

52nd LADCO ANNUAL MEETING

Wednesday, January 24th, 2024 • 11:30 AM - 1:00 PM
La Crosse Center



ANNUAL MEETING SPONSORS:



Letter from the President

Welcome to 2024!

For 52 years, the La Crosse Area Development Corporation (LADCO) has collaborated with you, our member businesses and partners, to improve and grow the La Crosse area's economy and quality of life. Highlights from this past year focused on improving our communications and marketing of the area. These included:

- Business retention and expansion visits to learn more about our businesses' needs, challenges, and opportunities to stay and grow here. To date, we have completed 50 of these visits since late 2021 and look forward to more connections in the coming year. These visits have led to several on-going business expansion projects we are currently working on, which we hope to share more about in 2024.
- Real estate solutions – we have expanded our website and connections with the State of Wisconsin and site selectors to better highlight our area, and available sites including work on the state certification of a La Crosse area business park.
- Marketing our area through the LADCO website – which was significantly enhanced in 2023, social media, and e-newsletters highlighting area businesses, programs, and events.
- Workforce development – we have partnered with the ORC Sheltered Friends Foundation and area providers to identify opportunities and remove barriers for people with disabilities entering the workforce and improve their quality of life.



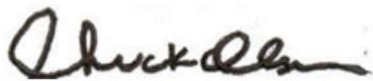
The LADCO Board and staff have done an excellent job of strengthening our organization and moving economic development and entrepreneurship forward. Tim Kabat continues to serve as Executive Director and ensures a strong footing for 2024. Alora Fitzgerald and Bailey Johnson have also proven to be incredible assets as well, providing great marketing direction and administrative support.

I also want to thank the members of the LADCO Board, and particularly the LADCO Executive Committee. I will always be grateful to Patti Balacek, Joe Zoellner, Mic Michels, and Bob Burg for their countless hours and devotion to LADCO.

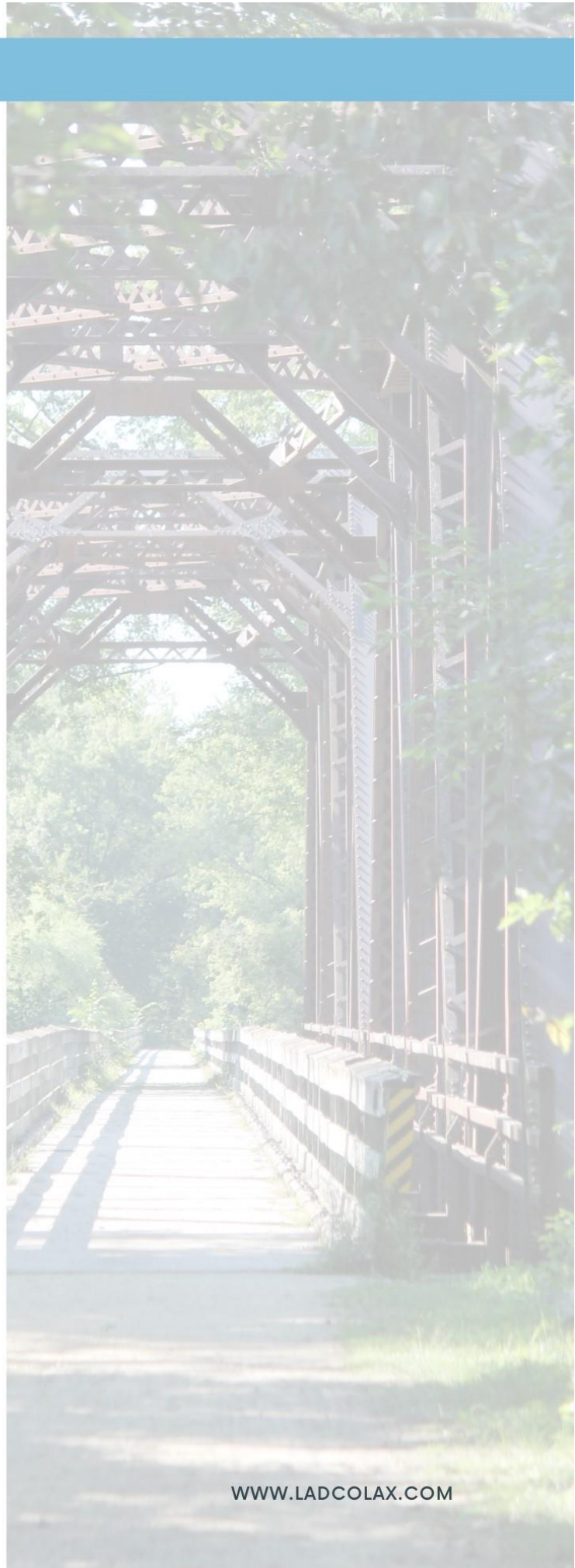
LADCO will continue to serve as a convener, connector, collaborator, and initiative leader that brings together people, ideas, and opportunities. The LADCO Board of Directors and staff have always greatly appreciated our partnership with you. Without your leadership and participation, none of the work or accomplishments LADCO has realized over the last 52 years would have been possible!

Going into 2024, I am pleased to report we are working on improvements to our organization, better communication, and connections with our members. We are focused on helping to address the economic challenges we are experiencing with workforce, real estate, and business retention and expansion. There is much more to come!

Sincerely,



Chuck Olson
LADCO Board President



Without your leadership and participation, none of the work or accomplishments LADCO has realized over the last 52 years would have been possible!



2023 Board of Directors

Officers

President	Chuck Olson, Coldwell Banker River Valley Realty
Past President	Patti Balacek, Gundersen Health
Vice President	Mic Michels, Inland Packaging
Treasurer	Bob Burg, BBOC
Secretary	Joe Zoellner, State Bank Financial

Private Sector

Brightspeed	Brian Fanciulli
Mayo Clinic	Karen Finneman-Killinger
Xcel Energy	Mike Herro
CompRex, LLC	Cindy Jia
J.F. Brennan Company	Tina Klinger
Coulee Bank	Tim Kolek
Market & Johnson	Mike Seichter
A.L.M. Holding Company	Matt Watson
Kwik Trip	Jeff Wrobel
Marine Credit Union	Jack Kalander

Public Sector

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

Staff Members

Executive Director	Tim Kabat
Administrative Assistant	Alora Fitzgerald
Economic Development Intern	Bailey Johnson

Letter from the Executive Director

Thank you LADCO members and partners!

2023 was an excellent year for LADCO, as we focused and sustained our efforts on improving our communications, business retention and expansion projects, real estate solutions, and workforce development.

We know that continuing to improve communications with you is critical. To that end, we completed a significant update to the LADCO website www.ladcolax.com sharing more resources and links for workforce development and real estate offerings. To better market the La Crosse region in early 2024, we will be adding more local videos and links highlighting our communities and the incredible quality of life we enjoy here in the Coulee Region.

Besides the updates to our social media, we started a bi-monthly e-newsletter in 2023. The LADCO e-news shares information about our members and local businesses, highlights news and events, and spotlights key development projects in our area. Much of the credit for these improvements goes to our great staff – Alora Fitzgerald and Bailey Johnson.

Our efforts to reinvigorate the area's business retention and expansion (BR&E) visits with local businesses are paying dividends. These brief, interactive discussions help LADCO better understand our local business climate, the challenges and opportunities facing our area, and help us to learn about potential expansion projects.

In fact, in 2023, we continued work on several business expansions we learned about during these BR&E visits involving new real estate and facilities here in the La Crosse area.



These efforts ranged from meetings with real estate developers and site selectors, to connecting our area businesses to state and local economic development resources and sites within our industrial parks. We are excited for 2024, as several of these businesses continue to move forward with their development plans.

Another significant part of improving the real estate solutions in 2023 involved spotlighting our industrial parks and redevelopment properties on the LADCO website and through our social media and e-newsletter. We continue to link sites through Locate in Wisconsin as well. We all witnessed key developments in 2023 including the beginning of construction of new housing at the River Point District, the announcement of a significant expansion as part of Kwik Trip's ongoing plans and developments, redevelopment and new retail development along the State Highway 16 corridor, and local business investments throughout our region.

To better attract new businesses, LADCO is helping the efforts to obtain certification from the Wisconsin Economic Development Corporation for the North Holmen industrial area. Achieving state certification of this business park will enable us to better market sites and our area nationally and put the Coulee Region at the top of site selector's lists when they are conducting searches for new development opportunities.

We know that we need to collaborate more effectively with you on workforce solutions. To that end, LADCO has partnered with the ORC Industries Sheltered Friends Foundation (OSFF) to help identify and remove barriers to employment for people with disabilities. In 2023 we conducted surveys, focus group meetings, and conversations with businesses and service providers to learn more about these barriers, the opportunities that exist, and how to better connect businesses with people wanting to work. In all, OSFF has provided grants to help address transportation issues, training and educational scholarships, housing improvements, and service animal training. There is more to come in 2024 as we look at ways to better make these connections.

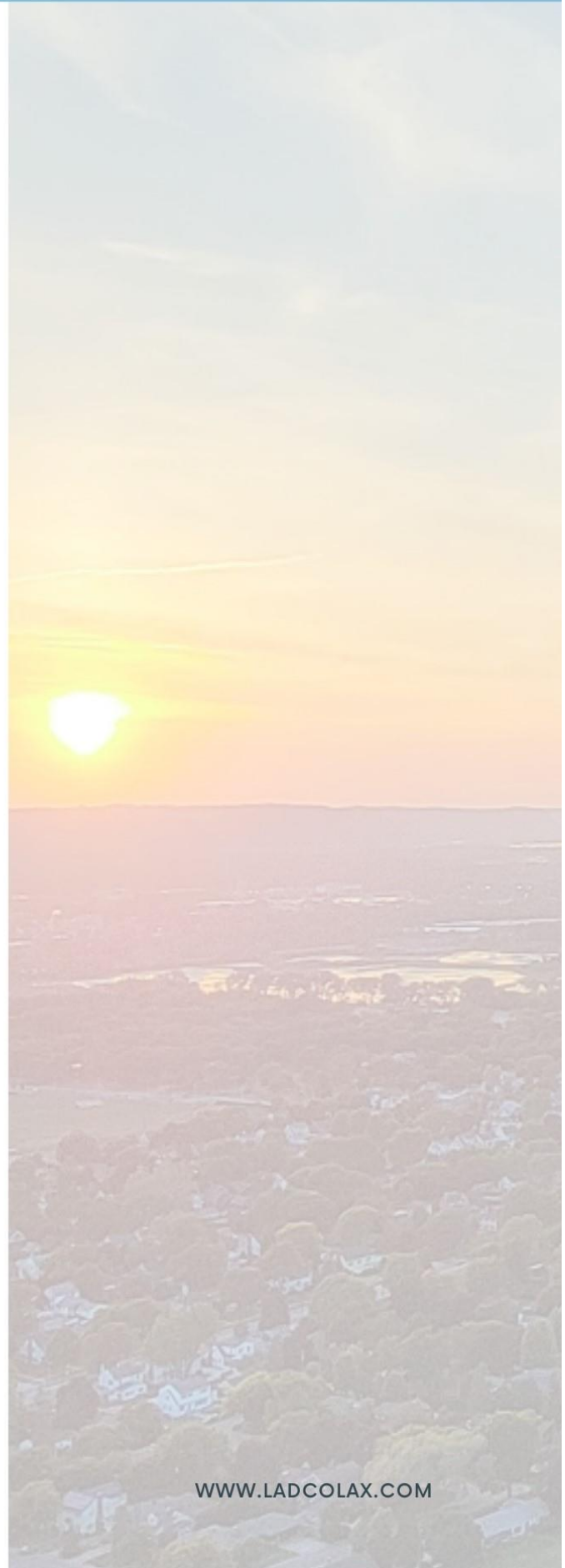
Besides our work on business retention, expansion, real estate, and workforce, we also engage in advocacy for our region. Delta Airlines departure from the La Crosse Regional Airport in 2023 created a significant challenge for air service. LADCO has stepped up to help lead a local effort to increase air services and destination cities. Our focus in 2024 is to maintain current service and relationships and look for ways to build upon these relationships to expand service. There will be more to come in this effort!

For 2024, LADCO will continue our goals of building stronger relationships, enhancing our core services, and partnering with you to grow our economy. This year, LADCO will continue our work on business expansion projects, help to develop and market our real estate opportunities and key properties in our communities, and better serve you, our members, and partners.

On behalf of the LADCO Board and staff, we wish you a happy, peaceful, and healthy 2024!



Tim Kabat
LADCO Executive Director



LADCO 2023 Highlights

Business retention, expansion, attraction, and real estate solutions

LADCO is proud of the efforts to reinvigorate the area's business retention and expansion (BR&E) visits. We have completed more than 50 of these get-togethers and learned more about our local business climate, the challenges and opportunities facing our area, and potential expansion projects. In 2023, we continued work on several business expansions we learned about during these BR&E visits involving new real estate and facilities here in the La Crosse area. LADCO is excited for 2024, as several of these businesses continue to move forward with their development plans. Please stay tuned!

LADCO partnered with area groups to conduct the Tri-State workforce development survey to learn more about workforce needs of our area businesses. Included below is the data from one of the questions regarding workforce issues which infers that compensation competition, training/education, 2nd and 3rd shift, location, work ethic, and motivation are all impacting workforce in our area.

Issues	Responses
Childcare and/or Elder Care	2
Compensation Competition	29
Housing	3
Training/education	16
Other (please specify)	15
Blank	7
Total	72

In 2023 we spotlighted our industrial parks and redevelopment properties on the LADCO website and through our social media and e-newsletter.



To attract new businesses, LADCO is working to obtain certification from the Wisconsin Economic Development Corporation for the North Holmen industrial area. This recognition will enable us to market sites and our area nationally and put the Coulee Region at the top of site selector's lists.



WEDC, Site Selection Group, and area partners visit to La Crosse County – September 20, 2023

Development projects move forward throughout the Coulee Region!

River Point District, La Crosse's largest current urban redevelopment effort, continues to offer a remarkable story of public private partnerships. See images at the right for an update and rendering (3 Rivers Plaza is in the background). Construction is underway on the \$30M housing development by MSP.



5th Ward Residences. Construction continued on the \$18 million housing development project adding more than 144+ housing units in the La Crosse area.



Kwik Trip Expansion. Kwik Trip has purchased the former UnitedHealthcare/Midwest Security Insurance Co. building at 2700 Midwest Drive in Onalaska for a training center and office space. The remodeled building will be able to accommodate up to about 250 employees, including those who are there for training.



Development projects (continued)

State Highway 16 Corridor. Ulta, T.J. Maxx, HomeGoods, Sierra and Five Below are the five retailers expected to open in the former Shopko department store at 9366 Hwy. 16 in Onalaska. Additional redevelopment in the area includes the grand opening of the Hy-Vee supermarket and convenience store in the former Sears department store building at Valley View Mall.



The Onalaska Common Council approved the change to future land use off of Berlin drive, allowing industrial use for companies including Xcel Energy to expand in the community. The company wants to expand its current facility and create a new 100,000 square foot service center. (See rendering on left.)

Construction on Mayo Clinic Health System's new hospital is entering its home stretch and is on track to open in the fall of 2024. Work has begun to finish floors and rooms in the new \$198 million, 94-bed hospital in anticipation of patients occupying beds by September 2024. New energy systems, wireless patient equipment and 24/7 remote monitoring are all coming to the state-of-the-art hospital plans.

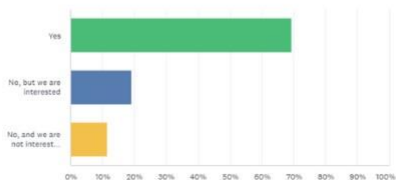


Workforce Development

ORC Sheltered Friends Foundation (OSFF)

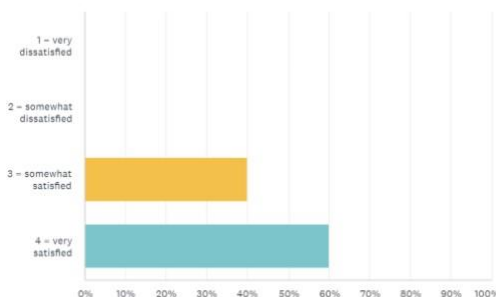
LADCO collaborates with the ORC Industries Sheltered Friends Foundation (OSFF) to help identify and remove barriers to employment for people with disabilities. In 2023 we conducted surveys, focus group meetings, and conversations with businesses and service providers to learn more about these barriers, the opportunities that exist, and how to better connect businesses with people wanting to work. Below are some of the results highlighting satisfaction among workplaces, as well as interest in hiring individuals with disabilities.

Are you currently hiring people with disabilities in your workplace?



ANSWER CHOICES	RESPONSES	COUNT
Yes	69.23%	36
No, but we are interested	19.23%	10
No, and we are not interested at this time	11.54%	6
TOTAL		52

On a scale of 1 to 4, how satisfied are you with the work being completed by the people with disabilities at your workplace?



Coulee Region Job Fair

LADCO sponsored Western Wisconsin's largest regional job fair, the Coulee Region Job Fair, in September. This event was hosted at the OMNI Center in Onalaska, WI on September 26th. Over 70 businesses attended this fair, with several LADCO members in attendance. Altra Federal Credit Union, Dairyland Power, Dynamic Lifecycle Innovations, Gunderson Health System, Mayo Clinic Health System, Kwik Trip, and Inland Packaging were some of these employers. The image to the right is a picture taken from the day of the event.



Advocacy

- Northern Grain Belt Ports--A new initiative to grow and enhance the economic development of the Mississippi River and Port of La Crosse.
- Second Amtrak train on Empire Builder route running from the Twin Cities to Chicago produces a \$47 million annual economic impact.
- Delta Airlines departure from the La Crosse Regional Airport in 2023 created a significant challenge for air service. LADCO has stepped up to help lead a local effort to increase air services and destination cities. There will be more to come on this effort in 2024!



Marketing through our revamped website, social media, and e-newsletter

LADCO completed a significant update to the website www.ladcolax.com. These changes include sharing more resources and links for workforce development and real estate offerings. Coming soon – more local videos and links showcasing our communities and quality of life!

We started a bi-monthly e-newsletter in 2023. The LADCO e-news (pictured on right) shares information about our members and local businesses, highlights news and events, and spotlights key development projects in our area.



To our LADCO members and partners,

E-Newsletter: January 10, 2024

Thank you members!

As 2023 has come to an end, we want to extend a huge thank you to our members and partners for all of your support. Without your leadership and participation, none of the work or accomplishments LADCO has realized over the last 52 years would have been possible! With that, we would love for our members to continue to grow with us in 2024, so stay tuned for some exciting projects in the works. Keep your eye out for membership renewal emails, and click below for more information about the benefits of a LADCO membership!



Why become a member?

New Year, New Projects



Last week, demolition on the former America's Best Value Inn on the North Side of La Crosse was initiated to make way for a Kwik Trip expansion at the intersection John McHugh. Kwik Trip's vice president of external relations, stated this project will make the area more attractive and create a better impression for visitors entering La Crosse. Other projects in 2024 include plans to demolish the empty Macy's store at the Valley View Mall. Todd Smutz, director of development for GMX Real Estate, states "we have some top-tier tenants that are already interested and we're working with them on making some sales." To read more about these new projects, click the links below!



LADCO Project with UWL Art Student

UW-La Crosse art student, Evelyn Van Ess, spent this past summer working to create a beautiful and colorful mural representing the area's local small businesses and featuring business startups located within the CRBC. "The new mural at the Coulee Region Business Center is a beautiful and vibrant reminder of how important small businesses are to our local economy," said Tim Kabat, LADCO's executive director. Evelyn stated that "the beauty of our area and the iconic businesses here was an important inspiration for my work at the center."



SCORE Meet & Greet

In June, we hosted the SCORE Meet & Greet at the Coulee Region Business Center (CRBC). Paul Patros, as pictured on right, spoke at this event and explained the value of working with SCORE mentors. One of the CRBC tenants, Felicia Booker from SmashhTyme Southern Kitchen LLC catered the event. Those in attendance learned more about SCORE's services and programs to help support small businesses.



LADCO Industry Appreciation Luncheon

On October 5, 2023, we hosted Tom Larson, Executive Vice President at Wisconsin's Realtors Association, to discuss Wisconsin's real estate market. Tom talked through topics such as workforce housing, short-term rentals, court cases, and other commercial issues regarding real estate in Wisconsin. We also presented:

Triangle of Achievement Award - Representatives from Dahl Automotive, Morrie's Auto Group, and Pischke Motors for their leadership and investments in the La Crosse area.

Diamond Recognition Award - J.F. Brennan Company. For their values, strong culture, and the way they do business.

Kwik Trip Business Plan Competition - LADCO and our partners at Kwik Trip reviewed a number of business plans from area entrepreneurs. This year's winner of the LADCO/Kwik Trip Business Plan competition and recipient of a \$2,000 grant was Savanna Xiong with FeyenInk.



Pictured on the left is the speaker, Tom Larson. Pictured on the right are the award recipients.



Spring Economic Forum

On June 1st, LADCO hosted our 66th Economic Forum at the Radisson Hotel Ballroom (pictured on the left). This event highlighted the critical importance of organizational culture, how to better understand your organization's culture, and the impact it has on talent attraction and retention. We want to thank our speakers, Rob Van Craenenbroek and Tim Eimermann, for sharing their knowledge. Rob discussed his book, *The Culture Factor*, and what he has learned from his leadership roles.

La Crosse County Community Profile

Economy Overview

121,404

Population (2022)

Population **grew by 3,243** over the last 5 years and is projected to **grow by 3,520** over the next 5 years.

75,300

Total Regional Employment

Jobs **decreased by 659** over the last 5 years but are projected to **grow by 2,929** over the next 5 years.

\$62.8K

Median Household Income (2021)

Median household income is **\$6.2K below** the national median household income of \$69.0K.

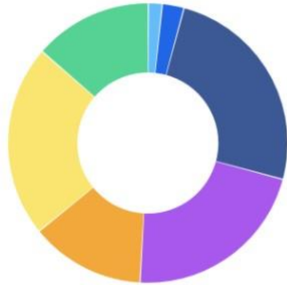
Takeaways

- As of 2022 the region's population **increased by 2.7%** since 2017, growing by 3,243. Population is expected to **increase by 2.9%** between 2022 and 2027, adding 3,520.
- From 2017 to 2022, jobs **declined by 0.9%** in La Crosse County, WI from 75,959 to 75,300. This change **fell short of the national growth rate of 3.8%** by 4.7%. As the number of jobs declined, the **labor force participation rate decreased from 69.7% to 67.2%** between 2017 and 2022.
- Concerning educational attainment, **22.2% of La Crosse County, WI residents possess a Bachelor's Degree** (1.4% above the national average), and **13.3% hold an Associate's Degree** (4.4% above the national average).
- The top three industries in 2022 are General Medical and Surgical Hospitals, Restaurants and Other Eating Places, and Education and Hospitals (Local Government).

	Population (2023)	Labor Force (Apr 2023)	Jobs (2022)	Cost of Living	GRP	Imports	Exports
La Crosse County	122,163	67,507	75,300	100.3	\$8.73B	\$8.86B	\$9.48B

Educational Attainment

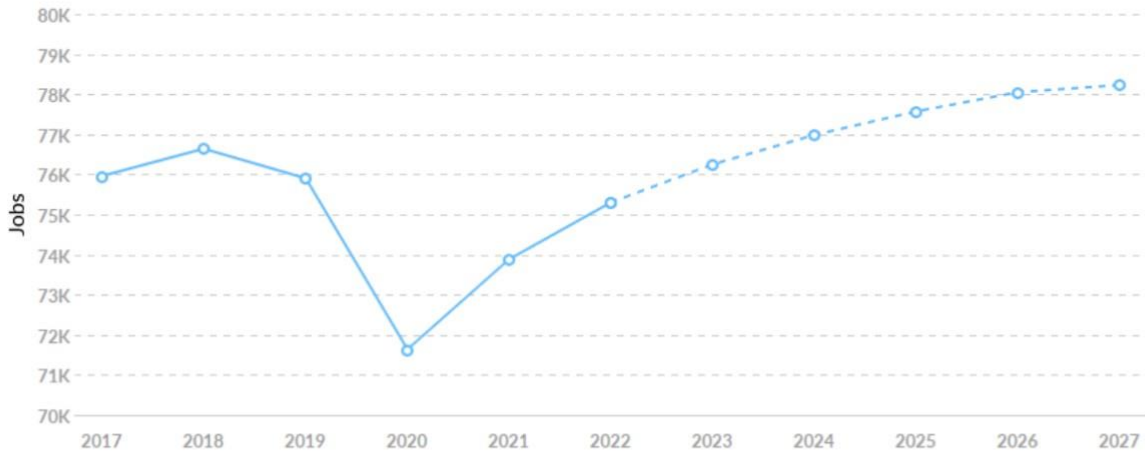
22.2% of La Crosse County, WI residents possess a Bachelor's Degree (1.4% above the national average), and 13.3% hold an Associate's Degree (4.4% above the national average).



	% of Population	Population
Less Than 9th Grade	1.6%	1,254
9th Grade to 12th Grade	2.5%	1,987
High School Diploma	25.0%	19,755
Some College	21.7%	17,149
Associate's Degree	13.3%	10,470
Bachelor's Degree	22.2%	17,560
Graduate Degree and Higher	13.7%	10,816

Job Trends

From 2017 to 2022, trends declined by 0.9% in La Crosse County, WI from 75,959 to 75,300. This change fell short of the national growth rate of 3.8% by 4.7%.

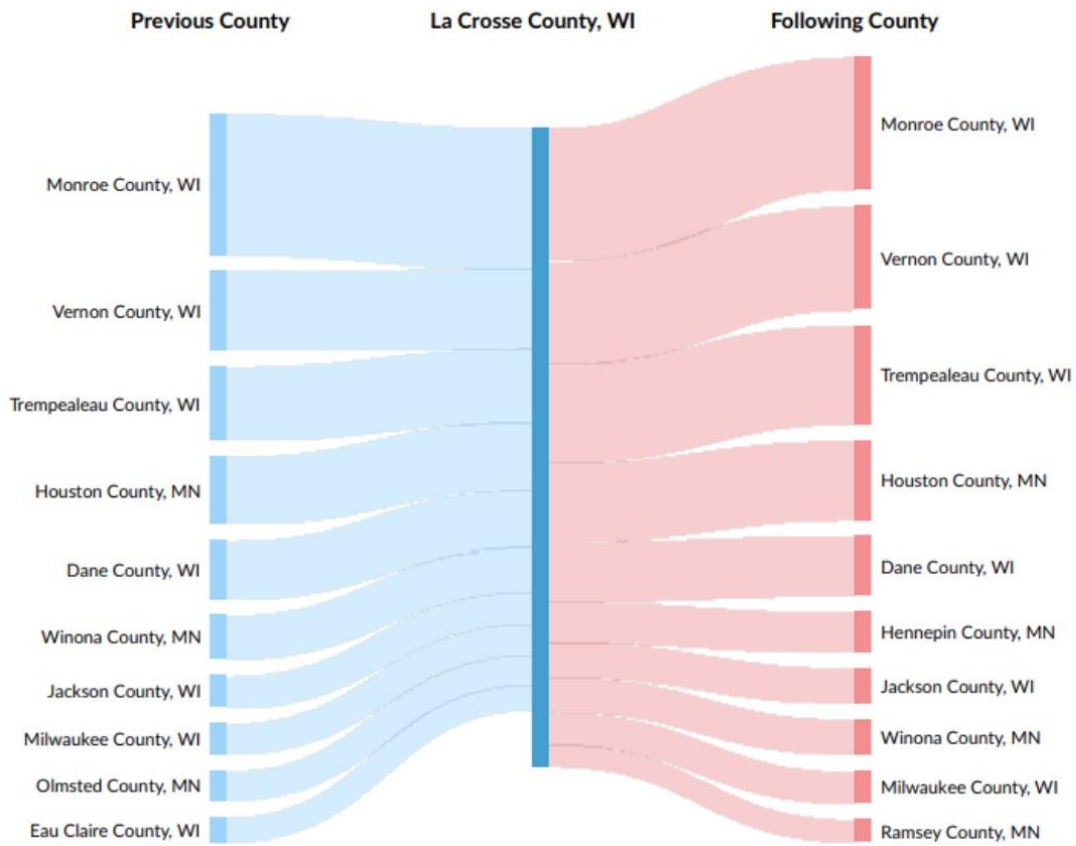


Timeframe	Jobs
2017	75,959
2018	76,640
2019	75,903
2020	71,634
2021	73,883
2022	75,300
2023	76,248
2024	76,984
2025	77,571
2026	78,049
2027	78,229

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.



Industry Employment Projections

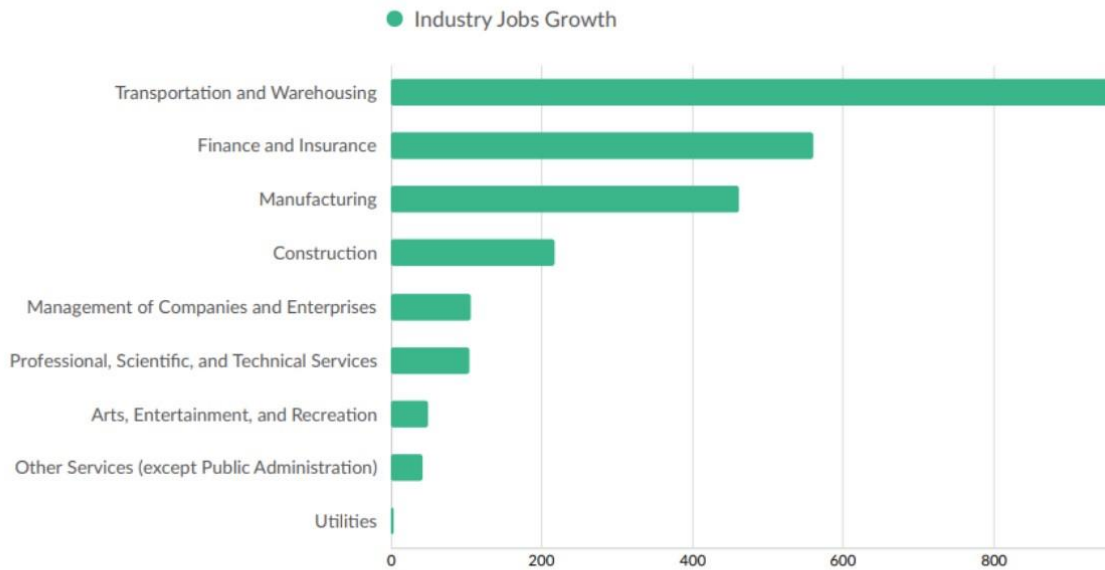
Industry	2020 Employment	Projected 2030 Employment	Employment Change	Percent Change (2020-2030)
Total All Industries	154,728	164,757	10,029	6.5%
Natural Resources and Mining	5,842	5,774	-68	-1.2%
Construction	4,941	5,409	468	9.5%
Manufacturing	21,541	22,558	1,017	4.7%
Trade, Transportation, and Utilities	29,226	31,312	2,086	7.1%
Information	1,112	1,304	192	17.3%
Financial Activities	6,097	6,923	826	13.6%
Professional and Business Services	8,806	9,373	567	6.4%
Education and Health Services	36,241	37,675	1,434	4.0%
Leisure and Hospitality	11,215	13,126	1,911	17.0%
Other Services (except Government)	6,558	7,749	1,191	18.2%
Public Administration	12,538	13,395	857	6.8%
Self Employed and Unpaid Family Workers	10,611	10,159	-452	-4.3%

Projections for both graphs include the Western Workforce Development Area: Crawford County, Jackson County, Juneau County, La Crosse County, Monroe County, Trempealeau County, and Vernon County.

Occupational Employment Projections

Occupation Title	2020 Employment	Projected 2030 Employment	Occupational Openings	Percent Change (2020-2030)
Total All Occupations	154,728	164,757	18,538	6.5%
Management	9,391	9,418	795	0.3%
Business and Financial Operations	7,759	8,554	782	10.3%
Computer and Mathematical	2,677	2,860	211	6.8%
Architecture and Engineering	1,733	1,867	138	7.7%
Life, Physical, and Social Science	1,179	1,297	122	10.0%
Community and Social Service	2,324	2,469	251	6.2%
Legal	465	510	36	9.7%
Education, Training, and Library	9,683	9,879	879	2.0%
Arts, Design, Entertainment, Sports, & Media	1,827	1,976	206	8.2%
Healthcare Practitioners and Technical	11,142	11,840	710	6.3%
Healthcare Support	7,717	8,554	1,063	10.9%
Protective Service	2,673	2,864	335	7.2%
Food Preparation and Serving Related	11,352	13,106	2,328	15.5%
Building & Grounds Cleaning & Maintenance	3,843	4,079	541	6.1%
Personal Care and Service	3,735	4,534	656	21.4%
Sales and Related	13,256	13,696	1,844	3.3%
Office and Administrative Support	17,292	17,116	1,878	-1.0%
Farming, Fishing, and Forestry	3,442	3,106	474	-9.8%
Construction and Extraction	5,555	6,264	649	12.8%
Installation, Maintenance, and Repair	6,566	7,195	714	9.6%
Production	15,688	16,180	1,749	3.1%
Transportation and Material Moving	15,429	17,393	2,177	12.7%

Top Growing Industries 2023



Educational Pipeline

In 2021, there were 4,811 graduates in La Crosse County, WI. This pipeline has shrunk by 2% over the last 5 years. The highest share of these graduates come from "Nursing Assistant/Aide and Patient Care Assistant/Aide" (Certificate), "Biology/Biological Sciences, General" (Bachelor's), and "Psychology, General" (Bachelor's).

School	Total Graduates (2021)	Graduate Trend (2017 - 2021)
University of Wisconsin-La Crosse	2,688	
Western Technical College	1,273	
Viterbo University	803	
The Salon Professional Academy-Onalaska	47	

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

51st Annual Meeting Minutes

February 6, 2023 - The Stoney Creek Hotel

LADCO Board President, Patti Balacek, called the meeting to order at 12:05 PM.

Secretary's Report – Chuck Olson, LADCO Board Secretary, reviewed the minutes from the 2021 Annual Meeting. A motion to approve the minutes as submitted was made by Bob Burg and seconded by Kim Smith. Motion carried unanimously.

Financial Report – Bob Burg reviewed the 2022 year-end balance sheet and income statement. Mr. Burg then reviewed the proposed 2023 operating budget. A motion to approve and adopt the 2023 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 Mic Michels, Mike Herro, Mike Seichter, Karen Finneman-Killinger, and Tim Kolek. 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 Chuck Olson. Motion carried unanimously.

Patti Balacek reviewed the proposed LADCO leadership for 2023 including Chuck Olson as President, Patti Balacek as Past President, Mic Michels as Vice-President, Joe Zoellner as Secretary, and Bob Burg as Treasurer. 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 Kim Smith. Motion carried unanimously.

Distinguished Service Award – Bob Burg introduced Mike Herro as the recipient of the award for his long-term service and contributions to the La Crosse area. Mike Herro accepted the award and thanked the LADCO Board of Directors and members for the recognition.

President's Award – Patti Balacek introduced Gundersen Health System as the recipient of the President's Award. Representatives from Gundersen 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 12:50 PM. Motion carried unanimously.

Respectfully submitted,



Tim Kabat,
Executive Director

Financial Summary

2022-2024 LADCO Financial Report

REVENUES	2022 ACTUAL	Forecasted 2023 YE	2024 BUDGET
Private Memberships	\$ 75,899	\$ 50,896	\$ 61,907
Government Memberships	\$ 50,658	\$ 50,010	\$ 50,010
Annual Meeting Income	\$ 8,470	\$ 14,530	\$ 12,000
Forum/Industry Appreciation Income	\$ 13,370	\$ 10,775	\$ 12,500
LIPCO Management	\$ 30,000	\$ 30,000	\$ 30,000
CRBC Management	\$ 69,121	\$ 34,998	\$ -
Investment Income	\$ 541	\$ 2,006	\$ 2,000
Grant income	\$ 57,654	\$ 50,000	\$ 70,000
Miscellaneous Income	\$ 148	\$ 679	\$ 5,000
TOTAL REVENUES	\$ 305,862	\$ 243,894	\$ 243,417

EXPENSES	2022 ACTUAL	Forecasted 2023 YE	2024 BUDGET
Salaries/FICA/UC (includes admin)	\$ 153,994	\$ 142,904	\$ 179,449
Health and Life Insurance	\$ 15,883	\$ 21,532	\$ 20,435
Employee Pension Benefits	\$ 8,365	\$ 3,947	\$ 3,780
Hourly wages	\$ 21,405	\$ 2,938	\$ 9,120
Marketing, Special Programs	\$ 3,081	\$ 314	\$ 500
Auto/Transportation	\$ 619	\$ 100	\$ 250
Copies, Printing	\$ 789	\$ 780	\$ 900
Professional Development, Meeting Reg.	\$ 579	\$ 573	\$ 700
Depreciation	\$ 1,076	\$ 816	\$ 816
Building Expenses (rent and phone)	\$ 9,334	\$ 9,918	\$ 10,306
Annual Meeting	\$ 9,653	\$ 10,585	\$ 10,000
Forums, Industry Appreciation	\$ 10,896	\$ 9,359	\$ 9,000
Meals	\$ 29	\$ 1,223	\$ 1,150
Lodging	\$ 184	\$ 131	\$ 400
Subscriptions, Publications	\$ 53	\$ 1,273	\$ 750
Bank Service Charge	\$ 366	\$ 400	\$ 400
Dues	\$ 620	\$ 445	\$ 750
Member Enhancements	\$ (3,938)	\$ -	\$ -
Liability Insurance	\$ 9,029	\$ 8,044	\$ 8,000
Miscellaneous Expense	\$ 289	\$ 41	\$ 250
Legal and Accounting	\$ 8,140	\$ 10,291	\$ 10,100
IT, Website Expense	\$ 1,343	\$ 9,645	\$ 1,250
Donations, sponsorships	\$ 1,250	\$ 1,922	\$ 500
Supplies and Equipment	\$ 4,110	\$ 1,567	\$ 1,000
Postage	\$ 242	\$ 66	\$ 65
Property Taxes	\$ -	\$ 35	\$ 35
Amortization	\$ 1,455	\$ 1,454	\$ 1,500
Airport Grant Expense	\$ 8,152	\$ -	\$ -
TOTAL EXPENSES	\$ 266,997	\$ 240,303	\$ 271,406

NET INCOME (LOSS)	\$ 38,865	\$ 3,591	\$ (27,989)
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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.

7 Rivers Alliance

Access Commercial Real Estate

Altra Federal Credit Union

Associated Bank

Badger Corrugating Company

Bakalar's Sausage

BBOC Enterprises

Borton Construction

Bremer Bank

Brickl Bros., Inc.

Brightspeed

Brown & Brown of Wisconsin, Inc.

Cedar Corporation

Citizens State Bank

Cleary Management Corporation

Coldwell Banker: River Valley

Realtors

CompRex, LLC

Coulee Bank

Dairyland Power Cooperative

Dakota Supply Group

Davy Engineering

DBS Group, LLC

Doerflinger's Second Century, Inc.

Downtown Mainstreet, Inc.

DuraTech

Dynamic Lifecycle Innovations

Explore La Crosse

First Supply, LLC

Fowler & Hammer, Inc.

Great Rivers United Way

Gundersen Health System

Harter Trucking, Inc.

Hawkins Ash CPAs, LLP

Home Federal Savings Bank

Inland Packaging

ISG

J.F. Brennan Company, Inc.

Johns, Flaherty & Collins, SC

Junior Achievement

Kwik Trip, Inc.

La Crosse Area Chamber of

Commerce

La Crosse Area Realtors Association

La Crosse Loggers Baseball Club

Logistics Health, Inc.

Marine Credit Union

Market & Johnson, Inc.

Mathy Construction - ALM Holding

Company

Mayo Clinic Health System -

Franciscan Healthcare

McLoone Metal Graphics, Inc.

Merchants Bank - Onalaska

Mid-City Steel, Inc.

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One Trust Real Estate-The Josh

Neumann Team

Outdoor Recreation Alliance

Pepsi-Cola Bottling Company

Radisson Hotel - La Crosse

Riverland Energy Cooperative

RSM US, LLP

S&S Cycle

SCORE

Select Custom Solutions

State Bank Financial

Three Sixty Real Estate Solutions

Torrance Casting, Inc.

Trust Point

TUMMA

University of Wisconsin - La Crosse

Foundation

Vernon Electric Cooperative

Verve Credit Union

Viterbo University

Walz Craft

Western Technical College

Western WI Building & Construction

Trades Council

Wieser Brothers General

Contractor, Inc.

Xcel Energy

XeteX, Inc.

City of Onalaska

City of La Crosse

County of La Crosse

Village of Holmen

Village of West Salem

Thank you for attending LADCO's 52nd Annual Meeting

To explore our annual meeting reports from the past and gain more insight into LADCO, visit our site here: www.ladcolax.com/report

Thank you to our sponsors:
Dairyland Power Cooperative
Xcel Energy
La Crosse Regional Airport



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**



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