



**envision**  
GREATER FOND DU LAC

# 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:



Food Service



Agriculture



Manufacturing



Health Care



Construction

## *Biggest challenges:*



Covid-19



Recruiting &  
Retaining  
Qualified  
Employees



Getting  
Clientele  
in  
Business



Lack of  
Support



Supply  
Chain



Delivery  
Inconsistencies



Government  
Regulations

# What we learned...



83% own  
their property



1/3 of businesses  
offer remote work  
options for employees



16% utilize FDLWorks.com



82% have a strong outlook for their  
respective industry

When asked how many locations do you have in  
Fond du Lac County, respondents indicated:



75% have one location



25% have two or more location

Of these businesses with two or more locations,



plan to expand in Fond du Lac County  
within the next 2 years

In the next two years:

53

53% of businesses  
are not looking to expand

47

47% of businesses  
are looking to expand



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.

# *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 Gourmet Popcorn/United Manufacturing  
First Weber  
Fondy Family Dental  
Fox Valley Savings Bank  
FZE Manufacturing Solutions  
Georgetown Cleaners  
Grande  
Hankes' Lomira Piggly Wiggly

# *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 Dairy  
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

# *Participating Businesses*

Salon Nine Sixteen  
Saputo  
Schmitz East Branch Dairy  
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 Winery  
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!

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