



ASSISTING BUSINESS EXPANSION AND RELOCATION IN WISCONSIN

Wisconsin's **Enterprise Zone Tax Credits** are available to assist Wisconsin businesses that have major expansion projects, or are relocating major business operations from other states to Wisconsin. Refundable tax credits can be earned through job creation, job retention, capital investment, employee training and supply chain purchases from Wisconsin vendors.

HOW IT WORKS

Businesses that wish to apply for Enterprise Zone Tax Credits must submit an application for certification to WEDC. A business will be required to enter into a contract with WEDC for the tax credits prior to any certification or verification of tax credits by WEDC.

FACTORS CONSIDERED FOR DETERMINING ENTERPRISE ZONE TAX CREDITS

The following are businesses that are not eligible for Enterprise Zone Tax Credits: payday loan and title loan companies; telemarketing; pawn shops; media outlets such as newspapers and radio unless the job creation is significant; businesses in the tourism industry unless the job creation is significant; retail; farms; primary care medical facilities; financial institutions

ELIGIBILITY FACTORS

WEDC will evaluate Enterprise Zone Tax Credit applications based on factors including:

- Whether the project might not occur without the allocation of tax credits
- The extent to which the project will increase employment in this state
- The extent to which the project will contribute to the economic growth of this state
- The financial soundness of the business
- The extent to which the project will increase geographic diversity of available tax credits throughout this state
- Any previous financial assistance that the business received from the Department of Commerce or WEDC

APPLY FOR TAX CREDITS

For more information about the Enterprise Zone Tax Credits program, contact a Wisconsin Economic Development Corporation (WEDC) Regional Account Manager at: <http://inwisconsin.com/contact-us/>

Seth Hudson (Northwest)
Tel. (608) 210-6772
e-mail: Seth.Hudson@wedc.org

Deb Clements (Central)
Tel. (608) 210-6720
e-mail: Deb.Clements@wedc.org

Barbara LaMue (Northeast)
Tel. (608) 210-6760
e-mail: Barb.Lamue@wedc.org

James Bowman (Southwest)
Tel. (608) 210-6752
e-mail: James.Bowman@wedc.org

Melissa Hunt (East Central)
Tel. (608) 210-6780
e-mail: Melissa.Hunt@wedc.org

Mary Gage (South Central)
Tel. (608) 210-6750
email: Mary.Gage@wedc.org

Mary Perry (Southeast)
Tel. (608) 210-6740
email: Mary.Perry@wedc.org

Patrick Drinan (Southeast)
Tel. (608) 210-6770
email: Patrick.Drinan@wedc.org





ASSISTING BUSINESS EXPANSION AND RELOCATION

Businesses that begin operating in Wisconsin, relocate to the state or expand an existing operation here are eligible **Economic Development Tax Credits**.

HOW IT WORKS

Tax credits are allocated for the creation or the retention of full-time jobs, and are based on wage range of the jobs, number of jobs to be created or retained, capital investment made by the business and training costs for new or current employees.

ELIGIBILITY FACTORS

Evaluation of all ETC applications will include, but are not limited to, the following factors:

- Whether the project might not occur without the allocation of tax credits
- The extent to which the project will be financed with other forms of public assistance
- Whether the project will displace workers in this state
- The extent to which the project will retain or increase employment in this state
- The extent to which the project will contribute to the economic growth of this state
- The financial soundness of the business
- Any previous financial assistance that the business received from the Department of Commerce/WEDC

INELIGIBLE BUSINESSES

Businesses that are not assisted include, but are not limited to, the following: payday loan and title loan companies, telemarketing, pawn shops, media outlets such as newspapers and radio unless the job creation is significant, retail, farms, primary care medical facilities, financial institutions, tourism unless the job creation is significant, and the hospitality industry.

APPLYING FOR TAX CREDITS

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James Bowman (Southwest)
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e-mail: James.Bowman@wedc.org

Melissa Hunt (East Central)
Tel. (608) 210-6780
e-mail: Melissa.Hunt@wedc.org

Mary Gage (South Central)
Tel. (608) 210-6750
email: Mary.Gage@wedc.org

Mary Perry (Southeast)
Tel. (608) 210-6740
email: Mary.Perry@wedc.org

Patrick Drinan (Southeast)
Tel. (608) 210-6770
email: Patrick.Drinan@wedc.org



FORGIVABLE LOAN PROGRAM FOR EXPANDING BUSINESS IN WISCONSIN

Businesses with expansion projects that will have a significant impact on job creation, job retention, capital investment and on the surrounding community may be eligible for WEDC's **Impact Loan Program**—a forgivable loan program.

HOW IT WORKS

A business must create new full-time positions and/or retain its existing full-time employment base in Wisconsin to qualify. Loan requests under \$200,000 will be referred to the appropriate local or regional revolving loan fund first.

TARGETED INDUSTRIES

WEDC will direct Impact Loan funds to the following industry sectors:

- Advanced manufacturing
- Food and beverage processing
- Printing
- Aerospace
- Research & Development

ELIGIBILITY REQUIREMENTS

Eligible uses of loan funds include:

- Working capital
- Equipment
- Training
- Building construction and improvements
- Land acquisition
- Private infrastructure improvements
- Asset acquisition

APPLYING FOR IMPACT LOAN

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www.inwisconsin.com/contact-us

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IMPROVING WORK SKILLS THROUGH JOB TRAINING

Wisconsin provides **Training Grants** to assist 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 its full-time employees. Grant funds may be approved for eligible training provided to existing and new employees in full-time jobs.

HOW IT WORKS

Any business making a firm commitment to locate a new facility in Wisconsin or expand an existing facility within the state and is upgrading a product, process, or service that requires training in new technology and industrial skills is eligible for a Training Grant.

ELIGIBILITY FACTORS

WEDC considers a number of factors, including, but not limited to:

- Number of full time employees to be trained
- Training shall be related to a specific project
- Whether the project might not occur without the WEDC training grant
- The extent to which the project will be financed with other forms of public assistance
- The extent to which the project will contribute to the job growth, job retention and economic growth of this state
- The financial soundness of the business

INELIGIBLE BUSINESSES

Businesses whose primary activity includes such things as retail, commercial development, recreation, entertainment, farming, financial institutions, hospitality industry, and direct health care in nature are not eligible.

APPLYING FOR A TRAINING GRANT

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email: Patrick.Drinan@wedc.org





SUPPORTING COMMUNITIES THAT DRIVE LOCAL DEVELOPMENT

Industrial Revenue Bonds (IRBs) are designed to help Wisconsin municipalities support industrial development through the sale of tax-exempt bonds.

HOW IT WORKS

IRBs can be used to stimulate capital investments and job creation by providing private borrowers with access to financing at interest rates that are lower than convention bank loans. The Wisconsin Economic Development Corporation (WEDC) allocates the bonding authority or the volume cap for the program.

ELIGIBLE PROJECTS

IRB financing can be used for building, equipment, land, and bond issuance costs, but not for working capital.

Manufacturing includes nearly every type of processing that result in a change in the condition of tangible personal property. Manufacturing does not include activities such as feeding, growing and harvesting live animals. It also does not include the provision of recreational services, wholesaling, retailing, or repair services.

Federal tax law imposes other limitations on IRBs. Contact WEDC for further details on these limitations.

APPLY FOR INDUSTRIAL REVENUE BONDS

For more information about the Industrial Revenue Bonds program, contact a Wisconsin Economic Development Corporation (WEDC) Regional Account Manager at: <http://inwisconsin.com/contact-us/>

Seth Hudson (Northwest)
Tel. (608) 210-6772
e-mail: Seth.Hudson@wedc.org

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QUALIFIED USES

- At least 95% of the bond proceeds must be used for the eligible project. No more than 5% of the bond proceeds may be used for other expenditures.
- No more than 2% of the bond proceeds may be used to pay the cost of issuing the bonds.
- No more than 25% of net bond proceeds can be used to finance facilities (including land, buildings, and equipment) which are directly related and ancillary to the core manufacturing facilities, and these facilities must be subordinate and integral to the core manufacturing activities and located on the same site. These can include short-term warehousing, on-site labs, loading docks or rail spurs, forklifts or similar equipment (not trucks or vans that deliver or distribute the final product) and on-site office space.
- No more than 25% of the net proceeds of the bonds may be used for land acquisition.
- No used property can be acquired with bond proceeds, unless substantial rehabilitation is done within two years after the later of the date the property was acquired or the date the bond was issued. Substantial rehabilitation means 15% of the amount financed with the proceeds of the bonds for buildings, 100% for "structures other than a building", which, essentially, means bond cannot be used to acquire used equipment.
- The average maturity of the bonds cannot exceed 120% of the weighted average economic life of the project.
- Depreciation of bond financed property must be straight-line not accelerated.
- All of the proceeds must be used within a three –year period.



ENVIRONMENTAL IMPROVEMENT ASSISTANCE FOR REDEVELOPMENT

Wisconsin's **Brownfield Program** provides grant funds to assist local governments, businesses and individuals with assessing and remediating the environmental contamination of an abandoned, idle or underused industrial or commercial facility or site. This program will help convert contaminated sites into productive properties that are attractive and ready for redevelopment.

HOW IT WORKS

Any city, village, town, county, individual or business may apply for funds provided that the party that caused the environmental contamination and any person who possessed or controlled the environmental contaminant is unknown, cannot be located or is financially unable to pay for the remediation of the soil and/or groundwater.

ELIGIBILITY REQUIREMENTS

Phase I and Phase II Environmental Reports must be completed prior to seeking Brownfield Program funding. Grants require at least a 70 percent match of the eligible project expenditures. Approved projects reimburse incurred expenditures on or after the date of a WEDC decision letter. Grant funds are awarded primarily to reimburse remediation expenditures that are incurred so that environmental closure can be attained for the project site and the property can be utilized for a more productive use.

ELIGIBLE ACTIVITIES

Brownfield Program funds may be used for brownfield redevelopment or associated environmental remediation activities on sites with demonstrated soil and/or groundwater contamination. Eligible costs are determined during a review of the grant application. However, grant funds may typically be used for the following activities:

- The environmental investigation, remediation or monitoring of the site
- The removal of hazardous waste containers
- Soil removal, capping, barrier installation and vapor intrusion systems

APPLYING FOR A BROWNFIELD PROGRAM GRANT

For more information about becoming eligible for the Brownfield Program, contact a Wisconsin Economic Development Corporation (WEDC) Community Account Manager.

Identify the Community Account Manager by region at:
<http://inwisconsin.com/contact-us/>

Jason Scott (Community Account Manager Team Leader)
Tel. (608) 210-6790
email: Jason.Scott@wedc.org

Marie Steenlage (Northwest)
Tel. (608) 210-6755
e-mail: Marie.Steenlage@wedc.org

Naletta Burr (Northeast)
Tel. (608) 210-6830
e-mail: Naletta.Burr@wedc.org

Jennifer Kuderer (Southwest)
Tel. (608) 210-6820
e-mail: Jennifer.Kuderer@wedc.org

Kathryn Berger (Southeast)
Tel. (608) 210-6822
e-mail: Kathryn.Berger@wedc.org

Each successful applicant must enter into a contract with WEDC for the purpose of implementing the proposed grant. The contract will require the creation and maintenance of the project's proposed new full-time positions for a minimum two-year period. Recipients must provide regular financial and program reports and ensure compliance with state and federal rules and regulations.





ASSISTING JOB GROWTH FROM BUSINESS EXPANSION AND RELOCATION IN WISCONSIN

Wisconsin's **Jobs Tax Credits** are available to assist Wisconsin businesses that have major expansion projects, or are relocating major business operations from other states to Wisconsin.

HOW IT WORKS

To be certified for Jobs Tax Credits, businesses will be required to submit an application along with supporting documentation describing the expansion or relocation project.

FACTORS CONSIDERED FOR DETERMINING TAX CREDIT AWARDS

WEDC will evaluate Jobs Tax Credit applications based on factors including:

- Whether the project might not occur without the allocation of tax credits
- The extent to which the project will increase employment in this state
- The extent to which the project will contribute to the economic growth of this state
- The financial soundness of the business
- The extent to which the project will increase geographic diversity of available tax credits throughout this state
- Any previous financial assistance that the business received from the Department of Commerce or WEDC

ELIGIBILITY REQUIREMENTS

Special consideration for Jobs Tax Credits is given to manufacturing businesses. There are some types of businesses that are not eligible for Jobs Tax Credits. They include: payday loan and title loan companies; telemarketing; pawn shops; media outlets such as newspapers and radio unless the job creation is significant; businesses in the tourism industry unless the job creation is significant; retail; farms; primary care medical facilities and financial institutions.

APPLY FOR TAX CREDITS

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James Bowman (Southwest)
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e-mail: James.Bowman@wedc.org

Melissa Hunt (East Central)
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e-mail: Melissa.Hunt@wedc.org

Mary Gage (South Central)
Tel. (608) 210-6750
email: Mary.Gage@wedc.org

Mary Perry (Southeast)
Tel. (608) 210-6740
email: Mary.Perry@wedc.org

Patrick Drinan (Southeast)
Tel. (608) 210-6770
email: Patrick.Drinan@wedc.org





LOAN PROGRAM FOR EXPANDING OR RELOCATING BUSINESS IN WISCONSIN

WEDC provides loans or loan guarantees through the **Business Opportunity Loan Fund**. This program provides businesses flexible terms based on the economic benefit of the business to the local community, number and quality of full-time jobs to be retained or created, financial viability and other factors.

HOW IT WORKS

A business must create new full-time positions and/or retain its existing full-time employment base in Wisconsin to qualify. Loan requests under \$200,000 will be referred to the appropriate local or regional revolving loan fund first.

ELIGIBLE PROJECTS

Acceptable uses of loan funds include:

- Working capital
- Equipment
- Training
- Building construction and improvements
- Land acquisition
- Private infrastructure improvements
- Asset acquisition

INELIGIBLE PROJECTS

Businesses that will not be assisted include the following:

- Payday loan and title companies
- Telemarketing other than inbound call centers
- Pawn shops
- Media outlets, such as newspapers and radio, unless the full-time job creation is significant
- Retail
- Farms
- Primary care medical facilities
- Financial institutions
- The hospitality industry, unless the full-time job creation is significant.

APPLYING FOR BUSINESS OPPORTUNITY LOAN

For more information about loan options through the Business Opportunity Loan Fund, contact a Wisconsin Economic Development Corporation (WEDC) Regional Account Manager at:
www.inwisconsin.com/contact-us

Seth Hudson (Northwest)
Tel. (608) 210-6772
e-mail: Seth.Hudson@wedc.org

Deb Clements (Central)
Tel. (608) 210-6720
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e-mail: Melissa.Hunt@wedc.org

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email: Mary.Gage@wedc.org

Mary Perry (Southeast)
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email: Mary.Perry@wedc.org

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email: Patrick.Drinan@wedc.org





RELOCATING COMPANIES RECEIVE A WARM WELCOME IN WISCONSIN

A great deal of consideration is given to where a business decides to relocate or expand. Wisconsin's industry, workforce, infrastructure, and quality of life strengths place us on many a shortlist. Our **Relocated Business Tax Credit or Deduction** helps seal the deal.

HOW IT WORKS

Businesses that relocate to Wisconsin may be eligible for an income tax holiday if they have not done business in the state during the two previous taxable years. They may not have to pay any corporate or pass-through income taxes for a two-year period.

To qualify for the Wisconsin Relocated Business Credit or Deduction, a company must locate to Wisconsin from another state or country and begin doing business in Wisconsin during the taxable year. The company must also move at least 51 percent of the business workforce payroll or at least \$200,000 of the workforce wages to Wisconsin during the year the credit is claimed.

The credit is equal to the amount of income or franchise tax liability, after applying all other allowable credits, deductions, and exclusions, for two consecutive taxable years beginning with the year in which the taxpayer's business relocates to Wisconsin from another state and begins doing business in Wisconsin.

CLAIMING THE RELOCATED TAX CREDIT OR DEDUCTION

A corporation or tax-exempt corporation may claim the Relocated Business Credit, while an individual, estate, or trust may claim the Relocated Business Deduction.

For more information about qualifying for the Relocated Business Credit or Relocated Business Deduction, visit the Wisconsin Department of Revenue website at www.revenue.wi.gov.



MANUFACTURING PRODUCTION IS CELEBRATED IN WISCONSIN

Wisconsin is well known for our manufacturing leadership. And because innovations in this industry continue to create a competitive advantage for our state, we provide specific incentives to manufacturers to maximize their production here. Chief among them is the **Manufacturing and Agriculture Credit**, which virtually eliminates the tax on income from manufacturing activity in the state.

HOW IT WORKS

The manufacturing and agriculture tax credit is available to individuals and entities for taxable years that begin on or after January 1, 2013, for manufacturing and agricultural activities in Wisconsin. The tax credit is available for income derived from manufacturing or agricultural property located in Wisconsin and will offset a significant share of Wisconsin income taxes.

The credit is a percentage of "eligible qualified production activities income." It is being phased in as follows:

- Tax year 2013 = 1.875%
- Tax year 2014 = 3.75%
- Tax year 2015 = 5.526%
- Tax year 2016 = 7.5%

For a corporation, eligible qualified production activities income is the lesser of:

- eligible qualified production activities income,
- income apportioned to Wisconsin, or
- income taxable to Wisconsin as determined by combined reporting law, if the corporation is a member of a Wisconsin combined group.

The amount of credit not entirely offset against Wisconsin income or franchise taxes may be carried forward and credited against Wisconsin income or franchise taxes due for up to 15 years.

CLAIMING THE MANUFACTURING AND AGRICULTURE CREDIT

The schedule to be used to claim the Wisconsin Manufacturing and Agriculture Credit is available on the Wisconsin Department of Revenue website at www.revenue.wi.gov.

For more information about qualifying for the credit, excluded activities, and income reporting requirements, visit the Wisconsin Department of Revenue website listed above.





HELPING BUSINESSES AND COMMUNITIES SUCCEED IN WISCONSIN

Whether you are an entrepreneur looking to start a new business or an established company seeking new growth opportunities, WEDC has the expertise, programs, and support network to help you and the communities in which you operate succeed.

BUSINESS DEVELOPMENT

Business Opportunity Loan Fund

Financing options ranging from loans to loan guaranties for businesses making investments to expand in or relocate to Wisconsin

Impact Loan Program

Forgivable loans to businesses with expansion projects providing job creation or retention; capital investment; and significant impact

Economic Development Tax Credits/Jobs Tax Credits

Tax credits for companies remaining, expanding, or relocating

Workforce Training Grants

Grants for businesses to upgrade or improve the job-related skills of a business's full-time employees

Industrial Revenue Bonds

A unique type of revenue bond organized and issued by a state or local government, the proceeds of which are directed to a private, for-profit business

Development Opportunity Zones

Non-refundable tax credits for new and expanding businesses in the cities of Beloit, Janesville and Kenosha to assist with capital investment and the creation and retention of new, full-time jobs

Clean Energy Revolving Loan Fund

Low interest loans funded through the State Energy Program in partnership with the State Energy Office available to manufacturers in the clean energy sector seeking to expand operations

COMMUNITY DEVELOPMENT

Brownfield Grants

Grants to local governments, businesses, non-profits and individuals for developing commercial and industrial sites that have been adversely affected by environmental contamination

Brownfield Site Assessment Grant

Grant funds to approved projects to assist local governments with conducting initial environmental assessment and demolition activities on an eligible abandoned, idle or underutilized industrial or commercial site.



Idle Industrial Sites Redevelopment Program

Highly competitive program offering grants to Wisconsin communities for the implementation of redevelopment plans for large industrial sites that have been idle, abandoned or underutilized for at least five years

Community Development Investment Grant Program

Financial support for shovel-ready projects with particular emphasis on downtown community driven efforts that deliver significant, measurable benefits in job opportunities, property values, and/or leveraged investment by local and private partners

Capacity Building Grants

Grants to assist local and regional economic development groups to create an advanced economic development network within the state

Certified Sites Program

Consistent standards developed for Wisconsin sites consisting of at least 50 contiguous, developable acres signaling that key approvals, documentations and assessments for industrial uses are already in place

ENTREPRENEURSHIP AND INNOVATION

Capital Catalyst Program

Grants to local organizations that contribute matching dollars to locally-managed seed fund for investments in high-growth, technology based companies.

Qualified New Business Venture (QNBV) Program

Allows eligible investors to claim a 25 percent tax credit on the amount they invest into QNBV-certified businesses

Technology Development Loan Program

Flexible lending program designed to assist high-tech startup and emerging growth companies in financing the development and launch of innovative products and services

Seed Accelerator Program

Grants to local organizations that operate mentor-driven business modeling training programs to provide funds to participating start-ups

INTERNATIONAL BUSINESS DEVELOPMENT

Export Technical Assistance

Assistance to expand the sale of Wisconsin-made products outside of the United States and to help companies develop an export strategy

ExporTech™

Export acceleration program to help Wisconsin companies expand their global market reach through targeted export strategy development and execution

Global Business Development Grants

Grant funding to support the growth and expansion of exports by Wisconsin companies

INDUSTRY DEVELOPMENT

WEDC's Division of Business and Industry Development delivers customized solutions—technical and financial—to established business associations, consortia and industry cluster organizations in order to create favorable conditions for expanding existing Wisconsin industries and attracting new companies to priority industry sectors in Wisconsin. The division also supports minority business development by working with and providing resources for revolving loan funds and technical assistance to minority business development groups.