**Tour of Advance Business Solutions**
Meeting to Follow

Before the tour, Fred Monique explained that the Advance Incubator is located in a 50,000 square feet, two story office building. The goal is to provide shared services in terms of counseling, copy equipment, etc. The building has 24/7 access and is completely wireless.

I. Call Meeting to Order:
The meeting called to order by Chairman Bernie Erickson at 6:25 p.m.

II. Approve/Modify Agenda:

Motion made by Supervisor Dantinne and seconded by Supervisor Kaster to approve the agenda. MOTION APPROVED UNANIMOUSLY

III. Approve/Modify Minutes of December 27, 2010:
Items were taken out of order, although shown in proper format here.

Motion made by Supervisor Fleck and seconded by Supervisor Kaster to approve. MOTION APPROVED UNANIMOUSLY

1. Review Minutes of:
   a. Board of Adjustment (January 20, 2011)
   b. Solid Waste Board (November 22, 2010)

Motion made by Supervisor Dantinne and seconded by Supervisor Fleck to suspend the rules and receive and place on file 1a and 1b together. MOTION APPROVED UNANIMOUSLY

Highway:

2. Highway Commissioners list related to tasks on road projects, what is bid out, and a percentage of cost share on public jobs vs. County jobs. Referred to Corporation Counsel to report back in January:
   At previous meetings Supervisor Kaster has stated he would like to see road construction projects where there is a 50/50 cost share with the County put out for bids, rather than the only choice being to go with the Highway Department. Since no
other communities had complained, Kaster was asked to bring the Bellevue Administrator or officials from other communities to explain their concerns.

**Motion made by Supervisor Fleck, seconded by Supervisor Kaster to suspend the rules to allow interested parties to speak.**

**MOTION APPROVED UNANIMOUSLY**

**Aaron Oppenheimer – Bellevue Village Administrator**

Mr. Oppenheimer indicated that Bellevue would like to have the option of bidding out road projects that are cost shared with the County, mainly to have accountability for costs. In addition, he indicated concerns with missed deadlines, overruns, inefficiencies in project management. In contacts with other area administrators and public works directors, Oppenheimer stated he was told by Bob Bartelt of Howard that they routinely add 25% on any County estimate because of past history with overruns. The Suamico Public Works Director expressed similar concerns, pointing out inaccurate estimates, lack of itemization in documentation of costs, concerns with material costs particularly with the cost of asphalt. Craig Berndt of the Village of Allouez has opined that a private contractor could provide asphalt at a lower cost. Berndt also expressed concerns with accountability for quality control, stating that timelines are routinely missed and that he would like to see privatization investigated. Oppenheimer stated that he also contacted DePere and Ledgeview who expressed interest in investigating preventative maintenance in the areas of crack and chip sealing, resurfacing, etc. rather than the current process to replace.

**Randy Loberger – Director of Public Works, Suamico**

Mr. Loberger explained that many times Brown County estimates are done early and change by the time the project comes to fruition. He opined that Suamico pays approximately $46.50 a ton for asphalt, while the County pays $45 although then have additional trucking and application costs.

**Motion made by Supervisor Fleck, seconded by Supervisor Dantinne to return to regular order of business.** **MOTION APPROVED UNANIMOUSLY**

Corporation Counsel John Luetscher addressed the issue as to whether the County Board would have the authority to enact an ordinance that would obligate the County Highway Commissioner to give municipalities that enter into cost share agreements the option of construction work being done by contract in lieu of the County performing the work on County highway projects.

Luetscher indicate that the State Legislature has taken an interest in how county highways are constructed, maintained, and paid for. Chapter 83 of the Wisconsin Statutes is dedicated to county highways. In counties where the County Executive appoints the Highway Commissioner, such as in Brown County, all administrative authority for operating the Highway Department, responsibilities and authority, falls to the Highway Commissioner. In fact, Luetscher pointed out that statute specifically states that when it comes to county aid highways, the Highway Commissioner determines how the work is done, if it is let by contract, or completed by County Highway employees.

Luetscher stated that creation of an ordinance would take authority away from the County Highway Commissioner that has been given to him by the State Legislature. Secondly, not only would an ordinance take the authority away from the Highway Commissioner, it would also take authority away from the County. In essence this
would give other municipalities on the other side of the cost share agreements the
authority to determine how the work is going to be done on a County highway,
whether the County can do the work with their in house labor, or if it has to be let by
contract. Luetscher indicated this would create questions requiring an Attorney
General opinion. He also informed the committee that the prevailing wage law in
Wisconsin applies to road work on projects costing more than $25,000. He stated
that if a County has its own workers working on roads, they do not have to pay the
prevailing wage, however, if bid out, the prevailing wage has to be paid.

A lengthy discussion followed with comments from the Highway Commissioner and
staff. Corporation Counsel Luetscher was asked to put his opinion in writing. The
committee asked that Board Attorney Fred Mohr also be asked for his comments. It
was realized that an opinion from the Attorney General would take several months
and before pursuing that would discuss again at the February meeting.

Motion by Supervisor Kaster, seconded by Supervisor Fleck to pursue an
opinion from Board Attorney Fred Mohr, and that Corporation Counsel John
Luetscher put his opinion in writing as to whether the County can enact an
ordinance that municipalities can bid out county road projects where costs are
shared. MOTION APPROVED UNANIMOUSLY

3. Denmark resident Roger Stein Highway Snow Plow Possible Reimbursement:

Motion made by Supervisor Dantinne, seconded by Supervisor Kaster to
suspend the rules to allow interested parties to speak. MOTION APPROVED UNANIMOUSLY

Chairman Erickson explained that the Steins came before this committee in
December, explaining that the Brown County Highway Department had piled 10’ of
snow on their sidewalk. They indicated they had to pay $150 to have the snow
removed, and in addition, the Village of Denmark sited them, stating they would
charge $75 an hour if they had to remove it. The Steins indicated if the plow driver
would go 10’ further there was a ditch that could accommodate the snow.
At this time, the Steins came before the committee asking for reimbursement of the
$150.

Roger & Kathy Stein – 530 DePere Road, DePere, WI
Mrs. Stein indicated that during the last month there has not been an issue with
plowing. There has been less snow and the driver has been more attentive. She
asked for reimbursement of the $150 they were charged to remove the snow that the
department piled on their sidewalk in December.

Motion made by Supervisor Haefs, seconded by Supervisor Dantinne to return
to regular order of business. MOTION APPROVED UNANIMOUSLY

Supervisor Vicki VanVonderen who represents the district where the Steins reside,
asked where the money would come from as there is no special fund available. She
noted that this was an unusual winter storm, that the situation has been corrected,
that she did not want to set a precedent set and, therefore recommended that the
request be declined.

Further discussion by the committee resulted in an agreement with Supervisor
VanVonderen’s comments and reasons for denial. The Steins were informed they
could take the matter before the County Board at their January meeting if they so wished.

**Motion made by Supervisor Haefs, seconded by Supervisor Kaster to deny the request of Roger & Kathy Stein for snow removal reimbursement.**
**MOTION APPROVED UNANIMOUSLY**

4. **Director’s Report:**
Commission Brian Lamers reported that plans for the G/GV roundabout are proceeding with a public information meeting held with the Town of Ledgeview last week. Construction will begin in June. In addition, they are purchasing right-of-way for the EA project.

Supervisor Dantinne asked regarding plans for a bridge on Cottage Road. Engineer Ray Smith agreed to follow-up and get back to Dantinne with plans.

Supervisor Kaster asked regarding the policy for snow plowing stating he saw trucks out in December when there was little snow. Lamers explained it is based on Sheriff Traffic Department calls, stating that bridges freeze up, accidents occur, and salting may be necessary.

**Port & Solid Waste:**
5. **Budget Adjustment Request (#10-179): Increase in Expenses with Offsetting Increase in Revenue:**
Solid Waste Director, Chuck Larscheid, explained that this request involves a re- allocation from one account to another within the major budget classification.

**Motion by Supervisor Dantinne, seconded by Supervisor Fleck to approve Budget Adjustment Request #10-179.**
**MOTION APPROVED UNANIMOUSLY**

6. **Directors Report:**
Chuck Larscheid distributed a summary of 2010 Port & Solid Waste activities:
- **Single Stream Recycling** – 18,700 tons budgeted in 2010, 19,415 delivered.
  Estimated tons in 2011 – 20,250
- **Gas to Energy** - $710,000 budgeted revenue in 2010, actual revenue $758,054.
  Estimated revenue in 2011 - $720,000
- **Solid Waste Transfer Station** – 210,000 tons budgeted in 2010, 222,162 actual.
  Estimated tonnage in 2011 – 205,000
- **Household Hazardous Waste** – 910,000 2010 budget estimate – actual total pounds 997,925. Estimated pounds in 2011 – 1 million

Larscheid also updated the committee on:
- Investigation of an EPA Training Grant
- Oneida Waste Gasification Project – Seven Generations is awaiting a Federal stormwater permit and air permit for the Ashwaubenon/Packerland location, both expected in late March or early April.
- Information related to three DNR staff – Secretary Kathy Step, Deputy Secretary Matt Maroney, Executive Assistant Scott Gunderson

**Motion by Supervisor Dantinne, seconded by Supervisor Fleck to receive and place on file.**  **MOTION APPROVED UNANIMOUSLY**
Airport:
7. **Director’s Report:**
   Director Tom Miller reported that President Abama will be flying into Green Bay tomorrow, 1/25 with plans to travel to Manitowoc. He also reported two incidents of overtime in November and December due to weather conditions.

   Summary of the year 2010:
   - Passenger traffic up 1%
   - Continental Airlines has begun service to Cleveland
   - Frontier ran seasonal service (April to October) to Denver. Will know by 2/4/2011 if this service will resume.
   - United Airlines has cancelled Denver service out of Appleton
   - Marketing program is in early stages. Working with the Chamber and with Advance in an effort to improve service from Green Bay
   - 2000 Packer fans have chartered 18 flights to Dallas for the Super Bowl game on Feb 6th
   - Equipment failure was high in the last year, although 90% of cost was recovered.

   Motion by Supervisor Fleck, seconded by Supervisor Dantinne to receive and place on file. **MOTION APPROVED UNANIMOUSLY**

Planning and Land Services

Planning Commission
8. **Resolution re: Authorizing an Application for a Wisconsin Community Development Block Grant for Economic Development from the Wisconsin Department of Commerce:**

   A resolution “Authorizing an Application for a Wisconsin Community Development Block Grant for Economic Development from the Wisconsin Department of Commerce” was addressed. This grant involves Marquis Yachts of Pulaski. Chuck Lamine explained that the Brown County Planning Commission will receive $6,000 for administration services.

   Motion made by Supervisor Dantinne and seconded by Supervisor Fleck to approve. **MOTION APPROVED UNANIMOUSLY**

9. **Director’s Report:**
   Chuck Lamine highlighted the following activities:
   - Crash Study will be presented to the Planning Commission in February
   - Staff training regarding 10 year redistricting for supervisory districts. A presentation will be made to the Executive Committee in March
   - Lower Fox River Redevelopment Plan is completed
   - Administration process for the $612,000 Energy Efficiency Block Grant
   - Working Lands Initiative meeting to be held on January 25th
   - Aerial photography project grant is completed and results are on web site.

   Property Listing – 2010 tax roll has been completed.
   Zoning – Staff working on updates to the Shoreland Zoning Code in compliance with new state laws.
Motion by Supervisor Dantinne, seconded by Supervisor Kaster to receive and place on file. MOTION APPROVED UNANIMOUSLY

Land Information - No agenda items
Property Listing – No agenda items
Register of Deeds – No agenda items
UW Extension– No agenda items
Zoning– No agenda items

Other
10. Audit of Bills:

Motion made by Supervisor Fleck, seconded by Supervisor Dantinne to approve audit of bills. MOTION APPROVED UNANIMOUSLY

11. Such Other Matters as Authorized by Law:
Advance – Fred Monique distributed a handout explaining progress on 2010 strategic goals (attached). He reported that from July to December, the Advance Business Retention Committee completed 43 formal business retention calls, representing 2,000 employees.

In addition information related to the Business Retention Program for the year 2010 was distributed and is attached. This document is a progress report for municipal services, perception of the economy, business climate, an employment overview, etc. (see attached report for details)

Next Agenda:
Highway Dept – Opinions from Fred Mohr & John Luetscher
Planning Dept – Update on County Lands

Motion made by Supervisor Dantinne and seconded by Supervisor Haefs to adjourn at 9:00 p.m. MOTION APPROVED UNANIMOUSLY

Respectfully submitted,

Rae G. Knippel
Recording Secretary
Solid Waste Transfer Station

- Budgeted Tonnage = 210,000
- Actual Tonnage = 222,162
- 2011 Budgeted Tonnage = 205,000 tons
Gas To Energy Facility

- Budgeted Revenue = $720,000
- Actual Revenue = $758,054
- 2011 Budget Revenue = $720,000
- Single Stream Recycling

- Budgeted 2010 Single Stream to BOW SS MRF = 18,700 tons

- Delivered Single Stream to BOW SS MRF = 19,415 tons

- 2011 Estimated Tons = 20,250
- Household Hazardous Waste

- 2010 Budget Estimate = 910,000
- 2010 Total pounds = 997,925
  (148,800 Res. Electronics since Sept. 1 ban)

2011 Est. total pounds = > 1 million
(Not-So-Far) Away Game.
FLYGRB.COM

Austin Straubel
International Airport
Green Bay
Progress on Strategic Goals.

Business Assistance Center and Advance Incubator: As of December 2010, our incubator facility has 29 total tenants and 8 virtual tenants, which equates to an overall occupancy rate of 44% - an increase of 8% over December 2009.

→ Since July, 2010, staff conducted 24 tours of the facility to interested parties (average 4 per month).

→ The new office suites and enhanced light industrial space was completed. The office suites maintain a 75% occupancy rate.

→ Since July, two tenants have graduated: Mach IV moved to the Olde Fort Square building on Broadway Street in Green Bay and Mind & Body Healing, LLC moved to a larger facility on Military Avenue in Green Bay.

→ Four brown bag luncheons have been held at the incubator to encourage interaction between tenants and graduates, as well as to provide networking and mentoring relationships.

→ Plans continue for the opening of the Brown County Culinary Kitchen, a new kitchen incubator to meet the needs of culinary entrepreneurs.

Business Retention/Expansion: From July through December 2010, the Advance Business Retention Committee completed 43 formal business retention calls, representing 2,000 employees. The committee and staff are continuing to work on bringing closure to several issues that arose during these sessions. Other Retention/Expansion activities:

→ Hosted a highly successful Manufacturing Awards of Distinction event, highlighting area manufacturing excellence.

→ Assisted Brown County staff and Synchrotek through the Brown County Revolving Loan (RLF) application and approval process. The committee awarded Synchrotek $250,000 in RLF funds.

→ Initiated work with 3 new potential RLF applicants and assisted Brown County staff in following up on delinquent accounts.
Advance

Business Retention Program

January 1, 2010 – December 31, 2010

BROWN COUNTY
### Municipal Services

<table>
<thead>
<tr>
<th>Service</th>
<th>Excellent NEW</th>
<th>Excellent BC</th>
<th>Good NEW</th>
<th>Good BC</th>
<th>Fair/Poor NEW</th>
<th>Fair/Poor BC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Water/Sewer</td>
<td>23%</td>
<td>20%</td>
<td>60%</td>
<td>70%</td>
<td>7%</td>
<td>3%</td>
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<tr>
<td>Code Enforcement</td>
<td>13%</td>
<td>11%</td>
<td>57%</td>
<td>59%</td>
<td>15%</td>
<td>16%</td>
</tr>
<tr>
<td>Bldg Inspection/Permitting</td>
<td>13%</td>
<td>11%</td>
<td>57%</td>
<td>63%</td>
<td>17%</td>
<td>15%</td>
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<tr>
<td>Zoning/Land Use</td>
<td>11%</td>
<td>8%</td>
<td>54%</td>
<td>61%</td>
<td>19%</td>
<td>18%</td>
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<tr>
<td>Local road network/condition</td>
<td>11%</td>
<td>15%</td>
<td>58%</td>
<td>65%</td>
<td>26%</td>
<td>19%</td>
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<tr>
<td>Interstate Highway System</td>
<td>19%</td>
<td>19%</td>
<td>61%</td>
<td>68%</td>
<td>9%</td>
<td>9%</td>
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<td>Airport</td>
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<td>38%</td>
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<td>7%</td>
<td>4%</td>
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<tr>
<td>Rail</td>
<td>3%</td>
<td>3%</td>
<td>14%</td>
<td>18%</td>
<td>10%</td>
<td>6%</td>
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<tr>
<td>Port</td>
<td>4%</td>
<td>5%</td>
<td>13%</td>
<td>19%</td>
<td>3%</td>
<td>4%</td>
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<tr>
<td>Utility (Gas)</td>
<td>20%</td>
<td>14%</td>
<td>66%</td>
<td>75%</td>
<td>6%</td>
<td>5%</td>
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<tr>
<td>Utility (Electric)</td>
<td>22%</td>
<td>15%</td>
<td>65%</td>
<td>74%</td>
<td>8%</td>
<td>9%</td>
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<tr>
<td>Phone, Internet, Broadband</td>
<td>19%</td>
<td>20%</td>
<td>56%</td>
<td>63%</td>
<td>21%</td>
<td>15%</td>
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<tr>
<td>Police Protection</td>
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<td>6%</td>
<td>7%</td>
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<tr>
<td>Fire/Emergency Services</td>
<td>36%</td>
<td>23%</td>
<td>58%</td>
<td>71%</td>
<td>2%</td>
<td>1%</td>
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<tr>
<td>Public Transportation</td>
<td>9%</td>
<td>5%</td>
<td>31%</td>
<td>34%</td>
<td>10%</td>
<td>6%</td>
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### Perception of the Economy

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<thead>
<tr>
<th>Perception</th>
<th>NEW</th>
<th>BC</th>
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</thead>
<tbody>
<tr>
<td>Responded that economy will be better in 5 years</td>
<td>66%</td>
<td>70%</td>
</tr>
<tr>
<td>Believe economy is better today than 5 years ago</td>
<td>14%</td>
<td>10%</td>
</tr>
<tr>
<td>Positive Attitude toward their local operation</td>
<td>86%</td>
<td>88%</td>
</tr>
<tr>
<td>Positive Attitude toward their local community</td>
<td>89%</td>
<td>94%</td>
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### Business Climate

<table>
<thead>
<tr>
<th>Category</th>
<th>Excellent NEW</th>
<th>Excellent BC</th>
<th>Good NEW</th>
<th>Good BC</th>
<th>Fair/Poor NEW</th>
<th>Fair/Poor BC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workforce Quality</td>
<td>24%</td>
<td>26%</td>
<td>62%</td>
<td>63%</td>
<td>13%</td>
<td>10%</td>
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<tr>
<td>Workforce Availability</td>
<td>17%</td>
<td>23%</td>
<td>56%</td>
<td>56%</td>
<td>25%</td>
<td>20%</td>
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<tr>
<td>Local Government</td>
<td>8%</td>
<td>5%</td>
<td>48%</td>
<td>53%</td>
<td>37%</td>
<td>37%</td>
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<tr>
<td>Local Tax Structure</td>
<td>3%</td>
<td>1%</td>
<td>25%</td>
<td>24%</td>
<td>64%</td>
<td>71%</td>
</tr>
<tr>
<td>State Tax Structure</td>
<td>1%</td>
<td>0%</td>
<td>11%</td>
<td>14%</td>
<td>76%</td>
<td>80%</td>
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<tr>
<td>Workers Compensation Rates</td>
<td>5%</td>
<td>6%</td>
<td>27%</td>
<td>28%</td>
<td>56%</td>
<td>60%</td>
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<td>Economic Development</td>
<td>7%</td>
<td>1%</td>
<td>40%</td>
<td>46%</td>
<td>44%</td>
<td>42%</td>
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<tr>
<td>Recreational/Cultural Amenities</td>
<td>28%</td>
<td>14%</td>
<td>53%</td>
<td>63%</td>
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<td>22%</td>
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<tr>
<td>Housing</td>
<td>15%</td>
<td>14%</td>
<td>64%</td>
<td>73%</td>
<td>12%</td>
<td>8%</td>
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<td>K-12 Education</td>
<td>26%</td>
<td>22%</td>
<td>55%</td>
<td>63%</td>
<td>10%</td>
<td>6%</td>
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<tr>
<td>Colleges/Universities</td>
<td>27%</td>
<td>19%</td>
<td>51%</td>
<td>63%</td>
<td>8%</td>
<td>12%</td>
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<tr>
<td>Technical Training</td>
<td>31%</td>
<td>25%</td>
<td>53%</td>
<td>66%</td>
<td>7%</td>
<td>5%</td>
</tr>
</tbody>
</table>
Employment Overview

- 84 company visits completed in Brown County in 2010.
- 322 visits were conducted in Northeast Wisconsin.
- These 84 businesses employ 4,973 individuals and had sales of over $1 billion.
- Northeast Wisconsin’s 322 companies employ 38,238 individuals with sales of $24.6 billion.
- 38% of these companies also plan to add jobs in the next 12 month period vs. 37% in NEW.

Company Overviews

<table>
<thead>
<tr>
<th></th>
<th>NEW</th>
<th>BC</th>
</tr>
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<tbody>
<tr>
<td>Headquartered in Wisconsin</td>
<td>85%</td>
<td>91%</td>
</tr>
<tr>
<td>Headquartered in the United States</td>
<td>13%</td>
<td>7%</td>
</tr>
<tr>
<td>Headquartered Elsewhere</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Privately Owned</td>
<td>91%</td>
<td>94%</td>
</tr>
<tr>
<td>Publicly Owned</td>
<td>9%</td>
<td>6%</td>
</tr>
</tbody>
</table>

Workforce

Employment Trends

- Increasing Employment | 34% | 36% |
- Decreasing Employment | 21% | 24% |
- Staying the Same      | 45% | 40% |

Recruitment and Retention

- Businesses reported experiencing problems with employee retention | NEW | BC |
  - 8% | 5% |
- Businesses reported experiencing problems with employee recruitment | 31% | 29% |

Sales

- Percent of companies projecting sales growth in the next year | NEW | BC |
  - 84% | 81% |

Primary Source of Sales

<table>
<thead>
<tr>
<th></th>
<th>NEW</th>
<th>BC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local (within 50 miles)</td>
<td>46%</td>
<td>52%</td>
</tr>
<tr>
<td>Regional (51 - 250 miles)</td>
<td>30%</td>
<td>33%</td>
</tr>
<tr>
<td>National</td>
<td>21%</td>
<td>14%</td>
</tr>
<tr>
<td>International</td>
<td>2%</td>
<td>2%</td>
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</table>

Primary Source of Supplies

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<thead>
<tr>
<th></th>
<th>NEW</th>
<th>BC</th>
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<td>37%</td>
<td>41%</td>
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<tr>
<td>Regional (51 - 250 miles)</td>
<td>39%</td>
<td>29%</td>
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<td>National</td>
<td>20%</td>
<td>22%</td>
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<tr>
<td>International</td>
<td>4%</td>
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International Trade Status

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<tbody>
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<td>Import</td>
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<td>14%</td>
</tr>
<tr>
<td>Export</td>
<td>23%</td>
<td>14%</td>
</tr>
<tr>
<td>None</td>
<td>22%</td>
<td>22%</td>
</tr>
</tbody>
</table>

Facility/Equipment

- Expansion plans locally in the next 18 months | 20% | 18% |