



WISCONSIN'S GROWING – BUSINESS EXPANSION NEWS

Third Quarter 2008

ANTIGO — Merit Gear will receive \$250,000 in Technology Zone tax credits and the City of Antigo will receive a \$456,000 Community Development Block Grant. Merit Gear's \$23.6 million expansion in Antigo is expected to create 45 jobs and retain 105. Established in 1952, Merit Gear manufactures high-quality, precision gearing and gear boxes. This plant has undergone five expansions. The company will construct and equip a 50,000-square-foot addition. It will also work with North Central Technical College in Antigo to train employees on the new equipment.

BELOIT (Town of) — Linde North America has started up production at its new air separation plant in Beloit Township. The plant separates air cryogenically to produce more than 700 tons a day of liquid oxygen and nitrogen. From there, the gases are trucked to hospitals, food processors, metals and chemicals manufacturers and independent gases distributors in Wisconsin, Illinois and Iowa. The new Rock River plant is Linde's largest in Wisconsin. It employs about 30 people, but that number is expected to grow to 42.

BRILLION — Endries International plans on creating approximately 140 jobs over the next three to five years. Endries is a company that manages the parts bins for hundreds of manufacturers that need things such as fasteners, hardware and other components for their products. The company recently added 101,000 square feet of production space, essentially a warehouse that stores parts. It currently has about 550 employees. The company expects to begin hiring toward the end of the year and will be seeking warehouse workers, forklift drivers and other people to work second and third shifts.

DANE COUNTY — NanoMedex, a Florida company with a technology for reformulating oily drugs, is moving its headquarters and research lab to Wisconsin. Advertisement Spurred by an undisclosed amount of funding from Kegonsa Capital Partners in Fitchburg and a \$290,000 package from the state Department of Commerce, NanoMedex Inc. will move to Dane County and hopes to hire as many as six chemists and regulatory employees over the next 18 months.

EAU CLAIRE — Central Storage and Warehouse is constructing a new freezer warehouse facility. The company purchased an eight-acre lot in the Gateway Northwest Industrial park and is building a 60,000-square-foot facility. Construction cost of the building shell is expected to be

approximately \$4,000,000. The Madison-based company chose Eau Claire from among several other Wisconsin cities. Gateway West Industrial Development Corporation, a public-private entity, will loan \$100,000 to the firm to assist with job retention. The five-year promissory note takes in to account the tax base valuation increase as a result of building the new facility. "We had opportunities to look at other communities, but we chose to continue our tradition in Eau Claire, which began in 1965," said John Winegarden, CEO of CS&W who added that 13 jobs will be retained. Central Storage and Warehouse, which will be located north of Fortune Drive and west of Venture Drive, specializes as a third-party logistics company for frozen foods, bulk storage and seasonal storage items.

EAU CLAIRE — IDEXX Laboratories recently built a 26,000-square-foot expansion of its current facility. The Westbrook, ME - based IDEXX is a worldwide leader in the development of innovative technology-based products and services for veterinary, food and water applications. IDEXX employs 259 workers in Eau Claire and plans to add 133 new positions over the next five years. The Eau Claire City Council approved a resolution that will provide a \$133,000 forgivable loan to IDEXX Laboratories to assist the company with a \$1.8 million building expansion.

EAU CLAIRE — Plank Enterprises recently purchased the former Jennico building, a 122,000-square-foot facility, to accommodate its expanding business. Plank Enterprises is the parent company of LPI Inc., LDPI Inc., Pro-Cise Inc. and Badger Industrial Supply and Equipment. LPI Inc began its operations in Osseo, WI. The company manufactures industrial lighting products for the paint finishing industry. The company employs 102 and expects to create 7 more jobs.

ELKHORN — Data Specialists Inc. (DSI) is planning a \$170,000 expansion to its plant that is expected to create a need for 36 new jobs. DSI, develops specific software applications for the dairy industry. Its software products include programs for managing earnings, production and distribution. DSI plans to purchase new equipment, renovate and add five offices to its Elkhorn facility. The Walworth County firm will receive \$100,000 in Technology Zone tax credits from the Wisconsin Department of Commerce for the project.

FITCHBURG — Iowa-based TEAM Companies announced its official grand opening celebrating their new Tier 3 data center on the Fitchburg Technology Campus. TEAM Companies' data centers store and protect vital information for regional and Fortune 500 businesses. CDW Berbee, a

Madison success story, and nationwide leader for IT and Data Management solutions, is the anchor tenant in the "next generation" facility. The center will create up to 20 new jobs with average wages exceeding \$25 per hour. A \$40 million total investment will be made in the Fitchburg Technology Campus. The 60,000-square-foot facility will be completed in three, 20,000-square-foot phases (phase I is complete).

FOND DU LAC (Town of) — Wausau Equipment Company Inc. plans to build a new 22,050-square-foot testing, assembly and research and development plant in Fond du Lac. The company manufactures heavy-duty snowplows and airport ice-control equipment. The new plant will cost \$2.4 million and will enable the company to create 34 new jobs. Wausau Equipment will receive \$221,000 in Enterprise Development Zone tax credits from the Wisconsin Department of Commerce to accommodate the new plant.

HARTLAND — Spectrum Digital Services LLC recently completed a 2,000-square-foot expansion, which launched the company into paper printing and conversion. The expansion included the purchase of four-color printing equipment, as well as UV coating, die cutting, folding, gluing, stitching and binding machinery. The \$200,000 investment will make Spectrum more of a one-stop shop for its customers. Spectrum occupies about 12,800 square feet of space. The company has 12 employees, and the expansion will create at least three new jobs within the next year.

HORICON — Gardner Manufacturing will be expanding at both its current location and on a 3.66-acre lot that sits south of Centro, Inc. The manufacturing portion of the facility will be approximately 20,000 square feet in size with another 1,000 square feet being built as office space. This facility will house the company's insect light trap division. On the south side of Gardner's current facility, 40,000 square feet of warehouse and shipping space will be added. Construction will begin as soon as possible. Although the company has stated it will be adding more jobs along with more square footage, the exact figures have not yet been released.

HORICON — Marlin Technologies has purchased a 4.5-acre parcel that sits south of the Innovative Technologies site. The business will find itself with approximately 24,000 square feet of manufacturing space and 5,000 square feet of office space, once the facility is completed.

JANESVILLE — Assembly & Test Worldwide is a technical center that will open in downtown Janesville. ATW is leasing about 5,200 square feet of office space in the One Parker Place office building. It has an option on another 1,800 square feet. By Jan. 1, ATW is expected to employ 21 engineers who will make an average annual salary of \$75,000. Troy Loos and Bill Jezo will head up the Janesville operation. Both are former Gilman employees: Loos wrapped up a nine-year career in August, and Jezo left in 2003 after 30 years with the company. Officials who worked for the last several months to bring ATW to

Janesville are thrilled with the quality of the company, the talent pool it will employ and the wages it will pay.

JANESVILLE — LiquiPur Holdings announced its plans to move its bottling operation from Chicago to Janesville's south side, bringing 90 jobs with it. LiquiPur, owned by a Fontana businessman, also plans to build a 105,000-square-foot manufacturing facility on the north side. The new tenant will be good for Janesville, which has been racked throughout the summer with job losses.

KAUKAUNA — Mid Valley is planning a \$4 million investment, which includes a 23,000-square-foot-addition and new equipment. The expansion will add 75 new positions to the company's 82 full-time employees. The firm is already hiring and the expansion should be ready by fall.

KIELER — Packers' Chemical Inc. (PCI) is moving its manufacturing operation from Missouri to Wisconsin and will receive \$65,000 in Community Development Zone tax credits to construct and equip a new facility in Kieler, which is located in Grant County. The total project cost is \$3.4 million. PCI has committed to creating 27 new positions at the Kieler facility. Packers' Chemical, Inc. is a chemical blending manufacturing company that supplies the food industry with EPA/FDA approved products and equipment for production and cleaning.

KIMBERLY — U.S. Oil, which operates the Express Convenience Centers, announced plans for a new office building that will bring together about 260 of the company's employees now spread around separate offices in Combined Locks and Kimberly. The company has purchased about 20 acres in the CE Commercial Park, which is near County CE and Hwy 441. The company is expecting to break ground by spring. Its new headquarters will follow the Leadership in Energy and Environmental Design guidelines, meaning it will meet stringent government requirements for energy efficiency and will be environmentally friendly.

LA CROSSE — I.C. System will move to its new location in early summer 2009 after making over \$1 million in renovations. Work will begin in the former Skogen's IGA space to retrofit the 22,000-square-foot facility into a state-of-the-art call center. It will allow I.C. System to grow from its current 100 employees to as many as 200-250 employees. I.C. System is one of America's largest accounts receivable management firms.

LADYSMITH — Indeck Ladysmith Biofuel Center broke ground on a new \$7 million wood pellet manufacturing plant that will create new jobs not only in Ladysmith, but also for other northwoods industries. The new 12,000-square-foot pellet mill is a joint effort by Indeck Energy Services, a developer, owner and operator of energy facilities that utilize diverse resources to create biofuels and electricity based in Buffalo Grove, and Midwest Forest Products, a wood products firm specializing in debarking and chipping pulpwood based in Hayward. Located on 30 acres of land, it will be the first in a series of wood production facilities developed by the partnership during

the next few years. It will have a capacity of 60,000 tons. Indeck will make residential and industrial grade wood pellets for heating use, tapping into the area's substantial logging industry for raw materials.

LITTLE CHUTE — Kraft Pizza Company, which makes DiGiorno, California Pizza Kitchen, Tombstone, Jack's and several other brands of frozen pizzas, is planning a 100,000-square-foot expansion and parking lot addition in Little Chute. The expansion is expected to result in 300 new jobs. The Kraft facility is currently 380,000 square feet and employs 730 workers. Construction is expected to be finished by the end of the year, and full production in the new space should be operational by April.

MADISON — Ipswitch of Lexington, Mass., moved the staff of its file transfer division to a 7,400-square-foot facility in the Old Sauk Trails Business Park. The move more than doubled the company's office space at its former location on South Yellowstone Drive. The Massachusetts software firm plans to hire more local employees due to demand for its file transfer products. The company will add up to five positions to the 19-member staff this year and plans to create more positions in 2009.

MANITOWOC — Burger Boat Company will receive just over \$2 million to support improvements at their Port of Manitowoc facility. The award will spur economic growth in the city of Manitowoc and the surrounding area. Shipbuilders of Wisconsin, Inc. will receive \$2,304,102 for the project from the state's Harbor Assistance Program, and the company will provide the required 20 percent match, \$576,026. The Burger Boat project involves dock rehabilitation, dredging, and paving of the boatyard to provide safe access to a recently installed launch well. The improvements will facilitate meeting current production and delivery demands. Created in 1979, Wisconsin's Harbor Assistance Program helps harbor communities maintain and improve waterborne commerce. Projects typically involve dock reconstruction, mooring structure replacement, dredging and the construction of facilities to hold dredged material. Wisconsin's harbors move 40 million tons of goods worth over \$7 billion each year and support 11,400 jobs.

MANITOWOC — The Festival Foods store, along with a new Kwik Trip convenience store, will open this fall on a seven-acre parcel. The 70,000-square-foot store will feature a "kitchen classics" meat department, natural and organic foods, fresh sushi, a salad and hot foods bar, a deli and prepared foods selection, a wine and spirits shop, and catering services.

MANITOWOC — Orion Energy Systems Inc. will expand its factory and relocate its headquarters to Manitowoc in a move that could create 170 jobs. The \$13 million investment will include \$854,000 in community development zone tax credits. The new headquarters will include a technology management, demonstration and training center near the current Orion facility in the former Mirro Corp. kitchenware factory.

MAYVILLE — Mayville Engineering Company (MEC), a contract manufacturer, recently acquired Fabricating Specialists LLC, a startup manufacturer of formed tubes and form tube assemblies. Terms of the acquisition were not disclosed. Fabricating Specialists will open a 54,000-square-foot facility in Neillsville, Wisconsin. When it begins operations, Fabricating Specialists will have 10 to 30 employees. In the next three years, they expect to have close to 100 employees.

MENOMONEE FALLS — Tailored Label Products Inc. (TLP), a designer and manufacturer of high performance labels and precision die cut adhesives, recently expanded its manufacturing space from 28,000 to more than 52,000 square feet. TLP makes labels and precision die cut products for automotive lens shields, DNA test vials, wristbands for hospitals and theme parks, biomedical equipment, specialized computer and telecom equipment, and many other applications. The expansion is TLP's third in four years. It has grown to 64 employees from 28 in 2004, and expects to hire about six more workers by the end of the year.

MIDDLETON — Costco opened its Middleton store in August. The store is in the process of hiring about 200 employees and will transfer some employees from other Costco locations. The 153,000-square-foot store is in the Discovery Springs development near the Beltline and Highway 14.

MILTON — R&M will break ground soon on a state-of-the-art, 20,000-square-foot expansion to its facility in Milton's industrial park. The expansion will double the size of R&M's facility. R&M also will add several Gilman employees who will be out of work when ThyssenKrupp moves its Janesville operation to Michigan. A large percentage of the young company's employees are displaced Gilman workers. Over the years, R&M, which now has more than 30 employees, posted solid growth. The company is diversified in the heavy industries, medical and food processing sectors. In addition to its current expansion, R&M has purchased land for future growth.

MILWAUKEE — Direct Supply has completed the construction of the first building in its previously announced \$85 million expansion project in Milwaukee. The company is planning a 10- to 15-year expansion of its current headquarters, linking its nine existing buildings with seven multi-story connectors and adding more than half a million square feet of office space for up to 2,500 additional employees. Direct Supply is a privately held, employee-owned company started in 1985. The company is the largest supplier of equipment for nursing homes, assisted living centers and retirement communities in the U.S. It also operates the nation's largest supply chain e-Commerce network for those customers.

MILWAUKEE — MPP Group, LLC, a pharmaceutical development company, will receive a \$250,000 loan and \$380,000 in grants for assistance over three years. The state Department of Commerce has certified the company as a qualified new business venture eligible for investor tax

credits under the Angel Investor and Venture Fund Tax Credit programs. MPP Group, which was founded in 2007, specializes in active pharmaceutical agents that treat a variety of medical conditions. The company, which is located at the Milwaukee County Research Park, will use Commerce funds for product development and other costs. Overall project costs will approach \$20 million.

MUKWONAGO — ProHealth Care plans to invest \$75 million to \$90 million to expand its Mukwonago outpatient center into a full-service hospital with 56 inpatient rooms and an emergency department. The expansion project will include a surgery center, an eight-bed intensive care unit, a cardiac catheter lab, a cancer center and a professional office building. The Mukwonago facility, which opened in 2005 and is known as the D.N. Greenwald Center, is located east of Interstate 43 and Highway 83. The project will include the construction of a three-story inpatient tower. Two floors will be completed, and the third floor will be shelled in for the potential future addition of up to 24 more inpatient rooms. Construction is expected to begin in 2009 and will take 18 to 24 months to complete.

NEW BERLIN — CSE, a promotional merchandise company will expand its manufacturing and distribution facility at Westridge Drive. The company expects to complete a 24,000-square-foot addition by next spring. The 28-year-old company employs more than 100 workers will create personalized promotional products like apparel and gift items for clients like Nestle, GE Healthcare and Miller Brewing.

PRESCOTT — Phillips Plastics Corporation celebrated the expansion of its medical facility with a crowd of over 250 people, including customers, community members and staff in attendance. The addition added 30,000 square feet of working space to the company's medical operations including a Class 100,000 clean room, an additional tool room, raw material storage and improved material handling systems, as well as production offices. The expansion doubles the available clean room molding capacity at the facility, along with adding many new jobs. Phillips Plastics Corporation is high-tech custom injection molder of plastic, metal and ceramics with annual sales of over \$260 million. The company employs 1,600 people in 15 locations throughout the United States, including design centers in Wisconsin.

RACINE — Case IH announced plans to build a new company-owned, model Case IH dealership next door to its Racine plant. The new 31,000-square-foot, two-story Case IH agricultural equipment dealership will be constructed by early 2009. The Mount Pleasant Village Planning Commission recently approved the company's plans for the project. The dealership will serve local farmers and landowners plus it will model best practices in dealership design, management and operations, and create a world-class brand experience for our visiting customers, dealers and global trade partners. The new dealership will likely generate a dozen or more jobs in its first year, with the potential to employ more than 30 people, and could generate as much as \$25 million in sales, which will boost the local tax base.

ROTHSCHILD — Schuette Metals has positioned itself to meet customers' growing needs as it broadens its own goals for the future with a 76,000-square-foot expansion project. The project essentially tripled the plant's manufacturing space, allowing it to take on more of the types of projects that have helped it achieve nearly 20 percent sales growth in the past year. The additional room has allowed the 51-year-old company to add 17 full-time jobs in the past six months, bringing its total work force to about 100 employees.

STURTEVANT — Winona Production Services Inc., will receive \$100,000 in Enterprise Development Zone tax credits for an expansion project. Winona Production Services Inc. is a full-service machine shop, which builds tools for foundry tooling processes and specializes in one-of-a-kind tooling. Winona Production Services plans to purchase and renovate a facility in Sturtevant, which will house all its operations and employees. Total project cost is \$700,000. The project is expected to create 22 jobs.

SUPERIOR — Exodus Manufacturing LLC purchased the last industrial site on Connors Point in Superior and plans to construct a new 25,000-foot manufacturing plant. The firm, which works in the recycling and scrap industries, plans to target a global market and faces three German competitors to create a heavy industrial product derived from an excavator that is designed to move material rather than dig. The company plans to have 78 full-time employees within five years. To start, the company plans to manufacture commercial material handlers. Construction is expected to begin in October with completion of the \$3.3 million concrete facility expected to be complete in December 2009.

SUSSEX — Lauterbach Group Inc. is planning to build a 61,000-square-foot addition and purchase new equipment at its flexographic printing plant in Sussex. The \$9.6 million project will create 15 new jobs. The company will receive a \$6.5 million Industrial Revenue Bond allocation from the Wisconsin Department of Commerce to help finance the addition. The firm also will receive up to \$25,000 from the state in a Customized Labor Training grant to train 12 new and 28 existing employees on the new equipment and processes.

SUSSEX — Nature's Path Foods Inc. has acquired the former Kraft Tombstone Pizza facility in Sussex and plans to convert it to an organic cereal manufacturing facility. The company will invest about \$25 million in the facility during the next year and a half. The plant will create a minimum of 159 new jobs during the next year.

UNION GROVE — The Village Crossing, a two-story, 16,000-square-foot building, will anchor a corner at 10th Avenue and Main Street as the first project in the village's downtown redevelopment plan. Developers plan to lease some of the first-floor space to a coffee shop and a fitness center. They are hoping to put a restaurant in a 4,000-square-foot area to anchor the first floor. The second floor will be used as office space. The two projects would total more than \$2 million.

VERONA — SAFC will break ground on a \$30 million project that will include a 45,000-square-foot manufacturing building that will be capable of high-capacity production. It will supplement the company's 63,000-square-foot building at 645 Science Drive, which will continue to make active pharmaceutical ingredients used in drugs and drug-candidate compounds. SAFC, part of Sigma-Aldrich Corp., St. Louis, has 85 employees in Madison. The new building is expected to be completed by the end of 2009 and in operation by early 2010. This may result in hiring another 45 employees over three years.

WATERTOWN — U.S. Chemical, the nation's largest supplier of commercial cleaning solutions, will open a new 150,000-square-foot warehouse in Watertown. U.S. Chemical, a division of Sturtevant-based Johnson Diversey Inc., will move its warehouse operations from Sturtevant to Watertown. The new building will house a key distribution facility for U.S. Chemical, which also operates a manufacturing facility in Watertown. Construction of the new Watertown center is expected to be completed by the fall. U.S. Chemical officials were not available to comment about how many jobs will be created at the new warehouse.

WAUKESHA — Metal-Era Inc., which manufactures metal roof edge systems, is planning a \$2 million, 32,000-square-foot expansion of its 72,000-square-foot facility. Construction was expected to begin in September and will be completed in January. The company's sales have increased 70 percent in the last three years and it needs additional space for equipment and shipping. The company recently added a new piece of robotic equipment and will be adding another larger piece of robotic equipment in October, which will only increase the need for more space. The company has added about 10 employees during the last two years and now has 65. The firm has no immediate plans to hire more employees.

WAUNAKEE — The Waunakee Athletic Center received approval from the commissioner for a conceptual plan and a site plan for the Erdman Company's new manufacturing plant and headquarters in the east entrance of the Waunakee business park. The plan includes a 60,000-square-foot facility next to the Murphy Insurance building. The facility will include turf courts and cater to football, soccer and lacrosse tournaments and practices. The development includes a restaurant and there will be other users as well. Work on the building will begin this fall.

WAUSAU — Clover Industries, Inc., recently acquired the property in the Wausau West Industrial Park and plans to occupy the 118,000-square-foot building by the end of the year. The company plans to add 28 employees and invest more than \$2.7 million in new manufacturing and handling equipment.

WAUSAU — Wausau Window and Wall Systems will begin their migration to the company's new, state-of-the-art facility in the west-side industrial park. Construction of the 370,000-square-foot, "green" manufacturing center and office building wrapped up last month. All 500 employees are expected to be moved over by the end of October, and the company set aside office space for an additional 50

workers to accommodate future growth. The company expects to receive Silver certification from the U.S. Green Building Council's Leadership in Energy and Environmental Design rating system, making it one of the few manufacturing plants to earn the designation.

WAUWATOSA — MPP Group, LLC, will receive a \$250,000 loan and \$380,000 in grants for assistance over three years in starting a pharmaceutical development company. The Department of Commerce has certified the company as a Qualified New Business Venture eligible for investor tax credits under the Angel Investor and Venture Fund Tax Credit programs. MPP Group specializes in active pharmaceutical agents that treat a variety of medical conditions. The company is located at the Milwaukee County Research Park in Wauwatosa. Initial activities will include hiring experienced researchers; obtaining legal patent protection; and synthesizing compounds and confirming molecular activity in test models. The company will use Commerce funds for product development and start-up costs. Total project costs will approach \$20 million.

WISCONSIN (Statewide) — The Wisconsin State Cranberry Growers Association (WSCGA) and national cranberry industry leaders announced an effort to expand Wisconsin cranberry marshes and bring up to 1,115 new jobs to the state and increase the industry's significant, positive economic impact by \$75 million annually. According to industry leaders such as Ocean Spray Cranberries, Cliffstar, the Cranberry Marketing Committee and others, the cranberry industry as a whole needs to plant approximately 5,000 additional acres to meet domestic and world demand. According to a 2008 economic study, both of the University of Wisconsin Department of Agricultural and Applied Economics, if all 5,000 acres planted are in Wisconsin, the state would realize 1,115 new jobs and an increased economic impact of \$75 million annually.

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