

Investors & Supporters

Strategic Investors

Annual Contribution of \$7,500 and over



Supporting Investors

Annual Contribution of \$5,000



Participating Investors

Annual Contribution of \$500 to \$1,000

Alliant Energy	Union Bank & Trust
Mosher & associates	Wisconsin Bank & Trust
Duxstad & Bestul, S.C.	Woodford State Bank
Keller Inc. Planners, Architects, Builders	

Community Partners

Green County	Village of Belleville
City of Monroe	Village of Monticello
City of Brodhead	Village of New Glarus

2018 GCDC BOARD OF DIRECTORS

- NIKKI MATLEY**, GCDC President
Thrivent Financial
- BRYAN D GADOW**, GCDC Vice President
Village of New Glarus Representative
- RICHARD THOMAN**, GCDC Treasurer
County Board Supervisor
- MATT URBAN**, GCDC Past President
Blackhawk Technical College – Monroe Campus
- MIKE SANDERS**, GCDC Secretary
Monroe Clinic
- BRIAN WILSON**
Village of Belleville Representative
- MICHAEL BOYCE**
City of Monroe Representative
- LUKE BUHOLZER**
Klondike Cheese Company
- JOHN BERNSTEIN**
City of Brodhead Representative
- JESSE DUFF**
Fehr Graham – Engineering & Environmental
- SHERRI FIDUCCIA**
County Board Supervisor
- CRAIG FUCHS**
ORCHID International, Monroe
- JOE HUNTER**
Colony Brands, Inc
- ERIK HUSCHITT**
Badger State Ethanol
- APRIL FUHR**
Village of Monticello Representative
- BETH LUCHSINGER**
County Board Supervisor
- JOHN MCNEIL**
Big Radio
- DAVID MOSHER**
Mosher & associates
- PHILLIP RATH**
City of Monroe Representative
- RON SCHAAF**
Bank of New Glarus and Sugar River Bank Branches
- DR. TRACY PIERNER**
Blackhawk Technical College



2018 ANNUAL REPORT

GREEN COUNTY DEVELOPMENT CORPORATION

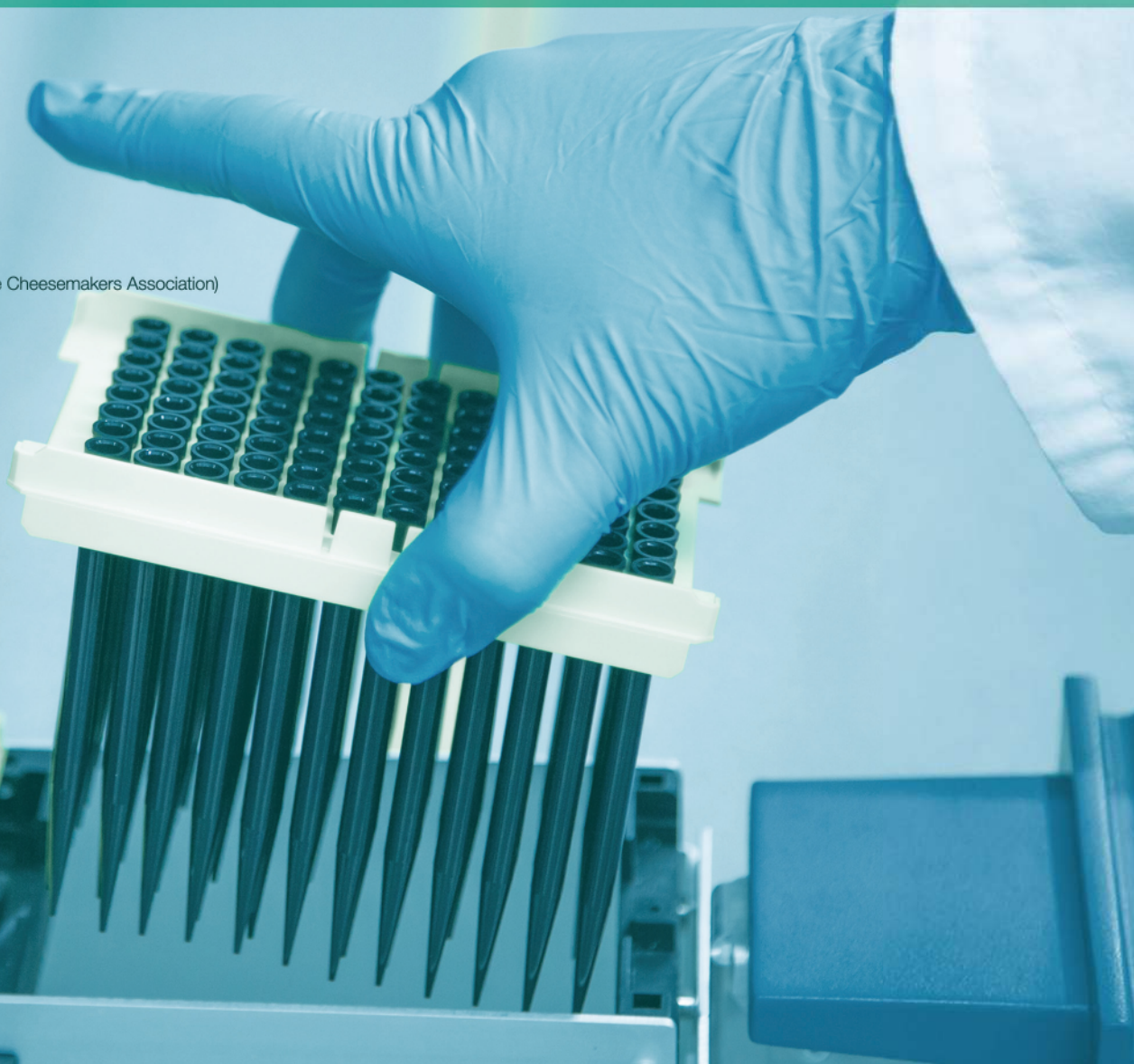
Historic Green County Courthouse, 2nd Floor
1016 16th Ave, Monroe, WI 53566

608.328.9452 | gcdc@tds.net
www.GreenCountyEDC.com

Cover Photo Industrial Combustion

Inside Cover Precision Biolabs (previously known as Foreign Type Cheesemakers Association)

Cover Photos by Patrick Bodell of Synqronus Communications



CARA CARPER
Executive Director

Something Good Every Day of 2018

Those of you who have asked me how things are going at Green County Development Corporation know my reply is usually, "Something good happens to me every day!" I know that sounds crazy, but it's true. Take a look on the following pages for highlights of some of the best.

Good Things for 2019

Because of additional funding, our Entrepreneurial Development Program will continue to grow. We want all business owners to know we have free, confidential help for them – no matter what they are going through. I'm happy to speak about these resources at meetings of local organizations. Please invite me!

Our partnership with UniverCity Year will continue to reap benefits for our Green County communities. Keep an eye out for student presentation dates, their final reports and great results due to their work.

Thank You to Our Partners

All of this is due to our strong partners. We owe a debt of gratitude to our GCDC Board and business and community investors, as well as our collaborating organizations such as Blackhawk Technical College, Small Business Development Center, Wisconsin Economic Development Corporation, William S.

Knight Foundation, UniverCity Year Program, Southwest Community Action Program, Wisconsin Women's Business Initiative, Green County UW Extension, Prosperity Southwest, Southwest Wisconsin Regional Planning Commission, Southwest Workforce Development Board, Madison Region Economic Partnership, community Chambers of Commerce, Center for Dairy Research, and Wisconsin Manufacturing Extension Partnership.

Together we are building a pipeline of service to strengthen our Green County businesses.

Become a GCDC Investor

If you or your business wants to share in all the good things happening in Green County every day, we urge you to invest in our organization. Your funding ensures GCDC can take advantage of great opportunities as they arise. Grant opportunities come and go, but your continued support of GCDC guarantees we can continue building a stronger Green County.

2018 Annual Events

Annual Dinner, Turner Hall, Monroe

GCDC held its Annual Meeting and Recognition Dinner in May at Turner Hall. Keynote speaker Jason A. Tyszko, Executive Director of the Center for Education and Workforce at the U.S. Chamber of Commerce, spoke on “Building the Talent Pipeline.”

Alpine Slicing and Cheese Conversion Co. of Monroe was named Outstanding Business of the Year. Owners of Alpine Slicing and Cheese Conversion are Shirley Knox, Ken Friedrichs, Jim Natzke and William Knox. With its state-of-the-art equipment, Alpine converts bulk cheese and packages it for retail, food service and specialty formats. In 2017, the company converted 18.2 million pounds of cheese.

Ron Buholzer earned the Richard B. Schmied Leadership Award. As president of Klondike Cheese Co., Buholzer has



Alpine Slicing and Cheese Conversion Co. of Monroe named Outstanding Business of the Year

demonstrated his leadership not only by growing the family business, but also within the cheese industry. He has served in numerous industry organizations, as well as civic and community groups.

Entrepreneurial Training Program, Enterprise Center, Monroe

Local entrepreneurs received extensive, one-on-one help during the eight-week Entrepreneurial Training Program co-sponsored by GCDC during the fall. Eight participants, representing a wide range of industries including agriculture, auto body repair and food service, completed the program.

Each week they delved into a different topic, including developing a business model; understanding the industry and market; legal issues in small business; marketing basics; human resources management; business management; accounting and record-keeping; and obtaining a bank loan and alternative financing. Business consultants from SBDC led the training sessions, along with area professionals in banking, accounting, law, marketing and other fields who shared their expertise.



Graduates of the Entrepreneurial Training Program. In front, from left: Tina Herrera, Linda Shannon, Anastasia Wolf-Flasch and Jenny Bochar. In back are Frank Pivonka, Erick Wells, Charlie Lembach and Joe Bochar.



Ron Buholzer of Klondike Cheese Co. received the Richard B. Schmied Leadership Award. His son Luke Buholzer accepted the award on his behalf.

World Dairy Expo, Madison

Blackhawk Technical College Monroe Campus and GCDC continued their partnership to showcase Green County during the World Dairy Expo at the Alliant Energy Center in Madison in October. The annual Expo draws crowds of more than 65,000 people from more than 100 countries from around the globe.

Look for GCDC and BTC again at the World Dairy Expo this fall. Expo dates are Oct. 1-5.

Executive Leadership Breakfast, New Glarus

Tera Johnson, founder of the ground-breaking Tera'sWhey organic whey company, spoke to business leaders and guests at our Executive Leadership Breakfast at Bailey's Run Vineyard in New Glarus in October. She shared lessons she learned along the way to building a successful national food brand and “green” processing plant from the ground up. Johnson is the founder and director of the Food Finance Institute at University of Wisconsin-Madison and returned to lead an intensive, four-day Boot Camp for food and beverage industry entrepreneurs in January and February.

Community Impact

Entrepreneurial Development

Green County businesses benefited from additional one-on-one business assistance with the addition of Kristi Smith, a part-time business consultant. A grant from WEDC helped support Smith's position, a collaboration between SBDC and GCDC. Her position was partially funded with a matching grant from the William S. Knight Foundation and by GCDC.



Kristi Smith, Part-Time Business Consultant

As consultant, Smith offers free, confidential assistance to businesses and entrepreneurs in Green County and the surrounding area. Examples of this assistance could include: help finding new customers; assistance finding a suitable spot to start or expand a business; ideas to find and train qualified personnel; and guidance in financing options for business start-ups.

Having this additional consultant has allowed us to dramatically increase our results with businesses from 2017 to 2018:

- Total small business clients increased from 7 to 51
- Long-term clients (5+ hours of consultation) increased from 7 to 23
- New business starts increased from 2 to 5
- Capital infusion increased from \$281,500 to \$666,249
- Jobs created increased from 1 to 21



Green County Leaders Class of 2018-19

Enterprise Center

In spring, GCDC opened the doors to the Enterprise Center – a multi-purpose space available to area businesses, nonprofit groups and individuals needing a flexible work and meeting location.

The center is a collaboration between GCDC and BTC, which offered the use of previously unused classrooms. A variety of rooms is available, allowing users to find a spot that best fits their needs – from one-on-one interactions to larger presentations or workshops.

For more information about using the Enterprise Center, call us at **608.328.9452** or email gcdc@tds.net.

Broadband Expansion Grant

GCDC received a \$414,000 grant from the Public Service Commission in the spring to support the Broadband Expansion Project. With pledged matching funds of more than \$630,000, the initiative will total more than \$1 million to increase access to high speed internet in areas across Green County lacking adequate broadband service.

Green County Leaders

Green County Leaders is a nine-month community-based leadership education program. The class meets monthly for full-day sessions, from September through May. Participants practice leadership skills and prepare for leadership roles and gain a deeper understanding of community, thereby creating a network of active individuals to benefit communities and organizations. As part of the program, class members identify a community need and then develop a special multi-month project to address that issue.

The enrollment period for the Class of 2019-20 begins in June. To learn more, see: green.extension.wisc.edu/community-development/green-county-leaders/

UniverCity



Green County communities forged a unique partnership with the University of Wisconsin through the UniverCity Year program.

The program is an outgrowth of the UW's commitment to the Wisconsin Idea by sharing resources from the university with all parts of the state. To that end, the UniverCity Year program brings together UW students and faculty with members of Wisconsin communities to address local challenges.

As part of the program, UW students worked on 50 community projects that matched their fields of study. Throughout the academic year, professors in an array of fields - including Planning and Landscape Architecture, Family Medicine, Population Health Sciences, Engineering, Journalism and Mass Communication, Environmental Studies, Agriculture and Applied Economics, and Real Estate and

Urban Land Economics - incorporated the project goals in their coursework and worked with students and community members to meet local needs.

GCDC Executive Director Cara Carper served to coordinate the overall program in Green County. Almost 20 other Green County community members also served as project leads for the UniverCity Year initiatives.

GCDC hosted a kickoff event for the UniverCity Year program in August at the Monroe High School's Performing Arts Center. Rebecca Ryan, a world-renowned futurist, presented a special prerecorded message for the audience.

Green County is the third community in Wisconsin to take part in the UniverCity Year program. Monona and Dane County were the first to be involved. In fall of 2019, UniverCity Year will partner with Pepin County.

UniverCity Projects in Green County

**Denotes projects under development in Spring 2019*

Communications

- Cost-benefit analysis of 9-1-1 call center consolidation
- Establish a community of practice for Juda School teachers *
- Design a marketing plan for Monticello schools
- Develop a marketing strategy for Green County *
- Design a marketing strategy for Monroe Farmers Market *

Community and Economic Development

- Farmers' cooperative viability assessment
- Responding to requests for proposals
- Brodhead market analysis: Business inventory and research
- Identify models to steward the arts in Green County *
- Assess the long-term sustainability of the Monroe Farmers Market *
- Design a plan for infill development in Monroe *
- Identify options to increase access to the internet in Juda *

Health

- Addressing food deserts in Green County
- Increasing breastfeeding rates in Green County: A media communications campaign
- Improving access, connecting patients and reducing stigma: A mental health navigator for Green County
- Teen Intervene toolkit
- Data sharing to combat the opioid crisis in Green County

- Increasing bystander naloxone distribution and training for prevention of opioid overdoses in Green County
- Opioid use disorder treatment in pregnancy: A program for Green County
- Identifying opportunities for outpatient opioid detoxification in Green County
- Development of accessible recreational, educational and physical activities for Belleville youth
- Paving the way of the future: Marketing existing bike paths, sidewalks, and recreational facilities to Belleville youth
- A walking school bus to increase physical activity among Belleville youth
- Winter access to recreational sports and physical activities in Belleville
- Developing a community-powered kitchen in Monroe *
- Assess how the physical environment influences active travel in Monticello *

Housing

- Design concepts for senior housing in Brodhead *
- Develop concepts for affordable housing in Green County *

Parks

- Village of New Glarus Comprehensive Outdoor Recreation Plan
- Lake Montesian Conservation Plan
- Pearl Island Recreational Corridor Conservation Plan
- Develop plans to expand Monticello's Highland Cemetery *

Sustainability

- Juda School renewable energy generation
- Improving energy efficiency at Juda School
- Juda solar panel recommendations
- Wind energy for Juda School District
- Renewable energy analysis for New Glarus School District
- Lowering phosphorus levels in Browntown
- The Village of Monticello wastewater treatment facility: Evaluation of the environmental, economic and social impacts of compliance alternatives

Transportation

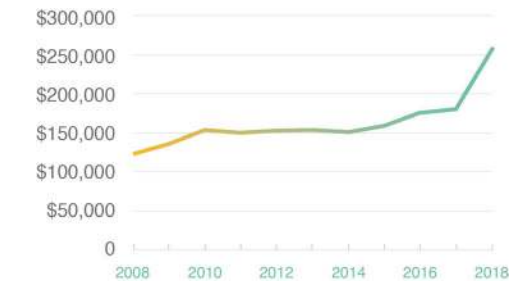
- Safe routes to school planning guide for the New Glarus school district and the Village of New Glarus
- Improving rural transportation in Green County

2018 Financial Overview

Annual Income

	Total Income	Private	Public	Grants/Other
2018	\$257,607	23%	53%	24%
2017	\$180,550	27%	64%	9%
2016	\$175,991	21%	67%	12%
2015	\$159,563	25%	73%	2%
2014	\$151,393	27%	70%	3%
2013	\$154,409	23%	74%	3%
2012	\$153,370	24%	73%	3%
2011	\$149,973	26%	72%	2%
2010	\$153,790	24%	72%	4%
2009	\$136,457	25%	70%	5%
2008	\$123,172	1%	93%	6%

Financial Growth



Funding Sources

