

# 51st LADCO ANNUAL MEETING

Monday, February 6, 2023 • 11:00 AM – 1:00 PM  
The Stoney Creek Hotel



### 51ST ANNUAL MEETING SPONSORS:



# Letter from the President

## Welcome to 2023!

The economy is improving, innovation is increasing, and there is optimism for the future. We have come through the turbulent years created by the pandemic and finally can see an environment that supports the economic development initiatives on the horizon. The LADCO Board of Directors and staff are looking forward to a great year of expansions and possibilities.

After focusing on improving the internal controls of the organization and creating a clear system of fiscal controls designed to safeguard the funding entrusted to us by our members, LADCO has spent the last year learning from our local businesses. Staff conducted over 44 Business Retention and Expansion (BR&E) visits in person and connected with another 39 members through phone or email. This has led to LADCO identifying and assisting with at least five significant expansion projects being pursued by member companies. It is through individual connection points like these that LADCO's value as a resource to local businesses truly shines.

The LADCO staff has done an amazing job of growing memberships, strengthening the organization, and moving economic development and entrepreneurship forward in the 7 Rivers region. Tim Kabat stepped in as Executive Director and continues to ensure our strong footing for 2023. His patience and dedication to LADCO is clear in all he does, and we are lucky to have him at our helm. Natasha Link has proven to be an amazing asset as well, providing great marketing direction and administrative support. LADCO did lose the incredible Sam Bachmeier this year, however, and his growth from intern



to Associate Director was a joy to see. Sam was the rock we all counted on during some turbulent times, and his professionalism, hard work ethic and kindness will serve him well wherever he goes. Luckily for LADCO, he did not go far, and we are excited to keep working with him for years to come.

As I compose my last letter as the LADCO Board President, I want to end by thanking the amazing members of the LADCO Board and, in particular, the LADCO Executive Committee. Being a volunteer board member means making a commitment to see things through, to not just enjoy the title but to make the hard decisions that preserve the integrity of the organization and the trust of those you serve. I could not have asked for

a stronger team to take this journey with and will always be grateful to Joe Zoellner, Chuck Olson, Mic Michels, Jeff Wrobel and most certainly, Bob Burg, for their countless hours and devotion to LADCO.

As always, LADCO exists due to the generous support of our member companies and municipalities. We are here to serve you and will strive to provide the kind of support required in today's challenging times. Look for the LADCO staff to reach out and be open and honest about how LADCO can help your organization now and in the future.

Sincerely,



Patti Balacek,  
LADCO Board President





# LIVE BETTER FOR LESS

# 2022 Board of Directors

## Officers

President	Patti Balacek, Gundersen Health System
Vice President	Mic Michels, Inland Packaging
Treasurer	Bob Burg, Midwest Capital Investment
Secretary	Chuck Olson, Coldwell Banker River Valley Commercial
At-Large	Joe Zoellner, State Bank Financial

## Private Sector

Brightspeed	Brian Fanciulli
Xcel Energy	Mike Herro
A.L.M Holding	Matt Watson
Coulee Bank	Tim Kolek
Market & Johnson	Mike Seichter
Mayo Clinic	Karen Finneman-Killinger
CompRex	Cindy Jia
Kwik Trip	Jeff Wrobel

## Public Sector

Village of Holmen	Patrick Barlow
Town of Onalaska	Stan Hauser
Town of Shelby	Tim Candahl
City of La Crosse	Mayor Mitch Reynolds
City of Onalaska	Mayor Kim Smith
Village of West Salem	Scott Schumacher
La Crosse County Board	Matt Nikolay

## Staff Members

Executive Director	Tim Kabat
Program Coordinator	Natasha Link

# Letter from the Executive Director

## To our members, supporters, and Coulee Region residents:

During this past year, the LADCO Board of Directors and staff spent considerable time and energy listening to you, our members, and partners.

We assessed how we are performing as an organization, asking you about our areas of focus, and reconnecting relationships with our businesses and partners through business retention and expansion (BR&E) visits. 2022 was indeed an enlightening time for us, as we took a critical look at what we do and how we do it – learning what we do well and what needs more attention, and asking our area businesses how LADCO and others can better assist you with your workforce, real estate, and specific business needs.

In the spring, we sent out a member survey asking you to rate LADCO as an organization, to assess our programs and services, to identify what we should focus on, and the current and future issues we should be paying attention to. Page 18 in this annual report shares these results.

While the survey told us we need to work more effectively with you at workforce solutions, in providing you with more timely and pertinent regional economic information, and in looking into financial tools to help you better invest, overall, we are pleased that you view LADCO favorably, with nearly 90% of our members and partners rating LADCO as excellent or good.

Many of you said our communications, technical assistance, events, and research programs are good or satisfactory. And many of you confirmed that LADCO's priorities should remain as helping our existing businesses grow, attracting



new businesses to the area, and assisting our businesses in attracting more workers.

We are utilizing the survey results and what you told us to help us improve our communications and the programs we provide. We will also spend time in 2023 developing additional research and in gathering and sharing regional economic data that helps you.

Throughout the year, we reconnected with many of you with our BR&E visits, sitting down and learning about what's working for you, what needs attention, and what has you concerned. Overall, many of you feel pride and confidence in

our area, in our local economy and in our communities and the people who live and work here. And that comes as no surprise, as we remain blessed in the La Crosse area with a strong and diverse economy, an incredible quality of life, and a highly productive workforce.

As a result of our meetings with you, we learned of several possible expansion projects involving local manufacturers and suppliers, and leading service businesses. These projects represent exactly how the BR&E visits should work and we will be busy in 2023 connecting these businesses to resources and programs, and in trying to realize the positive impacts these projects will represent to our area's economy and workforce.

For 2023, LADCO will continue our efforts in economic development, again especially focused on business retention and expansion, real estate solutions, start-up business incubation and support, and workforce development.

The goals of building stronger relationships, enhancing our core services, and partnering with you to grow our economy, remain my focus. This year, LADCO will continue our work on several business expansion projects, help to develop our business parks, and help to market and redevelop key properties in our communities.

Finally, to do our part in helping to address the area's workforce challenges, I am pleased to share that LADCO has partnered with the ORC Sheltered Friends Foundation to help identify and remove barriers to employment for our differently-abled and disabled community members. There is more to come as we work to develop this program in 2023 and beyond, so stay tuned.

Here's to a peaceful, prosperous, and healthy 2023!



Tim Kabat,  
Executive Director



# CITY LIVING WITH SCENIC VIEWS

# LADCO Highlights

## Business Retention & Expansion Meetings

A key initiative was re-energizing our business retention and expansion meetings with our businesses, members, and partners. From late 2021 throughout 2022, LADCO met with 44 area businesses and contacted another 39 to listen and learn about what is going well, what needs attention, and what challenges are out there.

**Not surprising, but we learned that the lack of workforce is the overwhelming challenge facing nearly all businesses today. We also learned:**

- Our regional economy is a strength
- Our quality of life is a strength
- We need to partner with the higher education institutions

- We need assistance with process improvement, process engineering, and automation
- The lack of housing and childcare are seriously impacting workers

### Additional lessons:

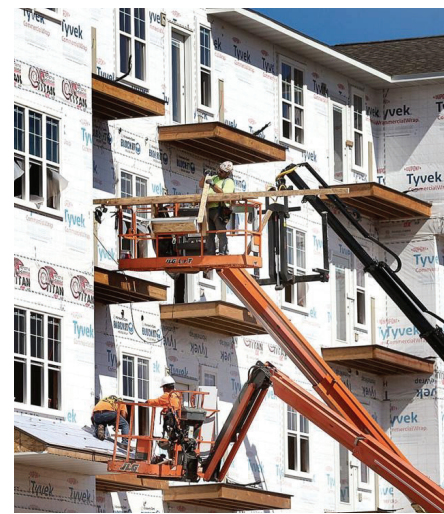
- Delays in supply chain and shipping – including Russia's war – are impacting La Crosse area businesses
- Several companies are exploring new equipment, new building, and expansions
- Companies are being creative with salaries and compensation, flexible work, work-life balance, and addressing mental health, and building a strong culture

## 5th Ward Residences (at George and St. Andrew Streets)

In 1997, the La Crosse Industrial Park Corporation (LIPCO), a nonprofit partnership of LADCO, the City of La Crosse, and Xcel Energy, purchased the former Trane Plant 6 site to demolish the facility, remediate environmental contamination, and provide a shovel-ready site for redevelopment. Over the next few years, the site was cleaned and prepped for sale. In 2014, LIPCO sold the site to Stizo Development LLC, with plans for a mixed-use development.

On November 18, 2021, Stizo broke ground on the "5th Ward Residences," a \$18 million housing project that includes 144 rental units, 14 owner-occupied townhomes, a business center, and shared amenities. The 5th Ward Residences are now available, with future phases in development.

This project represents a real-world example of LADCO's leadership and facilitation among private, public, and non-profit partners to turn a contaminated and obsolete site located in the floodplain into a brand-new mixed housing development.





## River Point District

In 2022, the Redevelopment Authority of La Crosse completed the next phase of development at the River Point District, filling the site with more than 200,000 cubic square yards of soil to raise the site out of the floodplain. Next phase is for the utility and transportation infrastructure to begin.

LADCO helped to facilitate connections between prospective businesses and developers and the City of La Crosse to learn about and nurture opportunities for possible new office and mixed-use developments at the site.



## LADCO member survey

In the spring, LADCO sent a “how is LADCO doing as an organization” survey to members and partners. We asked not only how we rate as an organization, but we also asked for feedback on our programs and services, LADCO priorities, and current and future trends we should be paying attention to. See Page 18 for the survey results.

## Real Estate Solutions

LADCO engaged with the Wisconsin Economic Development Corporation (WEDC) to enhance our local listings on the “Locate In Wisconsin” platform for real estate opportunities in the Coulee Region.

This platform is a collection of real estate options throughout the state of Wisconsin, that is regularly viewed by regional and national site selectors and local businesses looking for relocation or expansion options. LADCO has uploaded many significant real estate options, including the former Shopko sites, former Midwest Security site, area business parks, and other properties available throughout La Crosse County. LADCO will continue to manage the property data base for La Crosse County in upcoming years.



## LADCO Industry Appreciation Luncheon

LADCO hosted our Annual Industry Appreciation luncheon on November 15th, 2022, at the Omni Center in Onalaska. We heard from Amy Thornton, Western Technical College, Becky Vianden, University of Wisconsin at La Crosse, and Alyssa Gostonczik, Viterbo University about how our higher education institutions are adapting to evolving workforce demands.

At the event, we also gave awards for the following projects:

- A.) Triangle of Achievement Award for the 5th Ward Residences project including representatives from Borton Construction, 360 Real Estate Solutions, Mastercraft Homes, the La Crosse Industrial Park Corporation, and the City of La Crosse.
- B.) Diamond Recognition Award – Kwik Trip Inc. for their leadership, major investments, and community support which has significantly impacted the La Crosse area and Coulee Region.

C.) Kwik Trip Business Plan Competition – LADCO and our partners at Kwik Trip reviewed a number of business plans from area entrepreneurs. The following business plans were ranked and awarded grant funds provided by Kwik Trip.

- i. CompRex, LLC – Finalist, recipient of a \$500 grant
- ii. Turners Ridge Wood Workz, LLC – Finalist, recipient of a \$500 grant.
- iii. SharpRite, LLC – Finalist, recipient of a \$1,000 grant.



## Spring Economic Forum

On May 17th, LADCO hosted our 65th Economic Forum in the Cargill Room at The Waterfront Restaurant and Tavern – co-sponsored by Bremer Bank, Coldwell Banker River Valley Commercial, and Market & Johnson. The program featured keynote speaker Laura Dresser, Associate Director from the Center on Wisconsin Strategy, who spoke about building stronger labor markets. The Center on Wisconsin Strategy, based at the University of Wisconsin-Madison, is a values-driven national think-and-do tank that promotes “high road” solutions to social problems.

## Management of the Coulee Region Business Center (CRBC)

LADCO continues day-to-day management and strategic development responsibilities of the Coulee Region Business Center, through an agreement with the CRBC Board of Directors. Working with the CRBC Board and other community partners, LADCO staff has implemented and coordinated support services available to tenants and area entrepreneurs.

In 2022, the Coulee Region Business Center graduated another small business – the Dirty Dozen, a donut and bakery business – and provided space to several new start-ups including:

- Sharp Rite
- The Guitar Practice
- Old Style Catering
- Dukes OG
- Turners Ridge Wood Workz



2022 WEDA *La Crosse, WI*  
**Best Practices Conference**  
*Exploring the Building Blocks of Economic Development*  
Sept. 28-30, 2022 - Register Today!



## Community and Economic Development Awards

The Wisconsin Economic Development Association (WEDA) hosts the annual Community and Economic Development Awards, at which, major statewide projects/initiatives are recognized and appreciated. LADCO annually nominates regional projects to ensure the Coulee Region is represented and recognized at the state-level. This year, LADCO nominated the following:

- Talent Attraction, Development, and Retention – La Crosse Area Chamber of Commerce Thrive in the Heart of the Driftless Region campaign – Top Three Finalist
- Real Estate Redevelopment and Reuse – 5th Ward Residences – Top Three Finalist

WEDA held their Best Practices Conference in La Crosse in 2022 and the La Crosse Area and Coulee Region was well represented.



**AN URBAN  
FEEL ON  
THE  
MIGHTY  
MISSISSIPPI**

# Community Profile

## Economy Overview

118,723

Population (2021)

Population grew by 919 over the last 5 years and is projected to grow by 112 over the next 5 years.

73,552

Total Regional Employment

Jobs decreased by 2,186 over the last 5 years but are projected to grow by 1,610 over the next 5 years.

\$57.9K

Median Household Income (2019)

Median household income is \$5.0K below the national median household income of \$62.8K.

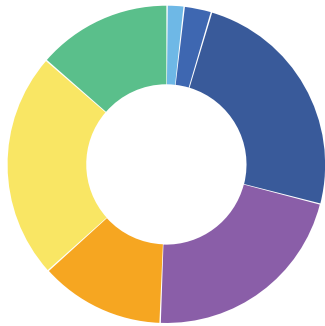
## Takeaways

- As of 2021 the region's population increased by 0.8% since 2016, growing by 919. Population is expected to increase by 0.1% between 2021 and 2026, adding 112.
- From 2016 to 2021, jobs declined by 2.9% in La Crosse County, WI from 75,737 to 73,552. This change fell short of the national growth rate of 1.8% by 4.7%. As the number of jobs declined, the labor force participation rate increased from 69.0% to 69.6% between 2016 and 2021.
- Concerning educational attainment, 23.0% of La Crosse County, WI residents possess a Bachelor's Degree (2.7% above the national average), and 12.7% hold an Associate's Degree (4.0% above the national average).
- The top three industries in 2021 are General Medical and Surgical Hospitals, Restaurants and Other Eating Places, and Education and Hospitals (Local Government).

	Population (2022)	Labor Force (May 2022)	Jobs (2021)	Cost of Living	GRP	Imports	Exports
Region	118,736	67,147	73,552	100.2	\$8.20B	\$8.59B	\$9.21B
Mississippi River Region	328,417	174,357	159,080	100.0	\$17.33B	\$24.34B	\$24.98B
Trempealeau County, WI	30,147	15,239	14,628	100.7	\$1.56B	\$2.59B	\$2.31B
Buffalo County, WI	12,913	6,241	4,653	102.2	\$515.21M	\$1.16B	\$882.19M
Dunn County, WI	46,191	24,084	19,534	96.1	\$2.07B	\$3.24B	\$2.75B
Pierce County, WI	43,234	25,480	12,397	100.6	\$1.33B	\$2.38B	\$1.47B
Eau Claire County, WI	106,024	59,750	62,126	98.2	\$6.55B	\$6.84B	\$7.01B
Wisconsin	5,881,227	3,115,847	3,110,882	100.3	\$360.23B	\$330.30B	\$353.71B
United States	333,523,253	164,157,172	163,553,353	100.0	\$22.75T	\$0	\$10.94T

## Education Attainment

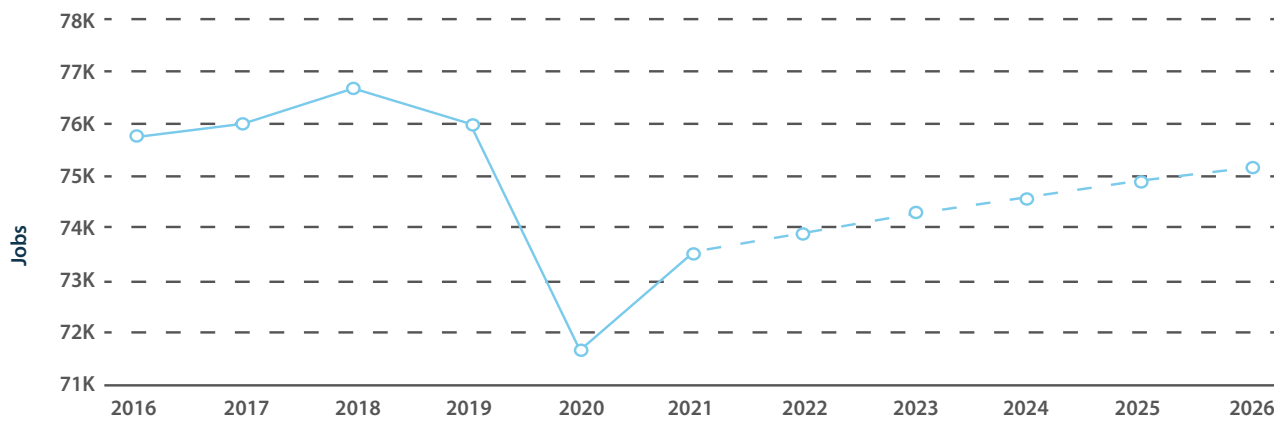
Concerning educational attainment, **23.0%** of La Crosse County, WI residents possess a **Bachelor's Degree** (2.7% above the national average), and **12.7%** hold an **Associate's Degree** (4.0% above the national average).



	% of Population	Population
Less Than 9th Grade	1.7%	1,337
9th Grade to 12th Grade	2.8%	2,161
High School Diploma	24.4%	18,863
Some College	21.6%	16,698
Associate's Degree	12.7%	9,834
Bachelor's Degree	23.0%	17,786
Graduate Degree and Higher	13.7%	10,593

## Job Trends

From 2016 to 2021, jobs declined by **2.9%** in La Crosse County, WI from 75,737 to **73,552**. This change **fell short of the national growth rate of 1.8%** by **4.7%**.

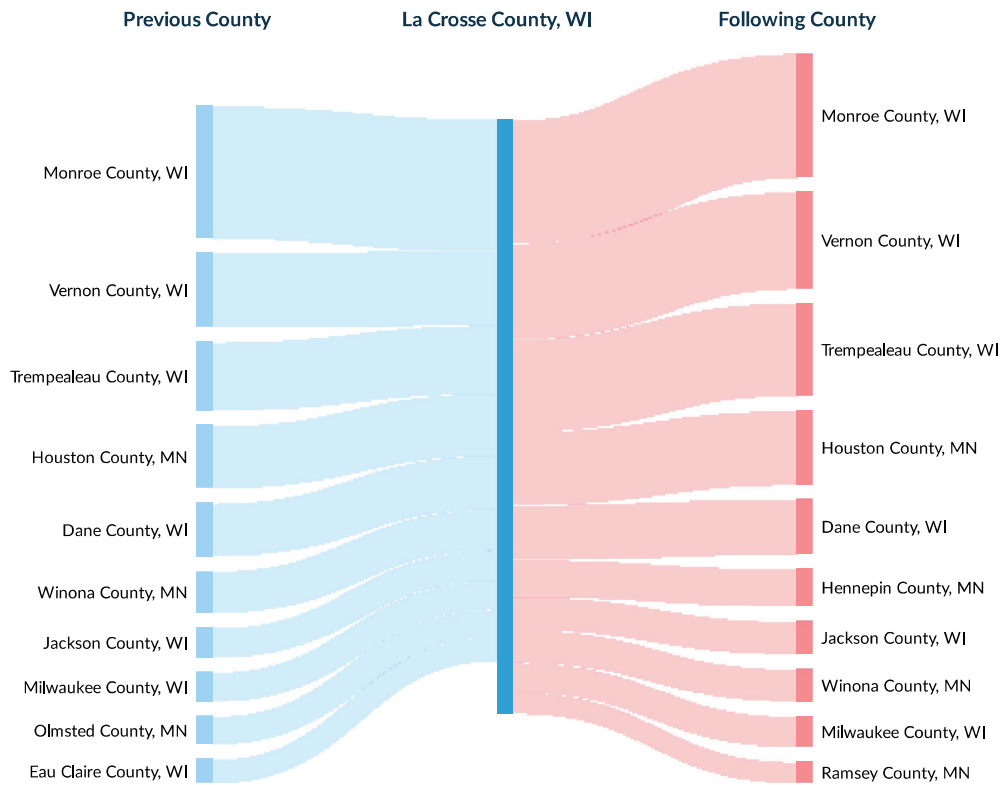


Timeframe	Jobs
2016	75,737
2017	76,007
2018	76,673
2019	75,974
2020	71,697
2021	73,552
2022	73,938
2023	74,286
2024	74,608
2025	74,927
2026	75,162

## Inbound and Outbound Migration

The table below analyzes past and current residents of La Crosse County, WI. The left column shows residents of other counties migrating to La Crosse County, WI. The right column shows residents migrating from La Crosse County, WI to other counties.

As of 2020, **411** people have migrated from Monroe County, WI to La Crosse County, WI. In the same year, **386** people left La Crosse County, WI migrating to Monroe County, WI. The total Net Migration for La Crosse County, WI in 2020 was **-249**.

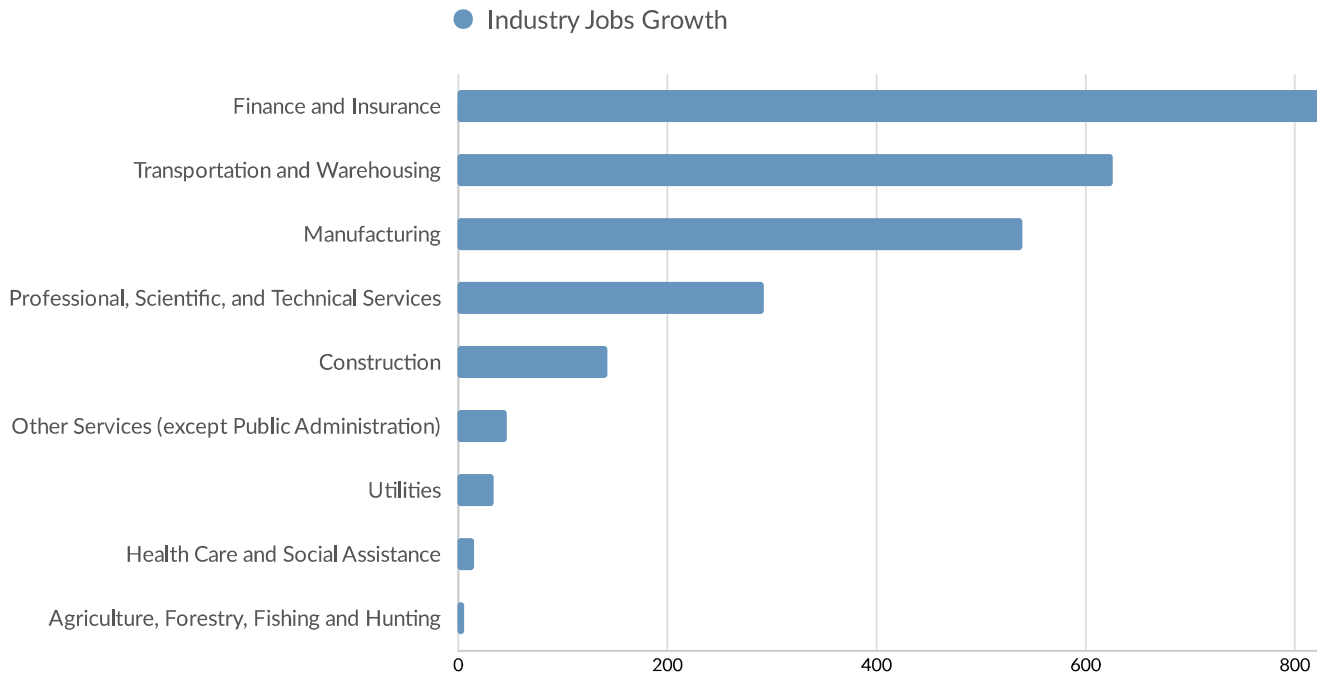


Top Previous Counties	Migrations
Monroe County, WI	411
Vernon County, WI	231
Trempealeau County, WI	215
Houston County, MN	195
Dane County, WI	167
Winona County, MN	128

## Inbound and Outbound Migration (continued)

<b>Top Previous Counties</b>	<b>Migrations</b>
Jackson County, WI	93
Milwaukee County, WI	91
Olmsted County, MN	87
Eau Claire County, WI	74
Cook County, IL	73
Hennepin County, MN	68
Marathon County, WI	51
Ramsey County, MN	45
Waukesha County, WI	45
<b>Top Following Counties</b>	<b>Migrations</b>
Monroe County, WI	386
Vernon County, WI	301
Trempealeau County, WI	288
Houston County, MN	231
Dane County, WI	169
Hennepin County, MN	117
Jackson County, WI	102
Winona County, MN	102
Milwaukee County, WI	94
Ramsey County, MN	66
Olmsted County, MN	64
Maricopa County, AZ	63
Eau Claire County, WI	57
Brown County, WI	52
Juneau County, WI	51

## Top Growing Industries



## Educational Pipeline

In 2020, there were 4,854 graduates in La Crosse County, WI. This pipeline has shrunk by 7% over the last 5 years. The highest share of these graduates come from Nursing Assistant/Aide and Patient Care Assistant/Aide, "Biology/Biological Sciences, General", and "Psychology, General".

School	Total Graduates (2020)	Graduate Trend (2016 - 2020)
University of Wisconsin-La Crosse	2,586	
Western Technical College	1,512	
Viterbo University	722	
The Salon Professional Academy-Onalaska	34	

● Certificate   
 ● Associate's   
 ● Bachelor's   
 ● Master's or Higher

Data derived from the Mississippi River Regional Planning Commission, 2023.



# 50th Annual Meeting Minutes

## February 28, 2022 – La Crosse Center Riverside Ballroom A

LADCO Board President, Patti Balacek, called the meeting to order at 12:15 PM.

Secretary's Report – Chuck Olson, LADCO Board Secretary, reviewed the minutes from the 2020 Annual Meeting. A motion to approve the minutes as submitted was made by Bob Burg and seconded by Jeff Wrobel. Motion carried unanimously.

Financial Report – Bob Burg reviewed the 2021 year-end balance sheet and income statement. Mr. Burg then reviewed the proposed 2022 operating budget. A motion to approve and adopt the 2022 operating budget as presented was made by Chuck Olson and seconded by Mike Herro. Motion carried unanimously.

Board Member Elections – Patti Balacek reviewed the Board members seeking re-election for an additional three-year term. The list included Matt Watson, Chuck Olson, Jeff Wrobel, and Joe Zoellner. There are also three new members seeking to fill vacant seats on the Board including Cindy Jia, Karen Finneman-Killinger, and Mike Seichter. Patti Balacek asked the audience for any new nominations. With no new nominations, a motion to approve the proposed slate was made by Bob Burg and seconded by Mike Herro. Motion carried unanimously.

Patti Balacek reviewed the proposed LADCO leadership for 2022 including herself as President, Mic Michels as Vice-President, Chuck Olson as Secretary, Bob Burg as Treasurer, and Joe Zoellner for an At-Large seat on the Executive Committee. Patti Balacek asked the audience for any new nominations. With no new nominations, a motion to approve the proposed slate of officers was made by Mike Herro and seconded by Jeff Wrobel. Motion carried unanimously.

Special Recognition Award – Ian Turner introduced retiring Congressman Ron Kind as the recipient of LADCO Special Recognition Award for his years of dedicated service to the citizens of the 3rd Congressional District. Karrie Jackelen accepted the award on behalf of Congressman Kind and thanked the LADCO Board and those present for the recognition.

Distinguished Service Award – Mike Herro introduced Jeff Wrobel as the recipient of the award for his long-term devotion and wide-ranging contributions to the development of the area economy. Jeff Wrobel accepted the award and thanked the LADCO Board of Directors and members for the consideration.

President's Award – Patti Balacek introduced the La Crosse Center renovation and expansion project as the recipient of the President's Award including the La Crosse Center Board and staff, the City of La Crosse, ISG, and Kraus-Andersen. Representatives of these organizations graciously accepted the award and thanked the LADCO Board of Directors and members for the consideration.

With no other new or old business, a motion to adjourn was made by Chuck Olson, seconded by Bob Burg at 12:53 PM. Motion carried unanimously.

Respectfully submitted,

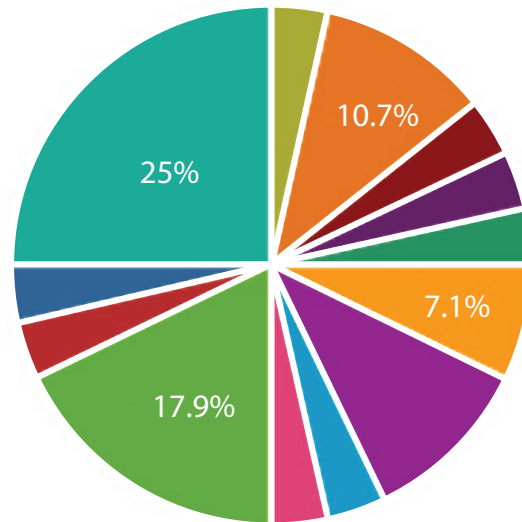


Tim Kabat,  
Executive Director

**THE  
POWER  
OF  
PROXIMITY**

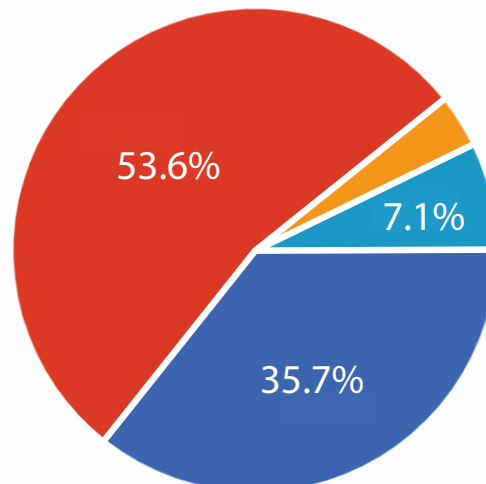
# Member Survey Results 2022

## Industries represented in survey



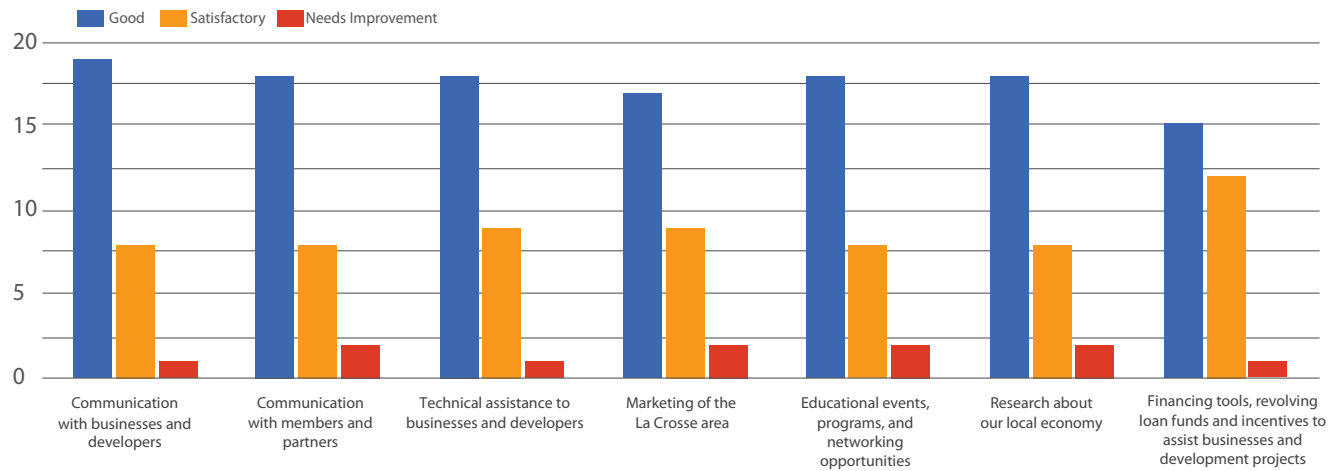
- Agriculture & Forestry/Wildlife
- Business & Information/Technology
- Construction/Utilities/Contracting
- Education
- Finance or Insurance
- Food and/or Hospitality
- Health Services
- Manufacturing
- Food Production
- Marketing
- Personal Services
- Real Estate & Housing
- Legal
- Transportation
- Government
- Governmental Body
- Investment management

## Rating LADCO as an organization



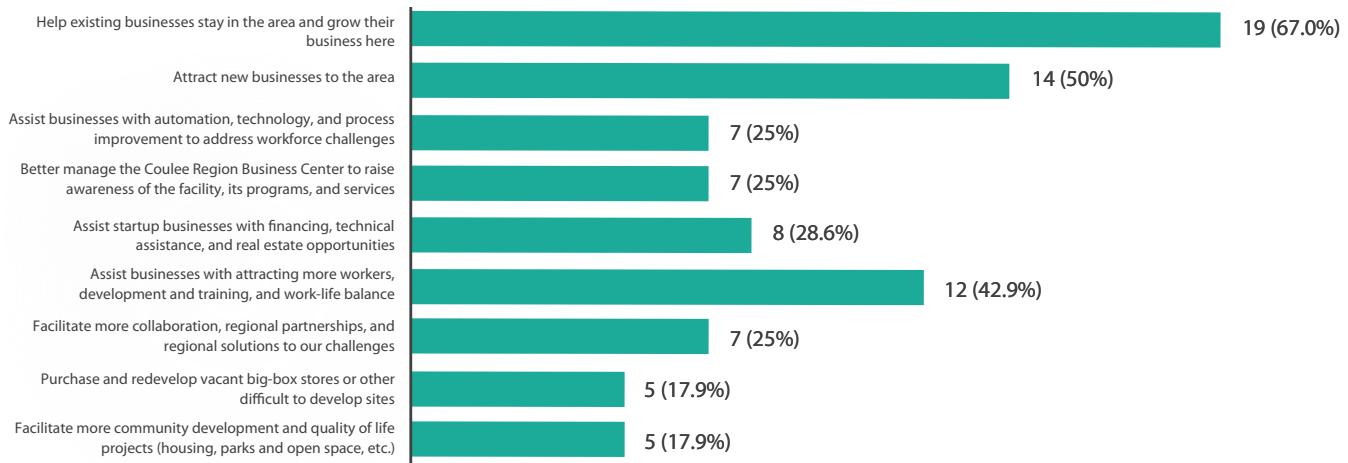
- Excellent
- Good
- Average
- Fair
- Poor
- I do not know enough about LADCO to offer my opinion

## Rating LADCO's programs and services



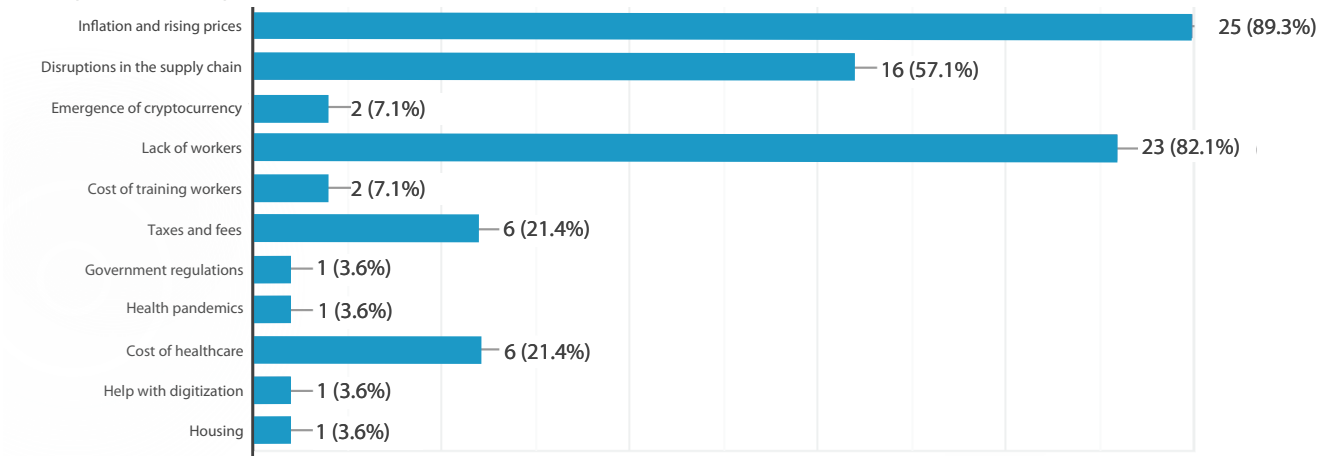
## Focusing LADCO's services

Participants chose top 3 choices



## Current issues and future trends of concern

Participants chose top 3 choices



# Financial Summary

REVENUES	2021 ACTUAL	2022 ACTUAL
Private Memberships	\$74,544	\$75,899
Government Memberships	\$60,966	\$50,658
Annual Meeting Income	\$-	\$8,470
Forum/Industry Appreciation Income	\$-	\$13,370
Non-Member Income (LIPCO Management)	\$30,000	\$30,000
Non-Member Income (CRBC Management)	\$66,659	\$69,121
Investment Income	\$523	\$541
PPP forgivable loan	\$30,500	\$57,654
Miscellaneous Income	\$30,085	\$148
<b>TOTAL REVENUES</b>	<b>\$293,277</b>	<b>\$305,862</b>
EXPENSES	2021 ACTUAL	2022 ACTUAL
Salaries/FICA/UC (includes admin)	\$157,342	\$153,994
Health and Life Insurance	\$17,635	\$15,883
Employee Pension Benefits	\$1,507	\$8,365
Hourly wages	\$-	\$21,405
Marketing, Special Programs	\$3,766	\$3,081
Auto/Transportation	\$162	\$619
Copies, Printing	\$993	\$789
Professional Development, Meeting Reg.	\$10	\$579
Depreciation	\$2,893	\$1,076
Building Expenses (rent and phone)	\$8,351	\$9,334
Annual Meeting	\$1,615	\$9,653
Forums, Industry Appreciation	\$573	\$10,896
Meals	\$139	\$29
Lodging	\$-	\$184
Subscriptions, Publications	\$282	\$53
Bank Service Charge	\$225	\$366
Dues	\$1,070	\$620
Member Enhancements	\$12,353	\$(3,938)
Liability Insurance	\$7,779	\$9,029
Miscellaneous Expense	\$9,289	\$289
Legal and Accounting	\$16,549	\$8,140
IT, Website Expense	\$-	\$1,343
Donations, sponsorships	\$-	\$1,250
Supplies and Equipment	\$3,013	\$4,110
Postage	\$55	\$242
Property Taxes	\$69	\$-
Amortization	\$1,455	\$1,455
Airport Grant Expense	\$19,975	\$8,152
<b>TOTAL EXPENSES</b>	<b>\$267,100</b>	<b>\$266,997</b>
<b>NET INCOME (LOSS)</b>	<b>\$26,177</b>	<b>\$38,865</b>

REVENUES	2023 PROPOSED BUDGET
Private Memberships	\$75,899
Government Memberships	\$50,658
Annual Meeting Income	\$10,000
Forum/Industry Appreciation Income	\$15,000
Non-Member Income (LIPCO Management)	\$30,000
Non-Member Income (CRBC Management)	\$70,000
Investment Income	\$500
PPP forgivable loan	\$-
Miscellaneous Income	\$5,000
<b>TOTAL REVENUES</b>	<b>\$257,057</b>
EXPENSES	2023 PROPOSED BUDGET
Salaries/FICA/UC (includes admin)	\$163,834
Health and Life Insurance	\$19,006
Employee Pension Benefits	\$4,434
Staffing (other)	\$14,850
Marketing, Special Programs	\$3,000
Auto/Transportation	\$750
Copies, Printing	\$1,250
Professional Development, Meeting Reg.	\$1,000
Depreciation	\$1,076
Building Expenses (rent and phone)	\$10,000
Annual Meeting	\$9,750
Forums, Industry Appreciation	\$11,000
Meals	\$150
Lodging	\$250
Subscriptions, Publications	\$150
Bank Service Charge	\$425
Dues	\$750
Member Enhancements	\$-
Liability Insurance	\$9,100
Miscellaneous Expense	\$1,000
Legal and Accounting	\$10,900
IT, Website Expense	\$1,500
Donations, sponsorships	\$1,000
Supplies and Equipment	\$2,000
Postage	\$250
Property Taxes	\$150
Amortization	\$1,500
Airport Grant Expense	\$-
<b>TOTAL EXPENSES</b>	<b>\$269,075</b>
<b>NET INCOME (LOSS)</b>	<b>\$(12,018)</b>

## COMPETITIVE AND GROWING REGIONAL BENEFITS

# 2023 Supporting Members

## Thank you to all of our members

The LADCO staff and Board of Directors extend a sincere “Thank You” to all of our supporting members. Without your valuable support, our economic development efforts throughout the La Crosse Area could not go forward. With gratitude for your continued support in mind, our team wishes you a successful new year.

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# Discover the Cooperative Difference

*From concept to ribbon cutting, Dairyland's Economic Development Team supports every phase of a project to help build vibrant businesses & communities:*

- **Site Selection**
- **Project Financing**
- **Competitive Rates**



**Contact our team:**



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