

MIKE WARD

Senior Vice President,
Business and
Community Development
608.210.6750
michael.ward@wedc.org

REGIONS 1-7

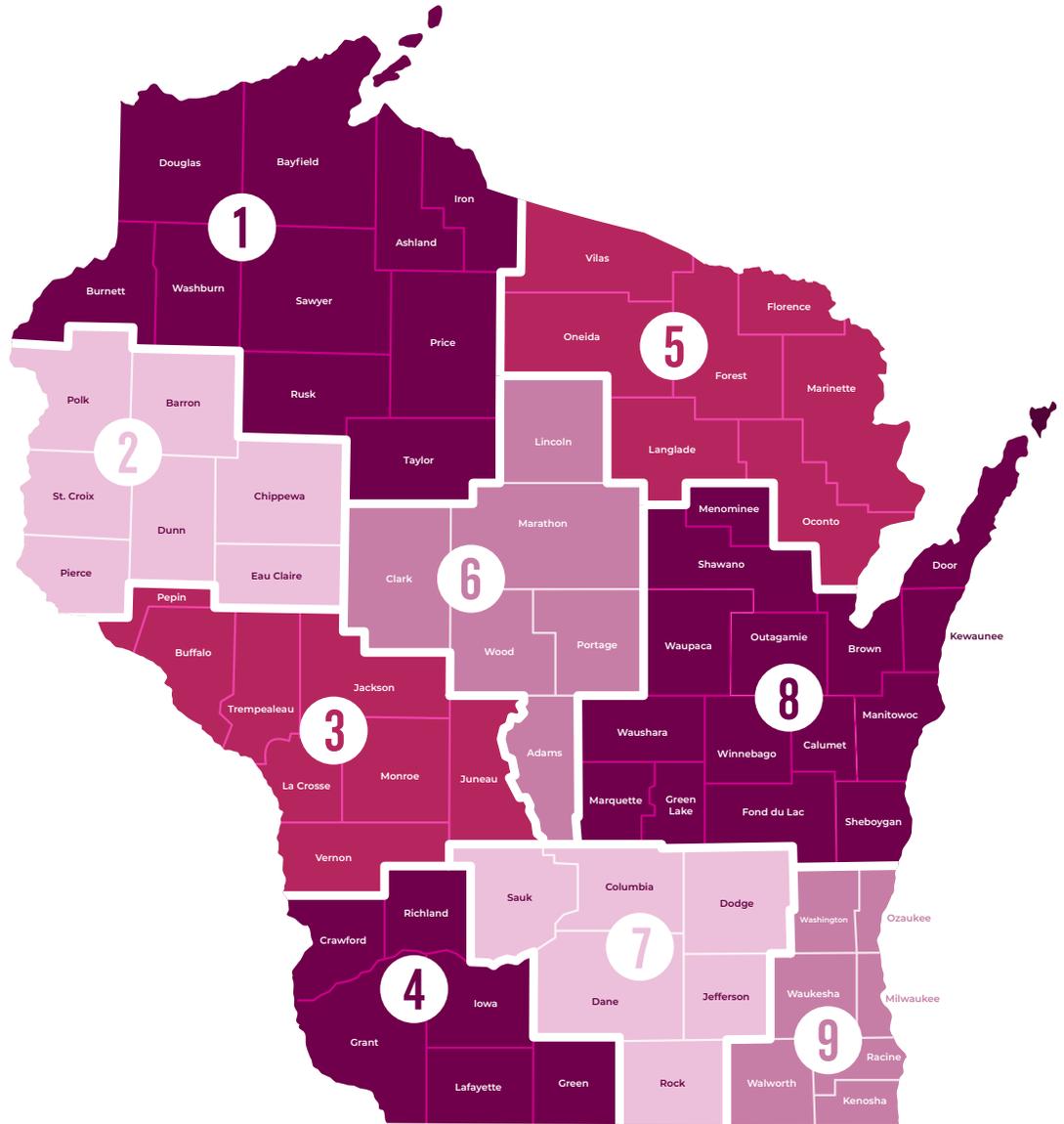
TIM WEBER

Senior Economic
Development Director
608.210.6772
tim.weber@wedc.org

REGIONS 8-9

TINA CHITWOOD

Senior Economic
Development Director
608.210.6733
tina.chitwood@wedc.org



REGIONAL ECONOMIC DEVELOPMENT DIRECTORS

September 2024

1 DAVE WIERZBA
608.210.6824
david.wierzba@wedc.org

4 ELA KAKDE
608.210.6876
ela.kakde@wedc.org

7 VANESSA INEZA
608.210.6728
vanessa.ineza@wedc.org

9 NEIL WHITE
608.210.6739
neil.white@wedc.org

2 RAY FRENCH
608.210.6791
ray.french@wedc.org

5 JIM ROSENBERG
608.210.6715
jim.rosenberg@wedc.org

JASON SCOTT
608.210.6790
jason.scott@wedc.org

TRACY LUBER
608.210.6787
tracy.luber@wedc.org

3 MARK TALLMAN
608.210.6852
mark.tallman@wedc.org

6 MELINDA OSTERBERG
608.210.6786
melinda.osterberg@wedc.org

8 JON BARTZ
608.210.6846
jon.bartz@wedc.org

NATANAEL MARTINEZ
608.210.6792
natanael.martinez@wedc.org

NALETTA SANCHEZ
608.210.6830
naletta.sanchez@wedc.org

BUSINESS DEVELOPMENT AND ATTRACTION

WEDC and its partners work to connect business and community leaders with the programs that meet their specific needs. In addition to leveraging Wisconsin's location, industry strengths and supply chain capabilities, companies currently operating here or looking to expand their national or global presence in the state may tap one or more of the following programs to help maximize their potential.

Business Development Tax Credits

Refundable tax credits for companies expanding in, or relocating to Wisconsin

Certified Sites Program

Consistent standards developed for Wisconsin sites comprised of at least 20 contiguous, developable acres, signaling that key approvals, documentations and assessments for industrial uses are already in place

Enterprise Zone Tax Credit

Refundable tax credits for companies undertaking major expansion projects in, or relocating major business operations from other states to, Wisconsin

Industrial Revenue Bonds

A unique type of revenue bond organized and issued by a state or local government, the proceeds of which are directed to a private, for-profit business

Qualified New Business Venture Certification

Helps drive investment to innovative early-stage Wisconsin companies by allowing investors to claim a 25 percent tax credit on the amount they invest into a QNBV-certified business

Technology Development Loan Program

Flexible lending program designed to assist high-tech startups and emerging growth companies in financing the development and launch of innovative products and services

Capital Catalyst Program

Capital Catalyst provides matching grants to organizations or communities that manage a seed fund for early-stage businesses. These locally managed funds may provide grants, loans and/or investments in startups and early-stage and innovative small businesses that operate in their service area.

Entrepreneurial Partnership Grant

The Entrepreneur Partner Grant program provides funding to eligible nonprofits so they can, in turn, provide funding support and technical assistance to startups. The program has grants available for new or pilot projects and for established projects with demonstrated results. The program operates on a competitive basis and will have multiple application cycles throughout the year.

COMMUNITY DEVELOPMENT

With the goal of improving quality of life across Wisconsin, the following programs support minority business growth, downtown development projects and community revitalization efforts.

Brownfields Grant Program

Grants to local governments, businesses, nonprofits and individuals for developing commercial and industrial sites that have been adversely affected by environmental contamination

Capacity Building Grants

Grants to assist local and regional economic development groups to create an advanced economic development network within the state

Community Development Investment Grant Program

Financial support for shovel-ready projects, with particular emphasis on downtown community-driven efforts that deliver significant, measurable benefits in job opportunities, property values, and/or leveraged investment by local and private partners

Community Development Investment Vibrant Spaces Program

Available to communities to create public spaces to support community placemaking

Historic Preservation Tax Credit Program

Transferable state income tax credit for 20 percent of the qualified rehabilitation expenditures for eligible buildings

Idle Sites Redevelopment Program

Highly competitive program offering grants to Wisconsin communities for the implementation of redevelopment plans for large sites that have been idle, abandoned or underutilized for at least five years

Site Assessment Grant Program

Grant funds to approved projects to assist local governments with conducting initial environmental assessment and demolition activities on an eligible abandoned, idle or underutilized industrial or commercial site

Wisconsin Main Street/Connect Communities Programs

Participants in WEDC's downtown revitalization programs benefit from a variety of focused services including; organizational support, technical support, online and in-person training and workshops, and access to a statewide network of downtown advocates. Interested communities must apply to join and commit to participating in program activities and tracking downtown activities and progress.

Diverse Business Development Program

The Diverse Business Development (DBD) Program works collaboratively with agencies, corporations and nonprofit diverse business associations to provide technical, financial and operational assistance, resources and statewide networking opportunities to diverse entrepreneurs and business owners. Also, DBD hosts annual events for minority-, woman- LGBTQ- people with disabilities and veteran-owned businesses. Including Kiva microlending available through statewide diverse-based chambers of commerce.

Office of Rural Prosperity (ORP)

ORP brings the Governor's Blue Ribbon Commission Report to life by implementing innovative ideas, and providing technical assistance for Rural communities across Wisconsin. The office fosters a vibrant, prosperous and resilient Rural Wisconsin by helping rural stakeholders navigate programs and resources serving rural communities and businesses through RuralWI.com. Staff promote rural voices and culture, and provide technical assistance on a variety of issues that impact rural prosperity including ecosystem building, small business & entrepreneurship, housing, and access to broadband.

GLOBAL TRADE

With experienced staff and partners throughout the state, as well as in-country experts on the ground overseas, WEDC helps increase the global reach of Wisconsin companies. These programs are designed to help companies gain the expertise and skills necessary to successfully navigate the global marketplace.

ExporTech™

Export acceleration program to help Wisconsin companies expand their global market reach through targeted export strategy development and execution

Export Technical Assistance

Assistance to expand the sale of Wisconsin products and services outside of the U.S. and to help companies develop an export strategy

International Market Access Grant

Grant funding to support export growth for Wisconsin companies

Global Trade Missions

Destinations are chosen based on the markets that make sense for Wisconsin companies. Participants are matched with carefully selected local partners to help their exports gain traction in the market.

Global Network

Staff in Wisconsin, plus in-market authorized trade representatives covering 116 countries and territories around the world, can help Wisconsin exporters determine the most promising markets for their products and services, and navigate concerns specific to the market—business culture, laws and regulations, taxes, intellectual property concerns, and more.