



ADD CCEDC TO  
SOCIAL  
NETWORKING.....3

○ Issue 3 | ○ Volume 8 | ○ 2009



CUSTOMER SERVICE  
WORKSHOP.....4



BROWN BAG  
LUNCHES.....5

# Chippewa FOCUS

[www.chippewa-wi.com](http://www.chippewa-wi.com)

**"A GREAT PLACE TO RAISE A FAMILY AND A BUSINESS"**

## CCEDC updates Sec. Leinenkugel

The Chippewa County Economic Development Corporation (CCEDC) and the Wisconsin Department of Commerce (DOC) are on the same page when it comes to their economic development strategies. That was the overall consensus when CCEDC's CEO Charlie Walker reported on the organization's economic development efforts to DOC Secretary Dick Leinenkugel on Friday, August 7, 2009. Leinenkugel had been invited to the CCEDC's regularly scheduled Chippewa County Core meeting where CCEDC as well as other economic development leaders reported on how our economic development efforts correspond to the DOC's strategy.

"You have to take care of those who got you to the dance." Those were the words Secretary Leinenkugel used to describe how important it is to retain existing businesses in these difficult economic times, and to make sure businesses that we already have here are prospering. He compared the state's strategy of taking care of the local businesses to tending to a garden. He also said it was important to plant the seeds to grow start-up companies and entrepreneurs as well. A third strategy is to "make some big bets" on recruiting larger companies that can become big employers.



*Mike Coughlin of Cornell Corporation speaks with Secretary Leinenkugel in Chippewa Falls on August 7, 2009.*

He added that it is important for companies to take advantage of the state's economic development programs that

See **Leinenkugel**, Page 8

## Darley works with CCEDC, reaps success

*By Jeff Darley,  
COO and Executive Vice President*

The **W.S. Darley Company** knows the benefits of working closely with the CCEDC. In early stages of growth plans for 2008, Charlie Walker traveled to our corporate office (formerly Melrose Park, Ill.) introducing himself and the benefits of the CCEDC organization.

Through CCEDC's support and input, Darley successfully achieved I-

94 Corridor Technology Zone tax credits, support from the city for Industrial Revenue Bonds would they be needed, IRS tax credits of 50% depreciation in the first year and many more valuable returns with our relationship.

Then Darley was nominated by the CCEDC for the 2009 Wisconsin Department of Commerce Governor's Export Achievement Award and came out with the blue ribbon for the small manufacturing category. And on top of

this, due to our partnership and development in the county, Darley was selected by the CCEDC for the 2009 overall Business of The Year award. This didn't just happen - it takes investments of time, talents and good teams as you find throughout the CCEDC for developing economic strategies that work for both organizations. We're thankful for the return on our investment with CCEDC.

# Annual meeting awards and highlights

Helping businesses grow and prosper is a major focus of the CCEDC. Many local companies do business around the Midwest, nation, and the world. Best of all, there are a significant number of local companies within the area that began as small local entrepreneurial efforts and have now grown into large companies. CCEDC in an effort to assure this process continues into the future, several years ago established its Business Retention and Expansion (BRE) program.

A major part of the CCEDC BRE program is its Business Recognition Awards. Recognizing businesses that have contributed to the economic well-being of the county is a great way to demonstrate our pro-business attitude and foster goodwill. Criteria utilized in recognizing businesses are (1) giving back to the community, (2) providing optimal work environments for employees, (3) Major contributor of sales tax or employment, (4) Longevity in the county, (5) Involvement with innovative or specialty products or ideas, (6) Achievement within a particular industry or (7) committed to economic development process.

A variety of business received awards at CCEDC's Annual Meeting, which was held May 21, 2009 in Chippewa Falls. As previously reported, **W.S. Darley Company** was the winner of the 2009 Overall Chippewa County Business of the Year.

In addition to Darley, awards were also presented to the four quadrant winners in the county. AJ Manufacturing, a door and window manufacturer in Bloomer, received an award for Quadrant 1. The company has excelled in lean restructuring with employees receiving training in Lean manufacturing. **Cummins Filtration** was also nominated in Quadrant 1. **Gordy's Supervalu** in Cornell was the winner for Quadrant 2. The Gordy Schafer family purchased this grocery in February and has brought the advantages of their grocery operations to the Cornell area. In addition to W.S. Darley, the other nomination for Quadrant 3 was **Precision Pipeline**. **Archer Daniels Midland (ADM)**, Stanley, won the award for Quadrant 4. ADM transforms crops into food ingredients and uses new technologies to create agriculturally derived fuels and chemicals. It connects farmers' crops with the needs of a global marketplace. The other nominee for Quadrant 4 was **Crescent Meats and Catering** of Cadott.

CCEDC also added a couple of new awards this year. They partnered with the **Chippewa Valley Homebuilders Association** in selecting a Chippewa County Builder of the Year. The winner was Brown Builders of Chippewa Falls. Brovold Construction was also nominated. An Entrepreneur of the Year Award was presented to Martino's Restaurant of Stanley for their outstanding participation in economic development workshops and seminars that CCEDC holds throughout the year.

Each of the representatives of the winning businesses had the opportunity to have their photo taken with keynote speaker "Mark Twain", as portrayed by Warren Brown of "Mark Twain Lives! Catch the Twain". Twain spun tales on his life experiences as a traveler, author and riverboat cap-



*Patti and Jeff Darley (center) with Charlie Walker, Mary Knutson and John Long at the CCEDC annual meeting.*

tain on the Mississippi. He advised participants to "Always do right. This will gratify some people and astonish the rest."

Neil Mathwig, 2008-2009 Board Chair, presided over the business meeting. Marc Harding and Bill Burich were selected as Board Members at Large. New Board Members are Matt Chilson for Quadrant 4 and John Walton who will be representing the City of Chippewa Falls.

Mathwig recognized the continuing 2009-2010 Board of Directors: Dennis Bachman, Village of New Auburn; Sandy Buetow, Village of Cadott; Mike Coughlin, Quadrant 2; Bruce Hayhoe Sr., Quadrant 3; Mike Henke, City of Stanley; Teresa Isensee, Village of Boyd; Neil Mathwig, Chippewa County; Kent Pickerign, City of Cornell; Paul Salm, Chippewa County; Richard Schoch, Chippewa County Economic Development Committee; Greg Senn, Village of Lake Hallie, Jim Smart, Quadrant 1; Sue Stoik, City of Bloomer; and Tom Waldusky, Chippewa County.

Retiring board members Jeff Deutschlander and Dan McCabe received gifts for their years of dedicated service to the Board.

Gold sponsors for the CCEDC Annual Meeting included the Avalon Hotel, **CSP**, **Maux Creative Studio**, **Northwestern Bank**, **Rex Systems**, **Whyte Hirschboeck Dudek**, and **Xcel Energy**.

Over 215 of CCEDC's financial contributors, economic development partners and elected officials attended the annual meeting. Contact CCEDC if you are interested in receiving a copy of the 2008-2009 Annual Report.

## Eggs and Issues

Charlie Walker of CCEDC, will be one of the featured speakers at the next Eau Claire Area Chamber of Commerce Eggs and Issues on Friday, August 28, 2009. The event will be held from 7:00-8:30 a.m. at the Chamber office at 101 N. Farwell St., Eau Claire.

Walker will speak about local economic development efforts and what is

being done to promote economic development in the current economy. He will be joined by other ED professionals in the Chippewa Valley.

The cost to attend this event for Chamber members is \$15. Reservations are required and can be made by calling the Eau Claire Chamber at 834-1204.

# Citizens Telephone, New Auburn receive grants

The U.S. Department of Agriculture (USDA) Rural Development recently presented **Citizens Telephone Cooperative, Inc.** and the **Village of New Auburn** with symbolic checks representing Rural Economic Development Grants totaling \$263,000. These checks will be used to provide economic development to rural utilities program borrowers and to install water and sewer in a new industrial park in the Village of New Auburn. This will allow Badger States Recovery to move its business to New Auburn, retaining 32 jobs and creating 10 new jobs.

“Chippewa County Economic Development Corporation was instrumental in assisting New Auburn with applying for these grants and we would like to thank them for their support, and for coordinating today’s event,” said Donna Bischel, New Auburn’s Village President.

Lori Wells, Administrative Programs Director from USDA Rural Development, presented the checks to Dennis Bachman, general manager of Citizens Telephone and Village President Donna Bischel.

“Providing funds to propel our rural communities for-



Dennis Bachman, Bruce Durand, Donna Bischel, Charlie Walker and Lori Wells pose with the USDA “big checks” on Aug. 14, 2009.

ward with increased economic opportunity and viability is something USDA is very proud of. Any time jobs are retained or created in that process is valued tremendously,” Wells said.

## Add CCEDC to your social networking

Social media, social networks and Web 2.0 technologies are rapidly impacting the ways that Economic Development Organizations are engaging with their clients and stakeholders. Keeping with the times, CCEDC just enhanced [www.chippewa-wi.com](http://www.chippewa-wi.com) to allow Chippewa area residents and clients to connect with the CCEDC through social networking tools such as LinkedIn, Facebook, Myspace, and Twitter.

The site also incorporates a new business resource, CCEDC's Eagl-i©, our interactive mapping site that provides enhanced economic development and site selection services for business developers. Eagl-i© is a web-based GIS mapping and marketing tool for commercial buildings and sites.

With the growing number of people who conduct business on the Internet, the CCEDC was seeking a way to speed up and simplify the process of business attraction and site selection for expanding and relocating businesses. CCEDC worked with Applied Data Consultants (ADC) to solve these issues. ADC, a Chippewa Valley firm specializing in GIS and web development, has provided GIS services since 1999 created Eagl-i© to efficiently an-

swer the questions that businesses have when they are involved in the site selection analysis process.

With the CCEDC's Eagl-i© interactive mapping site, users can search for available commercial buildings and sites, as well as generate reports and fact sheets that contain site-specific and spatial relationship demographics. Eagl-i © was created to save CCEDC money in the cost of time/labor over the previous manual process. It also reduces the amount of time it takes businesses to receive their Chippewa County site search information as it is available 24 hours a day.

Developers and realtors especially find the Eagl-i© site very important to their efforts. The inventory database is a strong tool for area realtors to gain additional exposure of their industrial site(s).

“Eagl-i© provides immediate access to critical business and development information and helps potential business locators research the advantages of doing business in Chippewa County,” said Charlie Walker, CCEDC President & CEO.

As more and more consumers use the Internet, online business and

CCEDC must continue to rethink the way they reach out to customers and manage their professional image online. CCEDC continues to adjust and improve its website [www.chippewa-wi.com](http://www.chippewa-wi.com). This is especially true as clients and stakeholders rely on and utilize various social networking sites.

Entrepreneurs know that utilizing social networking sites is an excellent way to discover new friendships, gather and share information, and network. Businesses which are successful in utilizing social network sites take advantage of finding talent, recruiting opportunities and utilizing the sites for cross-promotional activities. Social networking sites are great for exchanging marketing tips and concepts with other online businesses and business entrepreneurs.

CCEDC doesn't limit our on-line presence to banner advertising or blogging and neither should your company. CCEDC encourages that you take advantage of social networking tools by asserting your company's presence online. Reach more potential customers, business partners and employees on social sites like Dig, Academy, Facebook, LinkedIn, Myspace, Ming and Twitter. When doing so remember to add CCEDC as a friend.

“Eagl-i© provides immediate access to critical business and development information.”

CHARLIE WALKER

## Business workshops & events

Economic Development staff work both independently and with other business resource organizations to provide business workshops and events like these:

- Customer Service Essentials
- Understanding Private Equity
- Business Entrepreneur Strategic Training-Balanced Scorecard
- Selling to the Government
- Marketing Evaluations & Plans
- One-On-One Business Consulting Day

These events are great networking opportunities that enhance the skills of Chippewa County businesspeople and give them the tools to operate and grow a successful business.

## Customer service workshop

A "Customer Service Essentials" workshop will be hosted by CCEDC on Monday, August 24, 2009 from 5:00–7:00 p.m. The event will be held at the Cornell Area Care located at 320 N. 7th Street in Cornell.

Workshop sponsors are **Gordy's Supervalu** and Cornell Area Care.

During tough economic times how you treat your customers as well as the sales skills of employees can give you the competitive edge you need to stay afloat. The Customer Service Essentials workshop will focus on customer service and sales techniques with topics including internal and external communication, conflicts and complaints, sales techniques and up-selling.



The workshop presenter Dan Burns, Trainer and Consultant for **Chippewa Valley Technical College** will relay to you and your organization the key components to keeping the competitive edge with your customers! You will leave this session with a better understanding of importance of sales and service relating to your business success.

Because of the generosity of the workshop sponsors the cost to attend is only \$10.00 per person, which includes the workshop, materials and refreshments.

Interested attendees should RSVP by logging onto [www.chippewa-wi.com](http://www.chippewa-wi.com) or by contacting Jerilyn Sahr @ 715-723-7150, [staff@chippewa-wi.com](mailto:staff@chippewa-wi.com).

## CCEDC informs local governments

Charlie Walker of CCEDC attended the Chippewa Falls City Council meeting on Tuesday, August 4, 2009. Walker said that these updates are part of CCEDC's continual effort to reach out to our economic development stakeholders and partners and keep them abreast of activities. "In these economic times, it is especially important," he said.

Walker spoke about the various prospects that the county is working with and the marketing that the EDC is doing. He also talked about the workshops that we are holding such as the Customer Service Workshop and networking events for existing businesses like the Brown Bag Lunches.

CCEDC has provided similar reports to the Chippewa County Board of Supervisors, the City of Bloomer and the Villages of Boyd and New Auburn, and will be attending City Council and Village Board meetings in other cities and villages in the county as well.

Workforce Resource teamed up with Chippewa County Economic Development Corporation (CCEDC) to bring Daniel Heck on as a summer youth employee for CCEDC. Dan was employed as a Support Specialist from July 15-August 11, 2009 at the CCEDC office located in Chippewa Falls.

The Summer Youth Employment program was launched this year by Workforce Resource and made possible through funding from the American Recovery and Reinvestment Act. The Summer Youth Employment program is designed to benefit area employers needing workers, area youth needing employment and communities needing job creation.

Dan recently moved to Eau Claire from Neillsville, WI. He graduated from Neillsville High in 2006 and will be starting his second year at Chippewa Valley Technical College (CVTC) and will be graduating with an Associate Degree in Computer Networking. Dan plans to continue his education at UW-Stout where he will major in Computer Science.

"CCEDC is excited to be able to partner with Workforce Resource and take part in the Summer Youth Work Program", said Charlie Walker, President CEO of CCEDC. "CCEDC will be able to offer an innovative and professional environment for a young student to gain experience."

## Summer intern



CCEDC Summer Intern Dan Heck

# Brown bag lunches



*At left, Win Clemmons of Pactiv speaks to participants at the July Brown Bag Lunch.*

*If you are interested in hosting or attending a CCEDC Brown Bag networking luncheon please contact Jerilyn Sahr at 715-723-7150 or [staff@chippewa-wi.com](mailto:staff@chippewa-wi.com).*

The CEO Brown Bag Program was founded in 2008 by CCEDC to address the professional networking needs of Chippewa Valley's C-Level and senior executives (CEOs, CIOs, COOs, and CFOs) and to facilitate and promote entrepreneurship and encourages community activism. CCEDC realizes that creating an environment and knowing the right people helps in developing valuable partnerships, joint ventures, and relationships necessary for business growth.

The ability to meet with a group of CEO peers to discuss tough issues and new approaches to problems has been a valuable tool to the attendees. For instance, **Pactiv Advanced Packaging Solutions** in Chippewa Falls was the

location for the July 21, 2009 Brown Bag Networking Lunch. Nineteen business leaders attended and were given the opportunity to hear a firsthand update from the New Superintendent of the Chippewa Falls Area Unified School District, Dr. Thomas Hughes. Then Win Clemmons, Pactiv's Plant Manager, led a discussion on lean manufacturing and provided the group with meaningful examples of Pactiv's successful lean manufacturing program.

CCEDC understands that local business executives play a leading role in economic development and in keeping Chippewa County a pro business area. Local companies manage costs and risks, find new ways to tap emerging markets, connect with stakeholders, and

build their corporate brands differently.

The June 16, 2009, Brown Bag Luncheon held at Chippewa River Industries (CRI) was led by Dave Lemanski, Director of CRI. The group reflected on the challenges and opportunities faced when changing owners. Prior to 2009 CRI was owned and operated by Chippewa County for 20+ years and recently spun out from the county government.

To be eligible for a CEO Brown Bag, a potential attendee must be: invited by the CCEDC, a supporter of economic development, an employer of at least five workers, and the top-level executive of a company.

## Prospect Protocol

Globally CCEDC markets the entire county, all of its communities, and our general overall quality of life. We continue to market area industrial and business properties to targeted prospects. These properties, both buildings and sites are included in CCEDC's comprehensive database of available sites & buildings (EAGL-I©). We then match the requisites of prospects with specific sites from our inventory and develop customized packages for each county site that meets the prospect's criteria.

This quarter the CCEDC handled prospects and site visits from companies involved in food processing,

medical equipment, millwork, wood products and telecommunications.

Generally, prospects get referred to the CCEDC from a variety of sources:

- CCEDC Investors
- [www.chippewa-wi.com](http://www.chippewa-wi.com)
- Existing local companies
- State, regional, local economic development partners
- Direct responses to CCEDC target advertisements
- Professional site selectors, real estate professionals.

For a complete list of CCEDC prospects, see article on Page 7.

## Save the Date

**Free Document Destruction Day**

September 2, 2009—3:00-5:00pm

Chippewa Valley Technical College  
Chippewa Falls Campus Parking Lot,  
770 Scheidler Road

**Event Partners:**



## Cornell sells lot in Airport Industrial Park

The City of Cornell received some positive economic development news recently. A lot has been sold in the city's Airport Industrial Park. Chippewa River Forest Management LLC (Project River Valley) has purchased 8.2 acres to expand their business to develop a higher grade of wood chip.

Chippewa River Forest Management will be processing the inwood chips for their customers such as **Mule-Hide Manufacturing** in Cornell. The new chips will improve efficiencies at Mule-Hide as chips will be able to be prescreened at the new site prior to be-

ing delivered. Mule-Hide will no longer need to store the large piles of chips that they do now as they will have just-in-time inventory available.

Chippewa River Forest Management will have a 100-foot truck scale and stacking conveyor on the new site this year, with a building built there next year. The company currently rents space from A Plus Machine and employs four in house employees/operators and four employees for contracted services. According to owner Ken McIntyre, the company will have to add a couple of jobs once they are up

and running at the expanded location. In addition to selling wholesale to the roofing industry, it also sells to the corrugated medium, door and hard board industries and bioenergy industries.

Prior to purchasing the lot, Project River Valley received assistance from Chippewa County Economic Development Corporation while investigating their back up financing options. "Charlie (Walker) was helpful in providing information about the county loan program," McIntyre said.

## ALM does its part to help protect U.S. troops

**Advanced Laser Machining, Inc. (ALM)**, a leader in precision contract manufacturing and winner of the 2009 Wisconsin Economic Development Award for Business, has been named an official supplier to Oshkosh Corporation for its multi-billion dollar contract from the U.S. Department of Defense for MRAP All-Terrain Vehicles (M-ATV).

Oshkosh was awarded an initial contract for prototypes in April 2009; ALM supplied parts for the prototypes and a full contract was awarded to Oshkosh in June 2009 following the completion of successful military testing.

In July 2009, a contract extension was awarded; the government has ordered over 5,000 M-ATVs for the U.S. Army, Marine Corps, Special Operations Command, U.S. Air Force and the Navy.

"The M-ATV began saving lives the first day it was deployed," said John Walton, ALM president. "The people of ALM are exceptionally proud to play a crucial role in helping to protect our troops through pro-

"We're grateful to Oshkosh for this business opportunity, but to the people of ALM this is so much more than business."

JOHN WALTON

viding precision machined parts for the Oshkosh M-ATV, and remain dedicated to utilizing all our resources to meet or exceed the government's delivery schedule for these mission-critical vehicles."

The Oshkosh M-ATV features superior mobility achieved through the incorporation of the Oshkosh TAK-4® independent suspension system as well as an advanced armor system developed by Plasan North America. This combination of mobility, durability and protection makes the M-ATV the

preferred vehicle for troops navigating the rugged terrain of Afghanistan.

"We're grateful to Oshkosh for this business opportunity, but to the people of ALM this is so much more than business," said Walton. "This is our opportunity to step up and make a meaningful contribution to protecting the lives of those troops who put it all on the line for America every day. I know the work we're doing will bring more of them home, safe and sound, to their families. That's the real pay-off for us."

## ADC receives federal stimulus dollars

**Applied Data Consultants, Inc. (ADC)** was recently awarded \$420,000 in federal stimulus dollars to perform work on two projects for the U.S. Army Corps of Engineers (COE).

The first contract is to create geographic information systems (GIS) data for parcels owned by the Omaha District around the Fort Peck Dam and Reservoir near Glasgow, Montana. The project calls for collecting and digitizing historical documents on the land owned by the Omaha District around the Fort Peck project area as well as data production for four other Mainstream Reservoir Projects under the purview of the Omaha District.

The second project is a custom web interface for the Omaha District COE Natural Resource Division. ADC will design, build, and implement an online mapping portal that will allow the Natural Resource Division to better manage the resources they are assigned to monitor.

Funded by the Federal Stimulus program – specifically the 2009 American Recovery and Reinvestment Act (ARRA) – these projects will involve multiple GIS and web mapping technologies including Google Maps and Environmental Systems Research Institute Inc.(ESRI) geographic databases based on Oracle technology.

A Chippewa Valley firm specializing in GIS and web development, ADC has been providing services to the COE since 1997. ADC currently has 40 employees between its Town of Wheaton headquarters and its Omaha, Neb. branch.

"We're excited to be pulling in stimulus dollars and creating jobs to help with the Chippewa Valley's economic development efforts," said Jim Ward, ADC CEO. "These projects will ensure job stability for our firm's employees and will hopefully spur additional growth not only for ADC, but for the community as a whole."

# CCEDC Quarterly Activity Updates

## Projects

CCEDC's economic development recruitment objective is to get "on the short list" for any investment project(s) which might reasonably be expected to succeed in the area. We want the jobs, investment, and growth potential to come to Chippewa County. CCEDC doesn't just want to get "on the short list" we generally want to close the deal and win the project as fast as possible. Listed below are CCEDC Projects

Projects— 19	Project Type	Status
Project Bag*	Manufacturing	Looking at MO, IA and WI - Chippewa Falls, Lake Hallie.
Project Bullet*	Manufacturing	Looking at Lake Wissota Business Park - on hold.
Project Cat	Manufacturing	Looking at MN and WI - Bloomer - on hold until 2010-2011.
Project Corn*	Manufacturing	Narrowed search to Bloomer and Chippewa Falls.
Project Grain*	Grain Storage	Completed business plan - New Auburn area - financing stage.
Project Heat*	Commercial	Unable to get funding - Bloomer - cancelled.
Project Iceberg*	Transload facility	Applied for DOT rail funds - Chippewa Falls.
Project Jackson*	Transload facility	Looking in New Auburn - project on hold..
Project Mass	High tech	Due diligence stage - Chippewa Falls.
Project Pipe*	Commercial	Applying for microloan funds - Boyd.
Project Practice*	Medical	Looking at Lake Wissota Business Park - due diligence stage.
Project Reason*	High tech	Looking for clean room space - Chippewa Falls.
<b>Project River Valley*</b>	<b>Manufacturing</b>	<b>Located in Cornell Airport Industrial Park - completed.</b>
<b>Project Sample*</b>	<b>Biodiesel filtration</b>	<b>Located in Chippewa Falls - completed.</b>
Project Software	High tech	Looking at Chippewa Falls - due diligence stage.
Project Stewart*	Foundry	Site visit to Chippewa Falls.
Project Teeth*	Medical	Due diligence stage - Lake Wissota Business Park.
<b>Project Vehicle*</b>	<b>Commercial</b>	<b>Located in Lafayette - RLF funding approved - completed.</b>
Project Willard*	Commercial	Looking at Boyd - applying for microloan funds.

## \*No Site Visit, No Project

Company executives, especially small business executives, do not make an investment in Chippewa County until they visit to check us out carefully. They have a "due diligence" obligation for major investment decisions and most often times they hire professional advisors who have their company and personal reputations at stake. Companies will probably visit a favored location repeatedly and review it very carefully before making a final investment decision, hence CCEDC reports the number of site visits as a performance benchmark. A site visit all depends, however, on whether Chippewa County made the cut to get "on the short list" for closer consideration.

## Prospects

The "Long List" or CCEDC Prospect List is a necessary step in the selection process. Below are Prospects that CCEDC is working towards getting Chippewa County on their "Long List". This is important because "long lists" typically become alternative locations.

Prospects - 9	State	Industry
Prospect Abel	Classified	Manufacturing
Prospect Associate	Connecticut	Retail
Prospect Flour	Classified	Commercial baking—Cancelled.
Prospect Hilton	Pennsylvania	Retail
Prospect Eyesore	Brownfield areas	Development
Prospect Laminaire	France	Chose Chicago, IL
Prospect Manifold	Florida	Manufacturing
Prospect Ned	Classified	Service & Manufacturing
Prospect Vulcan	Classified	Manufacturing

## Inquiries

Realistically, there are so many potential business expansion locations that a company contacts CCEDC for the purposes of exploratory initial research and to identify potential fits. CCEDC processes these as "Inquiries". There were 17 Inquiries in the last quarter.



Chippewa County Economic Development Corporation  
770 Scheidler Road Suite 3  
Chippewa Falls, WI 54729  
Phone: 715-723-7150  
1-800-797-9976  
Fax: 715-723-7140  
Website: www.chippewa-wi.com  
Email: ccedc@chippewa-wi.com

#### CCEDC Board of Directors

Board Chair: **Neil Mathwig**,  
Citizens State Bank

Vice Chair: **Teresa Isensee**,  
National Presto

Sec./Treas.: **Tom Waldusky**,  
Rex Systems, Inc.

**Dennis Bachman**, Citizens Tele-  
phone Cooperative

**Sandy Buetow**, Cadott Village  
Clerk

**Bill Burich**, Xcel Energy

**Matt Chilson**, Chilson Corner  
Motors of Cadott

**Mike Coughlin**, Cornell Corp.

**Marc Harding**, The Harding Group

**Bruce Hayhoe Sr.**, Woods &  
Water Realty

**Mike Henke**, Stanley City Council,  
Forward Financial Bank

**Kent Pickerign**, Northwestern  
Bank

**Paul Salm**, M&I Bank

**Dick Schoch**, Richard Schoch  
and Associates

**Greg Senn**, Senn Blacktop

**Jim Smart**, Bloomer Telephone

**Sue Stolk**, Bloomer City Clerk  
**John Walton**, Advanced Laser  
Machining

President/CEO: **Charlie Walker**

Project Manager: **Louise Bentley**

Administrative Assistant: **Jerilyn  
Sahr**

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*In recognition of our financial  
investors...companies that  
invest in Chippewa County  
Economic Development Corp.  
and are mentioned in this  
newsletter are listed in bold.*

# Welcome new board members!

During the May 21, 2009 annual meeting, CCEDC announced new members to the CCEDC board of directors.



Bill Burich

A Chippewa Falls native, **Bill Burich** was elected a Member at Large to the CCEDC Board of Directors. Bill has worked for **Xcel Energy** for the past 37 years and currently holds the position of Community Service Manager. He also serves on the board of directors for Oktoberfest, the Chippewa Falls IDC, Indianhead Special Olympics, Chippewa Falls Main Street and Chippewa Falls Chamber of Commerce. Bill and his wife Sandra have two daughters and reside in Chippewa County.

**Matt Chilson** was elected as the Quadrant 4 representative, replacing Jeff Deutschlander. Matt and his family own and operate Chilson's

Motors with locations in Chippewa Falls, Cadott and Eau Claire. Matt was born in Eau Claire and graduated from Regis High School. Matt continued his education at UW-Eau Claire, graduating in 1999 with a double major in Finance and Accounting. Since then, Matt has worked in sales at Chilson Motors.

Matt is currently heading



**Matt Chilson**

up the management team in their most recent addition, **Chilson Corner Motors in Cadott**. Matt is married with two children, Cole who is 3 and Tanner who is 5 months. He and his family enjoy spending time with family and friends; trail riding in a custom Jeep Cherokee, collecting gas pump and automotive memorabilia; hunting turkeys, pheasants, deer, and an occasional Canada fishing trip.

**John Walton**, President of **Advanced Laser Machin-**



**John Walton**

ing in Chippewa Falls, was elected as the Chippewa Falls Representative, replacing outgoing board member Dan McCabe. Growing up in Chippewa Falls, John attended Chippewa Falls Senior High School. John and his partner Ron Tegels teamed up to open Advanced Laser Machining (ALM) in 1996 at the Chippewa Valley Innovation Center. The business took off quickly and in 1998 they relocated to ALM's current location in the Riverside Industrial Park.

John and his wife Kathleen have one son, Jacob, who is four. His hobbies include bow hunting, fishing and family fishing trips to Canada. John is a member of the Quality Deer Management Association (QDMA) and enjoys doing habitat work and land conservation.

#### Leinenkugel, cont. from Page 1

are available such as R&D tax credits and capital gains tax credits.

Walker responded that CCEDC has been tending to the garden by working with our existing companies and providing workshops and networking opportunities for them to help them grow.

"You have my support," Secretary Leinenkugel said. He added that the Department of Commerce appreciates what CCEDC is doing, especially in taking a leadership role in Momentum West and in CCEDC's business retention efforts.

Leinenkugel will be meeting with the

regional economic development groups, such as Momentum West, to discuss the best ways to market the state. "The economic development strategy for the Department of Commerce is pretty simple," he said. "Everyone inside and outside the organization must know what we are doing."

In addition to the remarks by Secretary Leinenkugel, Applied Data Consultants gave a presentation on the Eagle-IO system that CCEDC has installed on its website (see article on Page 3). Bill Ihlenfeldt provided an update on Momentum West, of which CCEDC is a founding member.