

E-News for the Development Community

. . . an update on community and economic development in Racine County, WI and the Chicago-Milwaukee corridor.



The Roadmap

Racine County Economic Development Corporation
2320 Renaissance Blvd., Sturtevant, Racine County, Wisconsin USA
www.racinecountyedc.org

February, 2008

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SAVE THE DATE!

**RCEDC Annual
Celebration**

May 29, 2008

25 Years!

The RCEDC periodically provides information on economic development in Racine County and the Chicago-Milwaukee corridor. We hope you find this short publication helpful and informative.

Midwest Venture Summit 2008

When: March 17 & 18, 2008

Where: University of Chicago Gleacher Center and The Sheraton, Chicago

Who: 20-30 Early stage companies, 30-40 Series A+ companies and 100s of VC's

"[Midwest Venture Summit](#) has become the Midwest's premier gathering of VC's, entrepreneurs, business leaders and angel investors. The 2008 Midwest Venture Summit provides more networking and deal opportunities than ever before with attendees from all over the 13- state Greater Midwest area... – don't miss this chance to network with the best contacts - customers, VCs and professional service providers and entrepreneurs."

SC Johnson in partnership with the Downtown Racine Corporation present:

Delivering Game Changing Innovation

Wednesday, February 20, 2008
5:30 – 7:00 PM, Doors open at 5:00 PM

Program Location: **The Golden Rondelle Theatre**

RSVP: (262) 260-2154

Local Awards Nominations:

Do you, your company, or someone else you know deserve to be recognized? Consider one of the following:

2008 RAMAC *Business Person of the Year*

- Any company based in Racine County employing 750 or less employees
- Deadline – March 1, 2008
- Nomination information available at RAMAC, (262) 634-1931

2008 RAMAC *Family Friendly Workplace Award*

- Any employer in Racine County
- Deadline – March 18, 2008
- Nomination information available through RAMAC, (262) 634-1931

2008 Racine County Workforce Development Board *Apollo Award*

- Any business owner or entrepreneurial team who started a new and innovative business in Racine County in the last three years
- Deadline – March 5, 2008
- Nomination information available through the Workforce Development Center, (262) 638-6620 or RAMAC, (262) 634-1931

The CATI and SBDC Present: Top Line Growth Through Business Development

Concepts Presented to Include:

- Building Your Product Development Team
- Establishing Product Development Goals
- Identifying New Product Opportunities
- Valuing External/Internal Product Ideas
- Funding New Product Development
- Creating Product Development Partnerships

Date: March 6, 2008
Time: 7:30 am – 11:00 am
Location: CATI Center,
2320 Renaissance Blvd.
Sturtevant, WI 53177

Light Breakfast will be Served

For more information or to register for the workshop series, please call 262-898-7442, or email mwagner@thecati.com.

[Click here](#) for the complete online flyer or here to visit CATI.com

Watch out for Business Scams

According to a recent [Wisconsin Department of Commerce](#) newsletter, various Wisconsin companies have received email messages from an unregistered Chinese company in Xi'an. The messages from this company called, Xi'an Tonya Import Export, may be part of an attempt to scam money out of the recipients.

The report goes on to state that business opportunities in China are growing and that sales by Wisconsin companies in China are also growing. However, a little background research can go a long way.

To subscribe to the department of commerce newsletter, [click here](#).

SBT to present "The Next Stage" M&A Forum

[Small Business Times](#) "The Next Stage," M&A Forum will be presented on March 27, from 7:30 to 11 a.m. at The Pfister Hotel, 424 E. Wisconsin Ave.

Thousands of Wisconsin businesses are owned and managed by baby boomers who will soon be reaching the age of retirement. What then? What will be the "Next Stage" for their business? The event will examine different exit strategies, including recapitalizations, employee stock ownership programs, management buyouts, sale to private equity firms, mergers with strategic partners and more.

The event will include breakout sessions from 9:15 to 10 a.m. and from 10:15 to 11 a.m., presented by Emory & Co., The PrivateBank and Reinhart Boerner Van Deuren S.C., sponsors of the event.

The cost to attend is \$95 per person or \$760 for tables of eight and includes breakfast.

For information or to register, call Sarah Wilson at (414) 336-7129 or email Sarah.Wilson@biztimes.com.

Lifecycle benefits might outweigh green building costs

From Paula Widholm, editor of [Chicago Industrial Properties](#)- Karl Heitman of [Heitman Architects Inc.](#) maintains that we are experiencing a change in focus from analysis of “bottom line first costs” to analysis of “operating costs and long-term lifecycle costs.” Analysis of the first costs is very narrow in scope, just a fraction of lifecycle costs.

This year Heitman will be conducting research into the impact on the environment, including carbon footprint, water usage, etc. that a 1 million-sq-ft building has.

For those of you who have a subscription, the article as it was written by the editor of CIP can be found at [Chicago Industrial Properties](#) title: **Lifecycle costs to tip the scales in green deliberations**

Midwest Capital Markets Conference

Project Finance and Investment Strategies

Donald E. Stephens Convention & Conference Center 9301 West Bryn Mawr Rosemont, IL 60018

Wednesday, 4/30/08

Topics include:

**General economic overview, Capital availability outlook, Banking outlook – changes in a competitive landscape, Property market outlook, Changes in underwriting guidelines, Capital strategies to get deals done in a capital environment,
The return of the portfolio lender?**

[For online Registration, click here](#)

Local News:

[Two Racine Johnson companies make top 50 in Fortunes best workplaces list](#) – The Journal Times

[New SCJ center to ease overflow](#) – The Journal Times

[Horizon Retail Construction to move headquarters to Sturtevant](#) – Small Business Times

The Roadmap is an e-newsletter of the RCEDC. For more information, please visit www.racinecountyedc.org.

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