

Business Retention & Expansion

Program Report 2021

The bedrock of any successful Economic Development organization is the implementation of a strong Business, Retention & Expansion (B.R.E.) program.

In 2021, the economic development team executed an outstanding 105 business



calls as part of our internal B.R.E. program. These conversations strengthen the connection between companies and the community, providing a consistent connection over time, while encouraging business growth and prosperity within Fond du Lac County. Because of this consistency, the cultivation of our existing business community has proven to be more fruitful and beneficial than attracting new businesses. Roughly 80% of local employment growth is the result of business expansions and in order for Envision Greater Fond du Lac to add value and support these expansions, it is crucial for us to be at the table early on.

I would like to personally thank the 105 businesses who engaged in conversations with our team. As we move forward, I would like to encourage you to accept invitations from the economic development team to engage in meaningful dialogue about your business and our communities. Together we can continue to grow and prosper.

Sincerely,

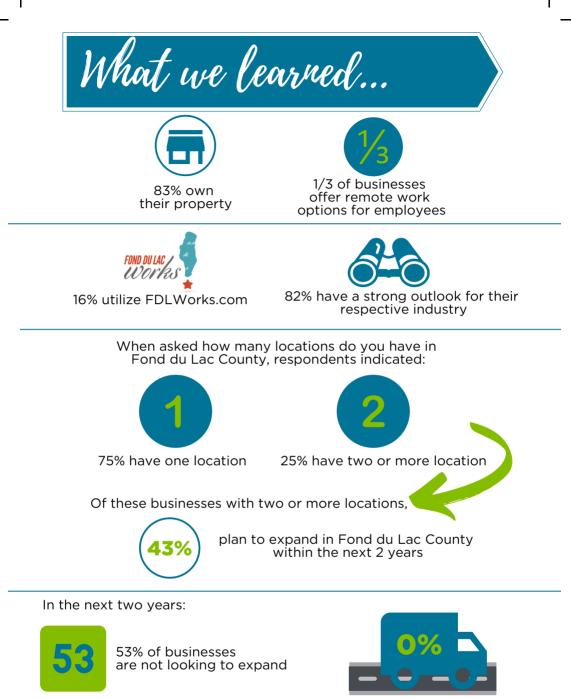
James Cleveland Vice President of Economic Development Envision Greater Fond du Lac



Throughout 2021, the Economic Development team contacted 105 businesses, representing 18 different industries, as part of their Business Retention and Expansion (B.R.E.) program.

Responding organizations represented a wide array of industries including, but not limited to:





0% of respondent Fond du Lac County businesses indicated they will move out of the County in the next two years.

Please note: Not all businesses answered every question in its entirety. Data points listed are based on percentages derived from completed questions. This note applies to this page and the next.

47% of businesses

are looking to expand

Participating Businesses

18 Hands Ale Haus **3** Sweets Bakery 3-D Dairy Abel Dairy Farms Accurate Controls ADVOCAP Agromatic Air Tech Heating Al-Ins Enterprises Alliance Laundry Systems Alliant Energy Annie's Fountain City Café Atlas Molded Products Aurora Health Care Baker Cheese **Basic American Medical Products BCI Burke** Beck Meats Bluemkes Bremer Bank Bright Futures of Wisconsin **Bristol Morgan Bank** C.D. Smith Construction Cellar District Charter/Spectrum Chicago Tube & Iron **CnD** Specialties **Country Visions** Cujack's Wine Shop Dimo's Bar & Grill **Dins Family Dairy Elkay Interior Systems** Essence Salon & Spa Faris Gormet Popcorn/United Manufacturing First Weber Fondy Family Dental Fox Valley Savings Bank FZE Manufacturing Solutions Georgetown Cleaners Grande Hankes' Lomira Piggly Wiggly

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Participating Businesses

Hierl Insurance Hillside Dairy Hiram's Auto Repair Horicon Bank Huberty CPA's & Trusted Advisors Jesus' Little Lambs Childcare JF Ahern Co. K&K Foods Campbellsport Piggly Wiggly King Grain Farms KinX Construction Knaus Cheese Kondex Corporation La Clare Family Creamery Lake Breeze Dairv Lakeland Care Legacy Express Lily Pad Learning Luedtke Lumber Mayville Engineering Company McDonald's/Valley Management Michels Corporation Michels Farms Mid-States Aluminum Corporation Mr. Detail National Exchange Bank & Trust Oakfield Elevator Company Open Road Harley-Davidson **Operation Coffee** Peebles Play & Stay Kennel Perron Trucking Poco Pizza **Pollack Dairy Farms** Quad Graphics Quartz Right Quest Interiors **RB** Royal Industries Real Sportscards Ripon College **Ruedinger Farms** Rupert & Co. Sadoff Iron & Metal Company

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Participating Businesses

Salon Nine Sixteen Saputo Schmitz East Branch Dairv Society Insurance SSM Health Stainless Machining Technologies Stel & Shay Salon STgenetics Swenson Tool and Die Tenneco Powertrain The Hotel Retlaw The J.M. Smucker Company **TNT** Fitness U.S. Bank Vines & Rushes Winerv Vir-Clar Farms W.W. Electric Motors Walsworth-Ripon Wells Vehicle Electronics Westphal Signs Wind & Unwind Wisconsin Lighting Lab Wrightway Home Improvements

Thank you again to the 105 Fond du Lac area businesses that participated in our 2021 Business Retention & Expansion Program!

Envision Greater Fond du Lac 23 S. Main Street, Suite 101 | Fond du Lac, Wisconsin envisiongreaterfdl.com | info@envisiongreaterfdl.com