

Racine County
Economic Development
Corporation (RCEDC)

City of Racine General Contract
2015 Activities and Results

Brownfield Contract
2015 Activities and Results

February 1, 2016



RCEDC Mission

...to ensure the economic vitality of Racine County by working with our partners to support innovation and creativity that leads to business investment

Locations Available sites - Land and buildings for your project.	Workforce Training and resources for your workforce.	Incentives State and local financial assistance for your project.	Assistance Resources for your business location, expansion or startup project.
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Business Development	Business Finance
Community Development	Workforce Development



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THE BASICS

- **501c(3) Private Non-Profit**
- **30-Member Board of Directors**
 - **Elected Officials, Major Employers, At Large Representatives**
- **Executive Committee and Loan Committee**
- **15 Staff**
- **Five Divisions**



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General Economic Development Contract Overview

2016 Contract Amount: \$69,000

Includes:

- Business Retention and Expansion Assistance
- Business Recruitment Activities
- Business Finance Activities
- Marketing Activities
- Workforce Development Services
- Organizational Development Assistance
- Special Program Assistance and Support Activities

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BUSINESS DEVELOPMENT RESULTS: 2011-2014

RACINE COUNTY ECONOMIC DEVELOPMENT CORPORATION

241 MILLION 
IN NEW CAPITAL INVESTMENT

102
PROJECTS

AVERAGE WAGE
\$18.70
PER HOUR

\$93.1
MILLION
CONSTRUCTION
COSTS

1,304 JOBS RETAINED
THROUGH COUNTY INITIATIVES



1,373 NEW JOBS
CREATED

580,000 SQ FT
OF NEW AND EXISTING COMMERCIAL SPACE

RACINE COUNTY THREE-YEAR BUSINESS DEVELOPMENT RESULTS

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BUSINESS DEVELOPMENT DIVISION:

RECRUITMENT

Attract new business investment to Racine County

RETENTION & EXPANSION

Assist growing Racine County companies via technical and financial assistance

RESEARCH

- Maintain demographic data
- Land and building searches
- Resource referrals

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2015 Business Development Results

Business Development

Activity	2015 Results	2016 Goal	In Process
Companies Recruited	6 (2 City)	5	26 (9 City)
Retention/Expansion Projects	7 (3 City)	7	11 (2 City)
Existing Business Programming CEO Roundtable	9 (6 City)	10	
WMEP Workshop Series (2016 Launch)	N/A	6	
Business Call Visits	54 (32 City)	60	Ongoing
Technical Data Requests	134 (57 City)	100	Ongoing
Monitor Active Development Agreements—Summit Packaging; Butter Buds, Apak, Marlo, Altus Vinyl, Vista Dental, and DeltaHawk Engines	7	7	Ongoing

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Business Development

2015 CITY PROJECTS



Apak: Expansion



Vista Dental Products: Expansion and Building Acquisition



Class One Rail Systems: Start-up



Pipes Down Under: Attraction

A RUBBER PARTS COMPANY



Delta Flexible Technologies: Manufacturing Renewal Grant

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Business Finance

BUSINESS FINANCE DIVISION



www.blp504.org

- **Business Lending Partners, a Division of RCEDC**
- **Provider of two attractive loan programs**
 - **Small Business Administration (SBA) 504 direct loan program – available throughout Wisconsin**
 - **Revolving Loan Funds**

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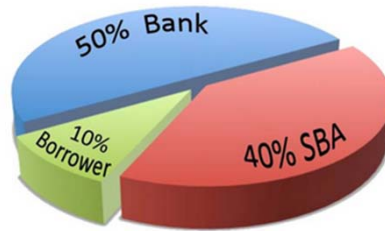
BENEFITS OF FINANCING PROGRAMS

Business Finance

- Low down payment requirement, typically 10%
- Long-term, fixed rates, 10-20 years

BUSINESS LENDING PARTNERS
Your Wisconsin SBA 504 Lender

www.blp504.org



**SBA 504
January 2016**

20-Year Fixed Rate:
4.831%

10-Year Fixed Rate:
4.288%

Historical Rate Graph

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2015 Business Finance Results

Business Finance

Activity	2015 Results	2016 Goal	In Process
Loan Approvals (a)	18 (4 City)	23	7
Loans Closed	\$2,622,412 (\$614,412 City)	\$4,682,930	\$2,706,930 (\$128,580 City)
Work with Prospects Seeking Financing Assistance	136 (40 City)	200	N/A
Maintain High-Quality Loan Servicing and Closings	Ongoing	Ongoing	N/A

The amount of Business Finance division loans closed to date is lower than expected in 2015 due to unexpected cancellation of approved loans, aggressive lending environment on the part of banks, and soft economic conditions making potential borrowers more averse to taking on debt.

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FUTURE FOCUS: *High Growth Seed Capital*
NEW RESOURCE: CAPITAL CATALYST LOAN PROGRAM

Business
Finance

- Eligible Businesses:** High-growth startups
Emerging growth companies
Located in the City of Racine
- Funding/Business:** Up to \$100,000
- Interest Rate:** 2% to P+2%
- Industry Focuses:** Advanced manufacturing
Agriculture or food processing
Information system or software
Medical devices
Biosciences
Renewable Energy

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**WORKFORCE DEVELOPMENT
DIVISION**

Workforce
Development

- **Unique partnership with Racine County Workforce Development Center**
 - **Business Service Team:** comprised of RAMAC and RCEDC employees
- **Business Services Programs to Employers**
 - Job fairs, customized training and outplacement services
- **Youth and Talent Development**

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2015 Workforce Development Results

	Activity	2015 Results	2016 Goals	In Process
Workforce Development	Companies Assisted with Training Programs	9	12	Ongoing
	CEO Call Program (a)	37 (13 City)	0	Ongoing
	Implement Higher Expectations Survey	N/A	50	Ongoing
	On-Site Recruitments	83	50	Ongoing
	Market and Coordinate Job Fairs	4	4	Ongoing
	Facilitate Internships	42	50	Ongoing
	Develop and Distribute Relevant Employment Data	22	4	Ongoing
	Development and Coordinate Lunch & Learn Programs	9	6	Ongoing

(a) The CEO Call Program is coordinated with RCEDC, RAMAC, Gateway and Workforce Development Staff



2015 PROJECTS

Workforce Development



Youth CNC Boot Camp



On the Job Training Resources



Job Fair



2015 Administrative and Marketing Results

Administrative and Marketing	Activity	2015 Results	2016 Goals	In Process
	Hire New Brownfield Redevelopment Specialist	3/2/15	3/15/16	
	Social Media "Fans"	458	600	Ongoing
	Constant Contact Communications	24	24	Ongoing
	Annual Meeting Attendance	324	300	Ongoing
	Coordinate with Partners	Ongoing	Ongoing	Ongoing



RCEDC: PARTNERS






2015 Brownfield Results

Brownfield Development	Activity	2015 Results	2016 Goals	In Process
	Project Management	Manage the redevelopment of brownfield sites. Project management team coordination. REDAC meeting coordination. Fiscal management of implementation contract.	Manage the redevelopment of brownfield sites. Project management team coordination. REDAC meeting coordination. Fiscal management of implementation contract.	Ongoing



2015 Brownfield Site Update

Brownfield Development	Sites	2015 Activities	2016 Goals
	1. Racine Steel Castings	Site assessment and remediation activates. Continued communication with USEPA and WDNR. Marketing to developers.	Continued cleanup activities and communication with environmental agencies.
	2. UPEC (1500 Memorial)	Contract awarded to Kapur and Associates for the preparation of bid specs of environmental work and demolition.	Begin Demolition




2015 Brownfield Sites

Activity	2015 Results	2016 Goals
3. Machinery Row	Site assessment activities. BCRLF eligibility determination. Preliminary demolition strategy.	Anticipated approval of BCRLF loan and begin demolition.
4. Harborside	RFP for brokerage services.	Continued marketing activities.
5. Southside Industrial Park	RFP for brokerage services.	Continued marketing activities.
6. 223 Lake	Marketing activities	Marketing activities
7. West Bluff	Phase I updates and out reach to potential consultants for environmental work.	Engage a consultant to begin environmental work.

Brownfield Development

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2015 Brownfield Sites

Activity	2015 Results	2016 Goals
8. Herman Kittle Veteran's Housing	Site assessment activities. Started the BCRLF approval Processes	BCRLF management and monitoring of ongoing cleanup activities
9. Bell Harbor	RFP for brokerage services. Site tours given.	Continued marketing activities

Brownfield Development

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THANK YOU!

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