



Express

October 2016

Ozaukee Economic Development Business of the Year/Economic Forecast

On October 4th, OED held its 4th annual Business of the Year/Economic Forecast breakfast at the Ozaukee Pavilion. Over 200 business and government representatives joined us for breakfast by Out & Out Catering.

Todd Luft, President of OED welcomed everyone and introduced Roger Kirgues, Chair of the Business Development Committee. Mr. Kirgues gave a brief description of the award parameters and how the selection committee works.

Tom Myers of Reinhart, Boerner Van Deuren s.c. presented the Small Business Award to Commerce State Bank. Commerce State Bank opened for business in 2005 and joined the Cedarburg community in 2009. It has expanded over the years, building a larger facility in Cedarburg and opening a Saukville branch in 2014. Joe Fazio, President of Commerce State Bank, accepted the award. Mr. Fazio thanked both his customers and employees for helping the bank grow to the company it is today.

Pat Miller of Ansay & Associates presented the Mid-Size Business Award to Newman Chevrolet. Newman Chevrolet has been a fixture in the Cedarburg community. In 2011, the company went through a significant expansion at its Town of Cedarburg location and continues to be a key member of the community. Chad Curran, President of Newman Chevrolet, accepted the award. Mr. Curran spoke of the company's history and commitment of its employees-noting that its top five staff had over 90 years combined with the company.

Dean Rennie of KAPCO presented the Large Business Award to Franklin Energy. Franklin Energy is the energy efficiency expert in program administration and implementation for utility clients across the nation. The company, headquartered in Port Washington, has offices in 33 states and over 500 employees. Paul Schueller, President of Franklin Energy, accepted the award. Mr. Schueller noted that Franklin has always been committed to Ozaukee County and Port Washington. The company has had many opportunities to leave, but that they are Ozaukee and here is where they will remain. He then went on to thank his employees for all their time and effort.

Todd Luft introduced Dr. David Borst, President of Family Legacy Institute and the host of "All Business" on WTMJ620 who moderated the program. Bill Morse of Ziegler and Paul Westphal of Baird Northshore served as our experts. The panel discussed Brexit and the effects that it will have on the stock market, continuing issues of connecting employees and jobs, the state of entrepreneurship in Wisconsin and how millennials will change our current workplace. A lightning round then dealt with issues of the stock market's future, the Miller Park sales tax and potential industries that Ozaukee County should focus on.

For information on the program and to apply in 2017, contact Kathleen Schilling at kschilling@co.ozaukee.wi.us

See pictures page 2

Thanks to our Presenting Sponsors



Innovations in Healthcare— Unique Cost Savings Measures

Presenting Sponsor 

Healthcare...It is one of the biggest costs for most small businesses. Time and time again, we read about the costs of health care premiums going up. What is a business to do? On Thursday, September 8th, OED in partnership with the Cedarburg Chamber of Commerce, Grafton Area Chamber of Commerce, Mequon-Thiensville Chamber of Commerce, Port Washington Chamber of Commerce and Saukville Chamber of Commerce held an educational seminar.

The event, sponsored by US Bank, was attended by 75 employers at the Black Swan to hear about possible solutions to keep their costs down. John Torinus, Chairman of Serigraph in West Bend and author of two books; “The Company that Solved Healthcare” and “The Grassroots of Health Care Revolution” started us out. Mr. Torinus has focused much of his research on Point of Purchase solutions. His company, which has a self-funded insurance program, has negotiated with a variety of health care institutions to bring down costs. Additionally, his company offers incentives to his employees to utilize the best low cost options. Through the implementation of these methods, his company has seen significant cost savings to their health care budget.

Jim Mueller, CEO of MuellerQAAS, an expert in the health care field spoke about the new efforts of current healthcare providers to work with insurance companies to provide a lower-cost option to businesses. He talked about some of the new provider networks—i.e. about Health and the Integrated Health Network—and how they can help reduce a business’s health care bottom line.

Dr. Richard Lewis from YourMD, spoke about his new practice. His practice does not utilize traditional insurance, but attempts to reduce costs by having a strong doctor/patient relationship and catching issues early.

OED works in partnership with our area Chambers of Commerce to ensure that we provide you with information on issues facing businesses today. We are currently working on a program for this winter focusing on cyber-security and ways your business can be protected. If you have an issue that is affecting your business and think it would be a good topic for an upcoming seminar, feel free to contact me at kschilling@co.ozaukee.wi.us

Ozaukee Economic Development Business of the Year/Economic Forecast Breakfast



Todd Luft



Roger Kirgues



Dr. David Borst



Paul Westphal—Bill Morse



Commerce State Bank



Newman Chevrolet



Franklin Energy