

CHIPPEWA COUNTY
ECONOMIC DEVELOPMENT COMMITTEE
REGULAR MEETING
MAY 4, 2022
CHIPPEWA COUNTY COURTHOUSE, RM 302
4:30 PM

1. CALL TO ORDER

2. ROLL CALL

Attendee Name	Organization	Title	Status	Arrived
Ronald McGill	Chippewa County	District 16 (Chair)	Present	
James Ericksen	Chippewa County	District 8 (Vice-Chair)	Present	
Roger Calkins	Chippewa County	District 11	Present	
Charles Bomar	Chippewa County	District 12	Present	
Robert Teuteberg	Chippewa County	District 14	Present	

Others Present: Randy Scholz, Lori Zwiefelhofer, Charlie Walker, Charity Zich, Rebecca Reinhardt, and Deb Chilson. Recorder: Lisa Merrell.

3. MEMBERS OF THE PUBLIC WISHING TO BE HEARD

Deb Chilson is a board member on the Chippewa County Economic Development Corporation (CCEDC) and stated they are here asking for the committee's support recognizing next week as Economic Development week.

Rebecca Reinhardt stated she is the future chair of CCEDC and thanked the committee for giving them the time and stated they appreciate the fact that they are willing to recognize next week as Economic Development week. Walker pointed out that Reinhardt is the County representative on the Revolving Loan Fund committee as well.

4. CONSENT AGENDA

RESULT:	APPROVED [UNANIMOUS]
MOVER:	James Ericksen, District 8 (Vice-Chair)
SECONDER:	Robert Teuteberg, District 14
AYES:	McGill, Ericksen, Calkins, Bomar, Teuteberg

1. Approve the Agenda
2. Approve the Minutes

Economic Development Committee - Regular Meeting - Feb 2, 2022 4:30 PM

Economic Development Committee - Special Meeting - Mar 2, 2022 4:30 PM

Closed Session #2 Minutes from Mar 2, 2022

Closed Session Minutes from Mar 17 2022 Meeting

Economic Development Committee

Minutes
Regular Meeting

Chippewa County Courthouse, Rm 302

May 4, 2022
4:30 PM

5. REPORTS

1. Economic Development Committee Orientation - Randy Scholz

Scholz provided an orientation to the committee, which included the County's strategic plan, roles and responsibilities, the new economic development policy, information on a future business park, and the upcoming Farm Technology Days in 2024.

2. Chippewa Valley Regional Airport Report - Charity Zich

Zich is the Airport Director, and stated they have an interesting situation, because they are located in the City of Eau Claire, in Chippewa County, but are owned by Eau Claire County. The airport operates under a five year agreement between them, Chippewa County and Eau Claire County. They are in the fifth five-year agreement that has funding participation in it. Zich thanked the committee for their support and stated that hopefully that will continue.

Zich reported on airline service at the airport, which is currently provided by United Express. The first three months of this year exceeded the same period in 2019, which is good news. The bad news is due to a national shortage of pilots, their regional carrier announced notice of termination of service in 29 communities, including Eau Claire. That triggers a USDOT RFP process that allows interested carriers to bid on the market. Bids are due next Wednesday for that RFP.

In addition to that scheduled service, they also have leisure charters that are very popular, as well as corporate aviation. They have a wide variety of businesses utilizing the airport through on demand charter or company aircraft utilization. Mayo has their helicopter based at the airport, and the WI State Patrol, Civil Air Patrol and DNR also have aircraft at the airport.

Zich reported on several construction projects at the Airport. Zich pointed out that any federal projects are funded 90% by the federal government, with the remaining 10% split between the state and the airport.

Both Chippewa County and Eau Claire County contribute to the airport. The money from Chippewa County is specifically designated for capital projects.

Zich reported on two upcoming events. There will be a Pancake Breakfast and Fly In this Saturday, and the Airport will be hosting an Air Show June 4-5 in cooperation with the Boy Scouts.

3. Tourism Council Report - Jackie Boos

Jackie Boos was not able to attend.

4. Economic Development Corporation Report - Charlie Walker

Charlie Walker, CEO of the CCEDC, provided a report on business attraction and business retention efforts. They are in the process of trying to get Chippewa County recognized as a bio area in terms of bio-grade foods. They are going to get a consultant to analyze the feed stock and whether there is enough to support the industry.

Walker reported that today at 7 p.m. the site team is meeting to review the applications for the farms for Farm Technology Days. They received six applications from farms looking to host. The site team will make a recommendation to the Farm Technology Days Executive Committee. Possible dates that have been approved by the state are June 11-22, or August 13-24. The event would be three days, and they would like to include a Saturday so more families can attend.

Economic Development Committee

Minutes
Regular Meeting

Chippewa County Courthouse, Rm 302

May 4, 2022
4:30 PM

6. BUSINESS ITEMS

1. Set Regular Meeting Date and Time

The committee agreed to keep the meeting date as the first Wednesday of the month quarterly, but to change the start time to 5 p.m. for their regular meetings. For special meetings it was discussed that a later meeting time would be preferred as well, if possible.

2. RESOLUTION TO DECLARE MAY 9-13, 2022 AS CHIPPEWA COUNTY ECONOMIC DEVELOPMENT WEEK

Walker presented the resolution and stated this is a way to thank people for what they do for economic development.

RESULT:	FORWARD TO COUNTY BOARD [UNANIMOUS]	Next: 5/10/2022 6:00 PM
MOVER:	James Ericksen, District 8 (Vice-Chair)	
SECONDER:	Charles Bomar, District 12	
AYES:	McGill, Ericksen, Calkins, Bomar, Teuteberg	

3. The Committee will convene in Closed Session pursuant to Wisconsin State Statutes Sec. 19.85(1)(e) "Deliberating or negotiating the purchase of public properties . . . or conducting other specified business, whenever competitive or bargaining reasons require a closed session" (Project Winmaker regarding land in the Lake Wissota Business Park).

Meeting convened in closed session at 5:20 PM.

Present in closed session: Randy Scholz, Lori Zwiefelhofer, Charlie Walker, Lisa Merrell, representatives from Project Winmaker and Supervisors McGill, Ericksen, Calkins, Bomar and Teuteberg.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	James Ericksen, District 8 (Vice-Chair)
SECONDER:	Robert Teuteberg, District 14
AYES:	McGill, Ericksen, Calkins, Bomar, Teuteberg

The Committee will reconvene to open session to continue with the agenda.

Meeting reconvened to open session at 6:13 PM.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Charles Bomar, District 12
SECONDER:	Robert Teuteberg, District 14
AYES:	McGill, Ericksen, Calkins, Bomar, Teuteberg

4. The Committee will convene in Closed Session pursuant to Wisconsin State Statutes Sec. 19.85(1)(e) "Deliberating or negotiating the purchase of public properties . . . or conducting other specified business, whenever competitive or bargaining reasons require a closed session" (Report on potential site location(s) for future business park).

Meeting convened in closed session at 6:18 PM.

Economic Development Committee

Minutes

May 4, 2022

Regular Meeting

Chippewa County Courthouse, Rm 302

4:30 PM

Present in closed session were: Randy Scholz, Lori Zwiefelhofer, Charlie Walker, Lisa Merrell, representatives affiliated with the report, and Supervisors McGill, Ericksen, Calkins, Bomar and Teuteberg.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	James Ericksen, District 8 (Vice-Chair)
SECONDER:	Robert Teuteberg, District 14
AYES:	McGill, Ericksen, Calkins, Bomar, Teuteberg

The Committee will reconvene to open session to continue with the agenda.
Meeting reconvened to open session at 7:01 PM.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	James Ericksen, District 8 (Vice-Chair)
SECONDER:	Roger Calkins, District 11
AYES:	McGill, Ericksen, Calkins, Bomar, Teuteberg

7. AGENDA ITEMS FOR FUTURE CONSIDERATION

8. ADJOURN

Meeting adjourned at 7:01 PM.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Robert Teuteberg, District 14
SECONDER:	James Ericksen, District 8 (Vice-Chair)
AYES:	McGill, Ericksen, Calkins, Bomar, Teuteberg

CHIPPEWA COUNTY
ECONOMIC DEVELOPMENT COMMITTEE
REGULAR MEETING
FEBRUARY 2, 2022
CHIPPEWA COUNTY COURTHOUSE, RM 302
4:30 PM

1. CALL TO ORDER

2. ROLL CALL

Attendee Name	Organization	Title	Status	Arrived
Lee McMenamin	Chippewa County	District 4 (Chair)	Absent	
Ronald McGill	Chippewa County	District 15 (Vice-Chair)	Present	
Don Hauser	Chippewa County	District 6	Present	
James Ericksen	Chippewa County	District 5	Present	
Annette Hunt	Chippewa County	District 13	Present	

Others Present: Randy Scholz, Doug Clary, Todd Pauls, Dean Gullickson, Maureen Carlson, and Charlie Walker (by phone). Recorder: Lisa Merrell.

3. MEMBERS OF THE PUBLIC WISHING TO BE HEARD

4. CONSENT AGENDA

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Don Hauser, District 6
SECONDER:	Annette Hunt, District 13
AYES:	McGill, Hauser, Ericksen, Hunt
ABSENT:	McMenamin

1. Approve the Agenda

2. Approve the Minutes

Economic Development Committee - Regular Meeting - Nov 3, 2021 4:30 PM

Economic Development Committee - Special Meeting - Dec 6, 2021 4:00 PM

3. Schedule Next Meeting Date - March 2, 2022 at 4:30 PM (Special Meeting)

5. REPORTS

- Chippewa County Economic Development Corporation Report - Charlie Walker
Walker provided a business attraction and business retention report. Walker reported that the two year project to get Charter Next to buy the baseball field in Bloomer has been successful, so they can do a \$6 million expansion there. There were two major grants awarded to the Chippewa Valley. One was \$10

Minutes Acceptance: Minutes of Feb 2, 2022 4:30 PM (Consent Agenda)

Economic Development Committee

Minutes
Regular Meeting

Chippewa County Courthouse, Rm 302

February 2, 2022
4:30 PM

million to Bloomer to build a 20,000 square foot training facility at PMI. They also partnered with UWEC to provide the rural aspect of a Mayo grant award involving UWEC's nursing program.

Walker provided an update on Farm Technology Days. He and Scholz met with the leaders in Madison and are in the investigation stage. They met with some of the leaders from Eau Claire to get best practices, and they have requested nominations for people for the Executive Committee. So far, they have about 35 members of the community but they could use an extra effort from the eastern side of the County to find some additional members. They are anticipating they will need a budget of \$400,000 and the sooner they start raising that through sponsorships, the better.

Walker reported that the temporary manager that the CVIC had hired resigned yesterday, so they will need to address that.

Scholz asked about the UWEC nursing grant. Walker stated it is about \$10 million, and Mayo Clinic is driving it and the Chancellor at UWEC. They want to solve the rural health care crisis. They are reaching out to rural areas that can take LPN's so they can get more training to get their RN degree. CCEDC identified school districts they could partner with, and assisted living facilities that they could work with as well.

6. BUSINESS ITEMS

1. The Committee will convene in Closed Session pursuant to Wisconsin State Statutes Sec. 19.85(1)(e) "Deliberating or negotiating the purchase of public properties . . . or conducting other specified business, whenever competitive or bargaining reasons require a closed session" (Discuss and take possible action on purchase of land by Project Environment).

Meeting convened in closed session at 4:47 PM.

Those present in closed session: Randy Scholz, Doug Clary, Todd Pauls, Charlie Walker (by phone), Lisa Merrell, representatives from Project Environment, Dean Gullickson, and all committee members.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	James Ericksen, District 5
SECONDER:	Don Hauser, District 6
AYES:	McGill, Hauser, Ericksen, Hunt
ABSENT:	McMenamin

The Committee will return to open session to continue with the agenda.

Meeting reconvened to open session at 6:01 PM.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Don Hauser, District 6
SECONDER:	James Ericksen, District 5
AYES:	McGill, Hauser, Ericksen, Hunt
ABSENT:	McMenamin

Minutes Acceptance: Minutes of Feb 2, 2022 4:30 PM (Consent Agenda)

Economic Development Committee

Minutes
Regular Meeting

Chippewa County Courthouse, Rm 302

February 2, 2022
4:30 PM

- The Committee will convene in Closed Session pursuant to Wisconsin State Statutes Sec. 19.85(1)(e) "Deliberating or negotiating the purchase of public properties . . . or conducting other specified business, whenever competitive or bargaining reasons require a closed session" (Report on potential site location(s) for future business park).

Meeting convened in closed session at 6:08 PM.

Present in closed session: Doug Clary, Todd Pauls, Randy Scholz, Charlie Walker (by phone), Maureen Carlson, Lisa Merrell, representatives affiliated with the Future Business Park Report, and all committee members.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Don Hauser, District 6
SECONDER:	Annette Hunt, District 13
AYES:	McGill, Hauser, Ericksen, Hunt
ABSENT:	McMenamin

The Committee will return to open session to continue with the agenda.
Meeting reconvened to open session at 6:50 PM.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	James Ericksen, District 5
SECONDER:	Don Hauser, District 6
AYES:	McGill, Hauser, Ericksen, Hunt
ABSENT:	McMenamin

- The Committee will convene in Closed Session pursuant to Wisconsin State Statutes Sec. 19.85(1)(e) "Deliberating or negotiating the purchase of public properties . . . or conducting other specified business, whenever competitive or bargaining reasons require a closed session" (Discuss and take possible action on Project Silver Dollar regarding land located within the Lake Wissota Business Park).

Meeting convened in closed session at 6:51 PM.

Present in closed session: Doug Clary, Todd Pauls, Randy Scholz, Lisa Merrell, and all committee members.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Annette Hunt, District 13
SECONDER:	James Ericksen, District 5
AYES:	McGill, Hauser, Ericksen, Hunt
ABSENT:	McMenamin

The Committee will reconvene to open session to continue with the agenda.
Meeting reconvened to open session at 7:12 PM.

Minutes Acceptance: Minutes of Feb 2, 2022 4:30 PM (Consent Agenda)

Economic Development Committee

Minutes
Regular Meeting

Chippewa County Courthouse, Rm 302

February 2, 2022
4:30 PM

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Don Hauser, District 6
SECONDER:	Annette Hunt, District 13
AYES:	McGill, Hauser, Ericksen, Hunt
ABSENT:	McMenamin

4. Resolution to Rescind Resolutions and Policies Regarding Economic Development - Randy Scholz
Scholz stated there is an economic development work group that has been working on this for a long time. It is complicated and there is a lot to it, because several policies and resolutions have been passed. The mission was to take all of those old policies and resolutions and rescind them all and write a new policy. The idea is to bring the policy first to the County Board, because they have to be read twice, and then at the second meeting the resolution and the policy would be presented. The resolution rescinds any other policies out there and moves forward with the new policy.

RESULT:	FORWARD TO COUNTY BOARD [UNANIMOUS]	Next: 3/8/2022 6:00 PM
MOVER:	Annette Hunt, District 13	
SECONDER:	James Ericksen, District 5	
AYES:	McGill, Hauser, Ericksen, Hunt	
ABSENT:	McMenamin	

5. New Economic Development Policy - Randy Scholz
Scholz stated this is the new policy after rescinding all the previous ones. It includes things like incentives, flow of information, point of contact, oversight and authority, the lands they are responsible for, and the revolving loan fund.

RESULT:	FORWARD TO COUNTY BOARD [UNANIMOUS]	Next: 2/8/2022 6:00 PM
MOVER:	James Ericksen, District 5	
SECONDER:	Don Hauser, District 6	
AYES:	McGill, Hauser, Ericksen, Hunt	
ABSENT:	McMenamin	

7. AGENDA ITEMS FOR FUTURE CONSIDERATION

The Committee will discuss Project Silver Dollar and Project Clearwater in closed session at the March 2nd Special Meeting.

8. ADJOURN

Meeting adjourned at 7:26 PM.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	James Ericksen, District 5
SECONDER:	Annette Hunt, District 13
AYES:	McGill, Hauser, Ericksen, Hunt
ABSENT:	McMenamin

Minutes Acceptance: Minutes of Feb 2, 2022 4:30 PM (Consent Agenda)

CHIPPEWA COUNTY
ECONOMIC DEVELOPMENT COMMITTEE
SPECIAL MEETING
MARCH 2, 2022
CHIPPEWA COUNTY COURTHOUSE, RM 302
4:30 PM

1. CALL TO ORDER

2. ROLL CALL

Attendee Name	Organization	Title	Status	Arrived
Lee McMenamin	Chippewa County	District 4 (Chair)	Present	
Ronald McGill	Chippewa County	District 15 (Vice-Chair)	Present	
Don Hauser	Chippewa County	District 6	Present	
James Ericksen	Chippewa County	District 5	Present	
Annette Hunt	Chippewa County	District 13	Absent	

Others Present: Lori Zwiefelhofer, Randy Scholz, Todd Pauls, Doug Clary, Charlie Walker, representatives from Clear Water (by phone), representatives from Project 5. Recorder: Lisa Merrell.

3. MEMBERS OF THE PUBLIC WISHING TO BE HEARD

4. CONSENT AGENDA

Motion (McGill/Hauser) to approve the agenda with the amendment to remove item 6.1 from Business Items. Passed without negative vote.

Motion (McGill/Ericksen) to schedule a special meeting for March 17, 2022 at 4:30 PM. Passed without negative vote.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Ronald McGill, District 15 (Vice-Chair)
SECONDER:	Don Hauser, District 6
AYES:	McMenamin, McGill, Hauser, Ericksen
ABSENT:	Hunt

1. Approve the Agenda
2. Schedule Next Meeting Date - May 4, 2022 at 4:30 PM

5. REPORTS

1. Report from Chippewa County Economic Development Corporation - Charlie Walker
Walker passed out a copy of the Farm Technology logo that they are considering. They are trying to finalize the committee, and they would like some interest from the eastern side of the County. They have a temporary marketing flyer, and have done some research on some dates. It will be up to the executive committee to decide the dates.

Minutes Acceptance: Minutes of Mar 2, 2022 4:30 PM (Consent Agenda)

Economic Development Committee

Minutes
Special Meeting

Chippewa County Courthouse, Rm 302

March 2, 2022
4:30 PM

Walker stated a video company reached out to Scholz. The purpose was to provide a video series to put on the County website. There would be no cost to the county, because businesses will pay for ads. They are going to recommend that Scholz have authority to sign the contract with the company so they can get started.

Walker stated they are upping their business retention visits. Supply chains and labor are still an issue for companies, as well as inflation.

Walker stated they are still marketing the Bounce Back loans, and they are still trickling in. They have over 60 applications.

Walker stated in terms of business attraction, they are rapidly running out of product. The State released an RFP for the Northern Center land and they have been asked by the State Department of Administration to help market it.

6. BUSINESS ITEMS

1. The Committee will convene in Closed Session pursuant to Wisconsin State Statutes Sec. 19.85(1)(e) "Deliberating or negotiating the purchase of public properties . . . or conducting other specified business, whenever competitive or bargaining reasons require a closed session" (Discuss and take possible action on purchase agreement and final plans for Project Silver Dollar regarding land located within the Lake Wissota Business Park).

The Committee will reconvene to open session to continue with the agenda.

2. The Committee will convene in Closed Session pursuant to Wisconsin State Statutes Sec. 19.85(1)(e) "Deliberating or negotiating the purchase of public properties . . . or conducting other specified business, whenever competitive or bargaining reasons require a closed session" (Discuss and take possible action on purchase agreement and final plans for Project Clear Water regarding land located within the Lake Wissota Business Park).

Meeting convened in closed session at 4:47 PM.

Present in closed session: Supervisors McMenamin, Hauser, Ericksen and McGill, Randy Scholz, Doug Clary, Lori Zwiefelhofer, Todd Pauls, Charlie Walker, Lisa Merrell, and representatives from Project Clear Water (by phone).

RESULT:	APPROVED [UNANIMOUS]
MOVER:	James Ericksen, District 5
SECONDER:	Don Hauser, District 6
AYES:	McMenamin, McGill, Hauser, Ericksen
ABSENT:	Hunt

The Committee will reconvene to open session to continue with the agenda.

Meeting reconvened to open session at 4:59 PM.

Minutes Acceptance: Minutes of Mar 2, 2022 4:30 PM (Consent Agenda)

Economic Development Committee

Minutes
Special Meeting

Chippewa County Courthouse, Rm 302

March 2, 2022
4:30 PM

RESULT: APPROVED [UNANIMOUS]
MOVER: Ronald McGill, District 15 (Vice-Chair)
SECONDER: Don Hauser, District 6
AYES: McMenamin, McGill, Hauser, Ericksen
ABSENT: Hunt

3. The Committee will convene in Closed Session pursuant to Wisconsin State Statutes Sec. 19.85(1)(e) "Deliberating or negotiating the purchase of public properties . . . or conducting other specified business, whenever competitive or bargaining reasons require a closed session" (Discuss and take possible action on Project 5 regarding land under the authority of the Committee).
Meeting convened in closed session at 5:00 PM.

Present in closed session: Randy Scholz, Lori Zwiefelhofer, Doug Clary, Todd Pauls, Charlie Walker, Lisa Merrell, representatives from Project 5, and Supervisors McMenamin, McGill, Hauser and Ericksen.

RESULT: APPROVED [UNANIMOUS]
MOVER: Ronald McGill, District 15 (Vice-Chair)
SECONDER: Don Hauser, District 6
AYES: McMenamin, McGill, Hauser, Ericksen
ABSENT: Hunt

The Committee will reconvene to open session to continue with the agenda.
Meeting reconvened to open session at 6:23 PM.

RESULT: APPROVED [UNANIMOUS]
MOVER: Ronald McGill, District 15 (Vice-Chair)
SECONDER: Don Hauser, District 6
AYES: McMenamin, McGill, Hauser, Ericksen
ABSENT: Hunt

4. The Committee will convene in Closed Session pursuant to Wisconsin State Statutes Sec. 19.85(1)(e) "Deliberating or negotiating the purchase of public properties . . . or conducting other specified business, whenever competitive or bargaining reasons require a closed session" (Discuss and take possible action on securing an appraisal on land for potential future business park).
Meeting convened in closed session at 6:28 PM.

Present in closed session: Supervisors McMenamin, McGill, Hauser, and Ericksen, Charlie Walker, Randy Scholz, Doug Clary, Todd Pauls, Lori Zwiefelhofer, and Lisa Merrell.

Minutes Acceptance: Minutes of Mar 2, 2022 4:30 PM (Consent Agenda)

Economic Development Committee

Minutes
Special Meeting

Chippewa County Courthouse, Rm 302

March 2, 2022
4:30 PM

RESULT: APPROVED [UNANIMOUS]
MOVER: Ronald McGill, District 15 (Vice-Chair)
SECONDER: James Ericksen, District 5
AYES: McMenamin, McGill, Hauser, Ericksen
ABSENT: Hunt

The Committee will reconvene to open session to continue with the agenda.
Meeting reconvened to open session at 6:42 PM.

RESULT: APPROVED [UNANIMOUS]
MOVER: Don Hauser, District 6
SECONDER: Ronald McGill, District 15 (Vice-Chair)
AYES: McMenamin, McGill, Hauser, Ericksen
ABSENT: Hunt

5. Discuss and Take Possible Action on Request for Appraisal of Lands in the Lake Wissota Business Park and All Other Land Under the Authority of the Committee - Randy Scholz

Scholz stated they have an appraisal for the Lake Wissota Business Park from 2017. They would like to have a new appraisal on that. They also talked about, since the committee has been given authority for other outlots that the County owns, that we get appraisals on them so Walker can market them. Scholz stated it would be for the Lake Wissota Business Park and the other properties under the authority of the committee.

Motion (Hauser/McGill) to get an updated appraisal on the Lake Wissota Business Park and all other properties under the authority of the committee. Passed without negative vote.

RESULT: APPROVED [UNANIMOUS]
MOVER: Don Hauser, District 6
SECONDER: Ronald McGill, District 15 (Vice-Chair)
AYES: McMenamin, McGill, Hauser, Ericksen
ABSENT: Hunt

6. Discuss and Take Possible Action on Setting Per Acre and Per Square Foot Prices for Land in the Lake Wissota Business Park - Randy Scholz

Walker stated every year they have the policy that the first meeting of the year they set the prices for Lake Wissota Business Park. He asked for this to be on the agenda because they are going through land pretty fast. A few years ago they set the price at \$28,500 and he is proposing they set the sale price for marketing and promotion at \$33,500 per acre. They know Eau Claire's price is \$35,000 per acre and through recent appraisals the Northern Center land is priced at \$35,000 per acre as well. They still want to be competitive. It also buys them some time while they work out the appraisals and do the new economic development policy, so they can reset it based on the appraisals.

Scholz asked what commercial land is priced at. Walker stated from \$2.25 to \$3.50 per square foot. They would recommend not adjusting that.

Minutes Acceptance: Minutes of Mar 2, 2022 4:30 PM (Consent Agenda)

Economic Development Committee

Minutes
Special Meeting

Chippewa County Courthouse, Rm 302

March 2, 2022
4:30 PM

Motion (Hauser/Ericksen) to set the sale price at \$33,500 per acre for industrial land in the Lake Wissota Business Park. Passed without negative vote.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	Don Hauser, District 6
SECONDER:	James Ericksen, District 5
AYES:	McMenamin, McGill, Hauser, Ericksen
ABSENT:	Hunt

7. AGENDA ITEMS FOR FUTURE CONSIDERATION

McGill asked that they discuss the deed restrictions for Lake Wissota Business Park regarding the signage allowed. He would like to see it updated to allow the LED type signs that other businesses use.

8. ADJOURN

Meeting adjourned at 6:51 PM.

RESULT:	APPROVED [UNANIMOUS]
MOVER:	James Ericksen, District 5
SECONDER:	Don Hauser, District 6
AYES:	McMenamin, McGill, Hauser, Ericksen
ABSENT:	Hunt

Minutes Acceptance: Minutes of Mar 2, 2022 4:30 PM (Consent Agenda)



Economic Development Committee 2022 Orientation

Presenter: Randy Scholz, County Administrator
May 4, 2022

Overview

- Strategic Plan
- Economic Development Roles & Responsibilities
- New Economic Development Policy
- Possible New Business Park
- Chippewa County Economic Development Corporation (CCEDC)
- Revolving Loan Fund
- Chippewa County Tourism Council
- Chippewa Valley Regional Airport
- Chippewa Valley Innovation Center (CVIC)
- Farm Technology Days 2024

Chippewa County Strategic Plan

Adopted by the CB: 01/14/2020

Chippewa County's vision is a thriving and welcoming community that offers an exceptional quality of life for all residents

Our mission is to offer an exceptional quality of life for all who live, work and play in Chippewa County by supporting social and economic opportunities through a transparent, accountable, and fiscally responsible government



Effectively communicate information about programs, services, and resources to all residents and county employees

- Utilize technology to develop user friendly communication tools
- Identify residents and employees' preference for information dissemination and customize dissemination options
- Explore and use best practices for communicating information to rural communities
- Conduct face-to-face meetings with residents and county employees to listen to their concerns and clarify expectations

Develop additional sources of revenue and funding to meet emerging needs

- Study strategies for revenue generation from other counties and municipalities
- Enhance networking and educate state and federal officials about emerging needs
- Collaborate with other counties and municipalities to achieve cost savings through shared resources
- Partner with nonprofit organizations and private sector to address community needs

Improve access to mental health and drug treatment options

- Enhance educational outreach and educate community about available mental health service options
- Collaborate with communities and organizations and educate public about eliminating stigma associated with mental health
- Enhance networking and educate state and federal officials about emerging needs of Chippewa County
- Collaborate with service providers to integrate services and address issues from a whole person perspective
- Provide training for law enforcement to learn trauma informed strategies and resources

Maintain and proactively address threats to water quality

- Utilize baseline database from groundwater study and embrace cutting edge technology for monitoring water quality
- Collaborate with and encourage towns to adopt County's comprehensive zoning plan
- Coordinate with neighboring counties, DNR, and communities to develop mechanisms for protecting water quality

Support economic development in rural areas

- Improve and develop infrastructure to support the community and businesses
- Educate communities on economic development opportunities and resources
- Encourage retention of local talent in collaboration with communities
- Identify and promote recreational and tourism opportunities

Economic Development Roles & Responsibilities

- The role of the **Economic Development Committee** is to provide policy oversight of the County's economic development activities, including the authority to approve the sale of Economic Development Land and related incentives, Revolving Loan Fund Loans and Small Business Disaster Relief Loans.
- The **County Administrator and CCEDC Director** are the main points of contact and responsible for gathering, communicating, and disseminated economic development information between County regulatory, administrative, corporate and political authorities and current and prospective businesses and industry in Chippewa County.
 - CCEDC Director** – Responsible for recruitment and retention of businesses and industry in the County and carrying out the CCEDC's role as an economic development authority.
 - County Administrator** – Responsible for allocation of staff, resources and time to provide support, financial assistance and information to current and prospective businesses and industry and to carry out the County's role as an economic development authority and for internal and external support for economic development.
- The **Economic Development Workgroup** – Meets monthly on the 1st and 3rd Fridays at 10:00. Members include: County Administrator, CCEDC Director, Corporation Counsel, Planning & Zoning Administrator, Finance Director, and City of Chippewa Falls Planner

New Economic Development Policy

- A new policy was adopted by the County Board on March 8, 2022.
 - Resolution 11-22 was also approved by the County Board on March 8, 2022.
 - Resolution repealed existing resolutions and policies adopted by the County Board.
- Goal is to have information in one central location that covers the sale of Economic Development Land and related incentives, Revolving Loan Fund Loans, and Small Business Disaster Relief Loans.
- Any questions or inquiries regarding economic development should be referred to the County Administrator and/or CCEDC Director.
- To view the new Economic Development Policy: <http://chippewacountywi.igm2.com/Citizens/FileOpen.aspx?Type=4&ID=19065>

Lot Information

Lake Wissota Business Park

Starting Lots:

13	Lake Wissota Business Park Plat (March, 2000)
7	Lake Wissota Business Park 1st Addition-Plat (May, 2000)
30	Lake Wissota Business Park 2nd Addition-Plat (August, 2000)
1	Mega Site (Remnant of Land after Plats)
51	(Note: 2 Parcels were for Stormwater Management)

Remaining Lots:

3	1-2 Acres
9	2-5 Acres
5	5-9 Acres
1	10-16 Acres (Six smaller lots combined into one lot in 2021)
18	

Other Parcels:

1	18.90 Acres - School Property S of Wissota Green
1	2.30 Acres - Hillside Property S of Smiles in Motion on hill overlooking STH 178
2	2.06 Acres - Old County Farm Remnants W of Smiles in Motion & Hillside Property
1	Small - 31 E Spruce St - S of Courthouse and has a Building and Parking Lot
5	

Potential New Business Park

- The LWBP is a 200 acre shovel-ready site. There are a limited number of lots available in the current LWBP.
- On October 09, 2018 the CB approve Res. 62-18 to authorize the CA to hire a consultant to assist the Economic Development Committee (EDC) with developing a feasibility study/strategic plan for the possibility of developing the next business park.
 - The 2018 County Budget allocated \$90,000 from non-lapsing funds to be used for strategic planning.
- On March 12, 2019 the CB approved Res. 09-19 to authorize the CA as the authorized representative for all aspects of the EDA grant application and grant award to help fund a feasibility study or strategic plan.
 - The WCWRPC assisted Chippewa County with obtaining an EDA grant in the amount of \$25,000.
- On July 31, 2019 the EDC awarded the consultant contract to Janet Ady, President and CEO of Ady Advantage.
- On October 8, 2019, the CB approved Res. 40-19 and appointed members for the Ad Hoc Feasibility Study Committee to work with Ady Advantage throughout the process of the feasibility study.
- On February 11, 2020 the CB approved Res. 06-20 to approve the Phase 1 results of consultant Ady Advantage's feasibility study on the development of a new business park.
- On March 10, 2020 Ady Advantage presented to the CB Phase 2 of the Business Park Feasibility Study.
- The ED Workgroup, CCEDC Director, and EDC continue to research and implement the Phase 2 recommendations.

Chippewa County Economic Development Corporation (CCEDC)

- The CCEDC is a full-time professionally staffed economic development organization that helps to attract, retain, and expand business in Chippewa County.
- Charlie Walker, CCEDC Director
 - Charlie provides reports regularly to the Economic Development Committee.
 - Charlie is also a member of the Economic Development Workgroup along with the County Administrator, Finance Director, Corporation Counsel, Planning & Zoning Director, Economic Development Committee Chair and the City of Chippewa Falls Planner. The workgroup meets twice a month.
 - Charlie will provide a more in depth report on economic development at the CB meeting on Thursday.
- Chippewa County allocated \$195,000 for 2022 via the budget process.
 - Contract identifies specific deliverables.
 - CCEDC is also assisting Chippewa County with coordinating Farm Tech Days that will be held in 2024.
- CCEDC Board of Directors
 - The CB Chair appoints one CB Supervisor to be a member of the CCEDC Board of Directors. This is usually the Economic Development Committee Chair.

Revolving Loan Fund (RLF) Loans & Small Business Disaster Relief (SBDR) Loans

- The RLF was implemented to provide businesses with another tool to be successful and provide sustainability and economic growth in Chippewa County.
- **Available Loan Account Balance:** **\$642,630.57**
- **Outstanding Loans:** **\$ 14,147.43**
 - Remaining loans are all COVID relief loans
 - Just Jen Fitness
 - Lake Holcombe Café
 - O'Neil Creek Winery
 - Currently a loan is approved for Bloomer Brewery by the EDC but awaiting final disbursement with financial institution

Chippewa County Tourism Council

- The Chippewa Falls Chamber of Commerce – Tourism Division contracts with the City of Chippewa Falls, Village of Lake Hallie and Chippewa County to coordinate sales and marketing efforts throughout Chippewa County
 - Chippewa County allocated \$32,270 for 2022 via the budget process
 - Jackie Boos, Tourism Director
 - Jackie provides periodic updates to the Economic Development Committee
 - Official website: <https://gochippewacounty.com>
- Tourism Council
 - CB Chair appoints 1 CB Supervisor to serve on the council

Chippewa Valley Regional Airport

- Currently the largest airport in Northern Wisconsin – Provides air travel for counties across Northwestern WI and Eastern MN.
- Currently looking for new air service carrier to replace SkyWest Airlines which filed a US DOT notice to end air service.
 - SkyWest Airlines will continue to serve until a new carrier is selected.
- Since January 1991 the Chippewa Valley Regional Airport has been governed by an airport commission.
 - Commission is 7 members with 2 year staggered terms.
 - Eau Claire County Board Chair appoints 1 County Board Supervisor and 3 citizens members.
 - Chippewa County Board Chair appoints 1 County Board Supervisor and 2 citizen members.
- Since January 1999 the airport has been jointly operated by Eau Claire and Chippewa Counties pursuant to an Ownership and Operation Agreement.
 - Currently in the fifth 5-year agreement between Eau Claire County and Chippewa County.
 - Current agreement is ratified for the term of 01/01/2019 – 12/31/2023.
 - Chippewa County contribution amount for 2022 is \$131,574 and 2023 is \$132,890 (sales tax funds).
 - Chippewa County funds can only be used for debt service and capital projects.
- Charity Zich, Airport Director
 - Oversees daily operations of the airport, carrying out policies and procedures of the airport commission.
 - Charity provides periodic updates to the Chippewa County Economic Development Committee.
 - All Chippewa Valley Regional Airport employees are employed by Eau Claire County.

Chippewa Valley Innovation Center (CVIC)

- The CVIC is a non-profit agency organized for business incubation purposes serving the counties of Eau Claire and Chippewa.
- CVIC serves the needs of entrepreneurs starting a new venture as well as early stage companies facing struggles in today's economic situation.
- Chippewa County allocated \$10,000 for 2022 via the annual budget process.
- CVIC Board of Directors
 - The CVIC Board provides oversight for the innovation facility and businesses locating in them.
 - CB Chair appoints one CB Supervisor to the 10 member CVIC Board.
- CVIC Loan Pool Committee
 - Participation in the CVIC Loan Fund Agreement was approved via Resolution 18-19.
 - Provides direct loans to early stage innovation-based businesses that have traditionally had difficulty accessing debt financing for eligible activities.
 - City of Eau Claire, Eau Claire Area Economic Development Corporation, Eau Claire County, Chippewa County, CCEDC, and CVIC Board are the current parties to the loan pool agreement.
 - CB Chair appoints one citizen member (with banking experience) to the CVIC Loan Pool Committee.

Farm Technology Days 2024

- Resolution 52-21 was approved by the County Board in December 2021 to host Farm Technology Days in 2024.
- Last held in Chippewa County in 2004.
- 3 day show (Tues, Wed, Thurs) with approximately 20,000-30,000 in attendance.
- Need approximately 120 acres for event (60 for tent city and 60 for parking).
- Chippewa County needs to provide \$20,000 seed money.
 - County gets seed money back after the event and usually receive additional left-over funds as well.
- Departments such as Highway and Sheriff's Department will incur expenses – those expenses will be reimbursed by Farm Technology Days, Inc. after the event concludes.
- Charlie Walker, CCEDC Director, has agreed to coordinate the event for Chippewa County.
 - CCEDC also providing part-time administrative support for the event.
 - CCEDC recruited volunteers for the Farm Tech Days Committee. Initial kick off meeting was held in March.
 - Each member of the Farm Tech Committee will also chair a sub-committee.
 - CCEDC will coordinate with the Farm Tech Committee to determine the host farm and date of event for 2024.

Questions, Comments, or Concerns



ECONOMIC DEVELOPMENT POLICY

Note: This policy was adopted by the County Board on March 8, 2022 along with Resolution 11-22 which rescinded all previous economic developing policies and resolutions. Per Resolution 11-22 this policy shall be the guiding and controlling economic development document should there be any other resolution or policy that is in conflict with it.

Contents

1.	Purpose	1
2.	Economic Development Incentives	2
3.	Economic Development Committee Oversight and Authority	2
4.	Points of Contact, Flow of Information and Communication	2
5.	Economic Development Land	2
6.	Revolving Loan Fund (RLF) Loans.....	4
7.	Small Business Disaster Relief (SBDR) Loans	7
	Appendix A – Economic Development Land Deed Restrictions.....	10
	Appendix B – Chippewa County Economic Development Incentive Application	11
	Appendix C – Revolving Loan Fund (RLF) Application Process	15
	Appendix D – Small Business Disaster Review (SBDR) Application Process	16

1. Purpose

Chippewa County (hereinafter “the County”) believes economic development incentives are necessary based on the inherent competition for new businesses and jobs and the retention of existing businesses and jobs. The County Board of Supervisors recognizes economic development projects must be examined on a case-by-case basis and that the intent of these guidelines is to complement any federal, state or local public agencies economic development incentive program(s) that may be available within the County. The County desires to achieve sustainable and measurable economic growth and development while focusing on the following goals:

- A. Encourage and support business retention.
- B. Create new employment opportunities.
- C. Create opportunity for and retain economic diversification.
- D. Develop county-owned land that is designated for economic development (“Economic Development Land”) to its highest and best use, thereby maximizing the tax base.
- E. Educate communities and businesses on economic development opportunities and resources.
- F. Preserve a high quality of economic development that is compatible with existing land uses.
- G. Work cooperatively with local jurisdictions and businesses to provide the required infrastructure improvements to serve and support economic development projects.
- H. Identify and promote recreational and tourism opportunities.
- I. Identify and promote transportation initiatives.

2. Economic Development Incentives

Economic development incentives that may be available from the County include, but are not necessarily limited to, the following:

- A. Industrial Revenue Bonds (IRB's)
- B. Short-term Low Interest Loans
- C. Forgivable Loans (i.e. Grant Funds)
- D. Public Infrastructure Improvement funding for approved Economic Development projects
- E. County owned Economic Development Land

3. Economic Development Committee Oversight and Authority

To facilitate accomplishment of the County's economic development goals, the Chippewa County Board of Supervisors delegate authority to the Economic Development Committee ("EDC") to provide policy oversight of the County's economic development activities, including the authority to approve the sale of Economic Development Land and related incentives, Revolving Loan Fund Loans and Small Business Disaster Relief Loans.

4. Points of Contact, Flow of Information and Communication

The Chippewa County Administrator ("County Administrator") and Chippewa County Economic Development Corporation ("CCEDC") Executive Director are the point of contact persons who are responsible for gathering, communicating and disseminating economic development information between County regulatory, administrative, corporate and political authorities and current and prospective businesses and industry in Chippewa County.

- A. CCEDC Executive Director. The CCEDC Executive Director is responsible for the recruitment and retention of businesses and industry in the County and carrying out the CCEDC's role as an economic development authority. All communication and coordination by and between the CCEDC Executive Director and current and prospective businesses and industry in the County shall be funneled through the County Administrator.
- B. County Administrator. The County Administrator is solely responsible for the allocation of staff, resources and time to provide support, financial assistance and information to current and prospective businesses and industry and to carry out the County's role as an economic development authority and for building internal and external support for economic development. The County Administrator shall also work in concert with the CCEDC Executive Director to provide current and prospective businesses in the County with enhanced access to regulatory permit information.

5. Economic Development Land

- A. Designation of County-Owned Land for Economic Development. The Chippewa County Board of Supervisors shall designate county-owned land for Economic Development via a resolution. The designation may include the recording of deed restrictions to insure the proper use and

development of the land for the mutual benefit and protection of all present and future owners. As of the approval date of this policy, the County Board has designated the following county-owned lands for Economic Development:

1. Plat of Lake Wissota Business Park:
 - a. Lot 5, Block One
 - b. Lots 4, 5 and 6, Block Two
 2. Plat of Lake Wissota Business Park – First Addition:
 - a. Lots 4, 5 and 6, Block Three
 - b. Lot 1, Block Four
 3. Plat of Lake Wissota Business Park – Second Addition:
 - a. Lots 1, 4 and 5, Block Six
 - b. Lots 1, 2, 3 and 5, Block Nine
 - c. Lots 1, 2, 3, 4 and 6, Block Ten
 4. Allen's Addition: Lot 14, Block 16
 5. Certified Survey Maps:
 - a. Lot 1, Certified Survey Map (CSM) 3505
 - b. Lot 1, Certified Survey Map (CSM) 5519
 6. Individual Parcel Numbers (Unplatted):
 - a. 22908-3343-50020125
 - b. 22908-3342-02000000B
 - c. 22908-3342-02000000A
 - d. 22908-3341-00020001 – *Only a portion to support the development on CSM 3505.*
 - e. 22908-3344-00020000 – *Only a portion to support the development on CSM 3505.*
- B. Deed Restrictions for Economic Development Land. Environmental and aesthetic values are important considerations for the Economic Development Land to ensure that it is protected against depreciation in value and to insure that the County provides attractive and desirable sites for business and industry. The existing Deed Restrictions for Economic Development Land are listed in Appendix A and incorporated herein.
- C. Price of Land. Each October, the EDC shall have the option of adjusting the price of Economic Development Land for the proceeding calendar year based on the appraisal of an independent appraiser. Any motion to vary the price from the appraisal amount shall include a statement identifying the justification for the variance. The price shall not be set lower than 75% nor greater than 125% of the appraisal amount without the approval of the County Board. The following objectives shall be maintained in setting the price of Economic Development Land:
1. To recover costs associated with infrastructure development, land acquisition and other development costs to the extent possible.
 2. To be competitive with comparable development land in the Chippewa Valley.
 3. To promote economic development at a practical rate consistent with orderly growth.

6. Revolving Loan Fund (RLF) Loans

Chippewa County's RLF is a gap financing tool primarily used for the development and expansion of small businesses, which assists with the County's economic growth and development goals. The fund is a self-replenishing pool of money, utilizing interest and principal payments on old loans to issue new loans. Commitment of loan and disbursement of funds shall be contingent on the availability of funds within the RLF.

- A. Initial Eligibility. In order to be eligible for a RLF Loan, an applicant must meet the following:
1. Employees. The business must be for-profit with less than 50 employees and have a current formal business address in the County.
 2. Business Location. The business has been in operation for one year or more within the County and shall remain in the County for the duration of the RLF Loan.
 3. Business Types. The business must be engaged in one or more of the following business activities:
 - a). Advanced Manufacturing. Priorities will be given to target industries as identified in the Chippewa County Target Analysis.
 - b). Research and Development. The conducting of research, development or testing for scientific, medical, food product and/or industrial purposes.
 - c). Warehousing and Distribution. Priority given to applicants of which a majority of the goods that are manufactured/stored/shipped by the applicant are destined for end users located outside the Chippewa Valley.
 - d). Corporate Facilities/Operations. They may include applicants that conduct data center operations and customer service activities. They may also include applicants engaged in the provision of medical services, including regional medical centers, specialty hospitals and clinics.
 - e). Agricultural Industry. The production of agricultural value-added products.
 4. Eligible Activities and Expenses. The use of a RLF Loan funds include, but is not necessarily limited to: equipment purchase; working capital; infrastructure; acquisition, construction or reconstruction of an industrial/commercial building; and/or other activities considered necessary and appropriate to carry out an economic development project.
 5. Ineligible Expenses. RLF Loan funds shall not be used for the payment of delinquent taxes or debt service.
- B. Eligible Applicant Documentation. The EDC and/or Chippewa County Economic Development Corporation Revolving Loan Fund Committee (CCEDC-RLFC) will consider the following information submitted by an eligible applicant:

1. Chippewa County Economic Development Incentives Application (see Appendix B) or the Wisconsin Economic Development Corporation Prospect Data Sheet or other CCEDC approved application; and
2. Business Plan with the following information:
 - a). The size of the project based upon private investment in the site development, structure improvements and infrastructure.
 - b). The total number and types of jobs proposed to be created, and the wages and benefits proposed to be offered.
 - c). The relationship between workforce development and the project. Will the project introduce new skills sets to the community?
 - d). The potential for future expansion and increased employment.
 - e). The potential for retention of existing employment.
 - f). The potential for diversification of the regional or county economy.
 - g). The potential for inclusion of locally owned businesses as contractors, suppliers, etc.
 - h). Project specific issue(s) and their potential impact upon local infrastructure responsibilities of the County with consideration of potential impact on Towns, Villages and Cities within the County.
 - i). Project specific incentives that may be pursued to stimulate other development areas that the County may deem of significant benefit to the community.
 - j). Economic development incentives from Federal, State or other local agencies.
 - k). Financial impact and budget ramifications.
 - l). Environmentally friendly development such as sustainable or carbon footprint reduction.
 - m). An eligible applicant's ability to demonstrate that the average wages paid to its employees are equal to or greater than the average wages for that type of business as determined by the 6-digit North American Industry Classification Systems (NAICS) codes within the Eau Claire Metropolitan Statistical Area (EAU MSA), or \$15.00 per hour, whichever is higher.
3. The following financial information:
 - a). The proposed equity participation by the borrower.
 - b). Any funding, such as, but not limited to: bank financing or public financing for the non-RLF portion of the project.

- c). The loan applicant shall provide evidence that personal and real estate taxes on any real or personal property in the County owned by a principal or corporate interest of the loan applicant are current.
 - d). Additional financial information as requested.
- C. RLF Loan Application Process. Please see Appendix C.
- D. Final Action and Performance Criteria
 - 1. Prior to the EDC taking final action on the completed application of an eligible applicant, the proposed terms of a RLF loan shall be formalized in a written agreement between the County and the eligible applicant.
 - a). The RLF Loan repayment or grant amounts may take into consideration the number of Full-Time Employment positions created by the project. Full-Time Employment is considered 40+ hours per week.
 - b). Co-equal collateralization position shall be accepted; subordinated position may be considered. Personal guarantees in all cases shall also be required.
 - c). The term and interest rate of each loan shall be determined by the EDC.
 - d). A RLF loan shall be considered delinquent in the event loan repayments have not been received by the County upon due date.
 - e). A RLF Loan will be considered to be in default if no repayments have been received for a period of three (3) consecutive months upon notification to borrower.
 - f). In the event of default, RLF Loans that are given as grants (i.e. forgivable portion) will be subject to repayment.
 - g). All out-of-pocket costs shall be paid for by the applicant.
 - h). Complete documentation of other funds shall be required prior to the County signing the final written agreement.
 - 2. The recipient of a RLF Loan shall be required to meet the following performance criteria:
 - a). Jobs created as announced.
 - b). Capital investment in real property as announced.
 - c). Incremental Tax Value created as certified at the time of occupancy by the local Municipality assessor working in conjunction with appropriate State Agencies.
 - d). Compliance with wage requirements.

- e). Compliance with all applicable governmental laws, rules and regulations.
- f). Compliance with any conditions imposed by the written Agreement.
- 3. The County reserves the right to review a company to assure compliance with the written agreement. The County may discontinue any ongoing incentives and require the incentives already received to be repaid in full or in part, as set forth in the County economic development incentive(s) Agreement, if the performance criteria are not met.
- 4. A RLF Loan may not be transferred or otherwise conveyed or assigned by the recipient without the prior approval of the EDC.
- 5. Each application is evaluated on an individual basis. Changing economic conditions and availability of RLF funds may cause the County to modify, amend, or discontinue any economic development incentive program it has established. Should an incentive program be discontinued, the County will honor any incentive committed to before the discontinuance of the program.
- 6. The recipient understands and acknowledges that the EDC or CCEDC shall have the right to issue a press release or other promotional materials announcing and describing the economic development incentive(s) received by the recipient, unless otherwise mutually agreed by the EDC and recipient

7. Small Business Disaster Relief (SBDR) Loans

The County has determined eligible businesses that are directly impacted by a natural disaster, including, but not limited to tornados, floods or fires, may qualify for economic development incentives that can provide low-interest loans to help the impacted business meet the immediate needs created by the natural disaster. The SBDR Loans shall be made available to applicants who meet all program eligibility and lending requirements and criteria on a first come, first served basis. Commitment of any loan and disbursement of funds shall be contingent on the availability of SBDR funds.

A. Initial Eligibility. In order to qualify for a SBDR Loan, a loan applicant must meet the following:

- 1. Employees. The business must be for-profit and have less than 50 employees.
- 2. Business Location. The business must have a current formal business address in the County, has been in operation for one year or more within the County at the time of application and shall remain in the County for the duration of the SBDR Loan.
- 3. Business Types. Eligible business types are those which fall within the definitional thresholds set by the Small Business Administration of the U.S. Department of Commerce
- 4. Eligible Activities and Expenses: The use of SBDR Loan funds shall be limited to the following activities and expenses:
 - a). Expenses directly associated with operating a business.
 - b). Repair or replacement of damaged inventory.

- c). Repair or replacement of damaged equipment.
 - d). Expenses related to moving to a new location within the County.
 - e). Expenses related to re-construction, either interior or exterior, to allow the business to operate. *Note: Demolition or improvement of buildings located in a National Historic District, a nationally registered building, or building eligible for nomination to the National Register of Historic Places must meet State Historic Preservation guidelines.*
5. Ineligible Expenses. The SBDR Loan proceeds shall not be used for the payment of delinquent taxes, debt service or expansion of the business.
- B. Eligible Applicant Documentation. In addition to the initial eligibility requirements set forth above, the loan applicant shall submit the following written documentation:
- 1. Written evidence of loss.
 - 2. Financial statements, balance sheet and income statement.
 - 3. Written evidence that the personal and real estate taxes on any real or personal property in the County owned by a principal or corporate interest of the loan applicant are current.
 - 4. The loan applicant shall obtain all required permits and comply with all applicable local and state regulations and codes in connection with proposed activity to which the SBDR Loan funds are to be applied.
- C. SBDR Loan Application Process. Please see Appendix D.
- D. Final Action and Performance Criteria.
- 1. Loan Agreement. Prior to the EDC taking final action on the completed application of an eligible applicant, the proposed terms of a SBDR Loan shall be formalized in a written agreement between the County and the eligible applicant shall contain, at a minimum, the following terms:
 - a). The SBDR Loan shall not exceed \$10,000.
 - b). The term of the SBDR Loan shall be a maximum of five (5) years with no penalties for early payoff.
 - c). The interest rate of the SBDR Loan shall be set by the EDC.
 - d). Loan Agreement, Corporate Promissory Note, Individual Promissory Note and UCC Financial Statement shall be executed and duly filed, as applicable, on the day of closing unless waived by the EDC.
 - e). An Individual Promissory Note and/or a Personal Guaranty may be required from any person owning 20 percent or more of the company.

- f). Term life insurance on the signer covering the amount of the note and assigned to the County may be required.
 - g). Proof of future disaster insurance may be required.
 - h). A SBDR loan shall be considered delinquent in the event loan repayments have not been received by the County upon due date.
 - i). A SBDR Loan will be considered to be in default if no repayments have been received for a period of three (3) consecutive months upon notification to borrower.
 - j). False or misleading information shall be considered a default of the SBDR Loan agreement, and may cause the County seek remedies as stated in the Loan Agreement
 - k). All out-of-pocket costs shall be paid for by the applicant.
2. Disbursement of SBDR Loan funds shall be made in no more than two payments subsequent to closing.
- E. As a subset of the SBDR Loans, the County Board of Supervisors may alter the requirements of A through D for specific natural disasters or pandemics.

Appendix A

Economic Development Land Deed Restrictions

1. Lake Wissota Business Park Deed Restrictions, recorded as Document Number 684008 on April 2, 2004 in the Chippewa County Register of Deeds Office.

Appendix B

Chippewa County Economic Development Incentive Application



INCENTIVE APPLICATION

SECTION I-APPLICANT INFORMATION

Legal Entity: ☐ C Corp ☐ S Corp ☐ LLC ☐ LLP ☐ Partnership ☐ Sole Proprietor ☐ Nonprofit (Attach copies of IRS documents showing acceptance of Federal Tax Exempt Status)	
Legal Name:	
Trade Name:	
Mailing Address:	
City, State, Zip:	County:
FEIN: (Federal Employee Identification Number –Tax ID)	NAICS:
DO NOT ENTER SSN	
Date Established:	State of Organization (Per Articles of Incorporation/Organization):
Foreign Owned: ☐ Yes ☐ No If Yes: Country:	Percent of Ownership: %
Fiscal Year End Date:	Primary Product or Service:
Website URL:	Phone:
Head of Organization:	Title:
Phone:	Email:
Check box if W-9 is attached to the application ☐	
CONTACT	
Project Contact:	Title:
Email:	Company:
Phone:	Mailing Address:
City, State, Zip:	
Contracting Contact:	Title:
Email:	Company:
Phone:	
City, State, Zip:	
DEMOGRAPHICS (Please check all that apply)	
Is the business/organization:	
Minority Business Enterprise:	☐ Yes ☐ No
Woman Business Enterprise:	☐ Yes ☐ No
Veteran Business Enterprise:	☐ Yes ☐ No
Service-Disabled Veteran-Owned Business Enterprise:	☐ Yes ☐ No

SECTION II-PROJECT INFORMATION

Project Location: ☐ City ☐ Town ☐ Village:	
Project Street Address:	
Project Start Date:	Project End Date:
Project Description: In addition to the project description, explain any other factors that should be considered in evaluating this project (e.g., impact on Wisconsin suppliers, national/international sales, other prospects for future expansions, etc.)	

SECTION III-EMPLOYMENT

CURRENT EMPLOYMENT (WEDC will confirm employment based on payroll data)		
Total Company Employment:	Total Wisconsin Employment:	
Total Company Full Time Employment:		
Number of hours annually considered full time employment and eligible for benefits:		
Number of hours average full time employee works:		
Enter the physical address of each Wisconsin facility of the Applicant Entity and related entities, as well as any other entities housed at the project site(s). Include number of full-time employees (i.e., persons employed directly by the company, not a temp agency).		
Address (Street, City, Zip): If the employee works remotely, please list the address of payroll site	Project Location:	Number of Full Time Employees:
	☐ Yes ☐ No	
	☐ Yes ☐ No	
	☐ Yes ☐ No	
	☐ Yes ☐ No	
	☐ Yes ☐ No	
	☐ Yes ☐ No	
Employment data as of:		
Percent of project location full time employees that are WI residents:		%

SECTION IV-BENEFIT INFORMATION

Employer-Sponsored Health Insurance Provided to Employees:	☐ None	☐ Individual	☐ Family
Percent of Health Insurance Premium Paid by Company:		%	%
Other Benefits Provided to the Majority of the Workforce:			
Will new employees be provided with substantially the same benefits as described above? ☐Yes ☐No			
If no, please explain:			
If health care benefits are not being provided, explain other health care options available to employees:			

SECTION V-OWNERSHIP INFORMATION

☐ Publicly Traded (If publicly traded, leave the below ownership breakdown table blank.)		
OWNERSHIP BREAKDOWN		
(Complete the ownership breakdown table. Make sure your total ownership percentage equals 100%)		
Name:	Email Address:	Ownership %
1.		%
2.		%
3.		%
4.		%
5.		%
6.		%
7.		%
8.		%
9.		%
10.		%
All Others:		%
Notes:	Total:	100%
If an entity (any group that's not an individual) owns 20% or more of the applicant company, attach to the application a separate document that lists the complete ownership breakdown of that entity. A separate secure email will be sent to each individual with 20% or more ownership interest in the applicant company from the secure email account ccedc@chippewa-wi.com. The email will include a Personal Financial Statement and/or a Personal Information Statement, along with instructions on how to complete and send these documents back to CCEDC. CCEDC staff will only solicit and/or accept protected personally identifiable information through the CCEDC encrypted email account. Information not received via encrypted email or that was not previously requested for a specific purpose will be rejected and/or disposed by CCEDC staff. This will ensure a higher level of security within the application process.		

SECTION VI-INFORMATION ON LEGAL PROCEEDINGS

Has the applicant been involved in a lawsuit in the last 5 years?	☐ Yes ☐ No
Has the applicant been involved in a bankruptcy or insolvency proceeding in the last 10 years, or are any such proceedings pending?	☐ Yes ☐ No
Has the applicant been charged with a crime, ordered to pay or otherwise comply with civil penalties imposed, or been the subject of a criminal or civil investigation in the last 5 years?	☐ Yes ☐ No
Does the applicant have any outstanding tax liens?	☐ Yes ☐ No
Please attach a detailed explanation of any YES responses.	

SECTION VII-STATE REQUESTS FOR BID OR PROPOSAL

Are you aware of any State of Wisconsin request(s) for bid or request(s) for proposal to which the applicant intends to respond, or to which the applicant has recently responded? ☐ Yes ☐ No If yes, please provide the following: - Identify the bid or request for proposal (e.g., bid number, or general description or title). - Identify the state agency or public entity to which you are submitting the bid or proposal. - Explain the status of the bid or proposal (e.g., recently submitted; considering submission; in current negotiations). Please note that if you answer "yes," WEDC may not be able to discuss potential financial assistance until the request for bid or request for proposal process has been completed.	☐ Yes ☐ No
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CERTIFICATION STATEMENT

THE APPLICANT CERTIFIES TO THE BEST OF ITS KNOWLEDGE:

1. The information submitted to the Chippewa County Economic Development Corporation (CCEDC) in this application, and subsequently in connection with this application, is true and correct.
2. The applicant is in compliance with laws, regulations, ordinances and orders applicable to it that could have an adverse material impact on the project. Adverse material impact includes lawsuits, criminal or civil actions, bankruptcy proceedings, regulatory action by a governmental entity or inadequate capital to complete the project.
3. The applicant is not in default under the terms and conditions of any grant or loan agreements, leases or financing arrangements with its other creditors that could have an adverse material impact on the project.
4. CCEDC is authorized to obtain background checks including a credit check on the applicant and any individual(s) with 20% or more ownership interest in the applicant company.
5. The applicant has disclosed, and will continue to disclose, any occurrence or event that could have an adverse material impact on the project.

THE APPLICANT UNDERSTANDS:

1. This application and other materials submitted to CCEDC may constitute public records subject to disclosure under Wisconsin's Public Records Law, §19.31 et seq. The applicant may mark documents "confidential" if the documents contain sensitive information.
2. Submitting false or misleading information in connection with an application may result in the applicant being found ineligible for financial assistance under the funding program, and the applicant or its representative may be subject to civil and/or criminal prosecution.
3. Authorization to Receive Confidential Information. The applicant hereby authorizes the Chippewa County Economic Development Corporation ("CCEDC") to request and receive confidential information that the applicant has submitted to, including any adjustments to such information by, the Wisconsin Department of Revenue ("DOR") and the Wisconsin Department of Workforce Development ("DWD"), and to use such information solely for the purposes of assessing the applicant's performance for the duration of the economic development project and ensuring that CCEDC is properly administering or evaluating economic development programs. With regard to the information contained in the DWD unemployment insurance files, CCEDC may access the following for the 8 most recent quarters: the quarterly gross wages paid to the applicant's employees; the monthly employee count; and the applicant's FEIN, NAICS code, and legal and trade names. The applicant also authorizes CCEDC to share information submitted to CCEDC by the applicant with the DOR and DWD and to redisclose to the public the information received from the DOR and DWD used to evaluate the applicant's performance under their specific economic development program and the impact of CCEDC economic development programs. Records exempted from public records law by Wis. Stat. § 19.36(1) will be handled by CCEDC in accordance with that law.
☐ **Yes** ☐ **No** I certify that incentive assistance is needed to ensure this project will happen in Wisconsin. Please provide details below: [Click here to enter text.](#)

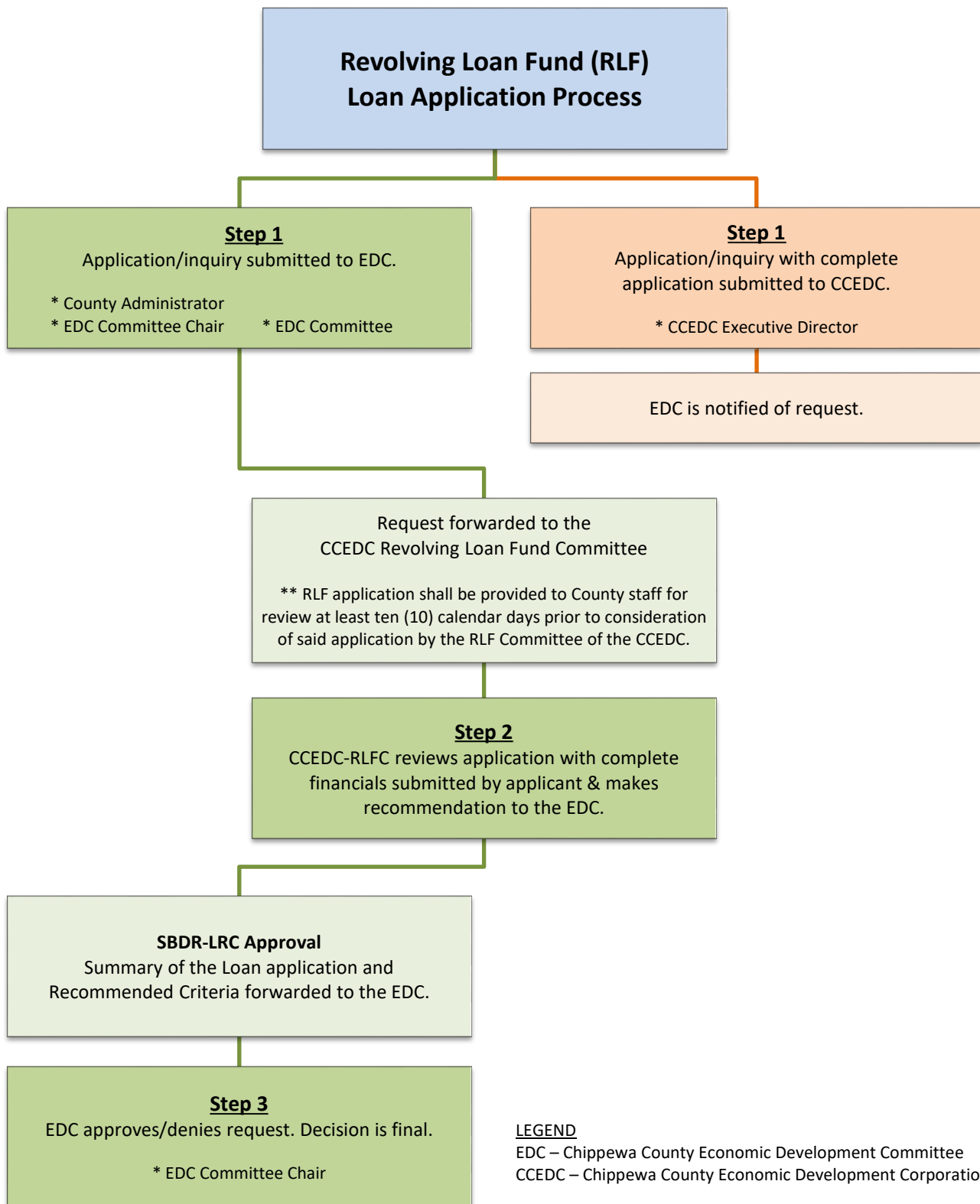
Signature: _____ Date: _____
(Authorized Representative of Applicant Company)

Printed Name:

Title:

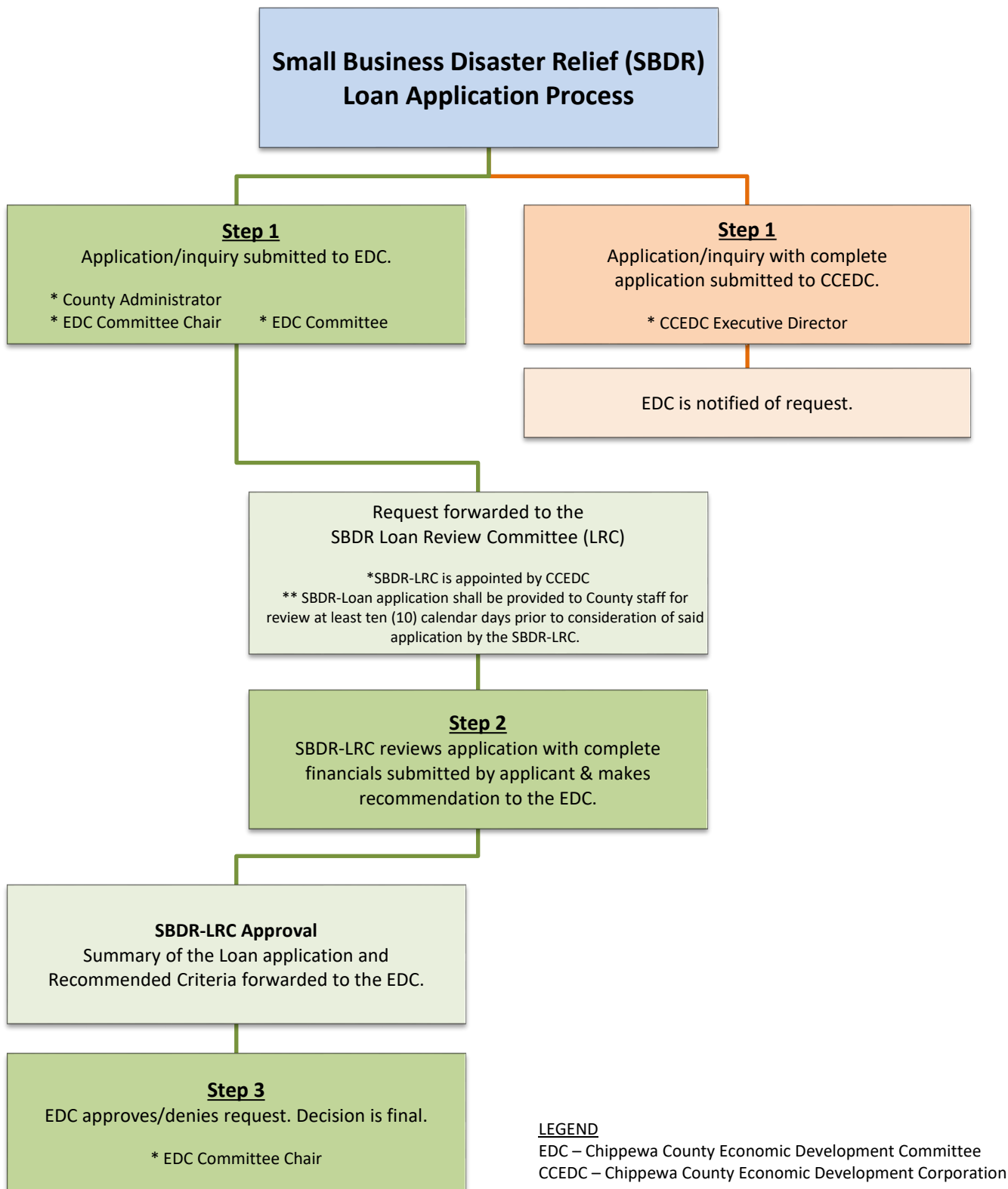
Applicant Company Name:

Appendix C Revolving Loan Fund (RLF) Application Process



Appendix D

Small Business Disaster Review (SBDR) Application Process



**STATEMENT OF EXPLANATION**

Resolution No. 13 - 22

**RESOLUTION TO DECLARE MAY 9-13, 2022 AS CHIPPEWA COUNTY
ECONOMIC DEVELOPMENT WEEK**

1 Passage of this resolution will formally designate the week of May 9-13, 2022 as
2 Chippewa County Economic Development Week. This resolution also formally recognizes the
3 Chippewa County Economic Development Corporation for its work in economic development
4 and for the Corporation's 30 years of service to the citizens of Chippewa County, Wisconsin.
5

Resolution No. 13 - 22

RESOLUTION TO DECLARE MAY 9-13, 2022 AS CHIPPEWA COUNTY ECONOMIC DEVELOPMENT WEEK

WHEREAS, Chippewa County, Wisconsin has long been a leader in economic development and a hub of innovation, ideas, and an avid supporter of local economic development; and

WHEREAS, Economic Development Week was created to celebrate and recognize the unique role that economic development has in creating vibrant Chippewa County communities and helping them bounce back when disasters, pandemics, or recessions occur; and

WHEREAS, the Chippewa County Economic Development Committee has been working with federal, state, regional, and local economic development professionals on economic development initiatives since the Committee's formation; and

WHEREAS, these economic development professionals, such as the Chippewa County Economic Development Corporation (CCEDC), promote economic well-being and quality of life for Chippewa County's communities by creating, retaining, and expanding jobs that facilitate growth, enhance wealth, and provide a stable tax base; and

WHEREAS, these professionals also create significant opportunities for Chippewa County's local businesses to expand their businesses internationally by guiding them through the exporting process; and

WHEREAS, the CCEDC also stimulates and helps incubate entrepreneurship to help establish the next generation of new businesses, which is the hallmark of the Chippewa Valley economy; and

WHEREAS, these economic development professionals, such as the CCEDC, provide leadership and excellence in economic development for Chippewa County and its communities, their supporters, and partners through marketing, business retention services, business attraction programs, provide networking conferences, training courses, advisory services, research, public policy advocacy, and other initiatives aimed to improve the overall Chippewa County economy; and

WHEREAS, the CCEDC will be celebrating its 30th anniversary in 2022; and

WHEREAS, the CCEDC has designated the week of May 9-13, 2022 as Local Economic Development Week, to acknowledge the economic development efforts and achievements within Chippewa County; and

WHEREAS, the CCEDC promotes economic well-being and quality of life for Chippewa County communities by facilitating growth through entrepreneurship, workforce and talent attraction, business startup and retention, company expansion and attraction;

NOW, THEREFORE BE IT RESOLVED, that the Chippewa County Board of Supervisors does hereby:

DECLARE: May 9-13, 2022 as "Chippewa County Local Economic Development Week".

DECLARE: That Chippewa County, Wisconsin welcoming and supportive of local entrepreneurship.

DECLARE: That Chippewa County, Wisconsin supports the activities and efforts of the Chippewa County Economic Development Corporation and recognizes its 30 years of service to the citizens of Chippewa County.

COMMEND: All Chippewa County elected officials, staff, and economic development organizations for their hard work and dedication in assisting and building our local economy.

REMIND: Citizens of the importance of the economic development profession in advancing career opportunities and improving the quality of life of Chippewa County.

PROCLAIM: That it shall be a goal to grow the economy of Chippewa County by developing the local workforce, partnering with local business organizations, and by capitalizing on investment opportunities that strengthen Chippewa County communities.

BE IT FURTHER RESOLVED, that the County Clerk is directed to transmit a certified copy of this resolution to the Chippewa County Economic Development Corporation.

Forwarded to the County Board by the Economic Development Committee.

FINANCIAL IMPACT:

There is no fiscal impact to Chippewa County by passage of this resolution.

05/4/2022	Economic Development Committee	
RESULT:	FORWARD TO COUNTY BOARD [UNANIMOUS]	Next: 5/10/2022 6:00 PM
MOVER:	James Ericksen, District 8 (Vice-Chair)	
SECONDER:	Charles Bomar, District 12	
AYES:	McGill, Ericksen, Calkins, Bomar, Teuteberg	

Approved as to Form:



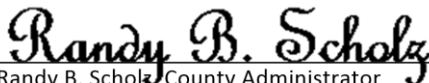
Todd A. Pauls, Corporation Counsel

4/28/2022



Lori Zwiefelhofer, Finance Director

4/29/2022



Randy B. Scholz, County Administrator

4/29/2022