

**Green County Development Corporation Board Notes**  
**March 21, 2019**  
**Historic County Courthouse, Monroe, WI**

1. **Attendance:** Nikki Matley (Thrivent Financial), John McNeil (Big Radio), Craig Fuchs (Orchid International), Phil Rath (City of Monroe), April Fuhr (Village of Monticello), Doug Sutter (Keller), David Mosher (Mosher and Associates), John Bernstein (City of Brodhead), Mike Sanders (Monroe Clinic), Art Carter (County Board Chair), Brian Wilson (Village of Belleville), Richard Thoman (Monroe City Council/County Board/AmericInn), Linda Kuhlman (Village of Brooklyn), Jesse Duff (Fehr Graham), Kristi Smith (Small Business Development Center), Jason Schleip (Small Business Development Center - SBDC), Calvin Boldebuck (Congressman Mark Pocan's office), Will Oemichen (Green County Development Corporation), Cara Carper (Green County Development Corporation).
2. **Call to Order:** President Nikki Matley called the meeting to order at 7:36 am.
3. **Welcome of Guests:** Welcome to Calvin Boldebuck of Congressman Pocan's office.
4. **Approval of Agenda, Minutes (February 21, 2019) and Financials (February/March 2019):** Motion by David Mosher, second by John McNeil. Motion approved.
5. **Events Update/Staff Update:**
  - a. Welcome to GCDC's new intern Will Oemichen! Will is currently a junior at Purdue. He will be working at GCDC through the summer. His first project is a Business Retention and Expansion process for Brodhead.
  - b. Please plan to attend the Annual Meeting on April 24. Bucky will be there, along with UW Madison students speaking about their work in Green County through the UniverCity program.
  - c. UniverCity Update: All reports from work completed during the fall semester is on the website: <https://univercity.wisc.edu/greencounty/> . Work has begun on about 20 projects for spring semester. Cara will send notifications of when students will be presenting in Green County, if you are interested to attend.
  - d. Talent Pipeline Management (TPM) Update: Cara will be speaking with Manufacturers Thursday, March 28 at a Blackhawk Tech training consortium meeting to discuss their interest in moving forward with the TPM process.
6. **Update from Small Business Development Center on 2018 Entrepreneurial Grant Results AND Welcome to our new business consultant Jason Schleip:** SBDC Consultant Kristi Smith provided a report of all the great things SBDC accomplished in Green County last year.

The SW WI SBDC appreciates all of the support we have received from GCDC and particularly from Cara. Thanks to Cara's efforts on the 2018 grant, Kristi Smith was hired (60% FTE) to provide business consulting services, and with the expanded grant for 2019, Kristi was retained and we created a second 60% consultant position and have hired Jason Schleip.

## 2018 goals and results in Green County

	Goal	Results
Clients served	35-45	61
Long Term Clients	15-20	25
Business Starts	3-6	5
Capital Infusion	\$500,000	\$666,249

Kristi has started a monthly newsletter for SBDC clients and supporters. One section of the newsletter will highlight one area business park each month. If you wish to subscribe to the newsletter or have business park information you would like included, please e-mail [Kristi.smith@uwex.edu](mailto:Kristi.smith@uwex.edu)

Please do help us to get the word out about the free, confidential consulting services for aspirational and current business owners in your community. If you know of anyone who might benefit from discussing their business, please e-mail [swwisbdc@uwex.edu](mailto:swwisbdc@uwex.edu)

Jason Schleip introduced himself. Jason was the owner of Falbo Brothers Pizza with franchises in Madison, Milwaukee, Iowa and Texas. He has a great deal of experience starting and growing businesses.

Cara reviewed her report. GCDC submitted the Soil Sisters event for the Wisconsin Rural Partners Top Rural Development Initiative and it WON! The award will be bestowed on April 24 in Rice Lake.

### 7. **Community Roundtable/Partner Reports/Board member Business for the Good of the Order:**

*Doug Sutter (Keller)* – Keller’s big project, Badger State Cold Storage, is moving along. The roof is on and it is enclosed. The 68,000 square foot cold storage facility is slated to open the end of May.

*Mike Sanders (Monroe Clinic)* – The new building will be partially open next month. In June the clinical departments will open. Monroe Clinic is half way through a three year project.

*Calvin Boldebuck (Congressman Pocan’s office)* – The federal budget process is starting. Congressman Pocan is on the Appropriations Committee and will play a big role. He is planning a Town Hall Meeting in Green County in April or May. The Congressman teamed up with Congressman Mike Gallagher (Republican from the 8<sup>th</sup> District) to do a presentation on civil discourse. The presentation will be featured on Here & Now on Wisconsin Public Television on Friday and again on Sunday <https://video.wpt.org/show/here-and-now/>.

*Linda Kuhlman (Village of Brooklyn)* – Brooklyn will be starting work soon on their wastewater treatment plant/public works building. The Chamber recently completed the Brooklyn Area Guide. There is interest in land in the business park (from a Verona business and another business).

*Craig Fuchs (Orchid International)* – Craig had the opportunity to see a guest speaker about mass shootings in businesses. He learned that businesses are required to enforce their “No Firearms Allowed” policies. Orchid has been working with employees to talk about Safety First – including firearms.

*Jesse Duff (Fehr Graham)* – Traffic control on Highway 11 will start this week. Next week traffic will switch lanes. In April the concrete will be ripped up on the east bound lanes. Work will continue throughout the summer and be completed by Thanksgiving. Seeding will be done next spring. It will be challenging to keep the side of the roadway (not being torn up and repaired) in good shape for vehicles to use during construction.

*Phil Rath (City of Monroe)* – City council has been more proactive in funding the Capital Improvement Plan (CIP), including \$500,000 of new equipment purchased without borrowing funds. The School Resource Officer (SRO) has been approved. They are working on an intergovernmental agreement with the School District. The City is reaching out to towns for a cooperative agreement on the Rural Fire District (RFD). Last night the Redevelopment Authority (RDA) recommended taking Project Plan 1 to council for an April 1 vote. The Revolving Loan Fund (RLF) will be closed out, but it is unclear when. Two Tax Increment Financing (TIF) districts are ready to close. TIF 4 (North Industrial Park) is approved to close April 15, which will provide \$325,000 to the RDA for affordable housing development. TIF 5 (Pick ‘N Save area) will close in 2020.

*Richard Thoman (City of Monroe/County Board/AmericInn)* – Sugar River Bank will be hosting a Chamber Business After 5 tonight.

*David Mosher (Mosher & Associates)* – Mosher and Associates officially moved back into their New Glarus office on March 3. (Mosher and Associates will be hosting the GCDC Board meeting at their New Glarus location in June!) The Green County Humane Society Pawlapalooza is April 27 at the Monroe Golf Club. New Glarus has hired a new Chamber Director, Becca Stauffacher.

*Brian Wilson (Village of Belleville)* – The flooding on the Sugar River was not as bad as last August. Belleville hired Kyle Knott to do economic development and marketing. He is very good at social media and has started a newsletter. He also generated two articles in the Wisconsin State Journal. It is in the budget to update all streetlights to LEDs downtown and in Library Park. The Village Board increased the façade grant from \$10,000 last year to \$40,000 this year. Businesses can now apply for up to \$10,000 in matching funds. Belleville recently hired a Community Development Coordinator to focus on Business Retention and Expansion and a strategic plan for the Chamber. The Belleville Community Guide will be out next month. The Brand Book has been printed. The Brand Book is also available at:  
[https://www.bellevillewi.org/vertical/sites/%7B4FCA0988-3908-4165-9C86-A8A3880DF626%7D/uploads/Brand\\_Book\\_Final.pdf](https://www.bellevillewi.org/vertical/sites/%7B4FCA0988-3908-4165-9C86-A8A3880DF626%7D/uploads/Brand_Book_Final.pdf)

The Westside TIF Bakers Woods is moving forward. Developers are interested in the Elementary School site. There is a potential development with annexation in Green County. They are pouring footings on the new Police Department and it should be complete in October. The library is working with USDA Rural Development for funding. The Community

Development Authority will own the site and lease the building back to the Village. Construction should start in May or June.

*John McNeil (Big Radio)* – John has been running two Spotlights on Green County – one about nominations for GCDC awards, the other about the annual meeting. Jason Schleip from SBDC will tape another Spotlight today. The Green County area has been well represented in basketball this season: Blackhawk Girls, Monroe Girls and New Glarus Boys. Big Radio covered 320 games/meets last year!

*April Fuhr (Village of Monticello/BugTussel)* – Elections are coming up! Three positions are available in Monticello (with no incumbent). Three people are running. The Village board hired a new attorney. Bug Tussel is planning a Rural Broadband Conference on May 15 from noon-5 pm at Bailey’s Run Vineyard in New Glarus. Buy one, get one free on all AT&T plans. Bug Tussel has been working with First Net for first responders so cell calls are not dropped. The service can be extended for hospital emergency rooms and emergency-type businesses. They also have a “Fleet Complete” services to keep track of all fleet vehicles in real time.

*John Bernstein (City of Brodhead)* – The Senior Center/Community Center has become political. Matching funds from the state were rescinded by Department of Administration. The City and Rep. Spreitzer’s office are working to reverse the decision which happened too close to a referendum vote. There are three open spots on City Council with seven candidates.

*Art Carter (County Chair)* – The Wind Generator Ordinance passed. It is basically the same as state code. People wanted larger set backs, but they are set by the state and the county is unable to do anything different. They signed a two year labor contract with the Sheriff’s Department. The asbestos abatement job at the old Government Services Building is on its way and the building will be torn down in April. People really like the new Government Services building. They are bringing a county-wide water study to the Finance Committee for approval. They are looking to test 105 sites for nitrate and barium, but not bacteria. The ag economy is not good. The price of milk, corn and soybeans is hurting farmers. Flooding has been difficult for Town and County roads. County T may not be open yet (south of Brodhead).

*Nikki Matley (Thrivent Financial)* – Generosity Day has been set for Saturday, September 14. It will be held every non-Cheese Days year. Nikki invited everyone to the Kiwanis meeting at noon today where Senator Howard Marklein is speaking. As a School Board Member, Nikki is happy the Student Resource Officer (SRO) went through and the City approved it too. She is excited for the relationship between the school and police department. The Cheesemaker Strong Task Force is working on mental health awareness. Jacob’s SWAG is working on an app to help kids with mental health issues. The Building Facilities Committee and the Elementary Consolidation Committee continue to work on recommendations.

8. **Next Meeting:** April 24 is the Annual Meeting, so the next regular Board meeting will be May 16.
9. **Adjourn:** Motion by John Bernstein, second by Art Carter. Motion approved at 8:50 am.