

**PROGRAMS AND SERVICES OFFERED BY
JEFFERSON COUNTY ECONOMIC DEVELOPMENT CONSORTIUM**

PREPARED APRIL 2018

Economic Development:

- ❖ Maintain a database of industrial and commercial sites and buildings in Jefferson County
- ❖ Conduct confidential searches for industrial & commercial developments in Jefferson County at no cost to customer
- ❖ Provide professional project management for industrial or commercial businesses seeking to locate or expand in Jefferson County, at no cost to customer
- ❖ Provide access to local, state and federal financing that may be applicable to commercial or industrial investors
- ❖ Provide technical assistance and/or access to technical assistance for commercial or industrial businesses/entrepreneurs
- ❖ Provide state and local zoning & permitting assistance
- ❖ Management, oversight and reporting for the County Revolving Loan Fund, available for commercial/industrial businesses investing in Jefferson County
- ❖ Access to local, state and/or federal incentives that may be available and applicable to commercial or industrial investment projects
- ❖ Research and respond to requests for data related to workforce, income, demographics, etc.
- ❖ Marketing of Jefferson County to attract and retain commercial and industrial businesses
- ❖ Grants Management: currently managing EPA/Brownfields Assessment project for Jefferson County and WEDC funding for Labor Availability Analysis
- ❖ Strategic Planning for economic growth – management of plan developed to support growth of business in both Jefferson and Dodge counties

Homebuyer Assistance:

- ❖ Prospective low-moderate income homebuyer counseling necessary to access regional housing grants
- ❖ Prospective low- moderate income home renovation counseling necessary for owners to access regional housing 0% interest loans
- ❖ Assistance with access to mortgage lenders
- ❖ Management, oversight and reporting on use of funds available for low-moderate income homebuyers/renovators in Jefferson County

Executive Summary

The Jefferson County Labor Basin includes all or portions of Columbia, Dane, Dodge, Jefferson, Rock, Walworth, Washington, and Waukesha Counties in Wisconsin. The purpose of this report is to assess the "Available Labor Pool" in this labor basin, with an emphasis on those interested in manufacturing employment. The "Available Labor Pool" represents those who are looking for employment or are interested in new jobs for the right employment opportunities.

The Docking Institute's independent analysis of this labor basin shows that:

- The population of the Jefferson County Labor Basin is 713,048. The Civilian Labor Force is 400,895. The Available Labor Pool contains 238,289 individuals.
- Of the *non-working* members of the Available Labor Pool, an estimated 14,556 (6.1%) are currently looking for work and 43,703 (18.3%) are interested in working for the right opportunities. Of the *working* members of the Available Labor Pool, 33,998 (14.3%) are currently looking for work, while 146,032 (61.3%) are interested in different jobs given the right opportunities.
- About four-fifths (80.6%) of the Available Labor Pool have at least some college experience and 98.7% have at least a high school diploma. The average age for members of the Pool is about 48 years old, and women make up nearly half (46%) of the Pool.
- Almost 20% of the Available Labor Pool are currently employed as general laborers, while an additional 6.1% work in government services or technical/highly skilled blue-collar occupations. About 30% of the Pool work in service sector jobs, while 19.3% work in professional white-collar jobs. About a quarter (24.5%) are not currently working.
- More than three-quarters (76.4%) of the Available Labor Pool are "willing to work outside of their primary field of employment for a new or different employment opportunity."
- More than a third (36%) of the members of the Available Labor Pool will commute up to 45 minutes, one-way, for an employment opportunity, while 80% will commute up to 30 minutes for employment.
- An estimated 16,442 members (7%) of the Available Labor Pool are interested in a new job at \$10 an hour, 62,670 (26%) are interested at \$15 an hour, and 103,418 (43%) are interested at \$20 an hour.
- About 41% of the Available Labor Pool report having training or experience, and 48% report being interested in employment in manufacturing. Of those with manufacturing experience, 55% report working in production.
- The average age for those interested in manufacturing employment is about 50 years old, and 33.1% are women. Practically all (99.4%) have a high school diploma.
- The five most important benefits, for those interested in manufacturing employment are, in order: good salary/hourly pay, on-the-job (OJT) or paid training, good retirement benefits, good health benefits, and good vacation benefits.
- The mean average desired hourly wage for those willing to work in manufacturing in Jefferson County for a day shift job is \$25.12. The average hourly wage for the second shift is \$26.80. The average hourly wage for the third shift is \$29.00.

Opportunity Pipeline Report
Active Past 30 Days

4/23/2018

Project Name	Status	Elimination Reason	Active Date	Business Type	Project Type	Industry Type	
AO3	Active		5/10/2017	New	Manufacturing site	Food Processing & New Tech.	In due diligence on building
Ab E Discovery	WIN		2/7/2017	New	Site for new mfg.	Food Processing Related	Ground breaking delayed
Hoof Health	WIN		10/13/2016	Existing/Expan.	Manufacturing site	Animal Health Product	Building up/finishing for Cofo
Racing- D	Active		1/8/2018	Exist/Expand	Mfg. expansion	Ag related	Co. completing site investigation for expansion-Dodge Co.
Shanny	Active		8/21/2017	New	Multiuse/retail site search	Brewery/Distillery/tasting	Moving forward with new owners
BPI	WIN		7/3/2017	New	Mfg./Assembly/Distr. Site search	Wholesale/Dist.	Company is hiring
Pray	Active		12/1/2017	New	Existing site	Exploring redev. Options	Met with developers/working on site plan
Movement	Preliminary		2/6/2018	New	Whse/Assembly	Mfg.	Site search
Bake	WIN		1/18/2018	Existing	Manuf. Equipment	Advanced Manufacturing	Assistance with equipment financing
Hybrid - D	Preliminary		3/1/2018	Ex/Exp	Mfg. equipment	Advanced Manufacturing	Dodge - start up ++
Sail	Preliminary		2/26/2018	New	Retail	Rec. Veh. Storage	site search
Ewe	Delayed		2/26/2018	Ex/Exp	Ag exp/site seach	Agriculture	Dodge/Jeff bus. Expansion
Tony	Preliminary		2/23/2018	Ex/Exp	Whse/D. site seach	Whse/Distribution	Building & site search
Drum	Active		2/21/2018	New	Logistics	Logistics	Building Acq./financing
Q	Active		2/16/2018	Ex/Exp	Food Processing	Food Process/retail	Asst. w grant & financing for new facility
Genie	Preliminary		2/16/2018	New	Food Processing	Food processing	Cerftited for dairy site search
Aluminum	Active		2/16/2018	New	Heavy Mfg. site	Metal Mfg.	Site search/visit
Holler	Active		2/15/2018	Existing	Pot. Buy out-Adv. Mfg.	Medical Device Mfg.	Links to potential buyers
Friend	Preliminary		2/5/2018	Existing	Ag/retail	Ag related	licensing assistance for processing
Hotel	Preliminary		2/2/2018	New	Accommodation	Accommodation	seeking locations
Snug	Active		10/24/2017	Ex/Exp	Manufacturing/Food	Mfg. Food Processing	expansion barriers
Dry	Active		3/16/2018	Ex/Exp	Manufacturing site	Adv. Manufacturing	set up buildings for walk thru
Keep	Active		12/5/2016	Ex/Exp	Rehab to exp. Production	Food Processing	poss. Renovations to expand production
BB	Preliminary		3/12/2018	Ex/Exp	Ag related	Retail/tourism	Poss investmt/ build out to create an Ag destination
Paneer - D	Preliminary		4/5/2018	Ex/Exp	Exis. Business expansion	Food Processing	Proposed build out and equipment
Kitty - D	Preliminary		4/5/2018	Ex/Exp	Exis. Business expansion	Advanced Manufacturing	Proposed build out and equipment
Phoenix	Preliminary		4/19/2018	New	exist. Building for mfg.	Advanced Manufacturing	Bldg w/specific criteria

Blue: HIGH likelihood of project occurring
 Purple: 50-50 likelihood of project occurring
 Orange: LOW likelihood of project occurring
 Green: Too new to know!

2017 Jefferson County Permit Data

Municipality <u>CITIES/VILLAGES</u>	Number Issued	Actual	<u>Commercial/Industrial</u>				<u>Residential</u>				Number	Avg.
	Rank	Number	Values	Average Value	Avg. Value	Rank	Actual Number	Values	Avg. Value	Rank	Issued	Value Rank
Cambridge	6	12	\$ 2,135,000.00	\$ 177,916.67		5	43	\$ 3,200,000.00	\$ 74,418.60		7	4
Johnson Creek	7	6	\$ 3,410,793.00	\$ 568,465.50		2	13	\$ 2,954,260.00	\$ 227,250.77		9	1
LacLaBelle			NA					NA				
Palmyra	8a	2	\$ 37,500.00	\$ 18,750.00		9	35	\$ 275,000.00	\$ 7,857.14		8	10
Sullivan	8b	2	\$ 45,000.00	\$ 22,500.00		10	6	\$ 454,000.00	\$ 75,666.67		10	3
Fort Atkinson	4	19	\$ 5,930,946.00	\$ 312,155.05		3	73	\$ 3,828,683.00	\$ 52,447.71		6	6
Jefferson	2	38	\$ 3,011,347.00	\$ 79,245.97		8	75	\$ 1,414,108.00	\$ 18,854.77		5	7
Lake Mills	5	13	\$ 1,186,500.00	\$ 91,269.23		7	299	\$ 5,182,041.00	\$ 17,331.24		1	8
Waterloo	9	4	\$ 481,300.00	\$ 120,325.00		6	140	\$ 1,356,157.00	\$ 9,686.84		3	9
Watertown	3	31	\$ 18,867,127.00	\$ 608,617.00		1	256	\$ 18,029,509.00	\$ 70,427.77		2	5
Whitewater	1	50	\$ 14,474,360.00	\$ 289,487.20		4	81	\$ 18,306,339.00	\$ 226,004.19		4	2
Totals Villages/Cities		177	\$ 49,579,873.00	\$ 280,112.28			1021	\$ 55,000,097.00	\$ 53,868.85			
<u>TOWNS</u>												
Aztalan	6	10	\$ 251,652.00	\$ 25,165.20		8	21	\$ 2,529,920.00	\$ 120,472.38		7	4
Cold Spring	11	1	\$ 25,000.00	\$ 25,000.00		9	9	\$ 390,500.00	\$ 43,388.89		13b	15
Concord	7b	8	\$ 878,564.00	\$ 109,820.50		3	29	\$ 2,356,007.00	\$ 81,241.62		5	11
Farmington	10b	2	\$ 38,700.00	\$ 19,350.00		10	17	\$ 1,867,444.00	\$ 109,849.65		9	7