



CROSSROADS
BUSINESS • PARK



Community Information

Community Information

1. Agency responsible for issuing building permits, site grading and initiating the overall permitting process (submit all contact information)
 - City of Milton, Wisconsin
 - Howard Robinson, Director of Public Works / Building Inspector
 - Phone – (608) 868-6914
 - E-Mail – hrobinson@milton-wi.gov

2. Please indicate building code standards that are followed at the local level for the candidate site i.e.; 2012 International Building Code). Please submit a copy of the current building code ordinance including mechanical, electrical, plumbing, standards or website address (Attach as exhibit)

Chapter 10 of the Milton Code of Ordinances outlines the building code standards, which follow the International Building Code. Chapter 10 can be found online at this web address:
<http://library.municode.com/index.aspx?clientId=13672>

3. Does the community or county assess any one-time impact fees based on industrial development (i.e.; trip generation, size of building, impact on area roads, employment, etc.); if so discuss all potential community impact fees including how fees are assessed. Include letter from official in charge of the process and discuss fees or if no fees are assessed

Attachments: Exhibit 1 - Sample Development Agreement

Dependent on the terms in the development agreement. See response to question 8 below.

4. Provide property tax information at site per \$100 of assessed valuation by real property (land and building), personal property (machinery and equipment) and inventories (raw materials, goods-in-process, finished goods) for each of the past five years

After the property is annexed into the City due to the development, the property will be subject to City of Milton property tax rates.

	Tax Rates For City of Milton				
	2008	2009	2010	2011	2012
State of Wisconsin	1.782890	1.742200	1.714217	1.732762	1.729746
Rock County	55.312100	57.038210	60.622357	64.231038	66.447806
City of Milton	67.038110	69.777580	71.123385	76.784070	80.946067
Milton School District	77.269100	81.209300	86.340485	91.783770	87.939483
Blackhawk Comm College	17.911310	17.752510	17.467169	18.219144	18.839877
School Tax Credit	(12.518100)	(12.305600)	(11.801972)	(12.108401)	(13.008233)
Net Rate per \$100 Assessed Value	206.795410	215.2142	225.465641	240.6423823	242.8947458
Assessment Ratio	0.952	0.9708	0.989	0.9862	0.9755
First Dollar Credit	\$ 28.68	\$ 56.17	\$ 58.98	\$ 61.13	\$ 56.94

5. Number of municipal police officers and squad cars at the community level

The Milton Police Department has 11 full-time officers, 4 part-time officers, and 7 squad cars.

6. Number of full time and volunteer fire fighters, and types of equipment at the community level

Community Information

The fire department is a jointly owned department with the Town of Milton. There are 44 paid on call fire fighters, with four staff members working at the station 6 a.m. to 6 p.m. The equipment consists of:

- Two Class A Pumping Engines
- One 105' Ladder Platform Quint
- Two Water Tenders 3500 gallons each
- One Brush Truck
- One ATV
- One Boat
- One Water Rescue Truck
- One Utility Vehicle
- One Command Vehicle

7. Hazmat (Hazardous Materials) Certification at community level

Attachments: Exhibit 2 – Letter from Milton & Milton Township Fire Department

All at the Milton Fire Department are at the Hazardous Materials Operations level, and a Level B team is available from the City of Janesville.

8. Discuss potential “as-of-right” and potential discretionary local incentives at the site

Attachments: Exhibit 1 - Sample Development Agreement

Under the direction of the Mayor and City Administrator, the City has clearly positioned itself as a can-do, pro-business community. This position has proved extremely fruitful for Milton, as it has successfully facilitated various commercial and industrial projects. This facilitation role has enabled the City to leverage various state funded infrastructure grants (e.g. rail, sewer, water, etc) for qualified businesses that have located and/or expanded within the City of Milton.

The City primarily utilizes Tax Increment Financing (TIF) to assist business development projects. Generally structured as a pay-as-you-go incentive, the City has the ability to package a Development Agreement with prospective end users to offset infrastructure and/or land acquisition related costs. Although governed by internal and legislative guidelines, each Development Agreement is structured to meet both the City and the prospective businesses' needs, respectively. Said assistance is based upon the project's ability to generate taxable property value and employment guarantees.

A typical TIF incentive package would involve the following:

- City-owned land would be provided at no cost based on tax value guarantees.
- A \$300,000/acre taxable value guarantee would be required to allow the land to be sold at no cost.
 - Example: A guarantee of \$1,500,000 in taxable value (land and improvements) would be expected for a 5 acre parcel. For a 10 acre parcel, the guarantee would be \$3,000,000.
 - Important Note: The City is willing to negotiate phased-in value requirements, which can be particularly suitable for projects that anticipate short-term expansion plans.

If a development does not achieve the established value guarantee, special assessments would be applied annually equaling what would have otherwise been collected in guaranteed tax revenue.

9. Discuss or list potential state incentives at the site

Attachments: Exhibit 3 - Wisconsin Economic Development Corporation (WEDC) Business and Community Assistance Summary

Community Information

- Exhibit 4 – Tax Exemptions, Credits & Incentives
- Exhibit 5 – Wisconsin vs Illinois Tax Rates
- Exhibit 6 – Multi-State Electric Bill Comparison
- Exhibit 7 – Alliant Energy 2013-2014 electric and gas rate freeze approved by regulators
- Exhibit 8 – Alliant Energy Economic Development Rate Pilot Program
- Exhibit 9 – Alliant Energy Shared Savings
- Exhibit 10 – Wisconsin Economic Development Corporation (WEDC) Prospect Data Sheet
- Exhibit 11 – Department of Transportation - Transportation for Economic Assistance (TEA)
- Exhibit 12 – TEA Grant Application
- Exhibit 13 – Southwest Wisconsin Workforce Development Board (SWWDB) – Workforce Development Services and Training Opportunities.
- Exhibit 14 – SWWDB On-The-Job Training
- Exhibit 15 – Financial & Technical Business Resources in Rock County, WI (Rock County Development Alliance)
- Exhibit 16 – Tax Incentives for Businesses (Wisconsin Department of Revenue)

In addition to these attachments, also consider going online to the Rock County Development Alliance website to view other business resources, including a “Cost of Doing Business Calculator.”

10. Supply the following demographic / community information for the area (Attach all information as exhibits):

- Population of City, County and a 50-mile radius based on 2000 and 2010 census
- City / County percentages by key demographics such as % 18-24, % 25-35, % 36-44, etc. (please supply the age breakdowns that you have available) also please submit for 2-year period for comparison purposes (i.e. - 2000 / 2010 comparisons)
- Median household income for city and county (most recent year available)
- Median manufacturing wage at county (most recent year available)
- Current county unemployment rates for the past 12 months (by percent)

Attachments: Exhibit 17 - 50-Mile Radius Around Milton

- Exhibit 18 - County Population Data Within Approximately 50 Miles of the Sites
- Exhibit 19 - Profile of General Demographic Characteristics: 2000 (City of Milton and Rock County)
- Exhibit 20 - Profile of General Population and Housing Characteristics: 2010 (City of Milton)
- Exhibit 21 - Profile of General Population and Housing Characteristics: 2010 (Rock County)
- Exhibit 22 - City of Milton QuickFacts from the U.S. Census Bureau
- Exhibit 23 - Rock County QuickFacts from the U.S. Census Bureau
- Exhibit 24 - May 2011 Metropolitan and Nonmetropolitan Area Occupational Employment and Wage Estimates
- Exhibit 25 - Local Area Unemployment Statistics (LAUS) Query Results

11. Please list top 10 manufacturing or distribution companies located in community or county by: company name, product manufactured, number of employees, year located, organized labor union (y/n), if yes list labor union. (Attach as exhibit)

Community Information

Attachments: Exhibit 26 – City of Milton Largest Employers – Manufacturing and Distribution Companies

DEVELOPMENT AGREEMENT

This Development Agreement made this _____ day of _____, 2013 by and between the City of Milton, a Wisconsin municipal corporation, Milton, Wisconsin, 53563 (hereinafter referred to as "Municipality"), and _____, (hereinafter jointly referred to as "Developer").

WHEREAS, the Municipality has recognized the need to promote industrial and commercial development in the city; and

WHEREAS, the Developer wishes to construct _____ (the "Project") at _____, which is legally described as follows:

(put in description)

WHEREAS, the Municipality created Tax Incremental District No. _____ (TID _____) on _____ to facilitate industrial/commercial development within the City of Milton; and

WHEREAS, the above-described property of Developer is located within TID No. _____; and

WHEREAS, the Project is consistent with the purpose of TID _____; and

WHEREAS, the parties believe it to be in their best mutual interest to enter into a written Development Agreement, which sets forth the terms of their understanding;

NOW, THEREFORE, the parties hereto agree as follows:

- I. In consideration for the covenants and conditions set forth below, the Municipality shall perform the following:
 - a. Municipality will provide funds from TID _____ as necessary, to promote industrial/commercial development within TID _____.
 - b. Municipality shall expend no more than \$_____ in TIF eligible costs toward the Project to include the specific items described in the remainder of this document, which spending limit shall not include the municipality's additional planning, legal, engineering and other administrative costs incurred in the analysis and preparation of this agreement.
 - c. Municipality shall reimburse Developer up to \$_____ for the Project for the line items described on the attached Attachment 1 (a "Line Item"). Municipality acknowledges that the Line Item allocations contained in Attachment 1 are for illustration purposes only, and that

Developer shall be permitted to reallocate cost between Line Items, provided that no such reallocations shall cause the total Developer reimbursement to exceed \$_____.

- d. Municipality will only honor a request for payment from Developer to be paid out of the allowance for expenses described in sub-part c. pursuant to the following procedure:
 1. Each request shall be sufficiently detailed to permit the Municipality to approve the payment as being a TID _____ project plan eligible expense.
 2. Each request shall contain a statement by Developer indicating the amount of such payment to be allocated to each Line Item. Developer's approval submittal of the payment request shall be conclusive evidence that the Developer intends the appropriate Line Item to be reduced by the amount of payment request submitted by Developer.
 3. An approved payment request will permit the Municipality to pay such approved payment request directly to the contractor or material provider of Developer.
 4. Each payment request shall be submitted by Developer only for materials delivered to the subject property and for work completed on the property.
 5. Payment will not be unreasonably withheld by the Municipality. It is understood and agreed that all parties will work expeditiously in the payment approval process. Payment will normally occur within 30 days.
 6. Attachment No. 1 is hereby made a part of this Agreement, and contains a summary of the Project and the total development cost to be undertaken by the Municipality on behalf of the Developer.

II. In consideration for the activities and development costs undertaken by the Municipality as described above, the Developer agrees to do the following:

- a. Complete the Project on or before _____. Construction of the Project shall result in a minimum increase in equalized assessed valuation of improvements for real estate tax purposes of not less than \$_____ by _____. The amounts referenced in this Section II.a. shall be referred to herein as the "intended increments". The increase in value shall be measured using the valuation of improvements on the city tax roll as of _____. This condition will be fulfilled by Developer providing Municipality with the written assessed valuation by the assessor of a \$_____ increase in equalized assessed valuation for real estate tax purposes as of _____, and thereafter on assessment dates.

- b. All construction activities undertaken by or pursuant to the direction of Developer shall be constructed in compliance with all City of Milton building codes and zoning ordinances.
- c. Developer will convey, if necessary, reasonable easements at locations to be designated by municipality for the installation or future maintenance of sanitary sewer, water, storm water and electric service to be furnished by Municipality. Municipality will be required to restore any surface improvements destroyed or damaged by Municipality in the course of such installation or maintenance of same.
- d. Developer will be responsible for maintaining all utilities serving the property between the property line and the improvements.
- e. Keep the structure on the subject property and related equipment and fixtures associated therewith adequately insured against loss or damage occasioned by fire, extended coverage perils (to specifically include damage caused by wind, storm or similar disaster hazards) as Municipality may reasonably require, for so long as Municipality has not totally recovered its expenditures for this project. Adequate insurance shall mean the amounts sufficient to rebuild or replace to such an extent as to assure a value for tax purposes that will repay the obligation incurred by Municipality on behalf of the Developer hereunder. Developer shall provide Municipality with proof of the required insurance prior to the commencement of construction activities. Such policy of insurance shall name Municipality as an additional insured to the extent of its interest in the development. Further, Developer shall have the right to pay to Municipality the present amount of all debt incurred by Municipality under this Agreement and, if such payment is made, will not be required to rebuild, repair or replace any building, improvements or related equipment damaged or destroyed.

III. Guaranties.

- a. The performance obligations of the Developer as described in Section II. shall be secured by a first mortgage to Municipality from Developer. Municipality will subordinate its mortgage upon request of Developer to any loan which Developer may need to obtain in order to undertake the redevelopment activities referenced above. Municipality's mortgage will be satisfied of record when the Project as described above is completed and the structure is assessed for tax purposes for such improvements.
- b. In the event Developer fails to achieve the Intended Increments, Developer agrees and obligates itself to pay to the Municipality at the same time as taxes are due and owing pursuant to Wisconsin law, those sums necessary to pay any difference between the taxes owed on the Intended Increments, and the taxes on the actual increment. In the event Developer, after request from Municipality, fails to pay said difference, Municipality shall be entitled to pursue all rights and

remedies allowed by law or equity to collect said amount owed. Further, Developer agrees that upon failure of Developer to pay said difference, Municipality shall be entitled to assess the amounts owed against said property as a special charge pursuant to the provisions of §66.0627, Wis. Stats. Developer waives its right to contest the imposition of such special charge, which shall become a lien against the property as of the date it is imposed.

- c. _____ guarantees performance of Developer's obligations under the Development Agreement. The guaranty will be released when the requirements of this Development Agreement are fulfilled.
- d. Developer agrees that the subject property shall not now, or anytime in the future, be developed or converted to a development consisting of a tax exempt use. Such restriction shall remain in effect until the requirements of the Development Agreement are met and this Agreement is terminated.
- e. The Guaranties contained in this section shall remain in full force and effect regardless of any change in use or ownership of the Existing Structure.

IV. Term. The term of this Agreement shall be for _____ years from its date or for such shorter term as provided for herein. The duties, obligations and benefits of the parties as specified herein shall exist for the entire term of this Agreement unless otherwise provided herein. The term of this Agreement will be shortened to end on the date Municipality recovers from tax increment financing and pays off all of its debt incurred as a result of this Project. Municipality will notify Developer when its debt has been recovered and paid and upon such notification, this Agreement will terminate. Attached hereto as Attachment No. 4 is a Tax Increment Cash Flow Pro Forma which indicates the forecast of the term of this Agreement. Attachment No. 4 is attached to aid the parties to this Agreement, and forecast the ending date of this Agreement, but is not binding upon the parties because certain assumptions are made therein which cannot be accurately predicted. Assumptions made are useful as planning tools only.

V. Non-Assignability. The rights and obligations contained in this document are non-assignable without written approval of both parties; provided, however, that Developer may transfer the rights and obligations contained in this document to any entity controlling, controlled by or under common control with Developer without approval from Municipality. All obligations of Developer under this Agreement will be assumed by any transferee of Developer's interest in the property which is the subject of this Agreement.

VI. Complete Agreement. This Agreement represents the complete agreement of the parties and may be amended only by writing signed by all parties.

- VII. Severability. In the event any single term in this document is found to be illegal or unenforceable, the remaining terms of this document shall be given full force and effect by the court.
- VIII. Applicable Law. It is understood and agreed that the terms and conditions of this Agreement shall be ruled by the laws of the State of Wisconsin and that in the event of a dispute, venue for all parties shall lie in Rock County, Wisconsin.
- IX. Successors. This Agreement shall run with the land which is the subject of this Agreement and shall be binding upon the heirs, personal representatives, successors and assigns of the Parties to this Agreement.
- X. Default. The City Administrator of Municipality is hereby designated as the individual on behalf of the Municipality, who shall provide written notice of default on the part of the Developer under the terms of this Agreement. In the event that any party shall default in the performance of any of its obligations under the terms of this Agreement, any non-defaulting party shall forward written notice to the defaulting party outlining such default. The defaulting party shall then have thirty (30) days to cure such default after the giving of such notice, except that the cure period shall be extended to a reasonable time to cure any default that can not reasonably be cured within the 30-day period, providing the defaulting party has commenced to cure within the 30-day period and diligently pursues a cure at all times thereafter until the default is cured. In the event of a failure to cure such default within such 30-day period, any non-defaulting party may pursue any of its rights hereunder, at law or equity.

DEVELOPER:
(NAME)
By:

Date: _____

GUARANTOR:
(NAME)

Date: _____

CITY OF MILTON

By:

Jerry Schuetz
City Administrator

Attest:

Michelle Ebbert
Clerk

MAS/CityofMilton/Agreements/DevelopmentAgreement5-13-13



Milton & Milton Township Fire Department

614 W. Madison Ave.
Phone 608-868-2842

Milton, WI 53563
Fax 608-868-6668

City of Milton

430 E. High St. Suite #3

Milton, WI 53563

This letter is to inform you that all personnel at the Milton-Milton Township Fire Department are certified at the Hazardous Materials Operations level, and that a Level B team is available from the City of Janesville, WI.

Thank you,

Loren Lippincott, Fire Chief

Milton-Milton Township Fire Department

A handwritten signature in black ink that reads "Loren Lippincott". The signature is written in a cursive style and is positioned above a faint, dotted rectangular area.

WEDC Business and Community Assistance Summary

We have provided a summary of the business and community assistance available through WEDC. Please contact to appropriate WEDC staff listed for each program to obtain additional information and to see if, and how, WEDC can customize assistance to meet your needs. [Click here](#) for a printable version of this summary.

BUSINESS DEVELOPMENT

Community Development Block Grant – Economic Development Capital Financing (ED Loans)

CDBG-ED Loans available to assist with working capital, equipment purchases, and training costs. **Contact:** [WEDC Regional Account Managers](#).

WEDC Direct Funding (Loans)

WEDC may provide Direct Funding (loans) to businesses. Given the high level of demand and the limited funds available, WEDC should not be considered a source of primary financing. WEDC Direct Funding loan funds will be made available for working capital, equipment, training, building construction and improvements, land acquisition, private infrastructure improvements, asset acquisition, and lease payment reduction for property owners. **Contact:** [WEDC Regional Account Managers](#).

Economic Development Tax Credit

Economic Development Tax Credit projects must meet specific requirements. Businesses located in or relocating to Wisconsin may be eligible for Economic Development Tax Credits. A certified business may qualify for tax credits only for eligible activities that occur after an eligibility date established by WEDC. Positions that are created as a result of the tax credits claimed shall be maintained for at least five years after the certification date established by WEDC.

Contact: [WEDC Regional Account Managers](#).

Jobs Tax Credit

Jobs Tax Credit projects must meet specific requirements. Businesses located in or relocating to Wisconsin that are creating full-time jobs may be eligible for Jobs Tax Credits. A certified business may qualify for tax credits only for eligible activities that occur after an eligibility date established by WEDC. Positions that are created as a result of the tax credits claimed shall be maintained for at least five years after the certification date established by WEDC. Special consideration for Jobs Tax Credits is given to manufacturing businesses. **Contact:** [WEDC Regional Account Managers](#).

WEDC Training Grant

The WEDC Training Grant aids businesses in workforce retention and expansion into new markets and technology. The program provides grant funds to businesses to upgrade or improve the job-related skills of a business's full-time employees. Grant funds may be approved for eligible training provided to existing and new employees in full-time jobs. **Contact:** [WEDC Regional Account Managers](#).

COMMUNITY DEVELOPMENT

Brownfield Grants

WEDC will grant funds to local governments, businesses, non-profits and individuals for redeveloping commercial and industrial sites that have been adversely affected by environmental contamination. Generally, WEDC will provide assistance for redevelopment activities that are extraordinarily costly and difficult to finance through the private sector. **Contact:** [WEDC Community Account Managers](#).

Brownfield Site Assessment Grant Program

WEDC will grant funds to local governments to perform environmental investigations; demolition of structures; and removal of abandoned containers and underground tank systems. The primary purpose of the program is to identify and quantify the degree and extent of soil and groundwater contamination.

Contact: [WEDC Community Account Managers](#).

Capacity Building Grants

Capacity Building (CAP) Grant funds assist local and regional economic development groups, furthering the efforts of WEDC to create an advanced economic development network within the state. The primary use of the funds is for assessments of the economic competitiveness of the area; and development of a Comprehensive Economic Development Strategy; support of strategies that will benefit the organizations or their members through operational efficiencies, strategy development, education/skill development or increased collaboration with other organizations. **Contact:** [WEDC Regional Account Managers](#).

Community Development Block Grant Programs

Generally, Community Development Block Grant (CDBG) projects must meet one of the national objectives of benefitting low and moderate income persons; addressing an urgent local need; or preventing or removing slum or blight. **Contact:** [WEDC Community Account Managers](#).

Community Development Block Grant – Public Facilities Economic Development (CDBG-PFED)

CDBG-PFED funds are available to local governments to increase the capacity of local infrastructure systems when project implementation will result in full-time job creation or retention, and local investment by local businesses. **Contact:** [WEDC Community Account Managers](#).

Community Development Block Grant – Public Facilities (CDBG-PF)

CDBG-PF funds are available to local governments to increase the capacity of local infrastructure systems; expand services offered to local citizens through construction or expansion of eligible public facilities; or prevent or remove slum and blight. **Contact:** [WEDC Community Account Managers](#).

Community Development Block Grant – Planning Grants (CDBG-PLNG)

CDBG-PLNG funds are available to local governments for slum and blight elimination planning; community-wide economic development plans; or local business promotion planning. **Contact:** [WEDC Community Account Managers](#).

Downtown Development

WEDC manages the Wisconsin Main Street Program, providing assistance in planning, managing and implementing strategic development projects in downtowns and urban neighborhood business districts. WEDC selects communities to join the program. These communities receive technical support and training needed to restore their Main Streets as centers of community activity and commerce. **Contact:** Jim Engle, 608-210-6840 [📞](#) or James.Engle@wedc.org

ENTREPRENEUR AND INNOVATION

Angel and Early Stage Seed Investment Tax Credits

The Angel Investment and Venture Capital Tax Credit programs are designed to encourage investment in small, high-technology businesses that have high growth potential. Angel investors, angel investment networks and venture capital seed funds may qualify for Wisconsin tax credits by investing in these designated companies. Early-stage businesses conducting pre-commercialization activities related to proprietary technology may be designated as Qualified New Business Ventures. **Contact:** Chris Schiffner, 608-210-6826 [📞](#) Chris.Schiffner@wedc.org

Technology Development Loans

WEDC provides loans to Wisconsin companies to facilitate research and development and commercialization of innovative technology products. **Contact:** Aaron Hagar, 608-210-6825 [📞](#) Aaron.Hagar@wedc.org

INTERNATIONAL BUSINESS DEVELOPMENT

Export Technical Assistance

WEDC's International Business Development team will work one-on-one with beginning and experienced exporters to:

- Assess the demand for Wisconsin-made products outside of the United States and help plan a firm's approach to international markets in a systematic fashion.
- Introduce Wisconsin businesses to potential customers, distributors, or partners in other parts of the world.
- Support service providers here in Wisconsin who can assist in developing profitable international transactions.

Contact: WEDC International Development Team

Global Business Development

These two grant programs to support the growth and expansion of Wisconsin's exports. The matching grant programs will assist Wisconsin businesses with export training, development and promotion activities.

- **Export Development Grant** – This grant is designed to help small-medium sized companies become export-ready and to assist them in developing the internal competence to enter and expand into global markets.
- **International Market Access Grant** – This grant can be used for reimbursement of specific expenses associated with exhibiting at an approved trade show in a foreign market, participating in a matchmaker trade delegation program or certified trade mission, website and literature localization and consulting services needed to meet certain international product certification requirements.

Contact: Quinn Bottum

608-210-6728 , Quinn.Bottum@wedc.org

Deferral for Capital Gain Reinvestment in Qualified Wisconsin Businesses

Capital Gain Exclusion for Wisconsin Capital Assets

The Wisconsin Economic Development Corporation certifies qualified businesses for eligibility of Wisconsin-source assets exclusion (Wisconsin Statute 238.145) and long-term Wisconsin capital asset deferral (Wisconsin Statute 238.146).

[Click here to access the Capital Gains Program application.](#)

Contacts

Steven Sabatke, WEDC

608-210-6741 , Steven.Sabatke@wedc.org

Dale Kleven, Department of Revenue

608-266-8253 , Dale.Kleven@revenue.wi.gov

Wisconsin offers a number of tax incentives for corporations and other businesses to locate and expand their operations within the state. Major exemptions, credits and incentives are listed.

PROPERTY TAX EXEMPTIONS

- Computer Equipment
- Machinery and Equipment used in Manufacturing
- Manufacturing, Merchant and Farm Inventories
- Tax Increment Finance Districts Allowed for Cities, Villages and Towns

SALES AND USE TAX EXEMPTIONS

- Alternative Energy
- Manufacturing Machinery and Equipment
- Manufacturers' Materials
- Pollution Abatement, Waste Treatment & Recycling Equipment
- Production Fuel and Electricity

TAX CREDITS

- Community Rehabilitation Program Credits
- Dairy and Livestock Farm Investment Credits
- Dairy Manufacturing Facility Investment Credits
- Development Opportunity Zone Credits
- Economic Development Credits
- Engine Research Credits
- Enterprise Zone Jobs Credits
- Film Production Credits
- Food Processing Plant and Food Warehouse Investment Credits
- Jobs Tax Credits
- Meat Processing Facility Investment Credits
- Relocation Tax Credits
- Research Expenditure Credits
- Research Facilities Credits
- Supplement to the Federal Historical Rehabilitation Credits
- Woody Biomass Harvesting & Processing Equipment Credit

OTHER SPECIAL TAX INCENTIVES AND TAX TREATMENT

- Deduction for Corporate Dividends Received
- Deduction for Job Creation
- Exclusion for Long-Term Capital Gains
- Postsecondary Education Credit
- Single Sales Factor Apportionment
- Special Capital Gains Treatment for Wisconsin Small Businesses
- Wisconsin law permits formation of Subchapter S Corporations
- Wisconsin law permits formation of limited liability companies (LLCs)

VENTURE AND INVESTMENT CAPITAL

- Angel Investment Credit
- Early Stage Seed Investment Credit



ForwardWI.com

2012

WISCONSIN VS ILLINOIS TAX RATES

EXHIBIT 5

A side-by-side comparison of tax rates in the State of Wisconsin and Illinois

WISCONSIN TAX RATES

Corporate Income

Base: Net Income
Rate: 7.9%
(plus a recycling surcharge equal to 3.0% for corporations with at least \$4 million in gross receipts (minimum surcharge \$25; maximum \$9,800))

Personal Income

Rates: 4.60% to 7.75%
(recycling surcharge also applies to net business income of individuals at the rate of 0.2%)*

Property

Base: Real property and tangible personal property (exemptions for machinery and equipment used in manufacturing; manufacturing, merchant and farm inventories; and computer hardware and software)

Sales & Use

State rate: 5.00%
(exemptions for manufacturing equipment, manufacturing consumables, pollution control equipment, and production fuel and electricity)

Local County option: 0.50%

Stadium Taxes: 0.1% in metro-Milwaukee; 0.5% in Brown County
Premier Resort Tax: 0.5% Bayfield, Eagle River; 1.0% in city of WI Dells and the Village of Lake Delton

Combined rates: 5.00% - 6.60%

Unemployment Compensation

Base: \$13,000
Rates: 0.27% - 9.80%
New Employers: 3.6% to 4.1%
New Construction Employers: 6.60%

ILLINOIS TAX RATES

Corporate Income

Base: Net Income
Rate: 9.5%
(7% corporate tax plus a personal property replacement tax of 2.5%)
Apportionment: 100% sales

Personal Income

Rates: 5%
(S corporations, trusts, and partnerships pay an additional personal property replacement tax of 1.5% of net income)

Property

Base: Real property

Sales & Use

State rate: 6.25%
(exemption for mfg. equipment)

Local option rate: 0.25% to 3.00%

Combined rates: 6.25% to 9.25%

Cook/DuPage County: 9.00% / 7.75%

Unemployment Compensation

Base: \$13,560
Rates: 0.7% to 8.4%
New Employers: 3.8%

City of Chicago – Additional Taxes

Employer's Expense Tax, Vehicle Fuel Tax, Telecommunications Tax, Transactions Taxes

MULTI-STATE ELECTRIC BILL COMPARISON

EXHIBIT 6

Typical Industrial Electric Bills (in \$/month) Demand (kW) and Consumption (kWh)

Demand in kW	75	75	75	1000	1000	1000	50,000	50,000
Consumption in kWh	15,000	30,000	50,000	200,000	400,000	650,000	15,000,000	25,000,000
Wisconsin	\$1,763	\$2,842	\$4,269	\$22,487	\$33,995	\$47,862	\$1,344,059	\$1,854,170
Alabama	1,892	3,204	4,857	17,763	28,949	41,463	1,148,283	1,641,648
Arizona	2,275	3,127	4,262	24,833	36,188	50,380	1,472,955	1,821,515
California	2,958	4,518	6,597	39,951	56,311	76,762	1,877,430	2,612,146
Colorado	2,233	2,856	3,687	27,523	35,830	46,166	1,569,210	1,972,832
Florida	1,787	2,957	4,183	22,939	36,694	52,910	1,385,050	2,026,174
Georgia	2,321	3,208	4,326	31,345	43,634	57,973	1,601,449	2,186,524
Illinois	1,748	3,077	4,807	15,713	21,934	29,710	838,515	1,092,315
Indiana	1,600	2,648	3,865	19,738	30,849	42,800	1,175,685	1,693,813
Iowa	1,329	1,922	2,504	16,139	22,947	30,181	933,017	1,228,030
Maine	2,228	3,492	5,178	27,604	47,038	71,330	1,699,021	2,571,927
Massachusetts	2,574	4,173	6,305	31,771	50,564	74,055	2,036,067	2,975,724
Michigan	1,766	3,039	4,319	23,338	35,766	49,350	1,361,777	1,882,441
Minnesota	1,480	2,495	3,556	20,961	31,336	43,587	1,305,335	1,801,133
Missouri	1,750	2,779	3,893	23,601	34,497	45,199	1,427,653	1,837,685
New Hampshire	2,095	3,566	5,528	25,926	44,533	67,790	1,765,499	2,697,991
New York	2,673	4,177	6,059	33,948	52,398	75,074	1,915,132	2,754,063
North Carolina	1,253	2,182	3,126	18,054	28,846	39,421	1,199,045	1,586,701
Ohio	1,981	3,066	4,381	21,819	34,894	50,852	1,285,359	1,745,631
Pennsylvania	2,014	3,496	5,436	23,789	43,013	67,044	1,349,134	2,157,355
Rhode Island	2,025	3,446	5,340	23,844	42,749	66,380	1,485,297	2,282,453
Tennessee	1,485	2,403	3,627	17,837	27,361	39,268	1,084,999	1,431,361
Texas	1,614	4,941	3,490	20,525	30,251	42,142	1,160,485	1,598,364
USA Average	\$1,967	\$3,248	\$4,704	\$24,691	\$38,852	\$55,692	\$1,482,048	\$2,123,780



Reprinted from the *Typical Bills and Average Rates Report*
Edison Electric Institute
Using Rates in Effect July 1, 2011
Billing Amounts are State Averages



News Release

FOR IMMEDIATE RELEASE

Media Contact: Scott Reigstad (608) 458-3145
Investor Relations Contact: Susan Gille (608) 458-3956

Alliant Energy 2013-2014 electric and gas rate freeze approved by regulators Wisconsin Power and Light customers will see flat electric base rates, reduced gas base rates

MADISON, Wis. – June 15, 2012 – Wisconsin Power and Light Company (WPL), a subsidiary of Alliant Energy Corporation (NYSE: LNT), received approval from the Public Service Commission of Wisconsin (PSCW) today to implement its 2013-2014 electric and gas base rate freeze. WPL will maintain its current retail electric base rates through 2014; reduce retail gas base rates by 7 percent in 2013, followed by a freeze of those gas rates through 2014.

“We are pleased that the PSCW has approved our base rate freeze as it provides our customers with some certainty relative to their electric and gas base rates over the next two years,” said Patricia Kampling, Alliant Energy Chairman, President and CEO. “With the economy still recovering, Alliant Energy continues to aggressively manage its costs as we remain committed to minimizing rate impacts on our customers and communities.”

The approved rate freeze applies to retail base rates and it excludes the impact of changes in electric fuel and natural gas costs that could make overall rates go up or down. Earlier this month, WPL filed its required annual electric fuel-cost plan, which includes a request to reduce overall retail electric rates by 2.5 percent in 2013 due to expected lower electric fuel costs. WPL’s annual electric fuel-cost plan filing is expected to receive PSCW approval by the end of this year.

Wisconsin Power and Light Company (WPL), based in Madison, Wis., provides electric service to approximately 459,000 customers and natural gas service to approximately 180,000 customers in more than 600 communities across central and southern Wisconsin. WPL is committed to providing the energy and exceptional service its customers and communities expect – safely, reliably, and affordably. WPL is a subsidiary of Alliant Energy Corporation, for more information, visit alliantenergy.com or call 1-800-ALLIANT (800-255-4268).

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ANR121-12



EMPOWERING BUSINESS AND COMMUNITY GROWTH



ECONOMIC DEVELOPMENT RATE PILOT PROGRAM

Overview

Wisconsin Power and Light (WPL) has received approval from the Public Service Commission of Wisconsin (PSCW) to offer an economic development rate for a limited time to qualifying business customers. The economic development rate will allow WPL the opportunity, in strictly-defined situations, to offer a discounted rate to large businesses to encourage investment, job creation/retention, and economic growth in a challenging economy. WPL is offering the pilot program from July 1, 2010 through July 1, 2012.

Eligibility

WPL business customers that are on our industrial rate schedules (CP-1 or CP-2) are eligible. The pilot program is not intended for customers that are on residential or commercial rate schedules. The economic development rate can be utilized in three general situations: assisting current business customers when they are expanding and increasing their electric load; encouraging new business customers to locate in Wisconsin and bring new electric load; and, keeping current business customers that are in economic distress and are seriously considering relocating outside Wisconsin and retain electric load.

Other requirements

Companies must be receiving at least \$500,000 in economic development assistance from local, state and/or federal organizations to qualify for the pilot program. Companies moving existing load to our service territory from another Wisconsin location do not qualify.

Contract term

An agreement must be signed that will be effective for up to five years.

Discount amount

WPL's rates department will calculate the actual discount amount based on a qualifying company's energy usage information. A qualifying business customer will receive the largest discount in year one of their contract and it will be prorated over a five-year or less contract term to bring the customer back to the regular rate. The overall pilot program is limited to a total annual level of discounts of no more than \$5 million on a cumulative annual basis.

Energy efficiency

In order to be eligible, business customer representatives must meet with Focus on Energy, Wisconsin's statewide program for energy efficiency and renewable energy, and Alliant Energy representatives to identify economically viable energy efficiency opportunities.

Please contact **Bruce Kepner**, WPL Economic Development Manager, at (608) 458-5753 or 1-800-937-0177 or brucekepner@alliantenergy.com for more information.

ECONOMIC DEVELOPMENT RATE PILOT PROGRAM

Background: Wisconsin Power and Light (WPL) has received approval from the Public Service Commission of Wisconsin (PSCW) to offer an economic development rate for a limited time to qualifying business customers. The economic development rate will allow WPL the opportunity, in strictly-defined situations, to offer a discounted rate to large businesses to encourage investment, job creation/retention, and economic growth in a challenging economy.

How long is the pilot program available?

WPL is offering the pilot program for two years, from July 1, 2010 through July 1, 2012.

What type of electric customers qualify?

WPL business customers that are on our industrial rate schedules (CP-1 or CP-2) qualify. The pilot program is not intended for customers that are on residential or commercial rate schedules.

In what circumstances can the pilot program be utilized?

The pilot program can be utilized in three general situations:

- Assisting current business customers when they are expanding and increasing their electric load.
- Encouraging new business customers to locate in Wisconsin and bring new electric load.
- Keeping current business customers that are in economic distress and are seriously considering relocating outside Wisconsin and retain electric load.

Do businesses need to be receiving other economic development assistance to qualify?

Yes. Companies must be receiving at least \$500,000 in economic development assistance from local, state and/or federal organizations to be eligible for the pilot program.

What is the amount of the discounted electric rate?

WPL's rates department will calculate the actual discount amount based on a qualifying company's energy usage information.

How is the discounted rate applied?

A qualifying business customer will receive the largest discount in year one of their contract and it will be prorated over a five-year or less contract term to bring the customer back to the regular rate.

Do businesses need to sign an agreement of some kind?

Yes. A contract must be signed that will be effective for up to five years.

Do companies that move from another Wisconsin utility service territory qualify?

No. Companies moving existing load to our service territory from another Wisconsin location do not qualify.

Is there a limit to the amount of discounts available?

Yes. The overall pilot program is limited to a total annual level of discounts of no more than \$5 million on a cumulative annual basis.

Are there other requirements?

Yes. In order to be eligible for the pilot program, business customer representatives must meet with Focus on Energy, Wisconsin's statewide program for energy efficiency and renewable energy, and Alliant Energy representatives to identify economically viable energy efficiency opportunities.

I heard there was a lawsuit filed regarding this program, how does that impact the program?

The Citizen's Utility Board (CUB) has filed suit to contest the program but no court decision has been made at this time. While we believe the lawsuit has no merit, if for some reason it was successful, the economic development rate would be discontinued but any customer benefits accrued would not have to be returned.

How do I find out more about the program?

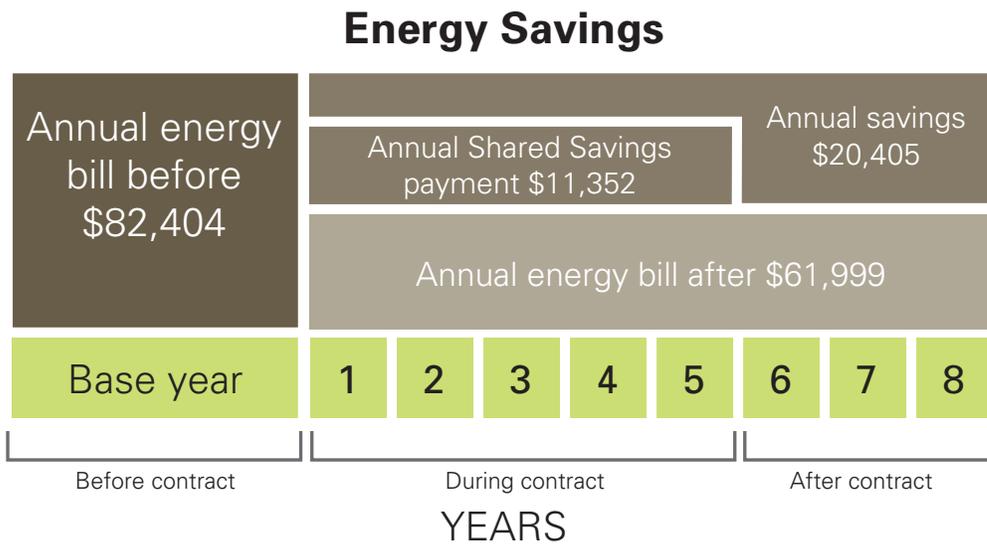
Contact **Bruce Kepner**, WPL Economic Development Manager. He can be reached at (608) 458-5753 or 1-800-937-0177 or BruceKepner@alliantenergy.com.

Shared Savings

Shared Savings is a low-cost financing program that offers capital financing as an incentive to encourage eligible customers to implement energy efficiency improvements to their business. The financing amount provided for the purchase and installation of the improvements is equivalent to five times the annual energy dollars* saved as a result of the improvements.

Here’s how the program works:

1. Work with your Strategic Account Manager to identify energy efficiency project options and calculate the expected savings.
2. Decide which energy-efficient measures are a good fit for your business and work with your Strategic Account Manager to obtain the Shared Savings financing for your project.
3. You purchase the equipment and have it installed by the contractor of your choice.
4. You repay the financing, and in some cases, a small administrative fee to Alliant Energy over a five-year contract term.



Please speak to your Strategic Account Manager about program details and limitations, as well as other financial incentives available through Focus on Energy, Wisconsin’s statewide program for energy efficiency and renewable energy. For additional information on the resources available through Focus on Energy, call 1-800-762-7077.

*Actual years of energy savings may vary depending on technology.

For more information on Shared Savings, call Alliant Energy’s Business Resource Center at 1-866-ALLIANT (1-866-255-4268) or visit alliantenergy.com/sharedsavings



Alliant Energy is the trade name of Wisconsin Power and Light Company.



Shared Savings Financing

Energy Efficient Technology	Contract Admin. Fee	Years of Expected Energy Savings
Tier 1-A		
Efficient T-8 Fluorescent	3.0%	10 years or less
Outdoor Lighting	3.0%	10 years or less
High Bay Fluorescent	3.0%	10 years or less
Super T-8 Fluorescent	3.0%	10 years or less
Screw In Lamp (Compact/PL)	3.0%	10 years or less
Tier 1-A Calculation: *Annual energy cost savings x 3 years of saving for contract = maximum contract amount		
Tier 1-B		
Energy Management System	3.0%	11 – 14 years
Energy Efficient Air Conditioners	3.0%	11 – 14 years
Energy Efficient Furnace	3.0%	11 – 14 years
HVAC Other	3.0%	11 – 14 years
Tier 1-B Calculation: *Annual energy cost savings x 5 years of saving for contract = maximum contract amount		
Tier 2-A		
Energy Efficient Machine	2.0%	15 years or less
Building Insulation	2.0%	15 years or less
Energy Efficient Boiler	2.0%	15 years or less
Process Change	2.0%	15 years or less
Adjustable Speed Drives	2.0%	15 years or less
Upgrading Refrigerated Cases with LED Lighting	2.0%	15 years or less
Energy Efficient Chillers	2.0%	15 years or less
Tier 2-A Calculation: *Annual energy cost savings x 7 years of saving for contract = maximum contract amount		
Tier 2-B		
Induction Lighting	0.0%	15 years, as technology emerges
Efficient Exterior LED Lighting	0.0%	15 years, as technology emerges
Efficient Refrigeration Equipment (Stores)	0.0%	15 years, as technology emerges
Heat Recovery from Process	0.0%	15 years, as technology emerges
Efficient Interior LED Lighting	0.0%	15 years, as technology emerges
Industrial Refrigeration System	0.0%	15 years, as technology emerges
Tier 2-B Calculation: *Annual energy cost savings x 5 or 6 years of saving for contract = maximum contract amount		
*Annual energy cost savings is derived by the energy efficiency evaluation as conducted by Alliant Energy.		

WISCONSIN ECONOMIC DEVELOPMENT CORPORATION (WEDC)

EXHIBIT 10

PROSPECT DATA SHEET

You may press F11 to complete form electronically.

Double click on the boxes and choose "Checked" in the Default Value section to mark box with an "X"

TO BE COMPLETED BY WISCONSIN ECONOMIC DEVELOPMENT CORPORATION:			
Prospect No:	ADM:	Date Pre-App. Submitted:	Program:
			Rep:

SECTION I-PROSPECT/APPLICANT INFORMATION

Type of Business : <input type="checkbox"/> C Corp <input type="checkbox"/> S Corp <input type="checkbox"/> LLC <input type="checkbox"/> LLP <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Non Profit	
Legal Name:	
Trade Name:	
Address:	
City, State, Zip:	County:
FEIN #: <small>(Federal Employee Identification Number –Tax ID or Social Security Number)</small>	State of Organization: <small>(Per Articles of Incorporation/Organization)</small>
Internet Address: www.	
Tele. #:	Fax #:
Name and Title of Head of Company:	

Individual To Contact Regarding Questions About The Company:

Co. Contact:	Title:
Email Address:	
Tele. #:	Fax #:
Address:	
City, State, Zip:	

Individual To Contact Regarding Questions About The Project:

Project Contact:	Title:
Email Address:	
Tele. #:	Fax #:
Address:	
City, State, Zip:	

SECTION II-BUSINESS INFORMATION

Date Established:	SIC or NAICS:	
Minority Owned: <input type="checkbox"/> Yes <input type="checkbox"/> No If Yes, the Minority Classification is: <input type="checkbox"/> Eskimo <input type="checkbox"/> Native Hawaiian <input type="checkbox"/> Hispanic <input type="checkbox"/> Native American <input type="checkbox"/> Aleut <input type="checkbox"/> Asian-Indian <input type="checkbox"/> Asian-Pacific <input type="checkbox"/> African American		
Woman Owned: <input type="checkbox"/> Yes <input type="checkbox"/> No	Owned by a Person with a Disability: <input type="checkbox"/> Yes <input type="checkbox"/> No	
Foreign Owned: <input type="checkbox"/> Yes <input type="checkbox"/> No If yes: Country:	% of ownership:	
Primary Product or Service:		
Total Company Employment:	Full Time:	Part Time:
Total Wisconsin Employment:	Full Time:	Part Time:
Total Project Location Employment:	Full Time:	Part Time:
% of Project Location Full Time Employees that are WI Residents:		
Provide the Following for All Other Existing Wisconsin Operations:		
Address(Street, City, Zip):		Number of Full Time Employees:

SECTION III-PROJECT INFORMATION

Project Location: <input type="checkbox"/> City <input type="checkbox"/> Town <input type="checkbox"/> Village Of:			County:
Project Street Address		Square Footage of Project Facility(ft ²):	
Brief Project Summary:			

SECTION IV-PROJECT TIME-LINE

Secure all financing by:	Break ground/lease by:
Begin production by:	Achieve full production by:

SECTION V-PROPOSED PROJECT BUDGET

USES OF FUNDING (equip, bldg, work cap, training, etc.)	SOURCES OF FUNDING* (Bank, Equity, SBA, RLF, etc.)				TOTAL
	WEDC	SOURCE #1 NAME:	SOURCE #2 NAME:	SOURCE #3 NAME:	
					\$
					\$
					\$
					\$
					\$
TOTAL	\$	\$	\$	\$	\$

**Please provide the following for the sources listed above*

Source	Source Name:	Contact Name:	Contact Title	Email Address	Phone Number
1.					
2.					
3.					

SECTION VI-PROJECTED EMPLOYMENT

Full Time Positions Only (2,080 hours/year)

Existing Positions		Position Title	Positions Created				
Avg. Hourly Wage	Number of Existing		Year One		Year Two Number Created	Year Three Number Created	Total Number Created
			Avg. Starting Hourly Wage	Number Created			
		TOTAL					

SECTION VII-BENEFIT INFORMATION

Check the Health Insurance Provided to Employees:	<input type="checkbox"/> None	<input type="checkbox"/> Individual	<input type="checkbox"/> Family
Percent of Health Insurance Premium Paid by Company:		%	%
Average Deductible Paid by Employee:		\$	\$
Other Benefits Provided to the Majority of the Workforce: <input type="checkbox"/> Life Insurance <input type="checkbox"/> Pension <input type="checkbox"/> 401(k) <input type="checkbox"/> Childcare <input type="checkbox"/> Tuition Reimbursement <input type="checkbox"/> Other: (Specify)			
Will new employees be provided with substantially the same benefits as described above: <input type="checkbox"/> Yes <input type="checkbox"/> No			

SECTION VIII-OWNERSHIP INFORMATION (unless publicly owned)

Name: (First, Middle Initial, Last)		Phone Number	Personal Financial Statement Attached	Ownership %*
1.			<input type="checkbox"/> YES	%
2.			<input type="checkbox"/> YES	%
3.			<input type="checkbox"/> YES	%
4.			<input type="checkbox"/> YES	%
5.			<input type="checkbox"/> YES	%
All Others:				%

*Personal Financial Statements are required for all owners with 20% or more. WEDC may review a Dun and Bradstreet report and delinquent tax filings on the applicant. WEDC may also review a personal credit report and delinquent tax filings on each individual that owns 20% or more.

100%

SECTION IX-INFORMATION ON LEGAL PROCEEDINGS

YES/NO

Has the applicant, or any owner, officer, subsidiary or affiliate, been involved in a lawsuit in the last 5 years?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Has the applicant, or any owner, officer, subsidiary or affiliate, ever been involved in a bankruptcy or insolvency proceeding or are any such proceedings pending?	<input type="checkbox"/> Yes <input type="checkbox"/> No
In the last 5 years, has the applicant, or any owner, officer, subsidiary or affiliate, been charged with a crime, ordered to pay or otherwise comply with civil penalties imposed, or been the subject of a criminal or civil investigation?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Does the applicant, or any owner, officer, subsidiary or affiliate, have any outstanding tax liens?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Please attach a detailed explanation of any YES responses.	

SECTION X-MARKET INFORMATION

THREE MAJOR CUSTOMERS:	% OF SALES
1.	
2.	
3.	
THREE MAJOR COMPETITORS	LOCATION (City and State)
1.	
2.	
3.	

SECTION XI-SUMMARY OF HISTORICAL FINANCIAL INFORMATION

FYE	/ /	/ /	/ /
Total Sales			
Net Income			
Total Assets			
Total Liabilities			
Equity			
WI Income Tax Liability (C Corporations Only)			

SECTION XII-SUMMARY OF PROJECTED FINANCIAL INFORMATION

FYE	/ /	/ /	/ /
Total Sales			
Net Income			
Total Assets			
Total Liabilities			
Equity			
WI Income Tax Liability (C Corporations Only)			

SECTION XIII-STATE REQUESTS FOR BID OR PROPOSAL	
<p>Are you aware of any State of Wisconsin request for bid or request for proposal to which the applicant intends to respond or to which the applicant has recently responded?</p> <p>If yes, please provide the following:</p> <ol style="list-style-type: none"> a. Identify the bid or request for proposal (e.g., bid number, or general description or title). b. Identify the state agency or public entity to which you are submitting the bid or proposal. c. Explain the status of the bid or proposal (e.g., recently submitted; considering submission; in current negotiations). <p>Please note that if you answer “yes” WEDC may not be able to discuss potential financial assistance until the request for bid or request for proposal process has been completed.</p>	<input type="checkbox"/> Yes <input type="checkbox"/> No

CERTIFICATION STATEMENT

THE APPLICANT:

1. Certifies that to the best of its knowledge and belief, the information being submitted to WEDC is true and correct.
2. Certifies that the applicant is in compliance with all laws, regulations, ordinances and orders of public authorities applicable to it.
3. Certifies that the applicant is not in default under the terms and conditions of any grant or loan agreements, leases, or financing arrangements with its other creditors.
4. Certifies that WEDC is authorized to obtain a credit check and Dun and Bradstreet on the applicant, the business and/or the individual(s).
5. Certifies that the applicant has disclosed and will continue to disclose any occurrence or event that could have an adverse material impact on the project. Adverse material impact includes but is not limited to lawsuits, criminal or civil actions, bankruptcy proceedings, regulatory intervention or inadequate capital to complete the project.
6. Understands this application and other materials submitted to WEDC may constitute public records subject to disclosure under Wisconsin’s Public Records Law, § 19.31 et seq. The applicant will mark documents “confidential” where appropriate for financial and other sensitive materials that should be, to the extent possible, be kept in confidence. WEDC will notify the applicant if it receives a public records request for materials marked confidential.
7. Understands submitting false or misleading information in connection with an application may result in the applicant being found ineligible for financial assistance under the funding program, and the applicant or its representative may be subject to civil and/or criminal prosecution.

Signature: _____ Date: _____
(Authorized Representative)

Printed Name: _____ Title: _____

**ATTACHMENT A
SUPPORTING DOCUMENTATION**

BUSINESS PLAN

All start-ups or businesses less than 3 years old must submit an up-to-date comprehensive business plan that fully describes the proposed project. The Wisconsin Economic Development Corporation (WEDC) reserves the right to require an up-to-date comprehensive business plan for all projects.

NOTE: If you do not currently have a Comprehensive Business Plan, WEDC may be able to finance a portion of the costs incurred to develop one. Under its Early Planning Grant (EPG) and the Entrepreneurial Training Grant (ETG) programs, WEDC may provide grants to assist with the development of a comprehensive business plan. Visit our website at www.wedc.org for additional information on these programs.

COMPANY INFORMATION

Check the appropriate box if the information is detailed in your business plan or attached

Business Plan Dated
/ /

Attached

INFORMATION NEEDED

- | | | |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | History of the company's operations |
| <input type="checkbox"/> | <input type="checkbox"/> | Resumes or short summaries of the current management team that detail relevant experience, education and length of time with the company |
| <input type="checkbox"/> | <input type="checkbox"/> | Description of any affiliates or subsidiaries |
| <input type="checkbox"/> | <input type="checkbox"/> | Description of the market niche for the company's product or service |
| <input type="checkbox"/> | <input type="checkbox"/> | A detailed description of the proposed project including environmental remediation |
| <input type="checkbox"/> | <input type="checkbox"/> | Three years of historical financial statements that include: <ul style="list-style-type: none">• balance sheets• cash flow statements• income statements• accountant's notes |
| <input type="checkbox"/> | <input type="checkbox"/> | Most recent quarterly financial statements if the year-end was more than 90 days prior to submission |
| <input type="checkbox"/> | <input type="checkbox"/> | Three years of financial projections that include: <ul style="list-style-type: none">• balance sheets• cash flow statements• income statements• detailed notes on all significant accounting assumptions used The first year should be presented on a monthly basis so that WEDC can analyze the applicant's working capital needs.
(Not Applicable for those projects only looking for training funds) |
| <input type="checkbox"/> | <input type="checkbox"/> | All individuals that own 20% or more of the company must submit a signed and dated personal financial statement. A sample form is attached. Substitute formats are acceptable provided that the social security number of the individual is also included. (Not applicable for those projects only looking for tax credits). |
| <input type="checkbox"/> | <input type="checkbox"/> | Copies of commitment letters outlining the terms of the other funding sources in the project budget. |

**ATTACHMENT B
PERSONAL FINANCIAL STATEMENT**

Please complete the following for EACH owner with 20% or more interest. Make additional copies as necessary.

Name: _____ Social Security Number: _____

Address: _____ Date of Birth: _____

City: _____ State: _____ Zip: _____ Phone: _____

ASSETS		LIABILITIES	
Cash (Schedule 1)		Secured Notes Payable (Sch. 5)	
Listed Securities (Schedule 2)		Unsecured Notes Payable (Sch.5)	
Unlisted Securities (Schedule 3)		Accounts Payable	
Real Estate Owned (Schedule 4)		Unpaid Income Taxes	
Automobiles		Real Estate Mortgages (Sch. 4)	
Personal Property		Real Estate Taxes	
Cash Value Life Insurance		Credit Cards	
Vested Profit Sharing/Pension		Other Debts (list below)	
Other Assets (list below)			
TOTAL ASSETS	\$	TOTAL LIABILITIES	\$
		EQUITY =(Total Assets – Total Liabilities)	

INCOME:	CONTINGENT LIABILITIES:
Salaries/bonuses	Endorser/Co-maker/Guarantor
Dividends/interest	Legal Claims
Other:	Other:

Schedule 1 Cash and Equivalents

Type	Financial Institution	Amount	Account Name	PLEDGED?

Schedule 2 Listed Securities

Cost	Description	Market Value	Account Name	PLEDGED?

Schedule 3 Unlisted Securities

Cost	Description	Market Value	Account Name	PLEDGED?

Schedule 4 Real Estate Owned

Property Type and Address	Cost	Market Value	Mortgage Amt

Schedule 5 Notes Payable

Secured?	Financial Institution	Original Balance	Current Balance	Date Due

I hereby certify that to the best of my knowledge and belief, this represents a full and accurate disclosure of my assets and liabilities as of the date signed below. I also certify that I have disclosed and will continue to disclose any occurrence or event that could have an adverse material impact on the project. Adverse material impact includes but is not limited to lawsuits, criminal or civil actions, bankruptcy proceedings, regulatory intervention or inadequate capital to complete the project. I also understand submitting false or misleading information in connection with an application may result in the applicant being found ineligible for financial assistance under the funding program and may be subject to civil and/or criminal prosecution.

Signature

Date

ATTACHMENT C

W-9 TAXPAYER IDENTIFICATION NUMBER (TIN) VERIFICATION

Print or Type

This form can be made available in alternative formats to qualified individuals upon request.

Legal Name: (as entered with IRS)
 Individuals: Enter Last Name, First Name, Middle Initial
 Sole Proprietorships: Enter Last Name, First Name, Middle Initial
 All Others: Enter Legal Name of Business

Trade Name:
 Individuals: Leave Blank
 Sole Proprietorships: Enter Business Name
 All Others: Complete only if doing business as a D/B/A

Remit Address: Address where awarded funds check should be sent if different from primary address PO Box or Number and Street, City, State, ZIP+4

Order Address: Address where order should be mailed
 PO Box or number and street, City, State, ZIP+4

[NOT APPLICABLE]

Primary Address: Address where 1099 should be sent if different from remit address
 PO Box or number and street, City, State, ZIP+4

Entity Designation: (check only one)

Individual / Sole Proprietor
 Corporation (includes service corporations)
 Limited Liability Partnership
 Limited Liability Corporation
 Government Entity
 Hospital Exempt from Tax or Government Owned
 Long Term Care Facility Exempt from Tax or Government Owned
 All Other Entities

Taxpayer Identification Number (TIN):
 If you are a sole proprietor and you have an EIN, you may enter either your SSN or EIN. However, using your EIN may result in unnecessary notices to the Requester.

Check Only One

Social Security Number (SSN)
 Employer Identification Number (EIN)
 Individual Taxpayer Identification Number for U.S. Resident Aliens (ITIN)

Certification: Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number, AND
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding.
3. I am a U.S. person (including a US resident alien).

Printed Name	Printed Title	Telephone Number ()
Signature		Date (mm/dd/ccyy)

For Agency Use Only

Agency Number	Contact	Phone Number
Change <input type="checkbox"/> Name <input type="checkbox"/> Address <input type="checkbox"/> Other (explain)		

For all projects approved by WEDC, this form is used as a reference for issuing checks to Recipients. WEDC will file with the IRS appropriate income tax forms for award Recipients based on information that appears on this form. Failure to provide this information may result in delayed payments. This request is being made at the direction of the Wisconsin State Controller. We are required to inform you that failure to provide the correct Taxpayer Identification Number (TIN) / Name combination may subject you to a \$50 penalty assessed by the Internal Revenue Service under section 6723 of the Internal Revenue Code. Section 6109 requires you to furnish your correct TIN to persons who must file information returns with the IRS to report interest, dividends, and certain other income paid to you, mortgage interest you paid, the acquisition or abandonment of secured property, or contributions you made to an IRA. The IRS uses the numbers for identification purposes and to help verify the accuracy of your tax return. You must provide your TIN whether or not you are required to file a tax return. Payers must generally withhold 31% of taxable interest, dividend, and certain other payments to a payee who does not furnish a TIN to a payer. Certain penalties may also apply.



Transportation for Economic Assistance (TEA)

Overview

The Transportation Economic Assistance (TEA) Program provides up to 50% state grants or \$5,000 maximum per job to governing bodies, private businesses, and consortiums for road, rail, harbor, and airport projects that help to attract employers to Wisconsin, or encourage business and industry to remain and expand operations within Wisconsin.

Objective

To increase the number of jobs statewide by rapidly responding to the transportation needs of an economic development project when that project is contingent on a transportation facility improvement.

Purpose and Need

To implement a flexible and expeditious process of evaluating and approving transportation facility improvements that are essential to economic development projects. The goal is to attract and retain business firms in Wisconsin that increases the number of local job opportunities, generates property taxes, and increases local spending.

Funding

What is the annual budget appropriated for the TEA Program?

Every July 1, the start of the state fiscal year, the Legislature earmarks \$3.625 million annually for the TEA Program.

Application Cycle

When are applications accepted?

Applications are accepted year-round on a first-come, first-served basis with evaluation, analysis, and approval taking up to approximately 90 days to complete.

Eligibility Requirements

Who can sponsor a TEA grant application?

A city, village, town, or county unit of government can sponsor and complete the grant application for submittal to the Wisconsin Department of Transportation (WisDOT).

What businesses are excluded from applying for TEA grant assistance?

Business developments that may displace jobs in the state such as retail stores, eating and drinking establishments, recreation and entertainment facilities, and hotels and motels.

What transportation facility improvement projects are eligible for TEA assistance?

Street, road, and highway improvements that is open to the public for travel, and come under either the jurisdiction or ownership of a public authority. (No private roads, driveways, parking lanes, or parking lots are eligible for improvement assistance)
Rail projects consist of an industrial lead, spur, or team track or trackside intermodal transfer facility.

Harbor improvements include dredging, dock walls, piers, intermodal connections, lighting, etc.

Airport improvements consist of runway, taxiway, or apron of an airport. (No airplane hangars)

What transportation costs are eligible for TEA assistance?

Design engineering (preliminary engineering), environmental testing and remediation, real estate (purchase price of that portion “under” the right-of-way only), business and residential relocation, construction, reconstruction, resurfacing, utility relocation within the right-of-way, storm water management and detention/retention ponds, and construction engineering and contingencies.

What transportation costs are not eligible for TEA assistance?

Infrastructure costs related to the TEA project like sanitary sewer, water laterals, electric, and gas extensions to the new business development. All related infrastructure costs related to the improvement project shall be the responsibility of the applicant, the local governmental authority sponsoring the TEA grant application.

Ethanol Plants

Can TEA assistance be provided for ethanol production facilities?

The Department may make a grant for a transportation improvement project related to the construction of an ethanol production facility only if the Department determines that a competitive bidding process is used for the construction of the ethanol production facility.

Project Construction Schedule

How long after TEA assistance is approved does construction need to commence?

Construction of the transportation facility improvement would be scheduled to begin within 3 years of the date when the project agreement is executed.

Funding Sources and Shares

What are the funding shares and sources for a TEA Grant?

Department share shall be up to a maximum of 50% of eligible project improvement costs and that the resulting cost per job shall not exceed \$5,000. The maximum grant awarded cannot exceed \$1 million.

Applicant Share (funding sources that include any combination of local government and private funding; federal government funds; and in-kind services to include, but not limited to, engineering, land acquisition, and construction) shall not be less than 50% of total eligible project improvement costs.

Invoice Submittal and Reimbursement Process

Under the TEA Program, as a grant program, how does a community seek project reimbursement from the department?

First of all, the applicant needs to front 100% of all eligible project costs and demonstrate through the execution of a Completion Certificate that the project met all applicable design plans and specifications before an invoice can be submitted to the department seeking reimbursement. State reimbursements will be made to the applicant only after the project is complete and sufficient proof of actual costs is sent to the Region's planning engineer for review and approval. Upon Region approval, the invoice is sent to WisDOT's Expenditure Accounting Unit that will cut the check to the applicant within 20 business days. The department's preference is to have just one invoice submitted upon project completion for reimbursement. On improvements where the transportation facility improvement cost exceeds \$100,000, the department may pay on the basis on actual costs incurred, with invoices submitted no more than once per month.

Assistance Agreements

What assistance agreements are put in place to ensure program compliance?

Three assistance agreements are required before any transportation facility improvement can be scheduled and approved for construction and before any funds can be obligated.

- 1) Formal Project Agreement: Sets forth the specific terms, conditions, and responsibilities of each respective party involved.
- 2) Jobs Guarantee Agreement: A signed agreement between the Department and the local governing body that shall obligate the local governing body to reimburse the Department for up to the full amount of the grant award if the guaranteed number of jobs are not created

within 3 years of the date within the executed Project Agreement or if the guaranteed number of jobs are not retained 7 years after the date the Project Agreement is executed.

- 3) Employment Information Release Form: Provided by the business that agrees to report quarterly filing of the employment of the business for a period of seven or more years.

What certificates are needed to complete the Project Agreement?

Four certificates are vital as attachments to the Project Agreement:

- 1) Statement of Certification: Checklist indicating conformance to the Programmatic Environmental Report as completed and sign-off by the applicant's consulting firm.
- 2) Right-of-Way certificate: Legal description of the property to be conveyed and deeded to the sponsoring jurisdiction.
- 3) Bidding Document Holders List: Lists all contractors and sub-contractors submitting project bids.
- 4) Completion Certificate: Document that indicates that final design and construction is complete and Department-approved and sufficient proof of cost has been sent to the Department.

Application Sources and Contacts

Where can TEA grant program information and application materials be accessed?

TEA Program information and application materials are located on the WisDOT website at: <http://www.dot.wisconsin.gov/localgov/aid/tea.htm>. For more information, either contact Dennis Leong at 608-266-9910 or via email at dennis.leong@dot.state.wi.us or Don Uelmen at 608-266-3488 or via email at don.uelmen@dot.state.wi.us.



**TRANSPORTATION FACILITIES ECONOMIC ASSISTANCE AND
DEVELOPMENT PROGRAM (TEA)
GRANT APPLICATION***

1. APPLICANT(s)

A. COMMUNITY Name:	
B. Street/P.O. Box:	
C. City & Zip Code:	
D. Contact Person:	
E. Telephone, Fax, & E-mail address:	

F. BUSINESS Name:	
G. Street/P.O. Box:	
H. City & Zip Code:	
I. Contact Person:	
J. Telephone, Fax, & E-mail address:	

2. CERTIFICATION

To the best of my knowledge and belief, the information submitted is true and correct and this document has been duly authorized for submittal by the governing community.

(Signature of a community officer authorized to make the application.)

(Date)

(Title)

*** Applications must be filed in quadruplicate**



PART I: SCREENING INFORMATION

3. ELIGIBILITY CRITERIA (Check only those that apply):

- A. The new business development will definitely occur within 3 years if the transportation improvement is completed. _____
- B. The new business development is not primarily retail, an eating or drinking establishment, a recreation or entertainment facility, or a hotel/motel. _____
- C. The new business development does not primarily involve transfer of business from other parts of the state. _____
- D. Applicant(s) will comply with all federal and state laws and local ordinances as they relate to the development and use of the transportation improvement. _____
- E. Community acknowledges its willingness to sign a Jobs Guarantee with WisDOT. The actual Guarantee can be signed later. A copy of a Jobs Guarantee with the language we currently use is attached. The Community may elect to roll over a like Guarantee on the business(es). _____
- F. (If applicable) The road improvement will be under local government jurisdiction, will be open to the public, and all municipalities concur in the project where more than one jurisdiction is involved. _____
- G. (If applicable) The rail improvement will either be under the jurisdiction of a public authority, or businesses or persons other than the TEA application business(es) may use the improvement. _____

4. ELIGIBILITY DOCUMENTATION

FROM THE COMMUNITY(ies): A written statement on letterhead and signed by an official detailing why it can't fund 100% of the proposed transportation improvement and what alternate sources of funding have been explored.

FROM THE BUSINESS(es): A written statement on company letterhead and signed by a company official indicating that it is electing to expand in Wisconsin partially because the TEA eligible transportation improvements are promised and that it either: a) Explored expansion alternatives in other states, detailed these alternatives; or, b) Won't expand in Wisconsin at all without these proposed transportation improvements.

PART II: EVALUATION DATA - FROM THE COMMUNITY



- 5. DESCRIPTION OF THE TRANSPORTATION IMPROVEMENT

- 6. RATIONALE FOR WHY THE TRANSPORTATION IMPROVEMENT IS NEEDED.

- 7. A COST ESTIMATE OF THE TRANSPORTATION IMPROVEMENT (please attach), including amount of materials and unit prices. Eligible cost items are: design engineering, real estate (purchase price of that portion under the right-of-way only), construction, reconstruction (if applicable), utility relocation (if applicable), and construction engineering & contingencies (15%). **Note:** *Connecting railroad costs should also be included on rail spur projects.*

- 8. A PROPOSED TYPICAL CROSS-SECTION for a road transportation improvement AND/OR a TRACK LAYOUT DRAWING for a rail transportation improvement (please attach).

- 9. An 8 1/2" x 11" – preferably color coded SITE PLAN plotting: planned business expansion; proposed transportation improvements; and, area network of roads and rail lines, out to the closest major highway.

- 10. COST OF RELATED TEA INELIGIBLE INFRASTRUCTURE (i.e., sanitary sewer, water, electric, gas extensions to the new plant).

- 11. FUNDING SOURCES: Include amount requested from TEA, the matching funds, and in-kind services:

<u>Source</u>	<u>Amount</u>	<u>Form (Cash, Loan, Services)</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART III: EVALUATION DATA - FROM THE BUSINESS(ES)

12. SCHEDULE for TRANSPORTATION IMPROVEMENT and BUSINESS DEVELOPMENT: COMMENCE month/year and COMPLETE month/year FOR BOTH.

13. DESCRIPTION OF THE BUSINESS IMPROVEMENT:

	<u>Cost</u>
A. Land (acreage or sq. ft) and estimated cost: _____	_____
B. Building(s) (type & sq. ft.) and estimated cost: _____	_____
C. Machinery & equipment (type) and estimated cost: _____	_____
D. Other capital costs: _____	_____
E. Total Capital Investment _____	_____

14. A MAP, SITE PLAN, OR SCHEMATIC of the proposed business expansion identifying: expansion phases (if appropriate); the nearby transportation improvement(s) requested; and, truck, auto, and rail (if appropriate) access points to the new plant.

15. AN OPERATIONAL EXPLANATION of WHY the proposed TRANSPORTATION IMPROVEMENTS are NEEDED by the business.

16. The EXPECTED DAILY INITIAL and PROJECTED (3 YEARS OUT) VOLUME of AUTOS and TRUCK/TRAILERS entering and exiting the new facility.

17. NUMBER OF JOBS AND AVERAGE WAGE, not including fringe benefits, for each type of job created or retained by this business development.

Major Standard Industrial Classification Code (SIC) = _____ (or NAICS code)

<u>Job Category</u>	<u>Number of Jobs</u>	<u>Average Wage</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

PART III: EVALUATION DATA - FROM THE BUSINESS(ES)

18. OF THE JOBS LISTED IN #17, how many are due to: (Total should equal the number of jobs reported in #17.)

New Facility

Expansion

From Another State

Retention

19. BACKGROUND information ON the COMPANY(IES) AND the nature of its BUSINESS. (A company brochure might be appropriate here.)

20. What is the PRINCIPAL GEOGRAPHIC MARKET AREA for the GOODS or SERVICES produced by the business(es)?

21. Who (what firms) are the MAJOR COMPETITORS of the business(es)? WHERE are they LOCATED? (City, State). Also, please list ALL WISCONSIN COMPETITORS AND WHERE LOCATED.

22. FINANCIAL INFORMATION necessary TO ASSESS FINANCIAL SOUNDNESS of the new business development and the likelihood of continued operations/employment:

A. For an existing business:

- (1) **THREE YEARS OF** at least compilation-quality **PROFIT AND LOSS STATEMENTS AND BALANCE SHEETS**. (There are three levels of rigor for accounting reports: audit, review, and compilation quality. Although audit quality reports are clearly more definitive in determining financial soundness, an applicant may submit reviews or compilations if audited reports are not available. Submission of these reports may, however, limit our ability to determine the financial soundness of the businesses associated with the application.) **Financials submitted should not be more than 90 days old, so please also include current interim financials with prior year comparables, as appropriate.**
- (2) **EVIDENCE** of the availability **OF FINANCING** to complete the proposed business development;
- (3) **IF SOLE PROPRIETORSHIPS OR FAMILY-OWNED BUSINESSES** (5 stockholders or less) are involved, **PERSONAL FINANCIAL STATEMENTS** are required.

B. IF the project involves A BUSINESS STARTUP, OR a business that has been MARGINALLY PROFITABLE or has shown declining sales or profitability:

- (1) A business plan;
- (2) Resumes of key management personnel;
- (3) A minimum of three years of financial pro formas prepared or compiled by an independent CPA with all assumptions stated;
- (4) Basis for sales forecasts; and,
- (5) Projection of monthly cash flow for the first year of operations.

23. DATA FOR calculating PROJECT BENEFIT/COST RATIO (**rail projects only**):

- A. Typical loadings in tons/carload and the annual volume of materials railed to and from the new plant.
- B. Typical loadings in pounds/truckload and the annual volume of raw materials that would have to be trucked to and from the new plant (assume the ridiculous here) if the rail spur is not built.
- C. Estimated railroad and truck freight rates for the volume in a) and b) above.
- D. Additional costs, not reflected in freight rates for: transloading, cross-docking, storage, loss and damage, etc., if the rail spur is not built (again, assume the ridiculous here).

APPENDIX

TRANSPORTATION ECONOMIC ASSISTANCE**JOB GUARANTEE**

The (City, Village, or Town) of (name of Town, Village, or City), hereby agrees to authorize inclusion and be bound by this repayment provision in the Project Agreement that will be executed between the applicant and the Wisconsin Department of Transportation as part of the Department's approval of the applicant's request for assistance under the Transportation Facilities Economic Assistance and Development (TEA) program.

The (City, Village, or Town) of (name of Town, Village, or City) agrees, in this repayment provision, to reimburse the Department up to the full grant amount if employment within the economic development project (_____) fails to meet the following goals: (1) expansion of employment by ____ jobs within three years after the project agreement is executed; and, (2) retention of these ____ jobs for another 4 years (verifications to be made at 3 and 7 years after Project Agreement is executed).

For purposes of this provision, a job is defined to be consistent with Trans. 510 of the Wisconsin Administrative Code. It will include all new non-retail jobs and exclude jobs obtained through geographic job transfers within Wisconsin except those that would be lost to the state. Eligible jobs may include full time equivalents (FTE's).

If the job guarantee is not satisfied, the Department will evaluate the job benefits that have been obtained in order to determine if reimbursement of either the full grant amount or reimbursement of a reduced amount based on a prorated share related to the number of jobs that have materialized as a result of the economic development project is appropriate.

The full grant amount involved here, of which partial or total reimbursement may be required, is \$_____.

(Signature)

FRANK BUSALACCHI
SECRETARY,
WISCONSIN DEPARTMENT
OF TRANSPORTATION

(Signature)

(name)

(title)

(city, zip code)

(Date)

(Date)

Southwest Wisconsin Workforce Development Board Workforce Development Services and Training Opportunities



The Southwest Wisconsin Workforce Development Board (SWWDB) is a private, non-profit corporation dedicated to promoting innovation and providing quality local workforce development programs and services to businesses and residents in Southwest Wisconsin. All services are driven by the needs of employers and job seekers, and are available through the "one-stop" Job Centers.

SERVICES FOR EMPLOYERS:

SWWDB offers employers a comprehensive array of cost-effective methods to connect to the region’s dynamic and motivated job-seekers. Some services are provided free of charge, while others are available at affordable and negotiable rates.

I TRAINING ASSISTANCE FOR EMPLOYERS

Under the Workforce Investment Act, SWWDB can contract with employers to pay the cost of training employees. This training must be formally arranged before the trainee(s) is hired. For the following programs, the employer can be partially reimbursed for training under a contract with SWWDB:

■ On-The-Job (OJT) Training.

On-the-job training provides occupational training reimbursing the employer up to 50% of the employee’s wage rate as compensation for the employer’s “extraordinary” costs. OJT must comply with federal and state regulations governing such training. Some of the key conditions are:

- Employee must be eligible and enrolled in WIA program and OJT is consistent with the person’s individual employment plan
- Employee lacks skills relevant workplace literacy or other skills related to new technologies, production or service procedures
- Employer agrees to hire the worker long-term
- Training must be provided a minimum of 10 hours per week
- Training limited to the period of time required for a participant to become proficient in the occupation
- Training must be approved by SWWDB prior to the employee beginning OJT program

■ Customized Training.

Training that is designed and conducted to meet the special requirements of an employer. Customized training must comply with federal and state regulations governing such training. Some of the key conditions are:

- Employee is not earning a self-sufficient wage as determined by SWWDB
- Employee lacks skills relevant workplace literacy or other skills related to new technologies, production or service procedures
- Employer agrees to hire the worker, or in the case of incumbent workers, continue to employ the individual, upon successful completion of the training
- Training relates to the workforce needs of the area as identified by SWWDB and is approved

prior to training beginning

Note: Training payments are subject to the availability of WIA funds and compliance with WIA regulations.

I BUSINESS AND EMPLOYER SERVICES

SWWDB's services and pricing structure are fully customizable, depending on the needs of each employer. SWWDB will negotiate a contract with the employer based on actual time and materials for services provided. The scope of services will be determined based on discussion with designated employer representatives and documented in a services agreement.

■ INTERACTIVE GROUP-TRAINING SERVICES

The Alchemy SISTEM (Standard Industry Skills Training and Educational Media) platform includes everything you need for effective, results-driven training programs. Choose from the large library of SISTEM courseware or add custom content, tests and evaluations for your specific needs. With fully automated documentation, real-time reporting is fast and easy — saving you time and money. Deliver industry-specific training to large groups or individuals with one consistent experience. All courses are available in English and Spanish and do not require any previous computer experience.



EMPLOYMENT RELATED SERVICES FOR EMPLOYERS:

■ Employee Leasing.

SWWDB will recruit, hire and employ workers and lease the employees to the employer. Hiring will be based on employer job criteria. Services will include:

- Contracts cover all basic payroll taxes, federal, state, FICA, unemployment, workers compensation, etc.
- Holidays, sick days, etc. are available at the employers discretion and consistent with employer's benefit plans
- Health, dental and other insurances can be provided consistent with the employer's benefit plans
- No buy out fees after 90 days

RECRUITMENT ASSISTANCE FOR EMPLOYERS:

SWWDB has the capability to act as an extension of your company's Human Resource department, saving you time and money. Services are customized to the needs of each employer and include, but are not limited to:

■ Candidate Searches

- **Hire a Neighbor** – A one-of-a-kind partnership with Monster.com allows SWWDB staff to use an employer-provided job description to find the best local candidates for vacant positions — at no cost to the employer. In addition, SWWDB (for a fee) can develop job descriptions for employers who lack the time or resources to do so.



- **Job Center of Wisconsin** – SWWDB partner staff can assist employers in creating accounts, posting positions and conducting searches on the State of Wisconsin's official job-posting Web site.



- **Wanted Analytics** – Using Internet scrapping software, SWWDB can match employer job description information with available candidates in the region that possess the skills requirements. SWWDB is also able to assess the "degree of difficulty" filling the position and the project wage rate based on the number of candidates registered with on-line services.



▪ Job Fairs*

SWWDB can organize and facilitate all aspects of a job fair for an employer or group of employers. Hold an event at your facility, a Job Center or other location, and recruit for any number of positions. Marketing strategies and advertising costs can be built into any contract.

*All Job Fair services include standard Job Center non-fee services:

- Job openings are posted on Wisconsin's JobNet system
- Job Center staff will distribute employer application forms to interested job seekers
- Job Center will collect applications/resumes for the employer
- Use of the local Job Center for interviewing candidates

▪ Other Employment Related Services

- **Employee and Job Seeker Assessment** – Using JobFit – a web-based assessment tool – employers can develop “patterns” for various positions in their organization. These patterns are compared to the pool of job-seekers who have completed the JobFit assessment, providing employers with a pool of candidates whose soft skills and occupational interests that best “fit” the workplace environment.



- **Job Description Development** – Write job descriptions that meet employer requirements and comply with employment laws.
- **Resume/Application Collection** – SWWDB staff can collect job-seeker submissions at one of our offices or Job Centers. The organization also can act as an intermediary, disseminating any information provided by the employer directly to interested candidates and will respond to inquiries and answer employment-related questions on the employer's behalf.
- **Application/Resume Processing** – Includes the pre-sorting applications/prescreen applicants based on employer job descriptions. Using the employer's employment criteria, SWWDB will rank candidates in terms of the employer's desired skill set and/or recommend candidates to interview, administering and grading entry-level assessments provided by employer and contacting qualified candidates and setting up/schedule first interviews based on the employer's timetable.
- **Interviews** – SWWDB can assist employers by developing interview questions with employer input, and conduct the initial interviews (either in person, via telephone or video conference) using employer criteria and ranking candidates for second interview. Available to assist in second interviews etc. to provide feedback. SWWDB has the resources to record interviews as appropriate.
- **Employee Skills Testing** – SWWDB can administer proficiency tests to determine candidate skills and competencies. Tests will usually be completed at the nearest Job Center. Tests available include the following; however, other test may be administered based on needs of employer and availability of test.
 - Microsoft Word
 - Microsoft Excel
 - Microsoft Windows
 - Microsoft Outlook
 - Alpha and numeric typing test
 - Basic Math
 - Basic Reading
- **Background/Reference Checks and Drug Testing** – SWWDB staff can conduct criminal background checks using the comprehensive database maintained by the state Department of Corrections. For applicants determined by the employer, we can contact past employers and personal references to properly vet each candidate's resume and employment history. SWWDB can also schedule drug testing for candidates using reputable and certified testing facilities.

TRAINING SERVICES FOR JOB SEEKERS

A job seeker is anyone who is entering the workforce for the first time, interested in changing jobs, seeking a new job because of unemployment or looking to improve current job skills. In today's job market, education is the key to helping job seekers obtain a better job and higher wages. Services are available to adults, dislocated workers and young adults (ages 18-21 years old) who are out of school.

Many of these programs are offered through the Workforce Investment Act (WIA) or other Department of Labor-funded programs. So, resources are available to offset all or most of the costs of training. A job seeker must meet certain eligibility requirements, meet with a case manager prior to enrollment to prepare an Individual Employment Plan and attend a pre-assessment workshop in order to receive funding for training.

■ Workforce Investment Act (WIA) Education and Training Programs

- **Occupational Skills Training:** Job-related skill training at a technical college or other approved educational institution. Training is limited to demand occupations in southwest Wisconsin. Upon completion the person is awarded an associate's degree or other certificate of successful completion.
- **Specialized Skills Training:** Job-specific training in emerging occupational areas such as energy, weatherization, health care and advanced manufacturing processes. Training is conducted by a technical college or other approved provider.
- **Apprenticeship Training:** A combination of on-the-job training and classroom-related instruction in which workers learn the practical and theoretical aspects of a highly skilled occupation in two to five years. Registered apprentices are paid an hourly wage to attend their trade-specific schooling, which is sponsored by joint employer and labor groups, individual employers and/or associations.
- **Adult Basic Education and Literacy Training:** Individualized, small group and classroom instruction to improve reading, writing, math and/or other basic skills for people who are basic skills deficient. A person is basic skills deficient when he/she has English reading, writing or computing skills at or below the 8th grade level on a generally accepted standardized test. Training must be provided in connection with occupational skill training leading to a job or career. Instruction is usually provided by a technical college or community-based literacy organization.
- **High School Completion Programs:** Instructional preparation to pass the High School Equivalency Diploma (HSED) requirements or the General Education Development (GED) test. Person must be over 18 years of age and out of school. Instruction is provided by a technical college.

In Green and Rock Counties:

Gail Graham

Business Services Coordinator
 1900 Center Avenue
 Janesville, WI 53546-2801
 Phone: 608.314.3300 ext. 304
 E-mail: g.graham@swwdb.org

In Grant, Iowa, Lafayette, Richland Counties:

Nancy Flanagan

Business Services Coordinator
 1370 N. Water Street, P.O. Box 656
 Platteville, WI 53818
 Phone: 608.342.4220 ext. 227
 E-mail: n.flanagan@swwdb.org



ON-THE-JOB TRAINING

Information for Employers

OJT Goals

- Get job seekers back to work via occupational training.
- Help dislocated workers bridge gaps between current skills and skills required for today's jobs.
- Assist employers in meeting workforce needs.
- Add staff, productivity, and training at a reduced cost to the employer.



Training Period

The length of the training period is determined by several factors:

- Skill requirements of the occupation.
- Academic and occupational skill level of the trainee.
- Prior work experience of the trainee.



What is OJT?

If you're an employer, you understand all too well the cost of hiring and retaining good employees. In many cases, candidates who have the right combination of enthusiasm and intelligence may lack the specific skills needed for the job.

The On-the-Job Training (OJT) program is a unique opportunity that rewards employers for training employees in the workplace. Funded by the Workforce Investment Act (WIA) and administered through SWWDB, the program recognizes there are extraordinary costs associated with training new employees. Employers are compensated through a partial wage reimbursement to train employees while they work, learn, and use the skills and information needed to be productive, successful workers.

Every OJT is determined on an individual basis. What do we need to get started? Basically, your job description for the position you are hiring. In return, we will refer pre-screened applicants for your review, decision to interview, and possible hire. Upon hiring, the training needs are determined between you (the employer), the trainee, and SWWDB.

The candidates referred will be WIA-eligible. The goal of the WIA program is to increase occupational skill attainment, employment, job retention and improve the quality of our workforce—the same things you'd like as a Southwest Wisconsin employer!

OJT - A "win" for you!

- Your training—your way!
- Reduce the cost of training new employees.
- Bring employees onboard who are motivated and eager to learn new skills.
- Train at your worksite, allowing you to fully assess your trainee's skill development.
- Develop employee proficiencies that are immediately used in your workplace, increasing company productivity.
- Receive referrals who are pre-assessed for occupational and employer suitability.
- YOU interview. YOU make the hiring decision!
- Prompt monthly payments with a minimum of paperwork.

OJT FAQs

Q: As an employer, how do I access OJT training dollars?

A: The process is simple—the SWWDB Representative will meet with you at your place of business to discuss your needs, the position for which you are seeking candidates, and walk you through the process.

Q: Who are these candidates?

A: Candidates we refer are interviewed and their skill levels are thoroughly assessed. We will match our applicants to your job requirements; however, rest assured, you are never obligated to hire any person we may refer to you.

Q: How is the reimbursement determined?

A: Reimbursement is based upon a percentage of the trainee's wage and assessment of the trainee's skills in comparison with the job description and proficiencies.

About SWWDB

The Southwest Wisconsin Workforce Development Board (SWWDB) is a private, nonprofit corporation dedicated to promoting innovation and providing quality workforce development programs and services to businesses and residents in southwest Wisconsin.

SWWDB is one of Wisconsin's 11 regional boards established by the Workforce Investment Act of 1998 (WIA). SWWDB is responsible for the planning and oversight of the workforce system in Grant, Green, Iowa, Lafayette, Richland, and Rock counties.

All services are driven by the needs of employers and workers and are available through the "one-stop" Job Centers, as well as through our Virtual Job Center.

www.jobcenter.org

www.jobcenterofwisconsin.com

SWWDB represents the public/private nature of the workforce system. Its board includes private-sector representatives as well as leaders from education, labor, economic development, and other public agencies.

Assessing the Trainee's Skill Gaps

To determine a participant's training needs:

- A complete position description that includes the skills, tasks, and tools specific to the needs of the employer will be created jointly by the employer and SWWDB.
- The participant's current skills are assessed in relation to the occupation.
- A comparison of the trainee's skills with the employer's job description is made in order to identify skill gaps and training needs.
- An estimate of time for the trainee to become proficient at each skill will be determined.
- A detailed training plan is developed by SWWDB.

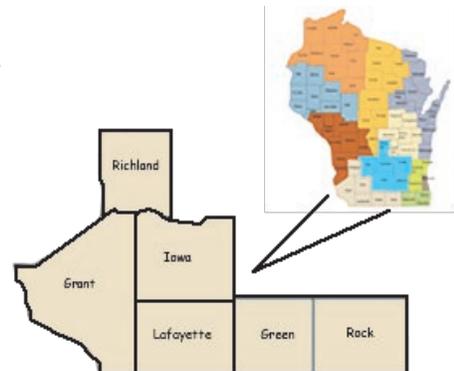
Training Plan

A training plan will be developed by SWWDB and include:

- Occupation title
- Length of training
- Reimbursement amount
- Start and end wage rates
- Proficiencies to be achieved
- How training is provided

Are There Any Restrictions?

Employers who have laid off (and not called back) employees within the past year are ineligible for OJT funds.



Contact Info

For more information about OJT, SWWDB or any of its business services, please contact:

In Green and Rock counties:
Gail Graham
Business Services Coordinator
1900 Center Avenue
Janesville, WI 53546-2801
Phone: 608.314-3300, Ext. 304
E-mail: g.graham@swwdb.org

In Grant, Iowa, Lafayette, Richland counties:
Nancy Flanagan
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1370 N. Water Street, PO 656
Platteville, WI 53818
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- [WISC Business Consulting / Research Services](#)

Financial & Technical Business Resources in Rock County, WI

Whether you're seeking financial or complex technical assistance, the Rock County Development Alliance is your one-stop business resource. The Alliance has well established relations with various local, state and federal agencies. This tenure and team approach enables the Alliance to deliver a proven track record as it relates to facilitating development projects, minimizing costs, streamlining local / state regulations and packaging value-added assistance.

Generally, the Wisconsin Economic Development Corporation (formerly known as the Department of Commerce) is the most direct source for business development programs, offering financial and technical assistance to communities and businesses alike. WEDC's assistance is usually based upon the ability of a project to demonstrate feasibility, through employment creation / retention and capital investment documentation. Since these programs support, rather than compete with offerings from other providers, multiple funds are often "packaged".

For additional information, please contact the Alliance and/or view the listings below. Alternatively, these business assistance programs and credits are summarized within a comprehensive [State Incentives for Economic Development Report](#) prepared by the WI Department of Revenue. To search an interactive database of various federal, state and/or local programs feel free to utilize this online [Capital Resource Directory](#).

Entrepreneurial & Small Business Assistance

- [Rock/Walworth County FastPitch Competition](#)
- [Janesville Innovation Center](#)
- [UW-Whitewater Small Business Development Center \(with offices in Beloit & Janesville\)](#)
- [Business 101 Series - Entrepreneur's Toolkit, Business Wizard, Business Plans, Market Research, Financial Tools & Benchmarks](#)
- [State of Ingenuity \(Six-County Technical Assistance Initiative\)](#)
- [UW-Whitewater's Global Business Resource Center](#)
- [Wisconsin Innovation Service Center](#)
- [Business Assistance Procurement Center](#)
- [Additional Resources](#)

Workforce Training Assistance

- [Customized Labor Training Programs](#)
- [Southwest Wisconsin Workforce Development Board Training Programs](#)
- [Wisconsin Technical College System Workforce Advancement Training Grant Program](#)

Income Tax Credits

- [State of Wisconsin Income Tax Credits & Exemptions](#)
 - [Tax Credit Inventory / Portfolio](#)
 - [City of Beloit & City of Janesville Development Opportunity Zones \(DOZ\)](#)
- [Federal New Market Tax Credits](#)

Tax Increment Financing

- [Wisconsin Department of Revenue Guidelines](#)

Infrastructure Programs

- [Community Development Block Grant \(CDBD\) Programs](#)
- [Economic Development Administration \(EDA\) Programs](#)
- [Wisconsin Department of Transportation's Airport / Rail / Road Programs](#)

Capital Lending Programs

- Capital Midwest Fund
- Stateline Angels
- Wisconsin Angel Network
- Wisconsin Economic Development Corporation
- Industrial Revenue Bonds
- Midwest Disaster Area Bonds
- Public Finance Authority
- Community Revolving Loan Funds
 - City of Beloit
 - City of Edgerton
 - City of Evansville
 - City of Janesville
 - Rock County
- Alliant Energy's Shared Savings Lending Program
- State of Wisconsin Energy Independence Programs
- State of Wisconsin Investment Board
- State of Wisconsin Trust Fund Loan Program
- USDA Rural Business Programs

Brownfield Redevelopment & Remediation Programs

- WEDC Brownfield Resources
- Wisconsin Department of Natural Resources

Export Assistance Programs

- Foreign Trade Zone #41
- Midwest Food Export Association
- WEDC's International Business Development Division
- WEDC's Global Business Development Grant Programs
- WMEP ExporTech
- Stateline World Trade Association

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[More Calendar Events](#)

Tax Incentives for Businesses

Tax Incentives EXHIBIT 16
Forms

How Do I...

- [Request a copy of a prior return](#)
- [Change my address](#)
- [Request forms](#)
- [Request an e-file waiver](#)
- [Report fraud](#)

Expand, Relocate, Create Jobs

- [Job creation deduction](#)
- [Relocation credit](#)
- [Jobs tax credit](#)

Manufacturing & Agriculture

- [Manufacturing and agriculture credit](#)
- [Property tax exemption for manufacturing machinery and equipment](#)
- [Manufacturing investment credit](#)
- [Wisconsin dairy and livestock farm investment credit](#)
- [Farmland preservation credit](#)
- [Dairy manufacturing facility investment credit](#)
- [Dairy cooperative facility investment credit](#)
- [Meat processing facility investment credit](#)
- [Beginning farmer credit and the farm asset owner credit](#)
- [Fuel and electricity consumed in manufacturing](#)

Property Tax

- [Manufacturing machinery and equipment exemption](#)
- [Waste treatment facilities exemption](#)
- [Computer equipment exemption](#)

Invest in Wisconsin Business

- [Capital gains deferral and exclusion](#)
- [Angel and early stage seed investment credit](#)
- [Job creation deduction](#)
- [Postsecondary education credit](#)
- [Dairy manufacturing facility investment credit](#)
- [Dairy cooperative facility investment credit](#)
- [Meat processing facility investment credit](#)

Other | **Special Incentives**

- [Veteran Employment Credit](#)
- [State supplement to federal historic rehabilitation credit](#)
- [Postsecondary education credit](#)
- [Health insurance risk sharing plan assessment \(HIRSP\)](#)
- [Electronic medical records credit](#)
- [Community development finance credit](#)
- [TID \(tax incremental district\)](#)
- [Brownfields](#)
- [Modular/manufactured homes exemption](#)

Research & Development

- [Basic research and development credit](#)

- [Schedule PE - Postsecondary Education Credit](#)

Other Agencies

- [WEDC \(Wisconsin Economic Development Corporation\)](#)
- [DATCP \(Wisconsin Department of Agriculture, Trade and Consumer Protection\)](#)
- [DWD \(Wisconsin Department of Workforce Development\)](#)
- [Wisconsin Department of Tourism](#)
- [Wisconsin Technical College System](#)
- [University of Wisconsin System](#)

Reports

- [Summary of Tax Exemption Devices](#)
- [State Tax Incentives for Economic Development in Wisconsin](#)

Resources

- [How a tax incremental district \(TID/TIF\) works](#)
- [TIF \(tax incremental financing\) information](#)
- [Wisconsin Administrative Code \(tax rules\)](#)
- [Tax Incentive Highlights for Businesses](#)

Contact Us

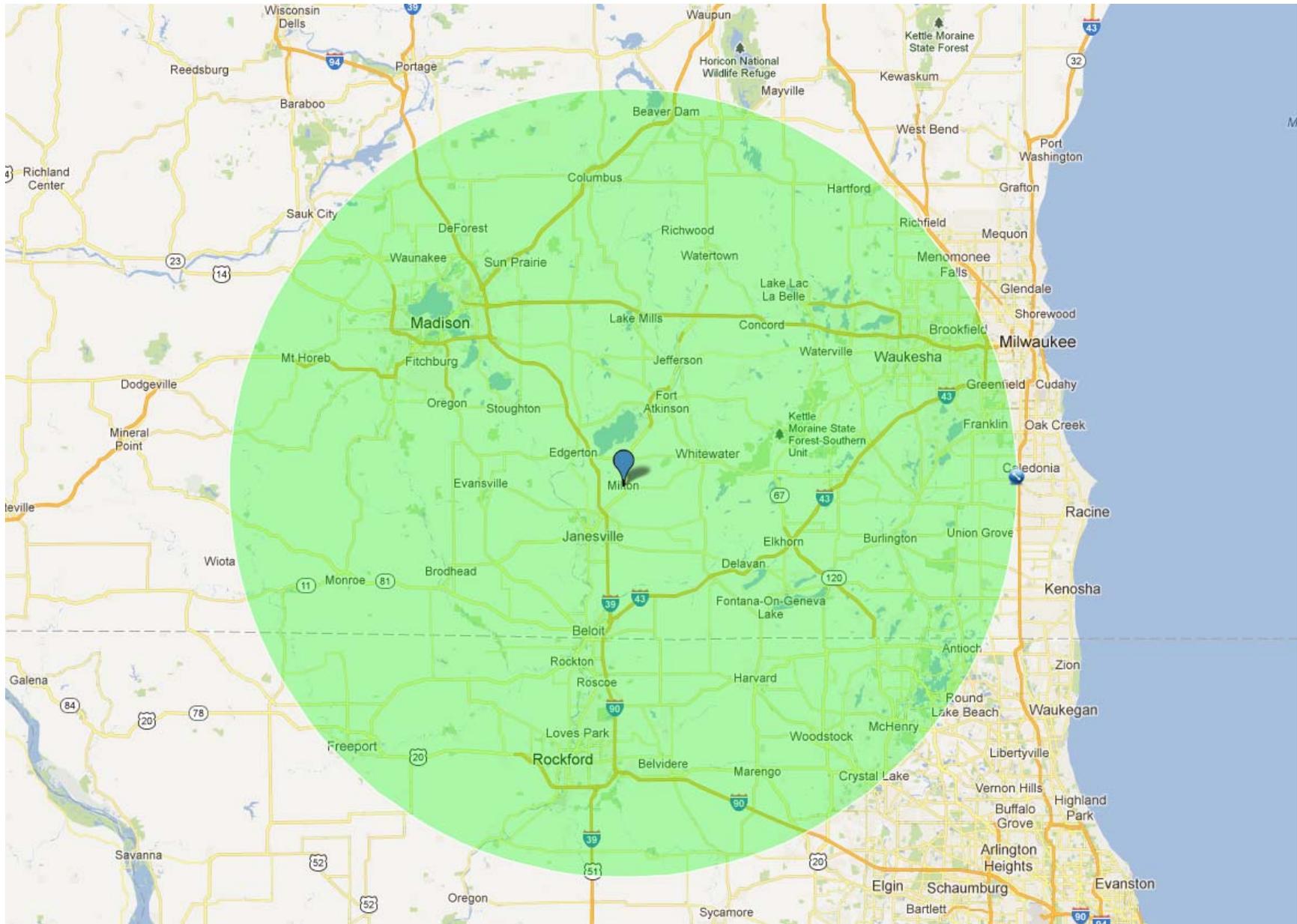
- [Business Customer Service:](#)

- [Super research and development credit](#)
- [Research facilities credit](#)
- [Engine research credit](#)

(608) 266-2776

- Email: corp@revenue.wi.gov

EXHIBIT 17 - 50-Mile Radius Around Milton



<http://www.freemaptools.com/radius-around-point.htm>

County Population Data Within Approximately 50 Miles of the Sites

County	2000 Population	2010 Population	# Change	% Change
Wisconsin				
Columbia County, Wisconsin	52,468	56,833	4,365	8%
Dane County, Wisconsin	426,526	488,073	61,547	14%
Dodge County, Wisconsin	85,897	88,759	2,862	3%
Green County, Wisconsin	33,647	36,842	3,195	9%
Jefferson County, Wisconsin	74,021	83,686	9,665	13%
Kenosha County, Wisconsin	149,577	166,426	16,849	11%
Milwaukee County, Wisconsin	940,164	947,735	7,571	1%
Ozaukee County, Wisconsin	82,317	86,395	4,078	5%
Racine County, Wisconsin	188,831	195,408	6,577	3%
Rock County, Wisconsin	152,307	160,331	8,024	5%
Walworth County, Wisconsin	93,759	102,228	8,469	9%
Washington County, Wisconsin	117,493	131,887	14,394	12%
Waukesha County, Wisconsin	360,767	389,891	29,124	8%
Illinois				
Boone County, Illinois	41,786	54,165	12,379	30%
DeKalb County, Illinois	88,969	105,160	16,191	18%
Kane County, Illinois	404,119	515,269	111,150	28%
Lake County, Illinois	644,356	703,462	59,106	9%
McHenry County, Illinois	260,077	308,760	48,683	19%
Ogle County, Illinois	51,032	53,497	2,465	5%
Stephenson County, Illinois	48,979	47,711	-1,268	-3%
Winnebago County, Illinois	278,418	295,266	16,848	6%

Information obtained from U.S. Census Bureau American FactFinder



DP-1

Profile of General Demographic Characteristics: 2000

Census 2000 Summary File 1 (SF 1) 100-Percent Data

NOTE: For information on confidentiality protection, nonsampling error, definitions, and count corrections see <http://factfinder.census.gov/home/en/datanotes/expst1u.htm>.

Subject	Milton city, Rock County, Wisconsin		Milton city, Wisconsin	
	Number	Percent	Number	Percent
Total population	5,132	100.0	5,132	100.0
SEX AND AGE				
Male	2,516	49.0	2,516	49.0
Female	2,616	51.0	2,616	51.0
Under 5 years	350	6.8	350	6.8
5 to 9 years	397	7.7	397	7.7
10 to 14 years	405	7.9	405	7.9
15 to 19 years	399	7.8	399	7.8
20 to 24 years	303	5.9	303	5.9
25 to 34 years	763	14.9	763	14.9
35 to 44 years	863	16.8	863	16.8
45 to 54 years	679	13.2	679	13.2
55 to 59 years	192	3.7	192	3.7
60 to 64 years	172	3.4	172	3.4
65 to 74 years	312	6.1	312	6.1
75 to 84 years	202	3.9	202	3.9
85 years and over	95	1.9	95	1.9
Median age (years)	34.3	(X)	34.3	(X)
18 years and over	3,717	72.4	3,717	72.4
Male	1,767	34.4	1,767	34.4
Female	1,950	38.0	1,950	38.0
21 years and over	3,513	68.5	3,513	68.5
62 years and over	711	13.9	711	13.9
65 years and over	609	11.9	609	11.9
Male	238	4.6	238	4.6
Female	371	7.2	371	7.2
RACE				
One race	5,090	99.2	5,090	99.2
White	5,033	98.1	5,033	98.1
Black or African American	9	0.2	9	0.2
American Indian and Alaska Native	7	0.1	7	0.1
Asian	16	0.3	16	0.3
Asian Indian	2	0.0	2	0.0
Chinese	2	0.0	2	0.0
Filipino	6	0.1	6	0.1
Japanese	0	0.0	0	0.0
Korean	1	0.0	1	0.0
Vietnamese	3	0.1	3	0.1
Other Asian [1]	2	0.0	2	0.0
Native Hawaiian and Other Pacific Islander	0	0.0	0	0.0
Native Hawaiian	0	0.0	0	0.0
Guamanian or Chamorro	0	0.0	0	0.0
Samoan	0	0.0	0	0.0
Other Pacific Islander [2]	0	0.0	0	0.0

Subject	Milton city, Rock County, Wisconsin		Milton city, Wisconsin	
	Number	Percent	Number	Percent
Some other race	25	0.5	25	0.5
Two or more races	42	0.8	42	0.8
Race alone or in combination with one or more other races [3]				
White	5,075	98.9	5,075	98.9
Black or African American	20	0.4	20	0.4
American Indian and Alaska Native	28	0.5	28	0.5
Asian	18	0.4	18	0.4
Native Hawaiian and Other Pacific Islander	0	0.0	0	0.0
Some other race	33	0.6	33	0.6
HISPANIC OR LATINO AND RACE				
Total population	5,132	100.0	5,132	100.0
Hispanic or Latino (of any race)	47	0.9	47	0.9
Mexican	36	0.7	36	0.7
Puerto Rican	5	0.1	5	0.1
Cuban	0	0.0	0	0.0
Other Hispanic or Latino	6	0.1	6	0.1
Not Hispanic or Latino	5,085	99.1	5,085	99.1
White alone	5,021	97.8	5,021	97.8
RELATIONSHIP				
Total population	5,132	100.0	5,132	100.0
In households	5,104	99.5	5,104	99.5
Householder	2,034	39.6	2,034	39.6
Spouse	1,075	20.9	1,075	20.9
Child	1,619	31.5	1,619	31.5
Own child under 18 years	1,329	25.9	1,329	25.9
Other relatives	124	2.4	124	2.4
Under 18 years	44	0.9	44	0.9
Nonrelatives	252	4.9	252	4.9
Unmarried partner	139	2.7	139	2.7
In group quarters	28	0.5	28	0.5
Institutionalized population	0	0.0	0	0.0
Noninstitutionalized population	28	0.5	28	0.5
HOUSEHOLDS BY TYPE				
Total households	2,034	100.0	2,034	100.0
Family households (families)	1,383	68.0	1,383	68.0
With own children under 18 years	744	36.6	744	36.6
Married-couple family	1,075	52.9	1,075	52.9
With own children under 18 years	525	25.8	525	25.8
Female householder, no husband present	228	11.2	228	11.2
With own children under 18 years	165	8.1	165	8.1
Nonfamily households	651	32.0	651	32.0
Householder living alone	540	26.5	540	26.5
Householder 65 years and over	220	10.8	220	10.8
Households with individuals under 18 years	790	38.8	790	38.8
Households with individuals 65 years and over	456	22.4	456	22.4
Average household size	2.51	(X)	2.51	(X)
Average family size	3.04	(X)	3.04	(X)
HOUSING OCCUPANCY				
Total housing units	2,129	100.0	2,129	100.0
Occupied housing units	2,034	95.5	2,034	95.5
Vacant housing units	95	4.5	95	4.5
For seasonal, recreational, or occasional use	6	0.3	6	0.3
Homeowner vacancy rate (percent)	0.8	(X)	0.8	(X)
Rental vacancy rate (percent)	6.3	(X)	6.3	(X)
HOUSING TENURE				
Occupied housing units	2,034	100.0	2,034	100.0
Owner-occupied housing units	1,324	65.1	1,324	65.1
Renter-occupied housing units	710	34.9	710	34.9

Subject	Milton city, Rock County, Wisconsin		Milton city, Wisconsin	
	Number	Percent	Number	Percent
Average household size of owner-occupied unit	2.79	(X)	2.79	(X)
Average household size of renter-occupied unit	1.99	(X)	1.99	(X)

(X) Not applicable.

[1] Other Asian alone, or two or more Asian categories.

[2] Other Pacific Islander alone, or two or more Native Hawaiian and Other Pacific Islander categories.

[3] In combination with one or more other races listed. The six numbers may add to more than the total population and the six percentages may add to more than 100 percent because individuals may report more than one race.

Source: U.S. Census Bureau, Census 2000 Summary File 1, Matrices P1, P3, P4, P8, P9, P12, P13, P,17, P18, P19, P20, P23, P27, P28, P33, PCT5, PCT8, PCT11, PCT15, H1, H3, H4, H5, H11, and H12.



DP-1

Profile of General Population and Housing Characteristics: 2010

2010 Demographic Profile Data

NOTE: For more information on confidentiality protection, nonsampling error, and definitions, see <http://www.census.gov/prod/cen2010/doc/dpsf.pdf>.

Geography: Milton city, Rock County, Wisconsin

Subject	Number	Percent
SEX AND AGE		
Total population	5,546	100.0
Under 5 years	354	6.4
5 to 9 years	423	7.6
10 to 14 years	417	7.5
15 to 19 years	386	7.0
20 to 24 years	312	5.6
25 to 29 years	388	7.0
30 to 34 years	419	7.6
35 to 39 years	383	6.9
40 to 44 years	379	6.8
45 to 49 years	382	6.9
50 to 54 years	393	7.1
55 to 59 years	329	5.9
60 to 64 years	290	5.2
65 to 69 years	178	3.2
70 to 74 years	152	2.7
75 to 79 years	138	2.5
80 to 84 years	119	2.1
85 years and over	104	1.9
Median age (years)	35.8	(X)
16 years and over	4,258	76.8
18 years and over	4,089	73.7
21 years and over	3,919	70.7
62 years and over	857	15.5
65 years and over	691	12.5
Male population	2,722	49.1
Under 5 years	174	3.1
5 to 9 years	230	4.1
10 to 14 years	226	4.1
15 to 19 years	207	3.7
20 to 24 years	157	2.8
25 to 29 years	181	3.3
30 to 34 years	217	3.9
35 to 39 years	203	3.7
40 to 44 years	179	3.2
45 to 49 years	194	3.5
50 to 54 years	187	3.4
55 to 59 years	153	2.8
60 to 64 years	127	2.3
65 to 69 years	94	1.7
70 to 74 years	61	1.1
75 to 79 years	61	1.1
80 to 84 years	47	0.8
85 years and over	24	0.4

Subject	Number	Percent
Median age (years)	34.3	(X)
16 years and over	2,044	36.9
18 years and over	1,952	35.2
21 years and over	1,859	33.5
62 years and over	362	6.5
65 years and over	287	5.2
Female population	2,824	50.9
Under 5 years	180	3.2
5 to 9 years	193	3.5
10 to 14 years	191	3.4
15 to 19 years	179	3.2
20 to 24 years	155	2.8
25 to 29 years	207	3.7
30 to 34 years	202	3.6
35 to 39 years	180	3.2
40 to 44 years	200	3.6
45 to 49 years	188	3.4
50 to 54 years	206	3.7
55 to 59 years	176	3.2
60 to 64 years	163	2.9
65 to 69 years	84	1.5
70 to 74 years	91	1.6
75 to 79 years	77	1.4
80 to 84 years	72	1.3
85 years and over	80	1.4
Median age (years)	38.2	(X)
16 years and over	2,214	39.9
18 years and over	2,137	38.5
21 years and over	2,060	37.1
62 years and over	495	8.9
65 years and over	404	7.3
RACE		
Total population	5,546	100.0
One Race	5,483	98.9
White	5,325	96.0
Black or African American	26	0.5
American Indian and Alaska Native	12	0.2
Asian	58	1.0
Asian Indian	0	0.0
Chinese	10	0.2
Filipino	3	0.1
Japanese	1	0.0
Korean	2	0.0
Vietnamese	8	0.1
Other Asian [1]	34	0.6
Native Hawaiian and Other Pacific Islander	0	0.0
Native Hawaiian	0	0.0
Guamanian or Chamorro	0	0.0
Samoan	0	0.0
Other Pacific Islander [2]	0	0.0
Some Other Race	62	1.1
Two or More Races	63	1.1
White; American Indian and Alaska Native [3]	16	0.3
White; Asian [3]	7	0.1
White; Black or African American [3]	19	0.3
White; Some Other Race [3]	13	0.2
Race alone or in combination with one or more other races: [4]		
White	5,386	97.1
Black or African American	46	0.8
American Indian and Alaska Native	30	0.5

Subject	Number	Percent
Asian	67	1.2
Native Hawaiian and Other Pacific Islander	5	0.1
Some Other Race	76	1.4
HISPANIC OR LATINO		
Total population	5,546	100.0
Hispanic or Latino (of any race)	133	2.4
Mexican	106	1.9
Puerto Rican	7	0.1
Cuban	0	0.0
Other Hispanic or Latino [5]	20	0.4
Not Hispanic or Latino	5,413	97.6
HISPANIC OR LATINO AND RACE		
Total population	5,546	100.0
Hispanic or Latino	133	2.4
White alone	58	1.0
Black or African American alone	1	0.0
American Indian and Alaska Native alone	2	0.0
Asian alone	0	0.0
Native Hawaiian and Other Pacific Islander alone	0	0.0
Some Other Race alone	60	1.1
Two or More Races	12	0.2
Not Hispanic or Latino	5,413	97.6
White alone	5,267	95.0
Black or African American alone	25	0.5
American Indian and Alaska Native alone	10	0.2
Asian alone	58	1.0
Native Hawaiian and Other Pacific Islander alone	0	0.0
Some Other Race alone	2	0.0
Two or More Races	51	0.9
RELATIONSHIP		
Total population	5,546	100.0
In households	5,539	99.9
Householder	2,231	40.2
Spouse [6]	1,102	19.9
Child	1,680	30.3
Own child under 18 years	1,321	23.8
Other relatives	190	3.4
Under 18 years	89	1.6
65 years and over	24	0.4
Nonrelatives	336	6.1
Under 18 years	47	0.8
65 years and over	13	0.2
Unmarried partner	206	3.7
In group quarters	7	0.1
Institutionalized population	4	0.1
Male	0	0.0
Female	4	0.1
Noninstitutionalized population	3	0.1
Male	2	0.0
Female	1	0.0
HOUSEHOLDS BY TYPE		
Total households	2,231	100.0
Family households (families) [7]	1,499	67.2
With own children under 18 years	731	32.8
Husband-wife family	1,102	49.4
With own children under 18 years	481	21.6
Male householder, no wife present	131	5.9
With own children under 18 years	87	3.9
Female householder, no husband present	266	11.9
With own children under 18 years	163	7.3

Subject	Number	Percent
Nonfamily households [7]	732	32.8
Householder living alone	598	26.8
Male	236	10.6
65 years and over	57	2.6
Female	362	16.2
65 years and over	188	8.4
Households with individuals under 18 years	798	35.8
Households with individuals 65 years and over	517	23.2
Average household size	2.48	(X)
Average family size [7]	2.98	(X)
HOUSING OCCUPANCY		
Total housing units	2,382	100.0
Occupied housing units	2,231	93.7
Vacant housing units	151	6.3
For rent	55	2.3
Rented, not occupied	0	0.0
For sale only	39	1.6
Sold, not occupied	6	0.3
For seasonal, recreational, or occasional use	18	0.8
All other vacants	33	1.4
Homeowner vacancy rate (percent) [8]	2.6	(X)
Rental vacancy rate (percent) [9]	6.8	(X)
HOUSING TENURE		
Occupied housing units	2,231	100.0
Owner-occupied housing units	1,472	66.0
Population in owner-occupied housing units	3,930	(X)
Average household size of owner-occupied units	2.67	(X)
Renter-occupied housing units	759	34.0
Population in renter-occupied housing units	1,609	(X)
Average household size of renter-occupied units	2.12	(X)

X Not applicable.

[1] Other Asian alone, or two or more Asian categories.

[2] Other Pacific Islander alone, or two or more Native Hawaiian and Other Pacific Islander categories.

[3] One of the four most commonly reported multiple-race combinations nationwide in Census 2000.

[4] In combination with one or more of the other races listed. The six numbers may add to more than the total population, and the six percentages may add to more than 100 percent because individuals may report more than one race.

[5] This category is composed of people whose origins are from the Dominican Republic, Spain, and Spanish-speaking Central or South American countries. It also includes general origin responses such as "Latino" or "Hispanic."

[6] "Spouse" represents spouse of the householder. It does not reflect all spouses in a household. Responses of "same-sex spouse" were edited during processing to "unmarried partner."

[7] "Family households" consist of a householder and one or more other people related to the householder by birth, marriage, or adoption. They do not include same-sex married couples even if the marriage was performed in a state issuing marriage certificates for same-sex couples. Same-sex couple households are included in the family households category if there is at least one additional person related to the householder by birth or adoption. Same-sex couple households with no relatives of the householder present are tabulated in nonfamily households. "Nonfamily households" consist of people living alone and households which do not have any members related to the householder.

[8] The homeowner vacancy rate is the proportion of the homeowner inventory that is vacant "for sale." It is computed by dividing the total number of vacant units "for sale only" by the sum of owner-occupied units, vacant units that are "for sale only," and vacant units that have been sold but not yet occupied; and then multiplying by 100.

[9] The rental vacancy rate is the proportion of the rental inventory that is vacant "for rent." It is computed by dividing the total number of vacant units "for rent" by the sum of the renter-occupied units, vacant units that are "for rent," and vacant units that have been rented but not yet occupied; and then multiplying by 100.

Source: U.S. Census Bureau, 2010 Census.



DP-1

Profile of General Population and Housing Characteristics: 2010

2010 Census Summary File 1

NOTE: For information on confidentiality protection, nonsampling error, and definitions, see <http://www.census.gov/prod/cen2010/doc/sf1.pdf>.**Geography: Rock County, Wisconsin**

Subject	Number	Percent
SEX AND AGE		
Total population	160,331	100.0
Under 5 years	10,445	6.5
5 to 9 years	11,116	6.9
10 to 14 years	11,427	7.1
15 to 19 years	11,581	7.2
20 to 24 years	9,409	5.9
25 to 29 years	10,134	6.3
30 to 34 years	10,025	6.3
35 to 39 years	10,347	6.5
40 to 44 years	11,046	6.9
45 to 49 years	12,115	7.6
50 to 54 years	12,002	7.5
55 to 59 years	10,405	6.5
60 to 64 years	8,520	5.3
65 to 69 years	6,356	4.0
70 to 74 years	5,110	3.2
75 to 79 years	4,078	2.5
80 to 84 years	3,178	2.0
85 years and over	3,037	1.9
Median age (years)	38.0	(X)
16 years and over	125,031	78.0
18 years and over	120,148	74.9
21 years and over	113,812	71.0
62 years and over	26,664	16.6
65 years and over	21,759	13.6
Male population	78,815	49.2
Under 5 years	5,384	3.4
5 to 9 years	5,709	3.6
10 to 14 years	5,790	3.6
15 to 19 years	5,907	3.7
20 to 24 years	4,710	2.9
25 to 29 years	4,998	3.1
30 to 34 years	5,075	3.2
35 to 39 years	5,146	3.2
40 to 44 years	5,488	3.4
45 to 49 years	6,013	3.8
50 to 54 years	5,974	3.7
55 to 59 years	5,152	3.2
60 to 64 years	4,088	2.5
65 to 69 years	2,983	1.9
70 to 74 years	2,376	1.5
75 to 79 years	1,806	1.1
80 to 84 years	1,241	0.8
85 years and over	975	0.6

Subject	Number	Percent
Median age (years)	36.9	(X)
16 years and over	60,742	37.9
18 years and over	58,280	36.3
21 years and over	55,051	34.3
62 years and over	11,723	7.3
65 years and over	9,381	5.9
Female population	81,516	50.8
Under 5 years	5,061	3.2
5 to 9 years	5,407	3.4
10 to 14 years	5,637	3.5
15 to 19 years	5,674	3.5
20 to 24 years	4,699	2.9
25 to 29 years	5,136	3.2
30 to 34 years	4,950	3.1
35 to 39 years	5,201	3.2
40 to 44 years	5,558	3.5
45 to 49 years	6,102	3.8
50 to 54 years	6,028	3.8
55 to 59 years	5,253	3.3
60 to 64 years	4,432	2.8
65 to 69 years	3,373	2.1
70 to 74 years	2,734	1.7
75 to 79 years	2,272	1.4
80 to 84 years	1,937	1.2
85 years and over	2,062	1.3
Median age (years)	39.1	(X)
16 years and over	64,289	40.1
18 years and over	61,868	38.6
21 years and over	58,761	36.6
62 years and over	14,941	9.3
65 years and over	12,378	7.7
RACE		
Total population	160,331	100.0
One Race	156,624	97.7
White	140,513	87.6
Black or African American	7,978	5.0
American Indian and Alaska Native	516	0.3
Asian	1,630	1.0
Asian Indian	202	0.1
Chinese	283	0.2
Filipino	186	0.1
Japanese	46	0.0
Korean	140	0.1
Vietnamese	190	0.1
Other Asian [1]	583	0.4
Native Hawaiian and Other Pacific Islander	39	0.0
Native Hawaiian	14	0.0
Guamanian or Chamorro	10	0.0
Samoan	3	0.0
Other Pacific Islander [2]	12	0.0
Some Other Race	5,948	3.7
Two or More Races	3,707	2.3
White; American Indian and Alaska Native [3]	584	0.4
White; Asian [3]	461	0.3
White; Black or African American [3]	1,570	1.0
White; Some Other Race [3]	614	0.4
Race alone or in combination with one or more other races: [4]		
White	143,975	89.8
Black or African American	9,856	6.1
American Indian and Alaska Native	1,336	0.8

Subject	Number	Percent
Asian	2,211	1.4
Native Hawaiian and Other Pacific Islander	146	0.1
Some Other Race	6,732	4.2
HISPANIC OR LATINO		
Total population	160,331	100.0
Hispanic or Latino (of any race)	12,124	7.6
Mexican	10,339	6.4
Puerto Rican	469	0.3
Cuban	85	0.1
Other Hispanic or Latino [5]	1,231	0.8
Not Hispanic or Latino	148,207	92.4
HISPANIC OR LATINO AND RACE		
Total population	160,331	100.0
Hispanic or Latino	12,124	7.6
White alone	4,987	3.1
Black or African American alone	212	0.1
American Indian and Alaska Native alone	133	0.1
Asian alone	27	0.0
Native Hawaiian and Other Pacific Islander alone	4	0.0
Some Other Race alone	5,823	3.6
Two or More Races	938	0.6
Not Hispanic or Latino	148,207	92.4
White alone	135,526	84.5
Black or African American alone	7,766	4.8
American Indian and Alaska Native alone	383	0.2
Asian alone	1,603	1.0
Native Hawaiian and Other Pacific Islander alone	35	0.0
Some Other Race alone	125	0.1
Two or More Races	2,769	1.7
RELATIONSHIP		
Total population	160,331	100.0
In households	157,397	98.2
Householder	62,905	39.2
Spouse [6]	31,157	19.4
Child	46,879	29.2
Own child under 18 years	36,188	22.6
Other relatives	6,900	4.3
Under 18 years	2,888	1.8
65 years and over	833	0.5
Nonrelatives	9,556	6.0
Under 18 years	1,042	0.6
65 years and over	354	0.2
Unmarried partner	5,345	3.3
In group quarters	2,934	1.8
Institutionalized population	1,400	0.9
Male	701	0.4
Female	699	0.4
Noninstitutionalized population	1,534	1.0
Male	770	0.5
Female	764	0.5
HOUSEHOLDS BY TYPE		
Total households	62,905	100.0
Family households (families) [7]	42,416	67.4
With own children under 18 years	19,253	30.6
Husband-wife family	31,157	49.5
With own children under 18 years	12,162	19.3
Male householder, no wife present	3,502	5.6
With own children under 18 years	2,081	3.3
Female householder, no husband present	7,757	12.3
With own children under 18 years	5,010	8.0

Subject	Number	Percent
Nonfamily households [7]	20,489	32.6
Householder living alone	16,529	26.3
Male	7,277	11.6
65 years and over	1,736	2.8
Female	9,252	14.7
65 years and over	4,643	7.4
Households with individuals under 18 years	21,170	33.7
Households with individuals 65 years and over	15,405	24.5
Average household size	2.50	(X)
Average family size [7]	3.00	(X)
HOUSING OCCUPANCY		
Total housing units	68,422	100.0
Occupied housing units	62,905	91.9
Vacant housing units	5,517	8.1
For rent	2,035	3.0
Rented, not occupied	75	0.1
For sale only	1,203	1.8
Sold, not occupied	143	0.2
For seasonal, recreational, or occasional use	786	1.1
All other vacants	1,275	1.9
Homeowner vacancy rate (percent) [8]	2.6	(X)
Rental vacancy rate (percent) [9]	9.9	(X)
HOUSING TENURE		
Occupied housing units	62,905	100.0
Owner-occupied housing units	44,380	70.6
Population in owner-occupied housing units	114,315	(X)
Average household size of owner-occupied units	2.58	(X)
Renter-occupied housing units	18,525	29.4
Population in renter-occupied housing units	43,082	(X)
Average household size of renter-occupied units	2.33	(X)

X Not applicable.

[1] Other Asian alone, or two or more Asian categories.

[2] Other Pacific Islander alone, or two or more Native Hawaiian and Other Pacific Islander categories.

[3] One of the four most commonly reported multiple-race combinations nationwide in Census 2000.

[4] In combination with one or more of the other races listed. The six numbers may add to more than the total population, and the six percentages may add to more than 100 percent because individuals may report more than one race.

[5] This category is composed of people whose origins are from the Dominican Republic, Spain, and Spanish-speaking Central or South American countries. It also includes general origin responses such as "Latino" or "Hispanic."

[6] "Spouse" represents spouse of the householder. It does not reflect all spouses in a household. Responses of "same-sex spouse" were edited during processing to "unmarried partner."

[7] "Family households" consist of a householder and one or more other people related to the householder by birth, marriage, or adoption. They do not include same-sex married couples even if the marriage was performed in a state issuing marriage certificates for same-sex couples. Same-sex couple households are included in the family households category if there is at least one additional person related to the householder by birth or adoption. Same-sex couple households with no relatives of the householder present are tabulated in nonfamily households. "Nonfamily households" consist of people living alone and households which do not have any members related to the householder.

[8] The homeowner vacancy rate is the proportion of the homeowner inventory that is vacant "for sale." It is computed by dividing the total number of vacant units "for sale only" by the sum of owner-occupied units, vacant units that are "for sale only," and vacant units that have been sold but not yet occupied; and then multiplying by 100.

[9] The rental vacancy rate is the proportion of the rental inventory that is vacant "for rent." It is computed by dividing the total number of vacant units "for rent" by the sum of the renter-occupied units, vacant units that are "for rent," and vacant units that have been rented but not yet occupied; and then multiplying by 100.

Source: U.S. Census Bureau, Census 2010 Summary File 1, Tables P5, P6, P8, P12, P13, P17, P19, P20, P25, P29, P31, P34, P37, P43, PCT5, PCT8, PCT11, PCT12, PCT19, PCT23, PCT24, H3, H4, H5, H11, H12, and H16.

Source: U.S. Census Bureau, 2010 Census.

U.S. Department of Commerce

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State & County QuickFacts

Milton (city), Wisconsin

People QuickFacts	Milton	Wisconsin
Population, 2011 estimate	5,538	5,711,767
Population, 2010 (April 1) estimates base	5,546	5,686,986
Population, percent change, April 1, 2010 to July 1, 2011	-0.1%	0.4%
Population, 2010	5,546	5,686,986
Persons under 5 years, percent, 2010	6.4%	6.3%
Persons under 18 years, percent, 2010	26.3%	23.6%
Persons 65 years and over, percent, 2010	12.5%	13.7%
Female persons, percent, 2010	50.9%	50.4%

White persons, percent, 2010 (a)	96.0%	86.2%
Black persons, percent, 2010 (a)	0.5%	6.3%
American Indian and Alaska Native persons, percent, 2010 (a)	0.2%	1.0%
Asian persons, percent, 2010 (a)	1.0%	2.3%
Native Hawaiian and Other Pacific Islander, percent, 2010 (a)	0.0%	0.0%
Persons reporting two or more races, percent, 2010	1.1%	1.8%
Persons of Hispanic or Latino origin, percent, 2010 (b)	2.4%	5.9%
White persons not Hispanic, percent, 2010	95.0%	83.3%

Living in same house 1 year & over, 2006-2010	84.7%	85.3%
Foreign born persons, percent, 2006-2010	0.5%	4.6%
Language other than English spoken at home, pct age 5+, 2006-2010	1.5%	8.4%
High school graduates, percent of persons age 25+, 2006-2010	93.4%	89.4%
Bachelor's degree or higher, pct of persons age 25+, 2006-2010	28.6%	25.8%
Mean travel time to work (minutes), workers age 16+, 2006-2010	25.1	21.3

Homeownership rate, 2006-2010	64.7%	69.5%
Housing units in multi-unit structures, percent, 2006-2010	29.6%	25.5%
Median value of owner-occupied housing units, 2006-2010	\$148,600	\$169,000
Households, 2006-2010	2,386	2,274,611
Persons per household, 2006-2010	2.31	2.41
Per capita money income in past 12 months (2010 dollars) 2006-2010	\$23,770	\$26,624
Median household income 2006-2010	\$49,630	\$51,598
Persons below poverty level, percent, 2006-2010	8.9%	11.6%

Business QuickFacts	Milton	Wisconsin
Total number of firms, 2007	650	433,797
Black-owned firms, percent, 2007	F	2.6%
American Indian- and Alaska Native-owned firms, percent, 2007	F	0.6%
Asian-owned firms, percent, 2007	F	1.6%
Native Hawaiian and Other Pacific Islander-owned firms, percent, 2007	F	S
Hispanic-owned firms, percent, 2007	F	1.3%
Women-owned firms, percent, 2007	41.4%	25.9%

Manufacturers shipments, 2007 (\$1000)	289,890	163,563,195
Merchant wholesaler sales, 2007 (\$1000)	35,564	59,996,244
Retail sales, 2007 (\$1000)	34,619	72,283,321
Retail sales per capita, 2007	\$6,057	\$12,904
Accommodation and food services sales, 2007 (\$1000)	5,912	9,247,311

Geography QuickFacts	Milton	Wisconsin
Land area in square miles, 2010	3.53	54,157.80

Persons per square mile, 2010	1,572.4	105.0
FIPS Code	52200	55
Counties		

(a) Includes persons reporting only one race.

(b) Hispanics may be of any race, so also are included in applicable race categories.

D: Suppressed to avoid disclosure of confidential information

F: Fewer than 100 firms

FN: Footnote on this item for this area in place of data

NA: Not available

S: Suppressed; does not meet publication standards

X: Not applicable

Z: Value greater than zero but less than half unit of measure shown

Source U.S. Census Bureau: State and County QuickFacts. Data derived from Population Estimates, American Community Survey, Census of Population and Housing, County Business Patterns, Economic Census, Survey of Business Owners, Building Permits, Consolidated Federal Funds Report, Census of Governments

Last Revised: Tuesday, 18-Sep-2012 17:09:05 EDT

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State & County QuickFacts

Rock County, Wisconsin

People QuickFacts	Rock	
	County	Wisconsin
Population, 2011 estimate	160,092	5,711,767
Population, 2010 (April 1) estimates base	160,331	5,686,986
Population, percent change, April 1, 2010 to July 1, 2011	-0.1%	0.4%
Population, 2010	160,331	5,686,986
Persons under 5 years, percent, 2011	6.4%	6.2%
Persons under 18 years, percent, 2011	24.5%	23.2%
Persons 65 years and over, percent, 2011	13.8%	13.9%
Female persons, percent, 2011	50.9%	50.3%

White persons, percent, 2011 (a)	91.2%	88.4%
Black persons, percent, 2011 (a)	5.1%	6.5%
American Indian and Alaska Native persons, percent, 2011 (a)	0.5%	1.1%
Asian persons, percent, 2011 (a)	1.1%	2.4%
Native Hawaiian and Other Pacific Islander persons, percent, 2011 (a)	0.1%	Z
Persons reporting two or more races, percent, 2011	2.0%	1.6%
Persons of Hispanic or Latino Origin, percent, 2011 (b)	7.8%	6.1%
White persons not Hispanic, percent, 2011	84.3%	83.1%

Living in same house 1 year & over, 2006-2010	86.2%	85.3%
Foreign born persons, percent, 2006-2010	4.4%	4.6%
Language other than English spoken at home, pct age 5+, 2006-2010	7.9%	8.4%
High school graduates, percent of persons age 25+, 2006-2010	87.4%	89.4%
Bachelor's degree or higher, pct of persons age 25+, 2006-2010	19.8%	25.8%
Veterans, 2006-2010	13,025	440,265
Mean travel time to work (minutes), workers age 16+, 2006-2010	21.5	21.3

Housing units, 2011	68,474	2,634,781
Homeownership rate, 2006-2010	73.5%	69.5%
Housing units in multi-unit structures, percent, 2006-2010	18.7%	25.5%
Median value of owner-occupied housing units, 2006-2010	\$138,000	\$169,000
Households, 2006-2010	62,598	2,274,611
Persons per household, 2006-2010	2.51	2.41
Per capita money income in past 12 months (2010 dollars) 2006-2010	\$23,926	\$26,624
Median household income 2006-2010	\$49,716	\$51,598
Persons below poverty level, percent, 2006-2010	12.4%	11.6%

Business QuickFacts	Rock	
	County	Wisconsin
Private nonfarm establishments, 2010	3,292	139,554 ¹
Private nonfarm employment, 2010	51,167	2,320,696 ¹
Private nonfarm employment, percent change, 2000-2010	-15.8	-3.9 ¹
Nonemployer establishments, 2010	8,162	331,692

Total number of firms, 2007	11,212	433,797
Black-owned firms, percent, 2007	2.7%	2.6%
American Indian- and Alaska Native-owned firms, percent, 2007	0.4%	0.6%
Asian-owned firms, percent, 2007	1.6%	1.6%
Native Hawaiian and Other Pacific Islander-owned firms, percent, 2007	F	S
Hispanic-owned firms, percent, 2007	1.9%	1.3%
Women-owned firms, percent, 2007	27.9%	25.9%

Manufacturers shipments, 2007 (\$1000)	12,381,604	163,563,195
Merchant wholesaler sales, 2007 (\$1000)	2,700,128	59,996,244
Retail sales, 2007 (\$1000)	2,439,767	72,283,321
Retail sales per capita, 2007	\$15,301	\$12,904
Accommodation and food services sales, 2007 (\$1000)	211,671	9,247,311
Building permits, 2011	99	9,939

Geography QuickFacts	Rock	
	County	Wisconsin
Land area in square miles, 2010	718.14	54,157.80
Persons per square mile, 2010	223.3	105.0
FIPS Code	105	55
Metropolitan or Micropolitan Statistical Area	Janesville, WI Metro Area	

1: Includes data not distributed by county.

(a) Includes persons reporting only one race.

(b) Hispanics may be of any race, so also are included in applicable race categories.

D: Suppressed to avoid disclosure of confidential information

F: Fewer than 100 firms

FN: Footnote on this item for this area in place of data

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Source U.S. Census Bureau: State and County QuickFacts. Data derived from Population Estimates, American Community Survey, Census of Population and Housing, State and County Housing Unit Estimates, County Business Patterns, Nonemployer Statistics, Economic Census, Survey of Business Owners, Building Permits, Consolidated Federal Funds Report
Last Revised: Tuesday, 18-Sep-2012 17:23:04 EDT



Occupational Employment Statistics

May 2011 Metropolitan and Nonmetropolitan Area Occupational Employment and Wage Estimates

Janesville, WI

For metropolitan and nonmetropolitan area definitions used by the OES survey, see the [Metropolitan and nonmetropolitan area definitions](#) page.

These estimates are calculated with data collected from employers in all industry sectors in Janesville, WI, a metropolitan statistical area in Wisconsin.

Additional information, including the hourly and annual 10th, 25th, 75th, and 90th percentile wages and the employment percent relative standard error, is available in the [downloadable XLS files](#).

[Links to OES estimates for other areas and States](#)

Major Occupational Groups in Janesville, WI (**Note**--clicking a link will scroll the page to the occupational group):

- 00-0000 [All Occupations](#)
- 11-0000 [Management Occupations](#)
- 13-0000 [Business and Financial Operations Occupations](#)
- 15-0000 [Computer and Mathematical Occupations](#)
- 17-0000 [Architecture and Engineering Occupations](#)
- 19-0000 [Life, Physical, and Social Science Occupations](#)
- 21-0000 [Community and Social Service Occupations](#)
- 23-0000 [Legal Occupations](#)
- 25-0000 [Education, Training, and Library Occupations](#)
- 27-0000 [Arts, Design, Entertainment, Sports, and Media Occupations](#)
- 29-0000 [Healthcare Practitioners and Technical Occupations](#)
- 31-0000 [Healthcare Support Occupations](#)
- 33-0000 [Protective Service Occupations](#)
- 35-0000 [Food Preparation and Serving Related Occupations](#)
- 37-0000 [Building and Grounds Cleaning and Maintenance Occupations](#)
- 39-0000 [Personal Care and Service Occupations](#)
- 41-0000 [Sales and Related Occupations](#)
- 43-0000 [Office and Administrative Support Occupations](#)
- 45-0000 [Farming, Fishing, and Forestry Occupations](#)
- 47-0000 [Construction and Extraction Occupations](#)
- 49-0000 [Installation, Maintenance, and Repair Occupations](#)
- 51-0000 [Production Occupations](#)
- 53-0000 [Transportation and Material Moving Occupations](#)

To sort this table by a different column, click on the column header

Occupation code	Occupation title (click on the occupation title to view an occupational profile)	Group	Employment	Employment RSE	Employment per 1000 jobs	Location quotient	Median hourly wage	Mean hourly wage	Annual mean wage	Mean wage RSE
00-0000	All Occupations	major	58,500	3.1%	1000.000	1.00	\$14.57	\$18.15	\$37,750	2.1%
11-0000	Management Occupations	major	2,120	7.9%	36.297	0.75	\$36.87	\$39.76	\$82,690	2.2%
11-1011	Chief Executives		70	17.2%	1.186	0.57	\$78.96	\$83.36	\$173,400	10.5%

Occupation code	Occupation title (click on the occupation title to view an occupational profile)	Group	Employment	Employment RSE	Employment per 1000 jobs	Location quotient	Median hourly wage	Mean hourly wage	Annual mean wage	Mean wage RSE
49-2011	Installers, and Repairers Computer, Automated Teller, and Office Machine Repairers		40	36.6%	0.605	0.70	\$14.74	\$15.53	\$32,300	4.5%
49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers		(8)	(8)	(8)	(8)	\$24.84	\$24.91	\$51,800	6.7%
49-3021	Automotive Body and Related Repairers		70	22.2%	1.255	1.23	\$18.31	\$18.95	\$39,410	3.8%
49-3023	Automotive Service Technicians and Mechanics		310	20.6%	5.231	1.14	\$19.27	\$19.69	\$40,950	5.5%
49-3031	Bus and Truck Mechanics and Diesel Engine Specialists		120	45.0%	2.123	1.22	\$18.27	\$19.24	\$40,020	8.6%
49-3041	Farm Equipment Mechanics and Service Technicians		30	20.8%	0.523	2.09	\$19.92	\$18.74	\$38,980	5.6%
49-3042	Mobile Heavy Equipment Mechanics, Except Engines		70	26.2%	1.149	1.34	\$22.59	\$22.73	\$47,270	3.4%
49-3093	Tire Repairers and Changers		30	39.9%	0.515	0.70	\$11.38	\$11.47	\$23,860	9.4%
49-9011	Mechanical Door Repairers		(8)	(8)	(8)	(8)	\$19.16	\$18.40	\$38,280	3.2%
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers		120	24.3%	1.971	1.09	\$18.88	\$19.18	\$39,890	6.6%
49-9041	Industrial Machinery Mechanics		210	8.1%	3.663	1.61	\$21.10	\$21.79	\$45,330	4.0%
49-9043	Maintenance Workers, Machinery		50	11.1%	0.807	1.33	\$18.52	\$20.22	\$42,050	5.7%
49-9071	Maintenance and Repair Workers, General		450	11.2%	7.631	0.80	\$17.34	\$16.88	\$35,100	3.4%
49-9098	Helpers-- Installation, Maintenance, and Repair Workers		40	48.4%	0.711	0.74	\$10.50	\$11.37	\$23,640	4.9%
49-9799	Installation, Maintenance, and Repair Workers, All Other*		90	35.6%	1.562	1.68	\$11.55	\$14.27	\$29,680	6.0%
51-0000	Production Occupations	major	5,200	6.5%	88.873	1.36	\$16.37	\$16.95	\$35,260	2.6%

Exhibit 25 -

Local Area Unemployment Statistics (LAUS) Query Results

Area	Year	Period	Seasonally Adjusted	Unemp Rate	Benchmark
Rock County	2011	Annual	No	9.5	2011
Rock County	2011	Jan	No	10.8	2011
Rock County	2011	Feb	No	10.9	2011
Rock County	2011	Mar	No	10.5	2011
Rock County	2011	Apr	No	9.4	2011
Rock County	2011	May	No	9.4	2011
Rock County	2011	Jun	No	10	2011
Rock County	2011	Jul	No	9.5	2011
Rock County	2011	Aug	No	9.2	2011
Rock County	2011	Sep	No	8.9	2011
Rock County	2011	Oct	No	8.4	2011
Rock County	2011	Nov	No	8.4	2011
Rock County	2011	Dec	No	8.3	2011
Rock County	2012	Jan	No	9.4	NONE
Rock County	2012	Feb	No	9.7	NONE
Rock County	2012	Mar	No	9.2	NONE
Rock County	2012	Apr	No	8.3	NONE
Rock County	2012	May	No	8.4	NONE
Rock County	2012	Jun	No	9.4	NONE
Rock County	2012	Jul	No	8.9	NONE
Rock County	2012	Aug	No	8.7	NONE
Rock County	2012	Sep	No	7.9	NONE

Wisconsin Department of Workforce Development
 Bureau of Workforce Training - Labor Market Information
 Query Results - Created on November 19, 2012
<http://WORKnet.Wisconsin.gov>



EXHIBIT 26
City of Milton

Largest Employers - Manufacturing or Distribution Companies

Company Name	Product Manufactured	Employees*	Year Located	Organized Labor Union (y/n)	If yes, list Labor Union
Freedom Graphics	Direct Mail Company	200	1986	No	N/A
Charter NEX Films	Brown film - for food and medical packaging	60	1997	No	N/A
Air Products	Specialty chemicals - cleaning agents and emulsifiers	52	1973	No	N/A
Ott Schweitzer Disp. Inc.	Miller Coors affiliated Distributor	51	2006	No	N/A
R & M Manufacturing	Full-service supplier, focusing on precision machining, engineered assembly, and custom fabrication.	40	2004	No	N/A
United Ethanol	Ethanol and distiller's grain	33	2007	No	N/A
Cargill Animal Nutrition	Animal Feed Mill	30	2005	No	N/A
General Case	Design and build custom hard side and soft cases and bags	16	1945	No	N/A
Penn Color	Colored concentrates for the plastics industry	16	2010	No	N/A
Rock Paint	Produce artist paint	15	1985	No	N/A

*Regular Full & Part Time in Milton