



Dear Village of Elm Grove,

The Waukesha County Center for Growth, a non-profit Economic Development Organization, is funded by Waukesha County and 12 participating municipalities. The onset of COVID-19 made 2020 a challenging year for us, as it did for everyone. In March, we quickly focused on the need to assist all businesses, especially small business, to respond and recover from the economic impacts. We reached out to our partners and local governments in the County to:

- Share the most accurate information on the many financial assistance programs
- Push that info out to all municipalities in the County and directly to businesses
- Provide consulting/technical assistance to more than 300 businesses to access funding
- Participate with communities in their recovery efforts and in getting local funds out
- Send out more than 500 letters to assist companies in accessing WEDC Grants

In addition to the COVID response, we continued working with businesses/start-ups and assisted 300 other clients this year. Since WCCG was started in 2016, we have worked with 90 businesses on expansions or new facilities in the County. These companies have committed to \$250 million in capital expenditures, retained 300 jobs, and will be creating over 1,900 jobs. We thank our founding members and municipal partners for your support in this collaborative economic development effort. The Center for Growth provides valuable services to communities and companies:

- The \$2 million GROW Fund is making low interest loans for business expansion and to assist in development of workforce housing in partnership with local lenders
- Site/space searches are provided through a database with 6,000 properties in Waukesha County
- Strong working relationships with brokers, developers, lenders, Milwaukee 7, and the Wisconsin Economic Development Corporation assist us to package deals and get them done
- No-cost consulting is provided by experienced local staff in conjunction with SBDC
- We assist municipal staff and leadership in strategic planning, downtown/commercial district planning, and in assessing, negotiating, and completing economic development projects

During the COVID crisis, the Center for Growth worked with partners to assist businesses in unprecedented ways. We continue to work with our partners to help realize economic and community development goals. We would welcome the opportunity to work with you and your leadership TEAM. We look to collaborate in more detail on our efforts and discuss ways we can work together in the future. We thank you again for your partnership.

Sincerely,

Judie Taylor

Judie Taylor
Executive Director, Economic Development