



# Calumet County Business Trends

*A Report from the Calumet County Economic Development Office*

**CalumetBusiness.com**

Summer 2007

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## Calumet County Workers Receive Training Assistance

On August 6, 2007, Governor Jim Doyle announced a grant to train over 1,000 Fox Valley workers. In Calumet County, Fox Valley Technical College received \$44, 105 to provide 486 hours of hydraulic and electrical training for workers at Worthington Cylinders in Chilton.

"We are training our workers for the highly-skilled jobs of tomorrow," Governor Doyle said. "The states that will be doing well five, 10, 15 years from now, are the states that have the most flexible, trained workforce. These grants enable our technical colleges to create a worker training program that is tailor-made for the

needs of businesses, and help ensure that Wisconsin continues to have a highly-trained, highly-skilled workforce that's producing the best quality products."

Funds will also be used for workers in Oshkosh, Appleton and Clintonville. Workforce Development Training grants are awarded to technical colleges throughout the state to work with local businesses and upgrade worker skills and productivity for Wisconsin workers and businesses-providing improved job security, increased career opportunities, and support for regional workforce and economic development efforts.

## Lean Overview Training Courses Offered for Calumet County Employers

Looking for ways to improve your business's overall performance? Plan on attending one of Workforce Economics, Inc.'s monthly lean overview sessions. Sessions are generally held from 8am - 12:30 pm at Workforce Economics, 1401 McMahan Drive in Neenah. Upcoming dates for the sessions are September 13, October 18, November 15, December 13 of 2007 and January 17, 2008.

Topics covered include: the fundamentals of implementing lean tools, team building, value-added customer activities, continual waste reduction, and increasing capacity without capital expenditures.

The cost to attend the overview session is \$50 per person, which includes training materials and continental breakfast. In addition, each participating company will receive a free 4 hour lean assessment (valued at \$500), to be scheduled at your worksite, which will determine the strengths and weaknesses of your organization and provide specific recommendations and action plans for lean implementation.

Go to [http://www.workforceeconomics.org/lean\\_training.htm](http://www.workforceeconomics.org/lean_training.htm) for more information regarding the training.

For questions, contact Jim Eagan, 920.720.5600, ext. 316; email: [jim.eagan@workforceeconomics.org](mailto:jim.eagan@workforceeconomics.org).

## Area Inventors and Entrepreneurs Club A Success in Calumet County

Inventors and entrepreneurs in the Calumet County area have been meeting regularly and exchanging ideas, experiences and advice at the Calumet County Area Inventor's and Entrepreneur's Club.

I&E Clubs are sponsored by the Wisconsin Entrepreneurs' Network (WEN) which offers support for inventors and entrepreneurs across the State of Wisconsin in all types of businesses at different development stages.

The club has been meeting regularly at the Brillion Community Center located at 120 Center Street in Brillion. The meeting starts at 6pm and lasts till 8pm.

Look for meeting notices in the Chilton Times, Tri-County News, Appleton Post Crescent and the Brillion News.

Anyone who has their own business or would like to start their own business is encouraged to attend. Businesses of all types are welcome including retail, professional services, manufacturing, hospitality, agri-businesses, etc. Contact Kelly Hoxtell at (920) 849-1493 ext 790 or [kelly@calumetbusiness.com](mailto:kelly@calumetbusiness.com) for more information on the event.



## Calumet Economic Development Update

A Letter From Kelly Hoxtell, Calumet County Economic Development Specialist

Summer is in full swing and economic development is booming in Calumet County. New businesses are opening, existing businesses are expanding, and tourists are visiting the county and spending money at our local businesses.

Tourists traveling to Calumet County's are bringing in more money than ever! In 2006, tourist spending in Calumet County rose 11.1% from the year before. Compared to a ten-county region in Northeast Wisconsin, Calumet County was ranked first with the largest gain in tourism spending. Brown County was ranked second with an 8.8% increase. Visitors in Calumet County spent \$40 million last year. Overall, tourism in the State of Wisconsin was up almost \$1 billion in 2006. Tourism is an important part of economic development as it brings visitors into the county who support local businesses and tourist attractions.

New businesses have opened up this summer in various communities and will bring more services and opportunities into the county. Quite a few businesses are in the process of expansion and adding on jobs. This growth shows that Calumet County is a great place to work and an even better place to live with the county population growing steadily year after year.

The Calumet County Area Inventor's and Entrepreneur's Club continues to grow and become successful and the county's Economic Development Group recruits new participants each meeting.

Calumet County Economic Development is dedicated to improving and maintaining the thriving economic environment that we reside in today. Please contact us with any questions, concerns or suggestions you may have. Your input is valuable to the county and its economic livelihood.



Kelly Hoxtell, Calumet County Economic Development Specialist

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## Calumet County Revolving Loan Fund

The Calumet County Revolving Fund continues to prosper and gain popularity as more and more businesses are seeing the benefit of it. Business owners that are looking to expand or start up their business are encouraged to stop by the Calumet County Planning Department in Chilton and meet with Kelly Hoxtell the county's economic development specialist. It can then be determined if the business is eligible to apply for a revolving loan fund loan.

Loan amounts depend on how much is in the revolving loan fund pool. The average loan size is \$50,000.

The Calumet County Revolving Loan Fund has been active since 2001 and has made many loans to area businesses. Jobs have been created, businesses have been established and expanded, and the overall economy of Calumet County has improved due to the Revolving Loan Fund program.

Questions about the Calumet County Revolving Loan Fund program should be directed to Kelly Hoxtell, Calumet County Economic Development Specialist, (920) 849-1493 ext 790 or [Kelly@calumetbusiness.com](mailto:Kelly@calumetbusiness.com). Check out [www.calumetbusiness.com](http://www.calumetbusiness.com) for more information.



Buechel Stone working with the Calumet County Revolving Loan Fund.

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## Business Toolbox: Tips On Finding Angel Investors and Venture Capitalists

- Do some research. Identify the most likely candidates by asking your accountant, banker and lawyer.
- Make presentations at venture capital forums or fairs. Your local university business school or Small Business Administration office should have information on such events.
- Keep an open mind-potential investors may be anywhere. According to *Success* magazine, one entrepreneur found an angel investor among the motorcyclists he rides with on weekends.

*Tips courtesy of SCORE*

## Calumet Business Corner

Announcements from Local Businesses

### New Business: The Pizza Bank

**Stockbridge:** Stockbridge's newest restaurant and pool hall recently opened its doors and has been busy with hungry pool sharks! The Pizza Bank is Stockbridge's only pool hall and also offers a variety of food for lunch, dinner or a snack.

The restaurant's large menu has something for everyone to choose from. Daily specials are offered such as all you can eat BBQ Ribs on Tuesday nights and lunch specials on Fridays. Snack foods are available while playing billiards and sit down seating is available for those who want to have a nice dinner.

The restaurant and pool hall is located in Stockbridge at 101 Military Ave. It is closed on Mondays, but open Tuesday through Sunday. Food is served from 4:30-10pm everyday except Fridays when it is open for lunch. The pool hall opens at 3pm and closes around 1am. The phone number is (920) 439-1070.

### News Release: McKinley Reserve Media Group

**Hilbert:** McKinley Reserve Media Group, the reputation management and public relations arm of Hilbert-based private equity group McKinley Reserve, earned two first place PROTOS Awards at the Public Relations Society of America, Orange County Chapter PROTOS competition. PROTOS are awarded based on excellence in conducting public relations campaigns.

John Thatcher, President of MRMG, and Stephen Moffitt, Government Affairs, together won for "Shaking up a Middle East Sheikhdome," a CNBC-TV news profile of Todd C. Thiel, CEO of private equity group McKinley Reserve. Joshua Levitt, Research Director, won for the campaign "From Trash to Treasure" with ENCAP, the Green Bay-based inventor of advance soil technologies sold across the nation.

McKinley Reserve Media Group is the exclusive communications partner of the McKinley Reserve family of companies. MRMG serves the media relations and training needs of clients from a variety of industry sectors. For additional information please visit [www.mckinleyreserve.com](http://www.mckinleyreserve.com)



The pool hall at The Pizza Bank, Stockbridge



The Pizza Bank, Stockbridge

### Business Achievement: 50 Years and Still Going Strong!

**Stockbridge-** In 1957 Bill and Dick Parsons borrowed \$250 from a third brother to purchase a pick-up truck. With that truck and limited tools began Parsons Brothers Construction Company. The founders saw an area with great growth potential and combined that vision with their desire to provide quality construction to the community of Calumet County. Today, 50 years later, Bill Parsons Jr. runs the design build General Contracting Company with the same sense of family and community serving an area of a 50- mile radius from Stockbridge, WI.

Beside being president of the company he also is active president of the Stockbridge School Board, serves on the Town of Stockbridge Board, and was a founding member (and president until this year) of the Stockbridge Area Business Association. Parsons Brothers continues to be an essential part of growth in Calumet County and Northeastern WI by providing employment to 14 people, annual sales of \$2 million with a majority of that money passed back to local suppliers and sub contractors, and not to mention the attractive quality buildings being constructed. With Bill Parsons business sense, pride in the company's workmanship, community involvement, and the grooming of his son Trevor Parsons the company is laying the foundation to be in operation for another 50+ years.

"Parsons Brothers Construction's involvement with

the local community and business demonstrates their devotion to building a strong foundation for years to come. They continue thrive and excel with their business and prove to be a valuable asset to Calumet County." Kelly Hoxtell, Economic Development Specialist Calumet County, WI

Parsons Construction Company is a Design/Build General Contractor serving the Commercial/Retail, Industrial, Agricultural, Governmental/Institutional, Educational, and Religious markets. The company self-performs excavation, concrete work, masonry, steel erection including pre-engineered metal buildings, and carpentry.



**Do you have a business announcement like a new business opening, expansions or moving to the area?**

*If you have a business announcement that you would like to share, please call Kelly Hoxtell at (920) 849-1493 ext 790 or email at [kelly@calumetbusiness.com](mailto:kelly@calumetbusiness.com).*

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