

**JEFFERSON COUNTY ECONOMIC DEVELOPMENT CONSORTIUM (JCEDC)
& THRIVE ED BOARD AGENDA**

8:30 a.m. - Thursday, February 23, 2023

UW Extension/Workforce Development, 864 Collins Road, Room 8, Jefferson, WI 53549

AND VIA Zoom

Zoom Link: <https://us06web.zoom.us/j/86431259008?pwd=U2FveTM4TTUyTDF1dzJUcGp2SGpZZz09>

Meeting ID: 864 3125 9008

Passcode: 417932

Dial by your location: 1-309-205-3325

Board Members - JCEDC

Rebecca Houseman LeMire - City of Fort Atkinson, Drake Daily– City of Lake Mills, Timothy Freitag – City of Jefferson, Everett Butzine– City of Waterloo, Emily McFarland – City of Watertown, John Weidl– City of Whitewater, Lisa Moen – Village of Cambridge, Village of Johnson Creek, Kathy Weiss – Village of Palmyra, County Supervisor Bruce Degner, County Supervisor Mark Groose, County Supervisor Karl Zarling

Board Members – ThriveED

David Schroeder, Brian Knox. Casey Malesevich, Tom Dehnert, Scott Lausten, Don Lunak, Sr., Karie Martin, Matt Mauthe, Andy Nelson, Joshua Patterson, Kevin Paynter, Nate Salas, Stewart Wangard, Rebecca Houseman LeMire, Everett Butzine, Paul Ambrose, Tina Crave, Kellie Karpinski, Richard Keddington, Maria McClellan, James Nelson, Ben Wehmeier

- I. Call To Order
- II. Roll (Establish a quorum)
- III. Certificate of Compliance with Open Meeting Laws
- IV. Approval of Agenda – February 23, 2023
- V. Approval of JCEDC Minutes – December 15, 2022
- VI. Approval of Thrive ED Minutes – December 14, 2022
- VII. Public Comment – Members of the public who wish to address the board on specific agenda items must register their request at this time.
- VIII. JCEDC/ThriveED Reports
 - a. Discussion and Approval of Finance Reports for Economic Development and Homebuyer Program
 - b. Discussion and Approval of Finance Reports for ThriveED
 - c. Thriving Business
 - i. Opportunity Pipeline
 - d. Diverse Housing
 - i. Heartland Housing Initiative
 - ii. Jefferson County Housing Committee
 - iii. Be Bold: Workforce Housing
 - e. Activated Workforce
 - i. Jefferson County Manufacturing Roundtable
 - ii. Jefferson HS Career Fair Day
 - iii. Career Videos
 - iv. MadREP Transportation Initiative
 - v. Latino Academy Career Fair

- f. Trust & Partnerships
 - i. Partner engagements
 1. 1/19 – Watertown Area Chamber Strategic Plan Facilitator
 2. 2/3 – WEDA Governor’s Conference Panelist
 3. 2/15 – Maranatha Leadership Breakfast Presentation
 4. 2/15 – Workforce Development Board of South Central Wisconsin “Winning Wisconsin’s Workforce” Panelist
 5. 2/20 – “Meeting with Local Leaders, Legislators & The League” Presentation
 6. 3/9 - Jefferson County Society for Human Resource Management Presentation
 7. 3/15 – Fort Atkinson Chamber Legislative Luncheon Presentation
 8. 4/6 – Fort Atkinson Board Presentation
 9. 4/18, 8/15, 12/5 – Watertown Board Presentation
 - g. General Updates
 - i. Director of Community Development Position
 - ii. MadREP Board Representation
 - iii. Upcoming Events
 1. 3/15 – Conversations with ThriveED – Playa Vallarta, Jefferson
 2. 3/23 – Joint board education session
 3. 4/27 – Joint board meeting
 4. 5/11 – Latino Academy Career Fair – Watertown
 5. 5/18 – Jefferson County Housing Summit – Lake Mills
 6. 5/25 – Executive committee meeting

IX. Adjournment

Our Vision Statement is: JCEDC / ThriveED will lead change necessary to support economic growth in Greater Jefferson County that results in healthy, thriving, and growing communities.

Our Mission Statement is: JCEDC / ThriveED will engage the public and private sectors in actions focused on attracting and supporting business growth that benefits the residents and communities in the Greater Jefferson County area.

Jefferson County Economic Development Consortium (JCEDC)
Board of Directors Meeting
December 15, 2022 – Meeting held in person and via Zoom.

Board members - Rebecca Houseman LeMire - City of Fort Atkinson, Timothy Freitag - City of Jefferson, Drake Daily - City of Lake Mills, Everett Butzine – City of Waterloo, Emily McFarland - City of Watertown, John Weidl - City of Whitewater, Lisa Moen - Village of Cambridge, Village of Johnson Creek, Kathy Weiss – Village of Palmyra, County Supervisor Bruce Degner, County Supervisor Mike Goose, County Supervisor Karl Zarling

- I. **Call to Order** - Meeting called to order by at 8:31 am.
- II. **Roll Call – Quorum Established**
 - JCEDC Board Members Present: Rebecca Houseman Lemire, Everett Butzine, Bruce Degner, Mike Goose, Karl Zarling, Emily McFarland, John Weidl, Drake Daily, Kathy Weiss
 - Absent: Lisa Moen, Tim Freitag,
 - Staff Present: Ben Wehmeier, Julie Olver, Deb Reinbold, RoxAnne Witte
 - Others Present: Mason Becker
- III. **Certification of compliance with Open Meeting Law Requirements**
Staff certified compliance for the agenda dated December 15, 2022.
- IV. **Approval of Agenda**
McFarland/Goose moved to approve agenda as presented. Motion passed.
- V. **Approval of Minutes**
Daily/Goose moved to approve October 27, 2022 JCEDC minutes as printed. Motion passed.
- VI. **Public Comments – None**
- VII. **JCEDC Reports**
 - A. **Finance**
November 30, 2022 JCEDC and Homebuyer Program finance reports were placed on file as presented.

Everett Butzine arrived at 8:35 am.

Kathy Weiss arrived at 8:37 am

B. 2023 Event/Meeting Schedule

Discussion was held on the format of the board meetings both ThriveED and JCEDC as we move forward with the new strategic plan. The executive committee of both boards will meet in early January to set the schedule of meetings/events for both organizations for 2023.

C. Thriving Business

Opportunity Pipeline – Reinbold gave an update on recruitment/retention/expansion projects that have been active in the last month.

D. Diverse Housing

i. **Heartland Housing Initiative** – Round 2 applications have been received from cities of Beaver Dam, Lake Mills, Waterloo, and Whitewater. Meetings will now be scheduled with the consultant to determine the scope of work for each community.

ii. **Jefferson County Housing Champion** – Discussions continue on creating a revolving loan fund that would benefit both developers and homebuyers in Jefferson County. The committee would like to have a housing summit sometime in May 2023.

E. Activated Workforce

Latino Academy Workforce Development Career Fair – Reinbold updated the board career fair that was held in Watertown in November. Plans are to have two such events in 2023 – one in May in Watertown and one in September in Whitewater.

F. Trust & Partnership

ED 101 – Reinbold reported that the event was held on November 2nd, with 19 participants from various communities in Jefferson County.

There being no further business to come before the board for consideration at this time, Butzine/Goose moved to adjourn. The meeting adjourned at 9:17 am.

Minutes prepared by:

RoxAnne L. Witte, Program Specialist
Jefferson County Economic Development Consortium

DISCLAIMER: These minutes are uncorrected, and any corrections made thereto will be noted in the proceedings at which these minutes are approved.

Glacial Heritage Development Partnership /Thrive ED
Board of Directors Meeting
December 14, 2022
Meeting held at: Jefferson County Courthouse and via zoom

Present – Board of Directors –Tina Crave, Tom Dehnert, Bill Kehl, Brian Knox, Rebecca Houseman LeMire, Casey Malesevich, Karie Martin, Maria McClellan, Andy Nelson, Nate Salas, David Schroeder, Stewart Wangard, Ben Wehmeier, Scott Lausten, Joshua Patterson
Others Present: Julie Olver, Deb Reinbold, RoxAnne Witte

Meeting called to order at 8:30 am

Approval of Agenda

Motion by Knox/Dehnert approve the December 14, 2022 agenda as presented. Motion carried.

Approval of Minutes

Motion by Knox/Houseman LeMire to approve minutes from the September 14, 2022 board of directors meeting as presented. Motion carried.

Finance/Audit & Compliance Committee

1. Finance Reports –Motion by Houseman Lemire/Wangard to approve the December 13, 2022 GHDP/ThriveED Profit & Loss Statement, December 13, 2022, 2022 GHDP/ ThriveED Balance Sheet and December 12, 2022 Accounts Receivable statement as presented. Motion carried.
2. 2023 Budget – Motion by Knox/Houseman LeMire to approve the 2023 GHDP/ThriveED Operating Budget as presented. Motion carried.

Staff Report

A. Thriving Business

Opportunity Pipeline – Reinbold gave an update on recruitment/retention/expansion projects that have been active since September 13, 2022.

B. Diverse Housing

1. Heartland Housing Initiative – Round 2 applications have been received from cities of Beaver Dam, Lake Mills, Waterloo, and Whitewater. Meetings will now be scheduled with the consultant to determine the scope of work for each community.
2. Jefferson County Housing Champion – Discussions continue on creating a revolving loan fund that would benefit both developers and homebuyers in Jefferson County. The committee would like to have a housing summit sometime in May 2023.

C. Activated Workforce

1. Latino Academy Workforce Development Career Fair – Reinbold updated the board career fair that was held in Watertown in November. Plans are to have two such events in 2023 – one in May in Watertown and one in September in Whitewater.

D. Trust & Partnership

1. ED 101 – Reinbold reported that the event was held on November 2nd, with 19 participants from various communities in Jefferson County.

E. General Updates

1. 2023 Meeting & Event Schedule –Discussion was held on the format of the board meetings both ThriveED and JCEDC as we move forward with the new strategic plan. The executive committee of both boards will meet in early January to set the schedule of meetings/events for both organizations for 2023.

Chairman's Report

A. 2023 ThriveED Board Officers

The following will serve as officers of the ThriveED Board of Directors for 2023

Chairman – David Schroeder
Vice Chairman – Brian Knox
Secretary/Treasurer – Casey Malesevich

B. Appointment of Permanent Members to the ThriveED Board of Directors

Schroeder explained the changes that were approved to the bylaws at the annual meeting of the GHDP Investor Council regarding the appointment of members to the ThriveED Board of Directors. Motion by Knox/Malesevich to approve the following have an appointed seat on the ThriveED Board of Directors – Jefferson County Administrator, JCEDC Chair and Vice Chairman, Fort Health Care, Greater Watertown Community Health Foundation, Madison College, Moraine Park Technical College, UW Whitewater, Watertown Regional Medical Center. Motion Carried

Adjournment

There being no further business to come before the board motion by Houseman LeMire/Malesevich to adjourn. Motion Carried.
Meeting adjourned at 9:37 am.

Recorded by
RoxAnne L. Witte

DISCLAIMER: These minutes are uncorrected, and any corrections made thereto will be noted in the proceedings at which these minutes are approved.

Jefferson County Economic Development Consortium

December 31, 2022

Revenue	<u>December Final</u>	<u>Year to Date Actual</u>	<u>2022 Budget*</u>	
JCEDC GHDP Service fees	67,500.00	135,000.00	135,000.00	100.0%
GHDP Reimbursable Expenses	2,468.99	6,122.43	1,000.00	
GHDP Loan	-	36,458.00	-	
Municipality - Reimbursed Expenses	-	675.00	-	
V-Cambridge	-	160.50	160.50	100.0%
V-Johnson Creek	-	4,546.50	4,546.50	100.0%
V-Palmyra	-	1,804.00	-	
C-Fort Atkinson	-	18,702.00	18,702.00	100.0%
C-Jefferson	-	12,165.00	12,165.00	100.0%
C-Lake Mills	-	9,226.50	9,226.50	100.0%
C-Waterloo	-	5,043.00	5,043.00	100.0%
C-Watertown	-	23,199.00	23,199.00	100.0%
C-Whitewater	-	3,882.00	3,882.00	100.0%
Jefferson County	-	128,433.00	128,433.00	100.0%
Dodge County	-	48,730.34	48,730.34	100.0%
Contra Account	-	(13,690.50)	(13,690.50)	100.0%
Vehicle Repair	-	1,284.85	-	
Total	<u>\$69,968.99</u>	<u>\$421,741.62</u>	<u>\$376,397.34</u>	<u>112.0%</u>

*Budget Adjusted to reflect change in billing for Dodge County

Expenditures	<u>December Estimates</u>	<u>Year to Date Estimates</u>	<u>2022 Budget</u>	
Personnel	21,712.43	334,241.31	414,347.00	81%
Professional Services	999.00	2,124.00	25,000.00	8%
Web Page Development	89.40	1,717.24	2,125.00	81%
Office Expense	164.53	3,922.39	9,500.00	41%
Membership	-	2,464.00	3,500.00	70%
Professional Development	-	6,692.07	10,500.00	64%
Meeting Expenses	-	471.80	1,000.00	47%
Training Materials	-	-	500.00	0%
Subscriptions	459.99	5,878.91	6,000.00	98%
Internet/Phones/Mis	576.70	13,316.74	14,884.00	89%

Expenditures	December Estimates	Year to Date Estimates	2022 Budget	
Other Operating	-	-	1,000.00	0%
Travel Related	116.29	1,833.27	6,800.00	27%
Other Insurance	239.01	3,395.13	3,261.00	104%
Vehicle Repair	-	1,340.60	-	0%
Advertising	50.62	225.62	-	
Railroad Consortium	-	14,000.00	14,000.00	100%
Fleet Allocation	-	1,831.03	-	
Total	\$24,407.97	\$393,454.11	\$512,417.00	77%

SUMMARY OF BUDGET

	December Estimates	Year to Date Estimates	2022 Budget*
Revenues	\$69,968.99	\$421,741.62	\$376,397.34
Expenses	\$24,407.97	\$393,454.11	\$512,417.00
Total Profit/Loss	\$45,561.02	\$28,287.51	(\$136,019.66)
Proposed use of Reserves			\$136,019.66

*Budget Adjusted to reflect change in billing for Dodge County

01/01/22 JCEDC Operating Reserve Carryforward Balance	\$318,600.27
2022 Revenue	\$421,741.62
2022 Expenses	(\$393,454.11)
12/31/2022 JCEDC Operating Reserve Carryforward Balance	\$346,887.78
Vested Benefits Balance	(\$20,386.48)
JCEDC Operating Reserve Balance	\$326,501.30

Jefferson County Economic Development Consortium
Home Buyer Program
December 31, 2022

Income	December	Year to Date	Budget	
V- Cambridge	-	10.70	10.70	100%
V-Johnson Creek	-	303.10	303.10	100%
C- Fort Atkinson	-	1,246.80	1,246.80	100%
C-Jefferson	-	811.00	811.00	100%
C-Lake Mills	-	615.10	615.10	100%
C-Waterloo	-	336.20	336.20	100%
C-Watertown	-	1,546.60	1,546.60	100%
C-Whitewater	-	258.80	258.80	100%
Jefferson County	-	8,562.20	8,562.20	100%
DPP Home Buyer Program	-	-	10,000.00	13%
DPA Home Buyer Program	-	1,300.00		
Repayment of HBC Inc. Homebuyer Loans	1,500.00	7,200.00	-	
Applied Operating Reserve	-	-	29,565.50	
TOTALS	1,500.00	\$ 22,190.50	\$ 53,256.00	42%

Expenses	December Estimates	Year to Date Estimates	Budget	
Personnel	3,639.69	40,214.63	39,449.00	102%
Web Page Development	-	114.00	150.00	76%
Office Expense	64.06	704.66	2,670.00	26%
Membership	-	-	250.00	0%
Professional Development	-	-	3,700.00	0%
Legal Notices - Southern Housing	-	-	-	
Training Materials	-	-	3,000.00	0%
Subscriptions	-	-	750.00	0%
Internet/Phones/Mis	186.84	1,890.50	2,096.00	90%
Travel Related	-	-	930.00	0%
Other Insurance	23.39	276.72	261.00	106%
Recording Fees	-	-	-	
TOTALS	\$ 3,913.98	\$ 43,200.51	\$ 53,256.00	81%

2022 Summary	
1/1/2022 Operating Reserve Carryforward balance	\$137,965.06
2022 Revenue	\$22,190.50
2022 Expenses	(\$43,200.51)
12/31/2022 Operating Reserve Carryforward balance	\$116,955.05
Vested Benefits Balance	(\$8,148.49)
Homebuyer Program Operating Reserve Balance	\$108,806.56

Jefferson County Economic Development Consortium
January 31, 2023

Revenue	January Final	Year to Date Actual	2023 Budget	
JCEDC GHDP Service fees	-	-	135,000.00	0.0%
GHDP Reimbursable Expenses	-	-	1,000.00	0.0%
Federal Grant	-	-	122,826.00	0.0%
V-Cambridge	-	-	148.50	0.0%
V-Johnson Creek	5,103.00	5,103.00	5,103.00	100.0%
V-Palmyra	2,581.50	2,581.50	2,581.50	100.0%
C-Fort Atkinson	18,874.50	18,874.50	18,874.50	100.0%
C-Jefferson	11,620.50	11,620.50	11,620.50	100.0%
C-Lake Mills	9,678.00	9,678.00	9,678.00	100.0%
C-Waterloo	5,446.50	5,446.50	5,446.50	100.0%
C-Watertown	22,137.00	22,137.00	22,137.00	100.0%
C-Whitewater	6,300.00	6,300.00	6,300.00	100.0%
Jefferson County	-	-	129,864.00	0.0%
Contra Account	-	-	(14,177.00)	0.0%
Total	\$81,741.00	\$81,741.00	\$456,402.50	17.9%

Expenditures	January Estimates	Year to Date Estimates	2023 Budget	
Personnel	21,408.76	21,408.76	427,420.00	5%
Web Page Development	416.50	416.50	2,471.00	17%
Office Expense	527.12	527.12	9,913.00	5%
Membership	49.00	49.00	3,960.00	1%
Professional Development	775.00	775.00	8,000.00	10%
Meeting Expenses	-	-	1,000.00	0%
Training Materials	-	-	500.00	0%

Expenditures	<u>Estimates</u>	<u>Estimates</u>	<u>2023 Budget</u>	
Subscriptions	329.39	329.39	9,000.00	4%
Internet/Phones/Mis	1,297.34	1,297.34	18,141.00	7%
Other Operating	-	-	1,000.00	0%
Travel Related	175.00	175.00	5,300.00	3%
Other Insurance	368.92	368.92	4,427.00	8%
Railroad Consortium	14,000.00	14,000.00	14,000.00	100%
Total	\$39,347.03	\$39,347.03	\$505,132.00	8%

2023 SUMMARY

	<u>January Estimates</u>	<u>Year to Date Estimates</u>	<u>2023 Budget</u>
Revenues	\$81,741.00	\$81,741.00	\$456,402.50
Expenses	\$39,347.03	\$39,347.03	\$505,132.00
Total Profit/Loss	\$42,393.97	\$42,393.97	(\$48,729.50)
1/1/2023 JCEDC Operating Reserve Carryforward Balance		\$346,887.78	
Vested Benefits Balance	(\$20,386.48)		
JCEDC Operating Reserve Balance	\$326,501.30		

Jefferson County Economic Development Consortium
Home Buyer Program
January 31, 2023

Income	January Actual	Year to Date Actual	2023 Budget	
V- Cambridge	-	-	9.90	0%
V-Johnson Creek	-	-	340.20	0%
V-Palmyra	-	-	172.10	
C- Fort Atkinson	-	-	1,258.30	0%
C-Jefferson	-	-	774.70	0%
C-Lake Mills	-	-	645.20	0%
C-Waterloo	-	-	363.10	0%
C-Watertown	-	-	1,475.80	0%
C-Whitewater	-	-	420.00	0%
Jefferson County	-	-	8,657.50	0%
DPP Home Buyer Program	-	-	15,000.00	0%
DPA Home Buyer Program	-	-		
Repayment of HBC Inc. Homebuyer Loans	-	-	1,500.00	
Applied Operating Reserve	-	-	34,738.20	
TOTALS	-	-	\$ 65,355.00	0%

Expenses	January Estimates	Year to Date Estimates	Budget	
Personnel	3,497.03	3,497.03	65,355.00	5%
TOTALS	\$3,497.03	\$3,497.03	\$65,355.00	5%

2023 Summary

1/1/2023 Operating Reserve Carryforward balance	\$116,955.05
Vested Benefits Balance	(\$8,148.49)
Homebuyer Program Operating Reserve Balance	\$108,806.56

Thrive ED
Profit & Loss Prev Year Comparison
January through December 2022

	Jan - Dec 22	Jan - Dec 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
4100 · Event revenue	4,195.55	3,461.58	733.97	21.2%
4200 · Investor Support 2022-2026 CC	156,700.00	69,000.00	87,700.00	127.1%
4250 · Housing Initiative	75,000.00	0.00	75,000.00	100.0%
4300 · Grants Received	20,784.00	0.00	20,784.00	100.0%
Total Income	256,679.55	72,461.58	184,217.97	254.2%
Expense				
5000 · Management fees	135,000.00	135,000.00	0.00	0.0%
5100 · Event expense	3,940.26	3,658.15	282.11	7.7%
5200 · Printing	16.00	0.00	16.00	100.0%
5400 · Professional fees	450.00	53,570.00	-53,120.00	-99.2%
5500 · Insurance	1,186.00	1,124.00	62.00	5.5%
5600 · Filing fees	79.00	64.00	15.00	23.4%
5700 · Postage	58.00	110.00	-52.00	-47.3%
5800 · Accounting Services	610.00	830.00	-220.00	-26.5%
6000 · Web Page	2,000.00	1,000.00	1,000.00	100.0%
6100 · Void Checks/Transactions	0.00	0.00	0.00	0.0%
6200 · Membership	350.00	0.00	350.00	100.0%
6300 · Housing Initiatives	23,300.14	0.00	23,300.14	100.0%
6400 · Training	17,923.15	0.00	17,923.15	100.0%
6500 · Miscellaneous	50.00	0.00	50.00	100.0%
6600 · Interest -Capital Campaign Note	1,460.00	0.00	1,460.00	100.0%
Total Expense	186,422.55	195,356.15	-8,933.60	-4.6%
Net Ordinary Income	70,257.00	-122,894.57	193,151.57	157.2%
Other Income/Expense				
Other Income				
9000 · Interest income	392.67	521.87	-129.20	-24.8%
9010 · Miscellaneous Income	6.61	5.00	1.61	32.2%
Total Other Income	399.28	526.87	-127.59	-24.2%
Other Expense				
9500 · Pledge loss	0.00	600.00	-600.00	-100.0%
Total Other Expense	0.00	600.00	-600.00	-100.0%
Net Other Income	399.28	-73.13	472.41	646.0%
Net Income	70,656.28	-122,967.70	193,623.98	157.5%

Thrive ED
Balance Sheet Prev Year Comparison
As of December 31, 2022

	<u>Dec 31, 22</u>	<u>Dec 31, 21</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
1000 · Checking - Bank of Lake Mills	0.00	180,213.27	-180,213.27	-100.0%
1002 · Checking - Badger Bank	93,977.75	0.00	93,977.75	100.0%
1003 · Savings - FCCU	100,046.48	0.00	100,046.48	100.0%
1004 · Checking - FCCU	51,847.32	0.00	51,847.32	100.0%
Total Checking/Savings	<u>245,871.55</u>	<u>180,213.27</u>	<u>65,658.28</u>	<u>36.4%</u>
Total Current Assets	<u>245,871.55</u>	<u>180,213.27</u>	<u>65,658.28</u>	<u>36.4%</u>
Other Assets				
1200 · 2017-2021 Campaign Receivables	0.00	30,000.00	-30,000.00	-100.0%
Total Other Assets	<u>0.00</u>	<u>30,000.00</u>	<u>-30,000.00</u>	<u>-100.0%</u>
TOTAL ASSETS	<u>245,871.55</u>	<u>210,213.27</u>	<u>35,658.28</u>	<u>17.0%</u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Other Current Liabilities				
2300 · Notes Payable - JCEDC	0.00	34,998.00	-34,998.00	-100.0%
Total Other Current Liabilities	<u>0.00</u>	<u>34,998.00</u>	<u>-34,998.00</u>	<u>-100.0%</u>
Total Current Liabilities	<u>0.00</u>	<u>34,998.00</u>	<u>-34,998.00</u>	<u>-100.0%</u>
Total Liabilities	<u>0.00</u>	<u>34,998.00</u>	<u>-34,998.00</u>	<u>-100.0%</u>
Equity				
3200 · Unrestricted Net Assets	175,215.27	298,182.97	-122,967.70	-41.2%
Net Income	70,656.28	-122,967.70	193,623.98	157.5%
Total Equity	<u>245,871.55</u>	<u>175,215.27</u>	<u>70,656.28</u>	<u>40.3%</u>
TOTAL LIABILITIES & EQUITY	<u>245,871.55</u>	<u>210,213.27</u>	<u>35,658.28</u>	<u>17.0%</u>

Thrive ED
Profit & Loss Prev Year Comparison
January 2023

	<u>Jan 23</u>	<u>Jan 22</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
4200 · Investor Support 2022-2026 CC	0.00	30,200.00	-30,200.00	-100.0%
Total Income	0.00	30,200.00	-30,200.00	-100.0%
Expense				
6100 · Void Checks/Transactions	0.00	0.00	0.00	0.0%
6300 · Housing Initiatives	1,343.75	0.00	1,343.75	100.0%
Total Expense	1,343.75	0.00	1,343.75	100.0%
Net Ordinary Income	-1,343.75	30,200.00	-31,543.75	-104.5%
Other Income/Expense				
Other Income				
9000 · Interest income	0.00	47.36	-47.36	-100.0%
Total Other Income	0.00	47.36	-47.36	-100.0%
Net Other Income	0.00	47.36	-47.36	-100.0%
Net Income	<u>-1,343.75</u>	<u>30,247.36</u>	<u>-31,591.11</u>	<u>-104.4%</u>

Thrive ED
Balance Sheet Prev Year Comparison
As of January 31, 2023

	<u>Jan 31, 23</u>	<u>Jan 31, 22</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
1000 · Checking - Bank of Lake Mills	0.00	115,460.11	-115,460.11	-100.0%
1002 · Checking - Badger Bank	93,977.75	95,000.52	-1,022.77	-1.1%
1003 · Savings - FCCU	100,046.48	0.00	100,046.48	100.0%
1004 · Checking - FCCU	50,503.57	0.00	50,503.57	100.0%
Total Checking/Savings	<u>244,527.80</u>	<u>210,460.63</u>	<u>34,067.17</u>	<u>16.2%</u>
Total Current Assets	<u>244,527.80</u>	<u>210,460.63</u>	<u>34,067.17</u>	<u>16.2%</u>
Other Assets				
1200 · 2017-2021 Campaign Receivables	0.00	30,000.00	-30,000.00	-100.0%
Total Other Assets	<u>0.00</u>	<u>30,000.00</u>	<u>-30,000.00</u>	<u>-100.0%</u>
TOTAL ASSETS	<u>244,527.80</u>	<u>240,460.63</u>	<u>4,067.17</u>	<u>1.7%</u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Other Current Liabilities				
2300 · Notes Payable - JCEDC	0.00	34,998.00	-34,998.00	-100.0%
Total Other Current Liabilities	<u>0.00</u>	<u>34,998.00</u>	<u>-34,998.00</u>	<u>-100.0%</u>
Total Current Liabilities	<u>0.00</u>	<u>34,998.00</u>	<u>-34,998.00</u>	<u>-100.0%</u>
Total Liabilities	<u>0.00</u>	<u>34,998.00</u>	<u>-34,998.00</u>	<u>-100.0%</u>
Equity				
3200 · Unrestricted Net Assets	245,871.55	175,215.27	70,656.28	40.3%
Net Income	-1,343.75	30,247.36	-31,591.11	-104.4%
Total Equity	<u>244,527.80</u>	<u>205,462.63</u>	<u>39,065.17</u>	<u>19.0%</u>
TOTAL LIABILITIES & EQUITY	<u>244,527.80</u>	<u>240,460.63</u>	<u>4,067.17</u>	<u>1.7%</u>

**Glacial Heritage Development Partnership
ThriveED**

**Accounts Receivable
January 31, 2023**

2022-2026 CC Investor Pledges Invoiced and unpaid as 1/31/2023		16,500.00
Bank First	5,000.00	
Landmark Credit Union	1,500.00	
Watertown Regional Medical Center	10,000.00	

Pipeline Activity Between 12/13 - 2/17

Active Date	Project Name	Project Stage	Locations Considered	Opportunity Type	Pipeline Description (Public)
2/7/2022	All Saints	ACTIVE - 50/50	Jefferson	Residential Development	Housing redevelopment project
11/29/2022	Applied	Eliminated	Watertown (c)	Business Attraction	Business is interested in acquiring an existing facility in Watertown. International firm purchased existing facility. Discussing expansion opportunities and incentives.
10/24/2022	Bio	ACTIVE - HIGH	Aztalan	Existing Business - Expansion	Mixed-use development; assisting county / municipality. Medical company is leasing space and is interested in building. Assisting with site selection and incentives.
1/14/2020	Corner	ACTIVE - HIGH	Jefferson	Residential Development	Mixed-use development; assisting county / municipality. Medical company is leasing space and is interested in building. Assisting with site selection and incentives.
12/5/2022	Envision	PRELIMINARY - Too new to know!	Jefferson County	Business Attraction	RFI for Microbial fermentation facility
12/20/2022	Future Fiber	PRELIMINARY - Too new to know!	Jefferson, Lake Mills	Business Attraction	Assist with site selection for 400 sf of office space
1/30/2023	Home Instead	ACTIVE - HIGH	Fort Atkinson, Jefferson	Business Attraction	Site 100k sf FAB manufacturing facility; looking for proximity to Walworth County
8/15/2022	Kick	PRELIMINARY - Too new to know!	Jefferson, Whitewater	Business Attraction	Property search for 10-15k sf of industrial space within the county
11/10/2022	Master	PRELIMINARY - Too new to know!	Jefferson County	Business Attraction	Developer looking for assistance with financing gap
9/23/2022	Matt	ACTIVE - 50/50	Jefferson	Residential Development	FAB manufacturer looking for incentives and assistance with workforce.
10/27/2022	Papa	WIN - Jefferson County	Jefferson	Business Attraction	Interested in mixed-use development
9/6/2022	Pink	ACTIVE - HIGH	Jefferson	Mixed-Use Development	Mixed-use development; assisting municipality.
11/02/2021	Spring board	Preliminary - LOW	Palmyra	Residential Development	Housing developer
10/27/2022	Water	Active - Low	Whitewater	Mixed-Use Development	RLF Applicant
11/1/2022	Welcome	ACTIVE - High	Fort Atkinson	New Business	

HOME CONSORTIUM LOAN PORTFOLIO 1998--2022

	DPA		REHAB		PURCHASE-REHAB		TOTAL Loans	TOTAL AMOUNT
	# of loans	Amount	# of loans	Amount	# of loans	Amount		
Jefferson	447	\$ 1,794,012	122	\$ 886,000	133	\$ 2,166,259	702	\$ 4,846,271
Ozaukee	242	\$ 983,000	45	\$ 352,235	5	\$ 50,341	292	\$ 1,385,576
Washington	236	\$ 2,375,377	120	\$ 636,682	13	\$ 172,807	369	\$ 3,184,866
Waukesha	185	\$ 1,917,040	549	\$ 2,117,175	29	\$ 392,642	763	\$ 4,426,857
TOTAL	1110	\$ 7,069,429	836	\$ 3,992,092	180	\$ 2,782,049	2126	\$ 13,843,570