



WISCONSIN ECONOMIC
DEVELOPMENT CORPORATION



MARKETPLACE
WISCONSIN

37TH ANNUAL

DECEMBER 12-13, 2018

**GOVERNOR'S CONFERENCE ON
MINORITY BUSINESS DEVELOPMENT**

Welcoming minority, woman, and veteran-owned businesses

**5TH ANNUAL
SMALL BUSINESS
ACADEMY**

KEYSTONE SPONSOR



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KEYSTONE



WELCOME RECEPTION

GOVERNOR'S AWARD LUNCH

FOXCONN®

**MILWAUKEE
BUSINESS JOURNAL**

DIAMOND

PLATINUM



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A WINTRUST COMMUNITY BANK



meetings & incentives
WORLDWIDE, INC.

WHEDA

GOLD

SILVER

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Johnson
A FAMILY COMPANY



**VANGUARD
COMPUTERS, INC.**



CGSCHMIDT



GREENFIRE
MANAGEMENT SERVICES, LLC



WNOV
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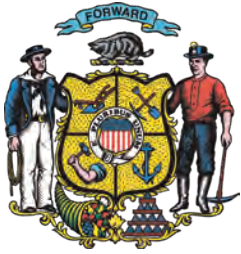


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SCOTT WALKER
OFFICE OF THE GOVERNOR
STATE OF WISCONSIN

P.O. Box 7863
MADISON, WI 53707

Dear MARKETPLACE 2018 attendees:

On behalf of the State of Wisconsin, I'd like to welcome you to MARKETPLACE 2018: The Governor's Conference on Minority Business Development.

For more than three decades, MARKETPLACE has provided minority, women and veteran business owners with the resources, tools and contacts they need to maximize their success. The tradition of empowering business owners continues this year, as attendees will meet with potential buyers, identify funding sources, connect with business assistance resources and network with their peers.

MARKETPLACE continues to thrive because many businesses return year after year to find new opportunities for growth through workshops, the Small Business Academy and other presentations on key business topics.

One of the unique aspects of the conference is the opportunity it provides business owners to have one-on-one meetings with buyers from federal, state and local governments, as well as those in the private sector. These contacts have opened new markets for hundreds of companies over the years.

The conference also enables us to celebrate the accomplishments of Wisconsin's businesses owned by minorities, women and veterans with the MARKETPLACE Governor's Awards. The outstanding companies honored at the conference demonstrate the entrepreneurial spirit that exists in Wisconsin companies of all sizes and industries.

Since we took office in 2011, Wisconsin has made tremendous strides in growing a strong economy, leading to more prosperity for its hard-working citizens. The unemployment rate is at record lows, taxes have been reduced by \$8 billion, we've cut red tape for businesses, and business leaders are overwhelmingly more optimistic about the direction Wisconsin is headed.

Working together with the private sector and other partners to develop programs such as MARKETPLACE helps us ensure businesses can thrive in Wisconsin's ever-changing economy.

We hope you are able to take advantage of the many resources and networking opportunities available at MARKETPLACE this year. Thank you for your role in helping us continue to grow Wisconsin's economy.

Sincerely,

Scott Walker
Governor



WELCOME TO MARKETPLACE 2018

We are delighted to welcome you to the 37th annual MARKETPLACE conference. Each year, the Governor's Conference on Minority Business Development provides an opportunity to celebrate Wisconsin's minority, women and veteran-owned businesses, as well as connecting these businesses with new opportunities through networking, buyer meetings and workshops.

The diversity of our state's business community is a valuable asset, and MARKETPLACE showcases that diversity. Whatever role you play in this one-of-a-kind event, I would encourage you to explore all of its facets this year, and discover the immense possibilities for learning and making connections over these two days.

The Wisconsin Economic Development Corporation (WEDC) works year-round to enhance the environment for minority, women and veteran-owned businesses in Wisconsin. During fiscal year 2018 (FY18), WEDC awarded \$750,000 to four partner organizations to provide assistance to minority-owned businesses throughout the state. These organizations—the African American Chamber of Commerce of Wisconsin, the American Indian Chamber of Commerce of Wisconsin, the Hispanic Chamber of Commerce of Wisconsin and the Hmong Wisconsin Chamber of Commerce—were officially named Key Strategic Partners of WEDC. This designation recognizes their specialized skills and proven track record of success, as well as their valuable contribution to the state's economic development outcomes.

Also during FY18, the \$700,000 in revolving loan funds that originated from WEDC in prior years generated an additional \$3.7 million in funding from other sources. The projects funded by these loans and the additional funds leveraged are expected to result in the creation or retention of more than 200 jobs at minority-owned small businesses. During FY18, these Key Strategic Partners and their six affiliate organizations provided services to 338 businesses around the state and conducted 48 workshops on business development topics. MARKETPLACE is the culmination of these efforts that take place throughout the year to help minority, women and veteran-owned businesses succeed.

By the time MARKETPLACE concludes, dozens of businesses will have been recognized for their accomplishments and their contributions to the community. Hundreds of buyer meetings will have been held, with connections that will continue to bear fruit in the coming months and years. But the event metrics do not capture the hundreds of conversations that take place at the breakfast, lunch and reception, and in the corridors outside of the official schedule.

We are extremely grateful to the event sponsors and the businesses and organizations that have purchased space in the Expo Hall, as well as our network of statewide partners. Neither this event nor the broader task of serving these business communities are tasks we could accomplish on our own. I would like to take this opportunity to thank our partners, sponsors, supporters and attendees of the main conference as well as the Small Business Academy. Each of you plays a key part in making this event the success it is.

Most of all, thank you to the businesses for the enthusiasm and entrepreneurial spirit you bring to this event and to helping move Wisconsin's economy forward.

201 W. Washington Avenue
Madison, WI 53703

P.O. Box 1687
Madison, WI 53701

608.210.6700
855-INWIBIZ
wedc.org

Sincerely,

Mark R. Hogan
Secretary and CEO



MARKETPLACE PLANNING 2018

MARKETPLACE 2018 is hosted by WEDC's Division of Business and Community Development
Barb LaMue, Vice President

MARKETPLACE was coordinated by WEDC:
Seyoum Mengesha, Director; Sara Beuthien, Event Coordinator; Dawn Olsen, Graphic Designer

Meetings and Incentives Worldwide - Conference Coordinator, Website
Heartland Information Research Inc. - Small Business Academy Coordinator
Logan Productions - Audio Visual and Stage
Wisconsin Expo - Exhibitor Services

African American Chamber of Commerce of Wisconsin
American Indian Chamber of Commerce of Wisconsin
City of Milwaukee - Office of Small Business Development
Department of Administration - Supplier Diversity Program
Hispanic Chamber of Commerce of Wisconsin
Hmong Wisconsin Chamber of Commerce
Latino Chamber of Commerce of Dane County
Madison Black Chamber of Commerce
Milwaukee County - Community Business Development Partners
Milwaukee Economic Development Corporation
Milwaukee Urban League
Milwaukee Metropolitan Sewerage District
North Central Minority Supplier Diversity Council
P3 Development Group
Phoenix Advisors
Small Business Development Center
The Business Council
Town Bank
U.S. Small Business Administration
U.S. Bank
Wisconsin Black Chamber of Commerce
Wisconsin Economic Development Corporation
Wisconsin Housing and Economic Development Authority
Wisconsin Indian Business Alliance
Wisconsin Procurement Institute
Wisconsin Veterans Chamber of Commerce
Wisconsin Women's Business Initiative Corporation
Wisconsin Department of Transportation - OBOEC

SMALL BUSINESS ACADEMY

Keystone Sponsor



DECEMBER 12

8:00 AM WELCOME AND WORKSHOPS

9:30 AM BREAKOUT SESSIONS

Serenity

TRACK A:

**TIPS ON STARTING YOUR BUSINESS,
SMALL BUSINESS PANEL**

10:30 AM LICENSING AND PERMITS

11:30 AM LICENSING AND PERMITS (session repeated)

9:30 AM *Harmony*

TRACK B: GROWING YOUR BRAND

U.S. BANK WORKSHOP

**10:30 AM ROUNDTABLE: CYBERSECURITY
AND BUSINESS DASHBOARD**

11:30 AM ROUNDTABLE: CYBERSECURITY (session repeated)
AND BUSINESS DASHBOARD

1:00 PM ADJOURN

HALL OF FAME

The MARKETPLACE Sponsor Hall of Fame was established to honor companies that have exhibited their commitment to minority, woman and veteran-owned business development through perennial MARKETPLACE sponsorship contributions.

2018 INDUCTEE

MILWAUKEE ECONOMIC DEVELOPMENT CORPORATION (MEDC)

PREVIOUS INDUCTEES

Associated Bank
AT&T
Forest County Potawatomi Community
Green Bay Packers Inc.
Harley-Davidson Motor Company
Milwaukee Business Journal
Northwestern Mutual
PNC Bank
Roundy's Inc.
Town Bank
U.S. Bank
WE Energies
WHEDA
Wisconsin Business Development

25th ANNIVERSARY MBE CERTIFICATION

This recognition is for Wisconsin-based minority-owned businesses that obtained their State of Wisconsin MBE certification 25 years ago.

De Arteaga Inc.
TOGO Disposal Inc.

WEDNESDAY, DECEMBER 12

1:30 PM

REGISTRATION AND NETWORKING

Get an early start to connect with other attendees during registration.

2:00 PM

WEDC PARTNERS AND PROGRAMS RESOURCE

Representatives from WEDC and Partner organizations will provide brief overviews on a wide variety of technical, educational and financial programs and resources.

3:00 PM

BREAKOUT SESSIONS

Harmony Room

Small businesses in the construction, environmental, A/E and related trades have significant opportunities both with private and public-sector projects in Wisconsin.

Serenity Room

TRACK B – Building Sales and Capacity

Businesses not only need a plan and a strategy – they also need to understand their strengths, weaknesses and limitations.

4:30 PM

UPDATE FROM WISCONN VALLEY — FOXCONN

Foxconn project opportunities and Resources for contractors and suppliers.

5:30 PM

EVENING NETWORKING RECEPTION

Keystone Event Sponsor: U.S. Bank

Welcome by Wisconsin Lt. Governor Rebecca Kleefisch

Business networking reception with businesses, government agency representatives, public officials, lenders, business service providers and MARKETPLACE corporate sponsors.

Reception program:

- Welcome by Keystone Sponsor: U.S. Bank
- Remarks by Lt. Governor Rebecca Kleefisch
- Recognition of 25th Anniversary Celebration of Minority, Woman and Disabled-Veteran owned businesses
- Networking



#WIMRKTPLACE

THURSDAY, DECEMBER 13

7:00 AM

REGISTRATION

Keystone Event Sponsor: U.S. Bank

Opportunity for networking to make connections with businesses, lenders, government agencies and business resource providers.

7:30 AM

COMMUNITY AWARD BREAKFAST

- Color Guard
- Keystone Sponsor Remarks U.S. Bank
- WEDC Update
- Small Business Success Stories
- Business and Community Development Awards (WEDC)
- Minority-Owned State Contractor Awards (Wisconsin Department of Administration)
- 8(a) Graduate of the Year and Minority Business Champion Awards (SBA)

9:00 AM

EXPO HALL

- Buyer Meetings – one-on-one matchmaking meetings with dozens of federal, state, local, university and corporate buyers
- Exhibitors – over 60 exhibitors including small businesses, lenders, business resources, professional service and government agencies
- Business Networking Lounge – centrally located within the Expo Hall for making connections with potential buyers and partners

11:30 AM

MARKETPLACE GOVERNOR'S AWARDS LUNCH

Luncheon Sponsor: Milwaukee Business Journal

- Wisconsin Governor Scott Walker
- MARKETPLACE Sponsor Hall of Fame Award
- Minority-Owned Business Awards
- Woman-Owned Business Awards
- Service-Disabled Veteran Owned Business Awards

1:30 PM

EXPO HALL

The luncheon door prize winner will be announced.

Exhibit booths reopen and meetings with buyers resume, providing more opportunities to make new connections.

4:00 PM

ADJOURN

AWARDS BREAKFAST

DECEMBER 13



HONOR GUARD

Wisconsin Veterans Chamber of Commerce

KEYSTONE SPONSOR REMARKS

U.S. Bank

WEDC UPDATE

Wisconsin Economic Development Corporation

SMALL BUSINESS SUCCESS STORIES

Owners of Minority, Woman and Veteran Businesses

COMMUNITY BUSINESS AWARDS

- American Indian Chamber - Gary Mejchar
- Wisconsin Procurement Institute - Aina Vilumsons
- Multicultural Entrepreneurial Institute- Nelson Soler
- State of Wisconsin - Aggo Akyea (retired)
- Business Partner Network LLC - Curtiss Harris
- WHEDA - Maria Watts

DEPARTMENT OF ADMINISTRATION CONTRACTOR AWARD

- DI & Associates Inc. dba SPHERION® STAFFING
- Mavid Construction Services Inc.

SBA MINORITY DEVELOPMENT AWARDS

- 8A Graduate of the Year - Henry Hurt
- Minority Business Champion - Eugenia Podesta

BREAKFAST SPEAKERS

This year, three small businesses will share their insights on how MARKETPLACE, business certifications and resources help them start and grow their businesses.



Craig Dretzka, President

UPI LLC

Craig Dretzka was born and raised in West Allis, WI, by his parents, Bonnita and Leo Dretzka. By age 12 he could often be found on job sites run by his dad's small business, Leo Dretzka Construction. Common duties included landscaping and general labor. While he was growing up, it was not uncommon for Craig to be operating heavy equipment and helping with sewer and plumbing installation. Every summer and winter break during high school and college was spent learning the trade by working on job sites.

Craig attended the University of Wisconsin-Madison, where he earned a degree in business. After graduation, Craig moved to California and began work for Toyota Motor Corporation in various disciplines, including marketing and manufacturing. In California, Craig married his wife, Kris. After his mother passed away, Craig and Kris returned home and Craig began working for his brother's construction business. After six years of estimating and project management, Craig followed his desire to test his abilities in sales as a manufacturer's representative.



Kristina Pence-Dunow, CEO

Hometown Trolley

Kristina Pence-Dunow, CEO and owner of Hometown Trolley, founded the corporation in 1992 in the small town of Crandon, Wisconsin. Hometown Trolley, a transit vehicle manufacturer (TVM), builds trolley buses for public and private transportation, delivering to locations across the U.S. and abroad. Kristina focused on keeping the company stable while raising her children for the past 26 years. Recent growth in the past five years has quadrupled the size of the company. Hometown Trolley is the nation's only woman-owned TVM and is a certified disadvantaged business. Named 2017 Small Business Person of the Year by the U.S. Small Business Administration, Kristina has strived to grow her company and brand to compete with manufacturers 10 times her size, while maintaining a high-quality product with a solid base of repeat customers. Kristina attributes the growth and success of her company to maintaining a personal connection with her employees and customers.



Darren Fisher, Owner

SPEARity

Darren Fisher started SPEARity, formerly Darren Fisher Consulting, in 2010 as CEO and lead strategist. He is the author of the best-seller *The Confidence Quadrant* and is an international motivational speaker. Darren is also an Air Force veteran who received accolades for outstanding service, leadership and technical ability. Darren fundamentally believes there's excellence in everyone, so he's made it his mission to help others achieve greater success. Darren holds a bachelor's degree from Marquette University and a master's degree in computer science education from Cardinal Stritch University.



COMMUNITY ECONOMIC DEVELOPMENT AWARD

STATE DIVERSITY DEVELOPMENT AND ADVOCACY



Aggo Akyea served as the director of the Office of Business Opportunity and Equity Compliance at the Wisconsin Department of Transportation (WisDOT) central office in Madison from 2011 to 2018. The office serves as WisDOT's regulatory arm, working specifically to promote business opportunity, equity and compliance in the areas of the Disadvantaged Business Enterprises (DBE) Program, labor and wage compliance, Title VI, the Americans with Disabilities Act (ADA), and tribal affairs.

Aggo started his state career in 1989 by working for Madison Area Technical College (MATC) as assistant manager and federal procurement specialist. In 1991, he joined the Department of Commerce Bureau of Minority Business Development as the marketing and certification consultant. During his 14-year tenure in this position, Aggo used his procurement expertise and implemented a very efficient state certification process for certifying minority-owned

businesses, and was responsible for certifying hundreds of minority-owned businesses to do business with the state. As part of his marketing duty, he was responsible for producing MARKETPLACE: the Governor's Conference on Minority Business Development, and was known as the "MARKETPLACE guru." In 2006, Aggo was hired by WisDOT as minority business enterprise program specialist to help establish the newly created office that identified contract opportunities to help the department meet the state's goal in doing business with minority-owned businesses. Aggo returned to the Department of Commerce and led the Bureau of Minority Business Development as director from 2008 to 2011. Aggo was President of African Association of Madison, (AAM) Inc. a non-profit that serves African descent and friends of Africa; chair of AFRICA FEST and Adjunct Professor at MATC. Aggo holds MBA in Finance & Management from St John's University, New York; DipMGT from Holland and BS in Economics & Sociology, University of Ghana.

MENTORING SMALL BUSINESS IN GOVERNMENT CONTRACTING AWARD



Aina Vilumsons – Wisconsin Procurement Institute

Aina Vilumsons is the CEO of the Wisconsin Procurement Institute (WPI), a nonprofit established in 1987 that evolved from then-U.S. Congressman Les Aspin's efforts to help Wisconsin businesses win federal contracts. As one of the first Procurement Technical Assistance Centers (PTACs) in the nation, the Wisconsin Procurement Institute was focused on helping Wisconsin businesses compete for federal defense contracts. After joining WPI in 1997, Aina began expanding business mentoring and assistance services to also encompass local, state and corporate supplier contracting opportunities.

Under Aina's leadership, the organization's strategy has focused on building a statewide team of procurement experts with extensive career experience in government contracting and industry. With this strong technical capability giving them a firsthand understanding of government market processes and business opportunities, the statewide team assists businesses with designing and executing a strategic approach to

entering the public market. This includes providing individualized assistance, identifying contracting opportunities, training for using online government procurement portals, helping businesses complete contractor registrations and certifications, educating on post-award compliance requirements, preparing and reviewing proposals, and offering matchmaking opportunities. Each year more than 1,000 Wisconsin businesses benefit from the mentoring provided by WPI's team of experts.



COMMUNITY ECONOMIC DEVELOPMENT AWARD

COMMUNITY ECONOMIC DEVELOPMENT AWARD



Gary Mejchar has been serving as the assistant director and project manager for the First American Capital Corporation of the American Indian Chamber of Commerce of Wisconsin (AICCW-FACC) since 2008. Gary obtained his master's degree, focusing on community economic development, from the University of Wisconsin-Madison. Gary's over-15-year career in state government began as a project manager with the UW-Extension Community Dynamics Institute. He went on to become director of the newly established Wisconsin American Indian Economic Development Program that was a statewide Native American Small Business Development Center (SBDC). Following his work with the SBDC, he became a project management consultant assisting Wisconsin tribal enterprises, programs and colleges with sustainable business and economic development initiatives.

In his current roles, Gary applies his extensive experience and relationships in community and economic development to identify new and collaborative approaches to assisting Native and minority businesses. An expert in grant writing, he has secured hundreds of thousands of public and private funds, and recently he was instrumental in obtaining a \$250,000 Wells Fargo grant by working with the Hmong Wisconsin Chamber of Commerce (HWCC). Together, they developed an innovative proposal to fund shared staff and resources. This strategy enables both community development financial institutions (CDFIs) to grow their small business lending portfolios while more cost effectively increasing the level of technical assistance for underserved populations statewide. Gary has collaborated with three other certified Native CDFIs in Wisconsin in the formation of the Wisconsin Indian Business Alliance (WIBA)

COMMUNITY BUSINESS DEVELOPMENT AWARD

Nelson Soler – Multicultural Entrepreneurial Institute

Nelson Soler is chief solutions officer of the Multicultural Entrepreneurial Institute, which he founded in 2006 out of his basement. He holds master's degrees in business administration, in international business and in marketing from the University of Wisconsin-Milwaukee, and bachelor's degrees in both electrical engineering and economics from the State University of New York.

Nelson has a diverse range of experience in banking, international business, manufacturing and real estate. He also is an accomplished educator with decades of teaching experience in higher education classrooms, business training sessions and business conference seminars. Nelson is an innovative entrepreneur who has founded two for-profit and three nonprofit organizations. As a founder and collaborator of Latino Entrepreneurial Network Inc., Nelson runs the bilingual business boot camps that train small business owners in how to grow their businesses.

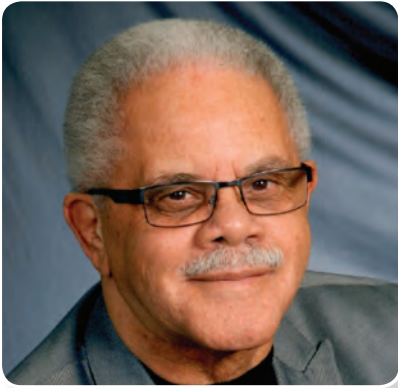
Through these organizations and Nelson's personal dedication to helping others, over 3,000 entrepreneurs have been assisted in realizing their business ideas and ownership dreams in southeast Wisconsin. Currently, the Institute serves an average of 450 individuals per year through culturally relevant training, tax services and marketing. The Milwaukee-based institute, which employs four people, has been recognized with multiple national and state awards.

Nelson's involvements include: Commissioner in the Milwaukee Fire and Police Commission; Founder of the LEN LULAC Chapter; and Advisory Council Member for Wisconsin Bank and Trust; Member; Hmong Wisconsin Chamber of Commerce; Member, African American Chamber; and Greater Milwaukee Association of Realtors.



COMMUNITY ECONOMIC DEVELOPMENT AWARD

MINORITY BUSINESS COMMUNITY SERVICE AWARD



Curtiss Harris – Business Partners Network LLC

For over four decades, Curtiss Harris has advocated for equal access for minority-owned businesses in the Milwaukee area. His work in community and economic development began in 1966 while working at the Boston Store as a research director. Seeing the need for the black community to grow through economic development opportunities versus social services processes, he gained Boston Store's permission to work on minority-owned business development activities during office hours.

This began a lifetime of community and economic development service that forged partnerships and made lasting impact in both the private and public sectors. As a City of Milwaukee economic development coordinator working on the Model Cities Program in the 1970s, Curtiss helped coordinate the original design and structure for

the Milwaukee Economic Development Corporation. In 1978, he became the executive director of the Milwaukee Community Development Corporation, where he counseled and assisted hundreds of minority-owned small businesses for over a decade. In his first private consulting practice, Business Opportunity Associates, he helped minority-owned firms participate on multi-million-dollar developments including office and condo projects, airport expansions, convention center developments, the Miller Park baseball stadium, and Camp Randall and the Kohl Center in Madison. Because of his relationships within Milwaukee's community, Curtiss was called on to serve as the interim executive director of the African American Chamber of Commerce of Wisconsin and as the interim chief of staff for the City of Milwaukee. More recently, in 2015, he teamed up with his daughter to launch the online business directory mkeblackbusiness.com to link consumers with black-owned businesses in the Milwaukee area.

Curtiss attended Milwaukee Public Schools, graduated from North Division High School, and studied engineering and business at the University of Wisconsin-Milwaukee, where he graduated with a bachelor's degree in business.

BUSINESS COMMUNITY COLLABORATION AWARD



Maria Watts Maria Watts is a senior business and community engagement officer for the Wisconsin Housing and Economic Development Authority (WHEDA). As a passionate and tireless business and community advocate, Maria works to help hundreds of public and private entities leverage WHEDA's knowledge, resources and programs. She is an enthusiastic team member of WHEDA's Transform Milwaukee Initiative, which brings together Milwaukee's workforce, industrial and transportation assets to restore economic vitality in Milwaukee's industrial corridors and surrounding neighborhoods.

Prior to her career with WHEDA, Maria was a housing coordinator for La Casa de Esperanza and an assistant vice president for Tri-City National Bank. She earned her bachelor of science in accounting from the University of Coahuila and has served on numerous boards of directors over the past 20 years. Maria is currently the chair of

UMOS, which is a national nonprofit advocacy organization providing services to improve the employment, educational, health and housing opportunities of underserved populations. She also serves on the Wisconsin Women's Business Initiative Corporation (WWBIC) Loan Committee and is a board member of the Waukesha County Home Board, BizStarts and the Local Initiatives Support Corporation (LISC).

Maria generously shares her decades of experience and connections to build collaborative environments that connect public, private and nonprofit organizations in ways that expand community investments, increase business development, boost job creation and strengthen neighborhoods.



MINORITY BUSINESS DEVELOPMENT AWARDS

STATE CONTRACT AWARD

DI & ASSOCIATES INC., dba SPHERION® STAFFING

DI & Associates, dba Spherion® Staffing, provides recruiting and staffing services to businesses and job seekers throughout the greater Madison area. The company places talent in flexible, project, temp-to-hire and direct-hire positions. Positions range from entry-level to mid-management, with staffing skill sets including accounting, administrative, clerical, claims processing, customer service, engineering, human resources, manufacturing, marketing and technology. The company's dedicated team has been serving Madison for two decades, ensuring that customers receive personalized attention from experts that understand their needs.

MAVID CONSTRUCTION SERVICES INC.

Mavid Construction is a Native American-owned company with offices in Green Bay, Wisconsin. Established in 2008, the company is celebrating its 10th anniversary of providing construction services including commercial doors and hardware, commercial flooring, glass and glazing, and walls and ceilings. The company's project portfolio includes work on sports facilities, universities, financial institutions, retail locations, auto dealerships, health and managed-care facilities, restaurants and apartments/townhomes. Public sector projects have included work on state correctional institutions, judicial centers, transportation facilities and federally funded housing developments. The company's founder, Zoar Fulwider, has the vision of expanding nationwide and continuing to recruit and train workers from within tribal communities that are nearby the construction projects. In addition, the company uses materials sourced from Native American-owned companies whenever possible.

SBA 2018 AWARD WINNERS

8A GRADUATE OF THE YEAR Henry Hurt, Hurt Electric

Henry Hurt started Hurt Electric in 1996. Since then, the firm has grown through work on major projects throughout the Milwaukee area, as well as through purchase of another electrical firm in 2006. Hurt Electric now has 35 employees. The company has focused on temperature controls, lighting systems, fire alarm systems, branch and distribution power, and motor connection and controls. Projects include Miller Park, the Northwestern Mutual tower, Harley-Davidson, the Bucks Arena and many others. Henry has also devoted his time to working with apprentices in the electrical trades over his 40-year career, serving as the chair of the Milwaukee Electrical Joint Apprenticeship Training Committee as well as working with many other organizations.

MINORITY SMALL BUSINESS CHAMPION

Eugenia Podesta, Synergy Coworking Madison and Vital Voices Global Partnership

Eugenia Podesta brings her global experience in women's leadership, tourism development, public policy and business development to Synergy Coworking, the membership-based social business space she co-founded in Madison in 2016. Synergy's mission is to create a diverse and professional location for independent workers, entrepreneurs, small businesses and nonprofits to flourish and grow their ventures, well-being and social impact.

Synergy provides individualized support to entrepreneurs and local leaders, as well as free office hours for legal and financial needs, networking opportunities and mastermind workshops on a variety of topics, to support its users. They also have partnered with WWBIC, UPSTART, Connexions and the Madison Alliance for Black Economic Empowerment ResourceFULL Black Business.

Eugenia has served on committees and boards with the Latino Chamber of Commerce Business Committee, the Doyenne Group Board of Directors, Dane Arts Mural Arts, and the first Wisconsin Women's Economic Development Conference. She has spoken at many area events on issues that impact economic empowerment of entrepreneurs of color and women, as well as the overall business ecosystem in Madison.

2018 MARKETPLACE BUYERS

CORPORATE BUYERS

Abbott Laboratories
CG Schmidt
CNH Industrial
Froedtert Health
GreenFire
Northern Wings Repair Inc.
Northwestern Mutual
Oshkosh Defense
Planmeca USA Inc.
Quarles & Brady LLP
Snap-On Inc.
U.S. Bank
Walsh Construction Company
TW Metals

FEDERAL GOVERNMENT

Federal Aviation Administration (FAA)
U.S. Department of Veterans Affairs (VA Great Lakes Health Care System / VISN 12)
U.S. Army Corps of Engineers (USACE) - Chicago District
U.S. Forest Service (USFS)
U.S. Environmental Protection Agency (EPA) - Region 5
U.S. General Services Administration (GSA) - Region 5

STATE GOVERNMENT

Wisconsin Department of Administration
Wisconsin Department of Corrections
Wisconsin Department of Military Affairs
Wisconsin Department of Natural Resources
Wisconsin Department of Transportation
Wisconsin Housing & Economic Development Authority (WHEDA)
Wisconsin Department of Workforce Development

LOCAL GOVERNMENT

Dane County
Milwaukee Area Technical College (MATC)
Milwaukee County AE & ES
Milwaukee Metropolitan Sewerage
District (MMSD)
Milwaukee Public Schools (MPS)
Milwaukee County Parks

TRIBAL GOVERNMENT

Ho-Chunk Gaming Nekoosa
University Systems

UNIVERSITIES

Marquette University
UW-Madison
UW-Milwaukee

GOVERNOR'S AWARDS LUNCH

SPONSORED BY



Welcome

Governor Scott Walker

Hall of Fame Award

Business Excellence Awards (Bios begin on page 18)

MINORITY-OWNED BUSINESS ENTERPRISES (MBE)

Outstanding Small Business – fewer than 25 employees

Outstanding Large Business – 25 or more employees

Rising Star – established in last five years

WOMAN-OWNED BUSINESS ENTERPRISES (WBE)

Outstanding Small Business

Outstanding Large Business

Rising Star

SERVICE-DISABLED VETERAN-OWNED BUSINESSES (DVB)

Outstanding Small Business

Outstanding Large Business

Rising Star

Lunch Sponsor Remarks – Milwaukee Business Journal

Keystone Sponsor Remarks – U.S. Bank

WEDC Leadership Closing Remarks



AWARD FINALISTS

OUTSTANDING SMALL BUSINESS MINORITY BUSINESS ENTERPRISE

GREAT IMPRESSIONS LLC MILWAUKEE

Great Impressions LLC offers graphics and printing services in the greater Milwaukee and surrounding areas, as well as select locations throughout the country. With a team of committed, positive and creative professionals, Great Impressions delivers high-quality imaged designs and products. Great Impressions has established a niche market of designing and producing funeral programs. This service includes offering well-crafted, one-of-a-kind items such as keepsake collectibles, family tree images, photo collages and prayer cards. In 2018, Great Impressions' owner was admitted into the Graphic Communications Conference Union as the first minority woman union print shop owner in the city of Milwaukee. With the support of the Wisconsin Women's Business Initiative Corporation (WWBIC), Great Impressions moved into the company's current location on West Burleigh Street in Milwaukee. The company recently expanded into an adjoining space to support future growth plans. The company is a State of Wisconsin-certified MBE and WBE.

Carolyn G. Walker, Owner

PERODIGM DESIGN STUDIO LLC CAMBRIDGE

PeroDigm Design Studio LLC is an independent digital marketing and design agency located in Cambridge, Wisconsin, that provides innovative marketing and branding services to small businesses and nonprofits. A recent project example is PeroDigm's collaboration with the American Indian Chamber of Commerce of Wisconsin to produce an online video series featuring premier Native American Wisconsin industry leaders for the Native Business Development Center. PeroDigm services include brand development and representation, public relations, videography, photography, graphic design, web development and content management for web and social media. The company is one of only a few licensed and insured aerial film companies in the Midwest, providing drone videos of client facilities, landscapes and projects. The company is a State of Wisconsin-certified MBE.

Rob Pero, President

QUINTEC INTEGRATION INC. WAUKESHA

Quintec Integration is a full-service material handling system integrator that engineers, installs and supports virtually any project that involves a conveyor. Established in 1999, the company has become a leader in conveyor integration and the quintessential choice for both small businesses, Fortune 500 companies and the U.S. government. In November 2017, the company purchased and relocated to a new 20,000-square-foot headquarters in Waukesha featuring a Silicon Valley-type campus. The employee-centric campus is complete with massage chairs, an indoor basketball court, a full kitchen, a 2,300-square-foot fitness center and a sauna. Quintec is a nationwide company that strives to be the most responsive, customer-forward and cost-effective solution in the industry. Quintec prides itself on having a 100 percent repeat customer rate on turnkey conveyor solutions. The company is a State of Wisconsin-certified MBE.

James Deppoleto Jr., President



AWARD FINALISTS

OUTSTANDING LARGE BUSINESS MINORITY BUSINESS ENTERPRISE

ALLCON LLC BUTLER

Established in 2009, ALLCON LLC is a Hispanic-owned, woman-owned general contracting firm specializing in carpentry and electrical disciplines. ALLCON began as an electrical contractor and quickly expanded to include general contracting with a carpentry division. They recently added a full-service low-voltage division to provide customers with data wiring and testing services. These strategic expansions provide ALLCON with unique capabilities that enable ALLCON to participate in projects from early planning stages to final job completion. ALLCON is fully licensed, insured and bonded, providing the capacity to manage both private- and public-sector projects involving design-build renovation, outdoor renovation, indoor renovation and new construction.

Ana L. Lopez, President

CONVENIENCE ELECTRONICS INC. MCFARLAND

Founded in 1989, Convenience Electronics Inc. (CEI) is a complete custom wiring harness and electronic assembly solutions provider optimized for small to midsize production projects. In 2010, CEI was certified to ISO 9001. Providing rapid service to their customers is the key to their loyal customer relationships. Located in a 12,000-square-foot facility, CEI delivers custom wiring and electronic assembly solutions quickly and affordably while meeting the strictest testing and quality standards. CEI is a source for major manufacturing customers in the medical and instrumentation industries in the Midwest and worldwide, with exports to Germany, Switzerland and Poland. Convenience Electronics believes a well-trained staff contributes to high standards of quality and the ability to meet the varied demands of customers. To meet rapidly growing customer demand, CEI has invested in LEAN manufacturing initiatives, engaged with the Wisconsin Manufacturing Extension Partnership to implement value-stream process mapping, and rearranged production for cellular manufacturing.

Harry Lum, President

MARS IT CORP. (DBA MARS SOLUTIONS GROUP) WAUWATOSA

MARS Solutions Group was established in 2006 by a team of expert software architects and data managers. Over the past 12 years, MARS Solutions Group has emerged as a Tier 1 provider serving Fortune 500 companies, best-in-category midsize firms and government agencies. The firm's two divisions, MARS Talent Solutions and MARS Data Solutions, provide clients with a combination of services that help turn data into business solutions. To support their strategic growth plan to reach \$20 million in revenues by 2020, the firm obtained certification as a diversity supplier in all 50 states, obtained exclusive rights to sell data integration tools, and developed its own proprietary software tools. The firm has been the recipient of awards recognizing its growth, including a spot on *Inc.* magazine's list of the 5,000 fastest-growing companies, inclusion in the USPAACC Fast 100 Asian American Business, and the Metropolitan Milwaukee Association of Commerce COSBE Future 50 Award.

Rashi Khosla, CEO



AWARD FINALISTS

OUTSTANDING SMALL BUSINESS WOMAN BUSINESS ENTERPRISE

STORMWATER SOLUTIONS ENGINEERING LLC **MILWAUKEE**

Stormwater Solutions Engineering LLC is a civil engineering firm founded in 2002 to provide stormwater management, drainage design, green infrastructure and flood management services for clients ranging from WisDOT and the Milwaukee Metropolitan Sewerage District (MMSD) to private property owners. The firm provides environmentally sound stormwater-related management designs for new development, redevelopment and municipal storm sewer system design projects. Services include drainage design, comprehensive stormwater management planning, flood control, hydraulic analysis, conveyance design and integrated site design. In 2013, the firm moved to the Global Water Center in Milwaukee to benefit from the state's investment to remain at the forefront of water technology innovation. As a result, in 2017 the firm designed and began marketing an innovative and patented product called StormGUARDen to manage stormwater from smaller urban residential and commercial sites. The firm is a State of Wisconsin-certified WBE, a City of Milwaukee-certified SBE and an MMSD-certified W/SBE.

Carrie Bristoll-Groll, Principal Civil Engineer/CEO

SUPERIOR STRUCTURAL CORP. **NEW BERLIN**

Superior Structural Corp. fabricates structural steel columns, beams, trusses, mezzanines, catwalks, steel stairs, ornamental and pipe railings, decorative and industrial gates and other customer-requested steel fabrications. The company recently diversified its steel fabrication to include heavy-duty steel machine bases and structural steel platforms and made capital investments to modernize equipment and improve fabrication efficiencies. Superior Structural serves a full range of projects from small to large in the commercial, industrial and government sectors, and the company's customer base consists of general contractors, masonry contractors, churches and schools, as well as residential customers. Founded in 1970, Superior Structural has since completed a wide range of projects, including national big box stores, national restaurant chains, grocery stores and government facilities. The company is a State of Wisconsin-certified WBE.

Renate Hofmann, President/CEO

TOP TIER LLC **REEDSBURG**

Founded in 2010, Top Tier LLC is a woman-owned business that provides plumbing, drain cleaning, septic and well system services in Reedsburg and the surrounding areas. With 20 years of experience in the plumbing industry, Top Tier specializes in custom new construction and remodeling for residential and commercial customers, as well as service work. Top Tier has invested heavily in equipment including sewer cameras, large sewer jetting machines, a fleet of different-sized excavators, and large copper press machines to serve its industrial customers. The company is working to expand its water treatment services to include a rental program, and plans to expand into rental programs for water heaters in the near future. Top Tier is a State of Wisconsin-certified WBE.

Megan Schumann, President



AWARD FINALISTS

OUTSTANDING LARGE BUSINESS WOMAN BUSINESS ENTERPRISE

DUWE METAL PRODUCTS INC. MENOMONEE FALLS

Duwe Metal Products Inc. is a custom metal fabricator and erector of structural, miscellaneous and ornamental metals that works primarily as a subcontractor to general contractors in the construction industry. With a full-time workforce of over 70 employees, Duwe Metal Products produces highly specialized ornamental metal products that can be found in many south-eastern Wisconsin sports arenas, hospitals, universities, restaurants and airports, as well as nationwide in many high-end hotels and casinos. One local Milwaukee landmark project Duwe Metal Products contributed to is the Santiago Calatrava-designed 231-foot pedestrian bridge connecting O'Donnell Park to the Milwaukee Art Museum. In partnership with W RTP/ BIG STEP, a Milwaukee nonprofit workforce intermediary dedicated to connecting people to family-sustaining jobs, the company was able to hire and train over 150 individuals from the Residents Preference Program (RPP) to work in the metal fabrication trades. By continuing to invest in new equipment, facility upgrades and production processes, Duwe Metal products is positioning for future growth and expansion. The company is the recipient of the 2018 Ironworker International Safety Award and the 2017 Daily Reporter Reader Rankings #1 Best DBE/WBE Award.

Jeannie Lauret, President/CEO

PREMIER MEDICAL STAFFING SERVICES LLC MILWAUKEE

Founded in 2002, Premier Medical Staffing Services LLC is a complete workforce solution for the medical industry, offering licensed and certified medical professionals to fill health care positions in nursing, therapy, pharmacy, dental and other related professions. By offering a full range of out-of-state travel and local contracting options, Premier Medical Staffing Services has won contracts with federal institutions, including Veterans Administration hospitals, Army hospitals, and Navy and Air Force hospitals. With a current concentration of work performed in Wisconsin, Illinois, Minnesota and Iowa, the company is now investing in expanding further into New York, New Jersey, North and South Carolina, and Texas. Premier Medical Staffing Services is certified as a women's business enterprise by the Women's Business Enterprise National Council (WBENC) and has been among the WBENC Future 50 Fastest Growing Firms (locally and nationally) for the past four years.

Laura Hanoski, Owner/Managing Member

SECURITY OFFICER SERVICES INC. MILWAUKEE

Established in 2000, Security Officer Services Inc. (SOS) specializes in providing the most qualified and ethical security officers for a wide variety of industries including construction, manufacturing, education, financial, special events, hotels, convention centers, retirement communities and health care. SOS has also provided security services for high-profile projects such as the Milwaukee Streetcar project, the Bradley Center Demolition, St. Augustine Academy, and Milwaukee's Deep Tunnel project. In 2017, SOS completed a strategic growth plan through the City of Milwaukee's Business Capacity Building Program while working on the Northwestern Mutual Tower project. Implementation of this plan resulted in double-digit growth, and the plan was recently updated while participating in the U.S. Small Business Administration's 2018 Emerging Leaders Program. The company is Small Business Enterprise (SBE) certified by the City of Milwaukee, DBE certified by Milwaukee County, WBE certified by the State of Wisconsin, and certified at the federal level as a WOSB.

Diana Kuhrt, President



AWARD FINALISTS

OUTSTANDING SMALL BUSINESS DISABLED VETERAN BUSINESS

LUXURY MASSAGE THERAPIST LLC (DBA SPA MESSAGE ON THE GO) WEST ALLIS

Spa Massage on the Go was founded in 2010 to provide mobile massage therapy for veterans, the elderly, people with disabilities, hospice residents, corporations and individuals. The company's original service area included Fox Point, West Bend, Kenosha, Racine and the greater Milwaukee area. In 2017, the company expanded services outside the state on a purchase order basis to cover Maryland, Illinois and Washington. The company has used loan funding from the Wisconsin Women's Business Initiative Corporation (WWBIC) and Kiva to invest in updated IT equipment, marketing and a new office space. The Wisconsin Veterans Chamber of Commerce recognized the company's accomplishments with the 2017 Veteran Business of the Year Award, and the company successfully completed the U.S. Small Business Administration's 2018 Emerging Leaders Program. Spa Massage on the Go holds multiple certifications, including the State of Wisconsin WBE and U.S. Veterans Administration Service-Disabled Veteran-Owned Small Business (SDVOSB).

Jessica Dragan, Operating Manager

STATZ CORPORATION CROSS PLAINS

STATZ Corporation is a dealer organization that works with customers to identify their needs. STATZ is a prime contractor to the federal government and utilizes its position as an SDVOSB dealer organization to team with a diverse supplier base of high-quality manufacturers and distributors to provide a vast array of manufactured parts, components, assemblies and finished products. STATZ has grown to become the second-largest SDVOSB in Wisconsin and the seventh-largest small business Wisconsin government contractor. The company recently invested to become ISO 90001-2015 certified to support its strategic growth plans to expand more into the original equipment manufacturer (OEM) marketplace. Its current customers include the Defense Logistics Agencies, various Veterans Administration hospitals, the U.S. Army, the U.S. Navy, the National Guard and local military installations such as Ft. McCoy, Volk Field and Rock Island Arsenal. The company is a State of Wisconsin-certified DVB and U.S. Veterans Administration-certified SDVOSB.

William A. Statz, President

YOUR PERSONAL GARDENER LLC MUKWONAGO

Your Personal Gardener LLC is a fully insured tree and landscape firm that operates year-round to help clients design, build and maintain their residential or commercial landscapes. Services include landscape design, grading and drainage, tree services, plant health care, mosquito and tick control, and snow removal. Their current customer base covers Waukesha, Racine, Milwaukee, Jefferson and Walworth counties. Rapid growth has required continuous investments in equipment and vehicles to meet customer demand generated by leveraging social media and customer referrals. They also use chamber and association memberships to expand their referral and customer network. Memberships include the Mukwonago Chamber of Commerce, Delafield Chamber of Commerce, Veterans Chamber of Commerce, Eagle Business Association, Wisconsin Landscape Contractors Association (WLCA), International Society of Arboriculture (ISA) and Wisconsin Arborist Association (WAA). The company is a U.S. Veterans Administration-certified SDVOSB.

James Chesebro, Owner



AWARD FINALISTS

RISING STAR BUSINESS AWARD MINORITY BUSINESS ENTERPRISE

AGRISTAFF USA LLC **KIEL**

AgriStaff USA LLC is a locally owned and operated company based in Kiel, Wisconsin. The company provides services and placements in the agricultural, manufacturing, food processing, cleaning and other industries, providing full-service staffing and recruiting services to help clients recruit, screen, interview and hire qualified employees needed for the clients' operations. In addition, the company offers agriculture-related training services to help farm clients keep their employees updated on best practices and how to adhere to evolving requirements. With bilingual recruiters on staff, AgriStaff USA is committed to creating diversified and unified workforces both internally and at client sites. The company is a State of Wisconsin-certified MBE.

Frankie Rodriguez and Becky Rodriguez, Co-founders

DAKONTE PRODUCT GROUP **MILWAUKEE**

Dakonte Product Group Inc. manufactures two lines of sewn vinyl products that are sold nationwide and in Canada. Products are sold under the brands TIE Office-Mates job ticket holders and Great Menu Covers. The primary products are transparent vinyl envelopes—commonly called job ticket holders—used to protect, organize and store paperwork in factories, offices, print shops, classrooms and other work environments. The company recently purchased additional equipment to support expansion into new markets. Loan funding for this expansion was provided by Town Bank (using a Wisconsin Housing and Economic Development Authority loan guarantee program), the Wisconsin Women's Business Initiative Corporation (WWBIC) and the Hmong Wisconsin Chamber of Commerce. The company recently relocated from Sussex to Milwaukee's northwest side to be closer to where most of its employees lived. Working with the Havenwoods Economic Development Corporation, several employees have taken advantage of home-buying programs to purchase houses in Milwaukee. The company is a North Central Minority Supplier Diversity Council-certified MBE.

Katherine Hill, President

DERUTE CONSULTING COOPERATIVE **MILWAUKEE**

Derute Consulting Cooperative was incorporated in 2014 with a mission to support organizations committed to racial justice as they advance their work with Black and other communities of color. They are a member-owned, democratically governed cooperative, modeling the work they aim to create. They work with clients looking to expand their community impact and increase the value of their investments in services and products designed to benefit communities and communities of color. Services include training and workshops, assessments, strategic planning, community engagement, program design and implementation support services, both locally and globally. Derute's client list encompasses a variety of public, private and nonprofit organizations such as the City of Milwaukee, Community Advocates and the Wisconsin Department of Public Instruction. They are State of Wisconsin-certified MBE and WBE.

Elizabeth Drame, Member/President



AWARD FINALISTS

RISING STAR BUSINESS AWARD WOMAN BUSINESS ENTERPRISE

ADBITISE LLC MILWAUKEE

Founded in 2014, adBidtise LLC is an advertising and marketing consulting firm that works with other businesses to identify needs and implement creative advertising strategies. Services provided include social media management, Google AdWords management, graphic and website design, search engine optimization and digital advertising for small and midsize businesses. The company also offers free education and consulting tips to businesses. This helps teach businesses the key concepts of successful advertising, best practices, and how to cost-effectively use advertising to grow their market. Because many small businesses fear that the cost of advertising is beyond their budget range, adBidtise takes the time to work with clients to come up with advertising solutions that are affordable and effective. The company is a State of Wisconsin-certified WBE and MBE.

Katherine Ramirez, CEO

BRAINCHILD STUDIOS LLC MILWAUKEE

Brainchild Studios is a full-service content strategy, digital marketing and web design agency serving brands with target audiences comprising women and millennial moms. With locations in Milwaukee and Chicago, the firm has the flexibility to handpick the best talent from both major markets to meet regional needs. To better serve its clients, Brainchild Studios just launched the customizable Express Website platform designed to quickly build out websites for any e-commerce, service-centric or personal brand. Clients benefit from obtaining a custom website with a short lead time at an affordable cost. As an employer, Brainchild Studios embraces the virtual office business model, giving moms the opportunity to continue their professional careers while juggling the busy schedules of motherhood. The firm is a State of Wisconsin-certified WBE.

Kiley Peters, Owner/CEO

EASIER LIVING CONSULTANTS LLC CAMP DOUGLAS

Founded in 2014, Easier Living Consultants LLC (ELC) aims to help clients stay in their homes with security and confidence. Services include assessment, consulting and designing work to remodel existing residential and commercial spaces to accommodate persons of advanced age or varying abilities. Examples include front door enlargements, wooden or metal ramp installations, tub/shower remodels, bathroom grab bars and raising/lowering kitchen features for improved accessibility. ELC sells, services and maintains a wide range of durable medical equipment items such as wheelchairs, scooters, lift chairs and platform lifts. The company currently services a 60-mile radius in the Camp Douglas, Wisconsin, area. The company worked with the Wisconsin Procurement Institute to navigate the government procurement registration process to open new public agency markets. The company is a state-certified WBE.

Jeannette A. Hayward, Sole Owner



AWARD FINALISTS

DISABLED VETERAN BUSINESS

OUTSTANDING LARGE BUSINESS AWARD

U.S. VET GENERAL CONTRACTING, LLC MCFARLAND

U.S. Vet General Contracting LLC was started in 2010 with a focus on hiring military veterans to work in the construction industry. The company continues to be owned and operated by veterans, with up to 40 percent of the staff having served in the U.S. armed forces. U.S. Vet General Contracting provides a range of construction management-related services including design/build, construction management, value engineering, safety assurance and post-construction services. The company also has the capacity to perform interior demolition, carpentry and concrete work on projects. U.S. Vet General Contracting works on commercial projects and has discovered a growing niche with strong demand, working for the U.S. Veterans Administration at various sites across Wisconsin. In 2016, the company purchased and moved into a new facility for its expanded operations and to support future growth. The company is a member of the Wisconsin Veterans Chamber of Commerce and is federally certified as an SDVOSB and VOSB and state-certified as a DVB.

Matthew Bell, Owner

RISING STAR BUSINESS AWARD

AEROFORCE LOGISTICS LLC MILWAUKEE

Founded in 2016 by two military veterans, Aeroforce Logistics LLC provides logistics support solutions to U.S. government entities and large-business concerns. The company's team of professionals, with 40 years of combined aerospace and defense industry expertise, excels at solving problems, finding difficult-to-procure parts, and supporting customers' small-business and supplier-diversity goals. Services include daily market intelligence reports, fielding daily quote requests, U.S. government contract management and sharing product expertise, and a stock-in-advance-of-demand business model to ensure parts availability. The company is a federally certified WOSB and SDVOSB, with plans to become federally HUBZone and 8(a) certified in the near future.

Heather Varney, President

FULL SPECTRUM HEALTH SERVICES LLC MADISON

With 70 years of combined experience in the health care field, the team at Full Spectrum Health Services (FSHS) focuses on building a strong network of care for its clients. FSHS provides personal care, home health and public health services, as well as case management and review for its clients and patients. They collaborate with physicians and other health care providers, as well as government agencies, corporations, and nongovernmental international and local organizations. Founded by a team with diverse backgrounds and skills, FSHS creates a well-rounded, holistic approach to health services. As a service-disabled veteran-owned small business, FSHS is made up of talented and informed veteran and civilian health care professionals who come together to empower excellence while providing expert services and support. The company is a State of Wisconsin-certified DVB and MBE and a federally certified SDVOSB.

Dr. Francis Obuseh, Chief Executive Director

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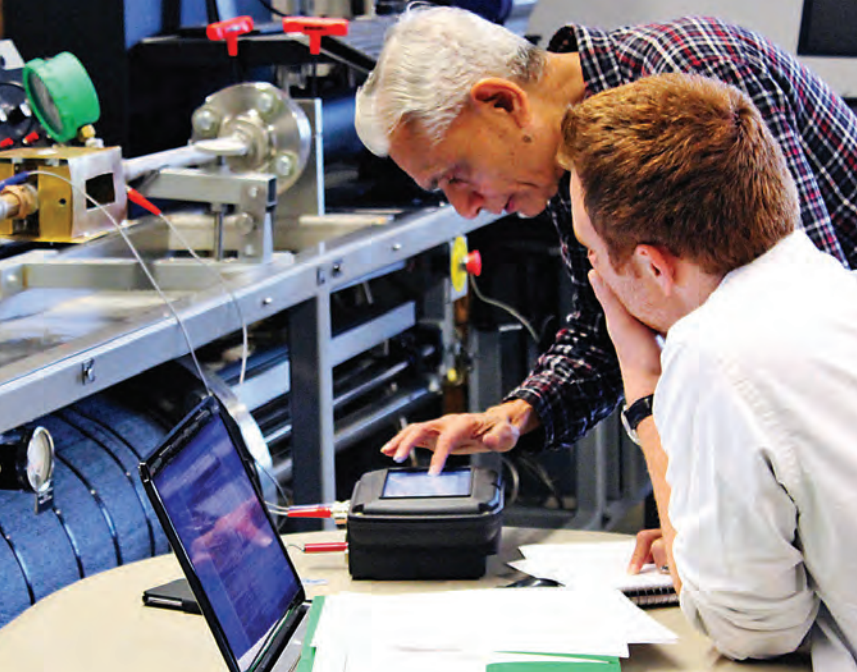


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- Re-activation of vacant buildings/disinvested areas

Loans to:

- Milwaukee and Waukesha County Businesses



Julie and Ted, makers of GutterStuff®

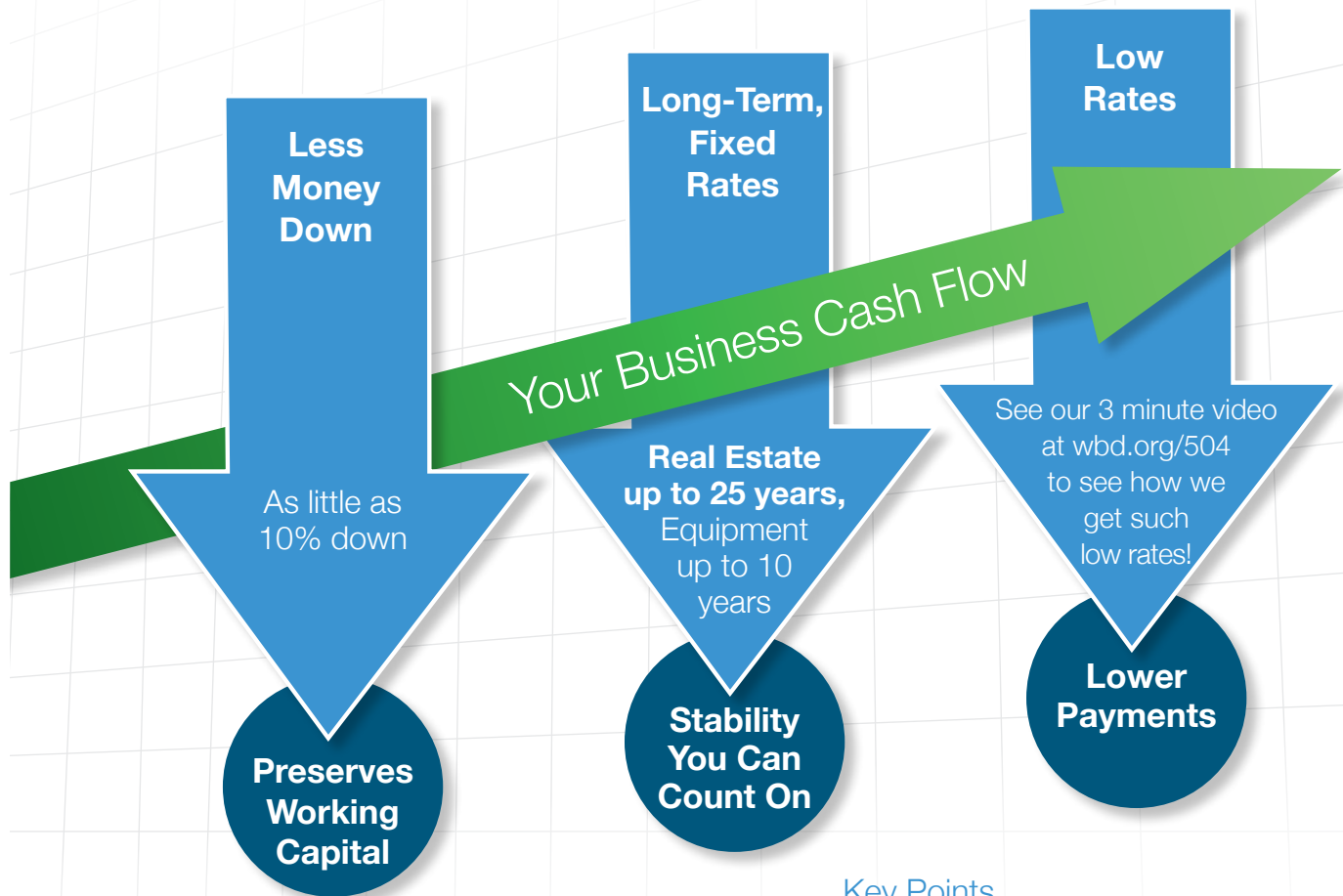
Below market, fixed interest rate • No prepayment penalty

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Fixed Asset Financing made for Small Businesses!

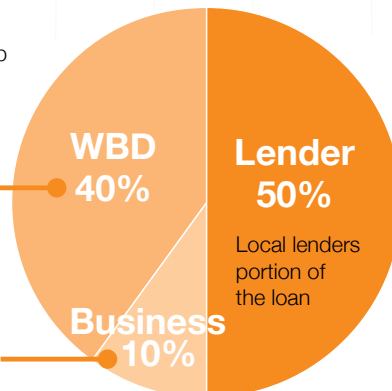


How it Works

The 504 loan works in partnership with your local lender to reduce your costs and their risk.

SBA 504 Program Loan

Down Payment can come from sources other than business or personal cash.



Key Points

- Must be a for profit business. Most businesses qualify.
- Program niche is projects between \$350,000 – and \$20,000,000
- For a real estate project (existing building), the small business must occupy 51% of the building on day one; 60% on day one for ground-up construction projects
- Complete applications can expect SBA approval within 30 days
- A great alternative to conventional financing – is able to make a deal happen that might not have worked otherwise.



For more information ask your local lender about the 504 program or visit wbd.org



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WEDC works with you to maximize opportunities for your business **In Wisconsin®**. We listen to your needs and goals, and help identify the resources, tools and partners to achieve your vision. It's a collaborative approach to help ensure a successful journey. Get started by calling **855-INWIBIZ** or visiting **WEDC.org**.

