Pathway to Prosperity

Applied Economic Development for World Class Growth
33 PROJECT WINS

6,142 PLEDGED JOBS
AVERAGE WAGE: $62,141

PAYROLL: $381 MILLION
CAPITAL INVESTMENT: $717 MILLION
MILWAUKEE 7

33 PROJECT WINS

6,142 PLEDGED JOBS
AVERAGE WAGE: $62,141

PAYROLL: $381 MILLION
CAPITAL INVESTMENT: $717 MILLION

Foxconn

13,000 PLEDGED JOBS
PAYROLL: $700 MILLION
CAPITAL INVESTMENT: $10 BILLION
• Purchase of isotopic press
• $95MM capital investment – Cudahy operation
• 125 new jobs; 300 retained jobs
• Avg. annual compensation: $55,000
• Strong WEDC participation: $7MM Enterprise Zone
• Competed against Cary, NC
<table>
<thead>
<tr>
<th>City</th>
<th>Company</th>
<th>Close Date</th>
<th>Current Emplmt</th>
<th>New Emplmt</th>
<th>Payroll</th>
<th>Cap Invest</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pleasant Prairie</td>
<td>Haribo</td>
<td>Mar-17</td>
<td>720</td>
<td>40,320,000</td>
<td>325,000,000</td>
<td>New to Market</td>
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<tr>
<td>Waukesha</td>
<td>Metal Era</td>
<td></td>
<td>32</td>
<td>1,269,299</td>
<td>4,200,000</td>
<td>Expansion</td>
<td></td>
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<tr>
<td>Elkhorn</td>
<td>Wisconsin Ovens/TPS</td>
<td>May-17</td>
<td>126</td>
<td>11,455,599</td>
<td>3,300,000</td>
<td>Exp/Retention/New to Market</td>
<td></td>
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<tr>
<td>Glendale</td>
<td>Grover Corporation</td>
<td>Sep-17</td>
<td>57</td>
<td>7,672,641</td>
<td>4,200,000</td>
<td>Exp/Retention</td>
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<tr>
<td>Pleasant Prairie</td>
<td>Gold Standard Baking</td>
<td>Sep-17</td>
<td>96</td>
<td>2,995,200</td>
<td>42,000,000</td>
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<tr>
<td>Franklin</td>
<td>Krones</td>
<td>Aug-17</td>
<td>25</td>
<td>1,621,360</td>
<td>4,000,000</td>
<td>Expansion</td>
<td></td>
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<tr>
<td>Cudahy</td>
<td>ATI</td>
<td>Mar-18</td>
<td>300</td>
<td>23,143,120</td>
<td>95,000,000</td>
<td>Expansion</td>
<td></td>
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<tr>
<td>Brookfield</td>
<td>METCO</td>
<td>Mar-18</td>
<td>350</td>
<td>31,369,375</td>
<td>32,000,000</td>
<td>Expansion</td>
<td></td>
</tr>
<tr>
<td>Kenosha</td>
<td>CTDI</td>
<td>Mar-18</td>
<td>150</td>
<td>5,001,360</td>
<td>5,188,000</td>
<td>New to Market</td>
<td></td>
</tr>
</tbody>
</table>

**9 RECENT PROJECT WINS**

- Total Payroll: $124,847,954
- Total Cap Invest: $514,888,000
- Total Emplmt: 2178
Pathway to Prosperity

Vision for the Region
- Globally Competitive
- High-Value Employment
- Sustainable Quality of Life

Enablers
- Infrastructure
- Governance
- Ingenuity
- Talent Development

Cluster Advancement

Milwaukee 7 Outcomes and Impacts

Prosperity
- Dashboard of Regional Economic Metrics

Applied Economic Development for World Class Growth
Pathway to Prosperity - Talent

Vision for the Region
- Globally Competitive
- High-Value Employment
- Sustainable Quality of Life

Enablers
- Infrastructure
- Governance

Talent Magnet
- Job Ready Talent
- Every Business Benefits

Milwaukee 7 Outcomes and Impacts

Prosperity
Dashboard of Regional Economic Metrics
Pathway to Prosperity

Cluster Advancement

Infrastructure

Governance

Ingenuity

Talent Development

Milwaukee 7 Outcomes and Impacts

Prosperity

Dashboard of Regional Economic Metrics

Enablers

Vision for the Region
- Globally Competitive
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Applied Economic Development for World Class Growth
Wisconsin Women’s Business Initiative Corporation

Lent $60M 700+ active loans
74% < $50K 64% startups
2017 thru 9/30 – 257 apps, 100 approvals, 76 closed

Closed loans
- 28% food related
- 25% other
- 13% retail and wholesale trade
- 7% arts, entertainment and recreation
- 7% health care related
- 7% transportation and warehousing
- 6% construction and waste management
- 4% manufacturing
- 2% professional services

46 Mke loans (nearly $3M)
- 67% LMI
- 48% women-owned
- 67% minority-owned
- 29% minority-women owned
- 19% Hispanic owned
### # borrowing # lenders
- **WI**:
  - # borrowers: 144
  - # U.S. lenders: 5,039
  - # trustees: 25
  - # lenders: 9,410
  - Loans fully funded: $794,900.00
  - Default: $550.00
  - Repaid: $6,658.42
- **MKE**:
  - # borrowers: 86
  - # U.S. lenders: 3,050
  - # trustees: 18
  - # lenders: 5,755
  - Loans fully funded: $492,600.00
  - Default: $6,658.42
- **MUSIC**:
  - # borrowers: 18
  - # U.S. lenders: 18
  - # trustees: 5
  - # lenders: 5
  - Loans fully funded: $47,925.00
  - Default: $6,658.42

### MKE % Borrower Ethnicity
- african_american: 40.70%
- caucasian: 33.72%
- hispanic: 9.30%
- asian: 1.16%
- hispanic: 1.15%
- native_american: 1.15%
- other: 12.79%

### MKE # of years in business
- one_year: 15.12%
- startup: 16.28%
- five_year: 19.77%
- more: 23.26%
- three_year: 25.58%

### MUSIC Borrower Counts by Sector (pie chart) - Loan Matching
- Retail: 27.78%
- Food: 16.67%
- Services: 16.67%
- Entertainment: 11.11%
- Housing: 11.11%
- Clothing: 5.56%
- Wholesale: 5.56%
- Arts: 5.56%
$1M M7 Venture Capital Fund

- Fill gaps in funding for emerging companies & 2nd stage start-ups.
- Priority consideration to advanced mfg and technology firms
- $50K-$125K per company capital investment

4 companies

- $385K in loans
- $90K in grants
- Moving from current jobs of 15 with future job growth of 98

**Securus Data Centers**
Data Center operator offering managed network, data center, ISP & Prof’l services

**Okanjo Partners**
Offers innovation solutions to publishers, brand, and OPMs

**the MINI classy**
High-end streetwear for the kiddos

**CATA**
HaloVino shatterproof plastic wine tumblers
MDC Loan to BCSEC for MATC Property Purchase

General Terms:
Loan Amount: $1,350,000
Common Ground MKE Rising
Real estate stabilization program
Refurbished over 75 homes in Sherman Park Neighborhood

MUSIC Refurbished 7 homes
Phase 1: $100,000
Phase 2: $100,000
Phase 3: $100,000
$300,000 investment

Refurbished homes sold at $683,500
2835 W. Kilbourn
Southwest corner 27th St. and Wisconsin Ave.
Northeast corner 2nd St. and Wisconsin Ave.