.

Advia Credit Union
All Integrated Solutions

Alloy Welding, Inc./AWI Metal Fabrication

Altus Vinyl
Andis Company
Associated Bank
Aurora Health Care
Bonetti US

Building Waters, Inc. CableCom, LLC Carthage College

**CBRE | Industrial & Logistics** 

**CCB Technology** 

Corporate Contractors, Inc.
Corporate Images, Inc.
CRB Insurance Agency
Cushman & Wakefield | Boerke
David Insurance Agency
Delta Flexible Products Inc
Delzer Lithograph Company

DesignsTouch LLC

**Diamond Transportation System Inc** 

Dover Partners LLC Drewco Corporation Elwood Corporation

**Express Employment Professionals** 

Financial Service Group Inc First American Bank First Citizens Bank

First Weber Group Realtors

Fischer USA, Inc.

Foth Infrastructure & Environment, LLC Franke Development Advisors LLC Gateway Technical College Gordon J Maier & Company LLP

Gorman & Company Great Northern Corporation Greenwoods State Bank MFG. / DIST.

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Jasperson Realty

Jon Hendersen Real Estate Kane Communications Group Ketterhagen Architecture Knight-Barry Title Inc Lee & Associates of Illinois

LEMAN USA Living As A Leader

M Squared Engineering, LLC McDonalds (2100 Lathrop, Inc.)

McLane Foodservice Midwest Fiber Networks

MRA - The Management Association

Newmark Knight Frank Newport Realty Corp. Nielsen Madsen + Barber North Shore Animal Hospital

O'Neil, Cannon, Hollman, DeJong & Laing SC Ogletree, Deakins, Nash,Smoak & Stewart, P.C.

Partners in Design Architects Pearle Vision Racine R & B Grinding Co., Inc.

Robert W Baird & Co Siena Catholic Schools of Racine

SimplyFaster by TAG - The Attilio Group LLC

Smiling Georgie Porgie's, Inc. Southport Engineered Systems Spectrum Capital Solutions Spee-Dee Packaging Machinery, Inc.

Stafford Rosenbaum, LLP State Bank of the Lakes The Reesman Company

Thompson Project Management, LLC

**UAW Local 180** 

**United Way of Racine County** 

UW Parkside Wanasek Corporation Waterford Truck Service

Wisconsin Plating Works of Racine Inc

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#### **PUBLIC & PARTNER CONTRIBUTORS**

City of Racine

City of Burlington

**Racine County** 

Village of Caledonia

Village of Mount Pleasant

Village of Raymond

Village of Sturtevant

Village of Union Grove

Village of Waterford Village of Yorkville Town of Norway

Burlington Area Chamber of Commerce

**Downtown Racine Corporation** 

Racine Area Manufacturers and Commerce (RAMAC)

Racine County Workforce Solutions

Union Grove Chamber of Commerce

Waterford Area Chamber of Commerce

2021 Annual Meeting

Ascension (E)

Johnson Financial Group (E) Aurora Healthcare (P)

Ashley Capital (P)

Communitty State Bank (P)

Gilbane (P) Kapur (P)

Riley Construction (P)

SC Johnson (P)

Wintrust National Bank (P)

Andis Company (S)
Baird Corporation (S)

Gateway Tech College (S) Keller Inc. (S)

Land and Lakes (S) Mortenson (S)

Pitts Brothers (S)
The Prairie School (S)

E-Exclusive P-Premier S-Supportive

Business Growth Solutions
Associated Bank

TriCity National Bank
Johnson Financial Group

**EVENTS & INITIATIVES PARTNERS** 

Greater Racine County Initiative

Mount Pleasant Tourism Commission Racine Community

Foundation Real Racine

Greater Racine County

Carthage College Gateway Technical College Kurk Inc

Lavelle Industries Living As A Leader

MRA Racine County

RAMAC Spee-Dee Packaging Machinery, Inc.

UW Parkside Village of Mount Pleasant

### CONCLUDED PROJECTS

**CELEBRATING COMPLETION IN 2021** 

RCEDC CONTINUES TO ENGAGE AND WORK WITH BUSINESSES TO ENSURE PROJECT REALIZATION Once a business decides to invest in Racine County, the implementation often takes many months. We are pleased to celebrate several projects that completed construction and project funding in 2021.

#### ARABELLA, J. JEFFERS

Community: City of Racine

Project Type: Housing Redevelopment

Description: Mixed-use redevelopment of the Horlick Haban Complex, phase I completion includes 60 apartment units



# Technology Pilar Training

#### BRP US INC.

Community: Village of Sturtevant Project Type: Business Expansion Jobs Created/Retained: 181

Description: Retooled facility to establish manufacturing lines

for new Sea Doo Switch

#### **CULVER'S**

Community: **Village of Caledonia**Project Type: **Business Expansion** 

Description: Redeveloped former gas station site into

new fast food restaurant



# 16 Turning Ideas Into Action

#### **DUNHAM GROVE, PRE/3**

Community: **Village of Union Grove**Project Type: **Housing Development** 

Description: Residential development consisting of 62 single-family homes and 120 multi-family units

#### **JELLYSTONE CAMP RESORT**

Community: **Village of Caledonia** Project Type: **Business Expansion** 

Assistance: SBA 504 Loan

Description: Expansion using SBA 504 loan to add campsites, cabins, beach, and lake attractions



#### MERZ NORTH AMERICA

Community: Villages of Yorkville and Raymond

Project Type: **Business Expansion**Jobs Created/Retained: **35** 

Description: Expansion of manufacturing capacity to increase

product production

#### **MYBREAD BAKERY**

Community: City of Racine

Project Type: Business Expansion

Description: Accessed loan programs to facilitate building acquisition, new equipment purchase, and working capital

to support growth into more retail stores



#### ND PACKAGING

Community: Village of Mount Pleasant Project Type: Business Recruitment

Jobs Created/Retained: 75

Description: Purchase former vacant industrial building for

reuse by the packaging manufacturer

#### PINE ACRES POPCORN

Community: **Village of Union Grove**Project Type: **Small Business Expansion**Assistance: **Revolving Loan Fund** 

Description: Building purchase using community loan

program to house commercial kitchen for product production

and retail location





#### TRUE NORTH COMMONS

Community: **Village of Caledonia**Project Type: **New Construction** 

Description: New 5,000 SF retail development which includes

Starbucks and O&H Danish Bakery



