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

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.

<table>
<thead>
<tr>
<th>Tax Rates For City of Milton</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>State of Wisconsin</td>
<td>1.782890</td>
<td>1.742200</td>
<td>1.714217</td>
<td>1.732762</td>
<td>1.729746</td>
</tr>
<tr>
<td>Rock County</td>
<td>55.312100</td>
<td>57.038210</td>
<td>60.622357</td>
<td>64.231038</td>
<td>66.447806</td>
</tr>
<tr>
<td>City of Milton</td>
<td>67.038110</td>
<td>69.777580</td>
<td>71.123385</td>
<td>76.784070</td>
<td>80.946067</td>
</tr>
<tr>
<td>Milton School District</td>
<td>77.269100</td>
<td>81.209300</td>
<td>86.340485</td>
<td>91.783770</td>
<td>87.939483</td>
</tr>
<tr>
<td>Blackhawk Comm College</td>
<td>17.911310</td>
<td>17.752510</td>
<td>17.467169</td>
<td>18.219144</td>
<td>18.839877</td>
</tr>
</tbody>
</table>

   - Net Rate per $100 Assessed Value: 206.795410 $ 215.2142 $ 225.465641 $ 240.642382 $ 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)
<table>
<thead>
<tr>
<th>Community Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Attachments: Exhibit 26 – City of Milton Largest Employers – Manufacturing and Distribution Companies</td>
</tr>
</tbody>
</table>
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
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
WEDEC Business and Community Assistance Summary

We have provided a summary of the business and community assistance available through WEDEC. Please contact your appropriate WEDEC staff listed for each program to obtain additional information and to see if, and how, WEDEC 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: WEDEC Regional Account Managers.

WEDEC Direct Funding (Loans)
WEDEC may provide Direct Funding (loans) to businesses. Given the high level of demand and the limited funds available, WEDEC should not be considered a source of primary financing. WEDEC 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: WEDEC 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 WEDEC. 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 WEDEC. Contact: WEDEC 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 WEDEC. 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 WEDEC. Special consideration for Jobs Tax Credits is given to manufacturing businesses. Contact: WEDEC Regional Account Managers.

WEDEC Training Grant
The WEDEC 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: WEDEC Regional Account Managers.

COMMUNITY DEVELOPMENT

Brownfield Grants
WEDEC 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, WEDEC will provide assistance for redevelopment activities that are extraordinarily costly and difficult to finance through the private sector. Contact: WEDEC Community Account Managers.
Brownfield Site Assessment Grant Program

WE DC 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

WE DC 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 Schiffrin, 608-210-6826 or Chris.Schiffrin@wedc.org

Technology Development Loans

WE DC provides loans to Wisconsin companies to facilitate research and development and commercialization of innovative technology products. Contact: Aaron Hagar, 608-210-6826 or 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 Botum
608-210-6728, Quinn.Botum@wedd.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@wedd.org

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

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**Wisconsin Economic Development Corporation**

201 W. Washington Ave.

Madison, WI 53703

608-210-6700

855-INWIBIZ

Privacy Notice | Terms of Use
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
## WISCONSIN VS ILLINOIS TAX RATES

### 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 manufact. 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

**SOURCE:** All States Handbook 2012; Tax Foundation; WI Dept of Revenue; various reports
# Multi-State Electric Bill Comparison

## Typical Industrial Electric Bills (in $/month)

**Demand (kW) and Consumption (kWh)**

<table>
<thead>
<tr>
<th>Demand in kW</th>
<th>75</th>
<th>75</th>
<th>75</th>
<th>1000</th>
<th>1000</th>
<th>1000</th>
<th>50,000</th>
<th>50,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consumption in kWh</td>
<td>15,000</td>
<td>30,000</td>
<td>50,000</td>
<td>200,000</td>
<td>400,000</td>
<td>650,000</td>
<td>15,000,000</td>
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**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*
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).

###

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

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<th>Contract Admin. Fee</th>
<th>Years of Expected Energy Savings</th>
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<td><strong>Tier 1-A</strong></td>
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<tr>
<td>Efficient T-8 Fluorescent</td>
<td>3.0%</td>
<td>10 years or less</td>
</tr>
<tr>
<td>Outdoor Lighting</td>
<td>3.0%</td>
<td>10 years or less</td>
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<tr>
<td>High Bay Fluorescent</td>
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<tr>
<td>Super T-8 Fluorescent</td>
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<td>Screw In Lamp (Compact/PL)</td>
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<td><strong>Tier 1-A Calculation:</strong> Annual energy cost savings x 3 years of saving for contract = maximum contract amount</td>
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<td><strong>Tier 1-B</strong></td>
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<td>Energy Management System</td>
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<td>11 – 14 years</td>
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<tr>
<td>Energy Efficient Air Conditioners</td>
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<td>11 – 14 years</td>
</tr>
<tr>
<td>Energy Efficient Furnace</td>
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<td>11 – 14 years</td>
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<td>HVAC Other</td>
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<td>11 – 14 years</td>
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<tr>
<td>Building Insulation</td>
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<tr>
<td>Energy Efficient Boiler</td>
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<tr>
<td>Process Change</td>
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<td>Adjustable Speed Drives</td>
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<td>Upgrading Refrigerated Cases with LED Lighting</td>
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<td>Energy Efficient Chillers</td>
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<td>Efficient Exterior LED Lighting</td>
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<td>15 years, as technology emerges</td>
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<td>Efficient Interior LED Lighting</td>
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<td>15 years, as technology emerges</td>
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<td>Industrial Refrigeration System</td>
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*Annual energy cost savings is derived by the energy efficiency evaluation as conducted by Alliant Energy.*
## SECTION I-PROSPECT/APPLICANT INFORMATION

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<th>S Corp</th>
<th>LLC</th>
<th>LLP</th>
<th>Partnership</th>
<th>Sole Proprietor</th>
<th>Non Profit</th>
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Legal Name:
Trade Name:
Address:
City, State, Zip: County:
FEIN #: (Federal Employee Identification Number – Tax ID or Social Security Number)
State of Organization: (Per Articles of Incorporation/Organization)
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: Yes No
If Yes, the Minority Classification is: Eskimo Native Hawaiian Hispanic Native American Aleut Asian-Indian
Asian-Pacific African American
Woman Owned: Yes No
Owned by a Person with a Disability: Yes No
Foreign Owned: Yes 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

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<th>Project Location: City</th>
<th>Town</th>
<th>Village Of:</th>
<th>County:</th>
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<th>Project Street Address</th>
<th>Square Footage of Project Facility(ft²):</th>
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**Brief Project Summary:**

### SECTION IV-PROJECT TIME-LINE

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<th>Secure all financing by:</th>
<th>Break ground/lease by:</th>
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<table>
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<th>Begin production by:</th>
<th>Achieve full production by:</th>
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### SECTION V-PROPOSED PROJECT BUDGET

#### USES OF FUNDING

| (equip, bldg, work cap, training, etc.) | SOURCES OF FUNDING*
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(Bank, Equity, SBA, RLF, etc.)</td>
</tr>
<tr>
<td></td>
<td>WEDC</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Please provide the following for the sources listed above:

<table>
<thead>
<tr>
<th>Source</th>
<th>Source Name:</th>
<th>Contact Name:</th>
<th>Contact Title</th>
<th>Email Address</th>
<th>Phone Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
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<td></td>
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<tr>
<td>2.</td>
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<td>3.</td>
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</tr>
</tbody>
</table>

### SECTION VI-PROJECTED EMPLOYMENT

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

<table>
<thead>
<tr>
<th>Existing Positions</th>
<th>Positions Created</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Year One</td>
</tr>
<tr>
<td>Avg. Hourly Wage</td>
<td>Avg. Starting Hourly Wage</td>
</tr>
<tr>
<td>Number of Existing</td>
<td>Position Title</td>
</tr>
</tbody>
</table>

**TOTAL**

### SECTION VII-BENEFIT INFORMATION

- **Check the Health Insurance Provided to Employees:**
  - [ ] None
  - [ ] Individual
  - [ ] Family

- **Percent of Health Insurance Premium Paid by Company:**
  - [ ]
  - [ ]

- **Average Deductible Paid by Employee:**
  - [ ]
  - [ ]

- **Other Benefits Provided to the Majority of the Workforce:**
  - [ ] Life Insurance
  - [ ] Pension
  - [ ] 401(k)
  - [ ] Childcare
  - [ ] Tuition Reimbursement
  - [ ] Other: (Specify)

- **Will new employees be provided with substantially the same benefits as described above:**
  - [ ] Yes
  - [ ] No
**SECTION VIII-OWNERSHIP INFORMATION (unless publicly owned)**

<table>
<thead>
<tr>
<th>Name: (First, Middle Initial, Last)</th>
<th>Phone Number</th>
<th>Personal Financial Statement Attached</th>
<th>Ownership %*</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td></td>
<td></td>
<td>YES %</td>
</tr>
<tr>
<td>2.</td>
<td></td>
<td></td>
<td>YES %</td>
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<tr>
<td>3.</td>
<td></td>
<td></td>
<td>YES %</td>
</tr>
<tr>
<td>4.</td>
<td></td>
<td></td>
<td>YES %</td>
</tr>
<tr>
<td>5.</td>
<td></td>
<td></td>
<td>YES %</td>
</tr>
<tr>
<td>All Others:</td>
<td></td>
<td></td>
<td>100%</td>
</tr>
</tbody>
</table>

*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.

**SECTION IX-INFORMATION ON LEGAL PROCEEDINGS**

<table>
<thead>
<tr>
<th>YES/NO</th>
</tr>
</thead>
<tbody>
<tr>
<td>Has the applicant, or any owner, officer, subsidiary or affiliate, been involved in a lawsuit in the last 5 years?</td>
</tr>
<tr>
<td>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?</td>
</tr>
<tr>
<td>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?</td>
</tr>
<tr>
<td>Does the applicant, or any owner, officer, subsidiary or affiliate, have any outstanding tax liens?</td>
</tr>
</tbody>
</table>

Please attach a detailed explanation of any YES responses.

**SECTION X-MARKET INFORMATION**

<table>
<thead>
<tr>
<th>THREE MAJOR CUSTOMERS:</th>
<th>% OF SALES</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td></td>
</tr>
<tr>
<td>2.</td>
<td></td>
</tr>
<tr>
<td>3.</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>THREE MAJOR COMPETITORS</th>
<th>LOCATION (City and State)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td></td>
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<td>2.</td>
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<td>3.</td>
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</table>

**SECTION XI-SUMMARY OF HISTORICAL FINANCIAL INFORMATION**

<table>
<thead>
<tr>
<th>FYE</th>
<th>/</th>
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</thead>
<tbody>
<tr>
<td>Total Sales</td>
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<tr>
<td>Net Income</td>
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<tr>
<td>Total Assets</td>
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</tr>
<tr>
<td>Total Liabilities</td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity</td>
<td></td>
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<tr>
<td>WI Income Tax Liability</td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>(C Corporations Only)</td>
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</tbody>
</table>

**SECTION XII-SUMMARY OF PROJECTED FINANCIAL INFORMATION**

<table>
<thead>
<tr>
<th>FYE</th>
<th>/</th>
<th>/</th>
<th>/</th>
<th>/</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Sales</td>
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<td></td>
</tr>
<tr>
<td>Net Income</td>
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<tr>
<td>Total Assets</td>
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</tr>
<tr>
<td>Total Liabilities</td>
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<td></td>
</tr>
<tr>
<td>Equity</td>
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<td></td>
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</tr>
<tr>
<td>WI Income Tax Liability</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>(C Corporations Only)</td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>
### SECTION XIII-STATE REQUESTS FOR BID OR PROPOSAL

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?

If yes, please provide the following:
- Identify the bid or request for proposal (e.g., bid number, or general description or title).
- Identify the state agency or public entity to which you are submitting the bid or proposal.
- Explain the status of the bid or proposal (e.g., recently submitted; considering submission; in current negotiations).

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.

---

### 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

<table>
<thead>
<tr>
<th>Business Plan Dated</th>
<th>Attached</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

INFORMATION NEEDED

☐ ☐ History of the company’s operations

☐ ☐ Resumes or short summaries of the current management team that detail relevant experience, education and length of time with the company

☐ ☐ Description of any affiliates or subsidiaries

☐ ☐ Description of the market niche for the company’s product or service

☐ ☐ A detailed description of the proposed project including environmental remediation

☐ ☐ Three years of historical financial statements that include:
  - balance sheets
  - cash flow statements
  - income statements
  - accountant’s notes

☐ ☐ Most recent quarterly financial statements if the year-end was more than 90 days prior to submission

☐ ☐ Three years of financial projections that include:
  - 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)

☐ ☐ 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).

☐ ☐ 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: ___________________________ |

<table>
<thead>
<tr>
<th><strong>ASSETS</strong></th>
<th><strong>LIABILITIES</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash (Schedule 1)</td>
<td>Secured Notes Payable (Sch. 5)</td>
</tr>
<tr>
<td>Listed Securities (Schedule 2)</td>
<td>Unsecured Notes Payable (Sch.5)</td>
</tr>
<tr>
<td>Unlisted Securities (Schedule 3)</td>
<td>Accounts Payable</td>
</tr>
<tr>
<td>Real Estate Owned (Schedule 4)</td>
<td>Unpaid Income Taxes</td>
</tr>
<tr>
<td>Automobiles</td>
<td>Real Estate Mortgages (Sch. 4)</td>
</tr>
<tr>
<td>Personal Property</td>
<td>Real Estate Taxes</td>
</tr>
<tr>
<td>Cash Value Life Insurance</td>
<td>Credit Cards</td>
</tr>
<tr>
<td>Vested Profit Sharing/Pension</td>
<td>Other Debts (list below)</td>
</tr>
<tr>
<td>Other Assets (list below)</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>TOTAL ASSETS</strong></th>
<th><strong>TOTAL LIABILITIES</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>

**EQUITY** = (Total Assets – Total Liabilities)

**INCOME:**

- Salaries/bonuses
- Dividends/interest
- Other:

**CONTINGENT LIABILITIES:**

- Endorser/Co-maker/Guarantor
- Legal Claims
- Other:
### Personal Financial Statement Page 2

#### Schedule 1 Cash and Equivalents

<table>
<thead>
<tr>
<th>Type</th>
<th>Financial Institution</th>
<th>Amount</th>
<th>Account Name</th>
<th>PLEDGED?</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

#### Schedule 2 Listed Securities

<table>
<thead>
<tr>
<th>Cost</th>
<th>Description</th>
<th>Market Value</th>
<th>Account Name</th>
<th>PLEDGED?</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Schedule 3 Unlisted Securities

<table>
<thead>
<tr>
<th>Cost</th>
<th>Description</th>
<th>Market Value</th>
<th>Account Name</th>
<th>PLEDGED?</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Schedule 4 Real Estate Owned

<table>
<thead>
<tr>
<th>Property Type and Address</th>
<th>Cost</th>
<th>Market Value</th>
<th>Mortgage Amt</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Schedule 5 Notes Payable

<table>
<thead>
<tr>
<th>Secured?</th>
<th>Financial Institution</th>
<th>Original Balance</th>
<th>Current Balance</th>
<th>Date Due</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

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 ___________________________
# W-9 TAXPAYER IDENTIFICATION NUMBER (TIN) VERIFICATION

## 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

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

## 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 back up 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 back up 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).

## 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)**

## For Agency Use Only
<table>
<thead>
<tr>
<th>Agency Number</th>
<th>Contact</th>
<th>Phone Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change</td>
<td>Name</td>
<td>Other (explain)</td>
</tr>
<tr>
<td></td>
<td>Address</td>
<td></td>
</tr>
</tbody>
</table>

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 subcontractors 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](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)

<p>| | |</p>
<table>
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<tr>
<td>A. COMMUNITY Name:</td>
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<td>B. Street/P.O. Box:</td>
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<tr>
<td>C. City &amp; Zip Code:</td>
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<tr>
<td>D. Contact Person:</td>
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<tr>
<td>E. Telephone, Fax, &amp; E-mail address:</td>
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<tr>
<td>F. BUSINESS Name:</td>
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<td>G. Street/P.O. Box:</td>
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<tr>
<td>H. City &amp; Zip Code:</td>
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<tr>
<td>I. Contact Person:</td>
<td></td>
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<tr>
<td>J. Telephone, Fax, &amp; E-mail address:</td>
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</table>

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, detailing 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 ½” 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:

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
<th>Form (Cash, Loan, Services)</th>
</tr>
</thead>
<tbody>
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</table>
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:

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.

<p>| Major Standard Industrial Classification Code (SIC) = __________ (or NAICS code) |</p>
<table>
<thead>
<tr>
<th>Job Category</th>
<th>Number of Jobs</th>
<th>Average Wage</th>
</tr>
</thead>
<tbody>
<tr>
<td>__________________________</td>
<td>__________</td>
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</table>
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.)

<table>
<thead>
<tr>
<th>New Facility</th>
<th>Expansion</th>
<th>From Another State</th>
<th>Retention</th>
</tr>
</thead>
<tbody>
<tr>
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</table>

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).
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)  (Signature)

FRANK BUSALACCHI  __________________________  __________________________________
SECRETARY,  (name)  __________________________________
WISCONSIN DEPARTMENT  (title)  __________________________________
OF TRANSPORTATION  (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.

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.

<table>
<thead>
<tr>
<th>BUSINESS AND EMPLOYER SERVICES</th>
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<tbody>
<tr>
<td>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.</td>
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<tr>
<th>INTERACTIVE GROUP-TRAINING SERVICES</th>
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<tr>
<td>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.</td>
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<tr>
<th>EMPLOYMENT RELATED SERVICES FOR EMPLOYERS:</th>
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<tr>
<td><strong>Employee Leasing.</strong></td>
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<tr>
<td>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:</td>
</tr>
<tr>
<td>- Contracts cover all basic payroll taxes, federal, state, FICA, unemployment, workers compensation, etc.</td>
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<tr>
<td>- Holidays, sick days, etc. are available at the employers discretion and consistent with employer's benefit plans</td>
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<tr>
<td>- Health, dental and other insurances can be provided consistent with the employer's benefit plans</td>
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<tr>
<td>- No buy out fees after 90 days</td>
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<tr>
<th>RECRUITMENT ASSISTANCE FOR EMPLOYERS:</th>
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<tbody>
<tr>
<td>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:</td>
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<tr>
<th><strong>Candidate Searches</strong></th>
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<tr>
<td>- <strong>Hire a Neighbor</strong> — 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.</td>
</tr>
<tr>
<td>- <strong>Job Center of Wisconsin</strong> — 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.</td>
</tr>
<tr>
<td>- <strong>Wanted Analytics</strong> — 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.</td>
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</table>
## 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.
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
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 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.
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
Business Services Coordinator
1370 N. Water Street, PO 656
Platteville, WI 53818
Phone: 608.342.4220, Ext. 227
E-mail: n.flanagan@swwdb.org

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.

www.swwdb.org

This brochure was developed through funding provided by the Wisconsin Department of Workforce Development.
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)
- 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
Tax Incentives for Businesses

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

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

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:

How Do I...
- Request a copy of a prior return
- Change my address
- Request forms
- Request an e-file waiver
- Report fraud

More Calendar Events
- 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

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

Information obtained from U.S. Census Bureau American FactFinder
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/expsf1u.htm.

Milton city, Rock County, Wisconsin

<table>
<thead>
<tr>
<th>Subject</th>
<th>Milton city, Rock County, Wisconsin</th>
<th>Milton city, Wisconsin</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Number</td>
<td>Percent</td>
</tr>
<tr>
<td>Total population</td>
<td>5,132</td>
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<tr>
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<td></td>
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<tr>
<td>Male</td>
<td>2,516</td>
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<tr>
<td>Female</td>
<td>2,616</td>
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<tr>
<td>Under 5 years</td>
<td>350</td>
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<tr>
<td>5 to 9 years</td>
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<tr>
<td>15 to 19 years</td>
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<td>20 to 24 years</td>
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<td>75 to 84 years</td>
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<td>85 years and over</td>
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<tr>
<td>Median age (years)</td>
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<td>White</td>
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<tr>
<td>Black or African American</td>
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<tr>
<td>American Indian and Alaska Native</td>
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<td>Native Hawaiian</td>
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<td>Guamanian or Chamorro</td>
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<td>Milton city, Rock County, Wisconsin</td>
<td>Milton city, Wisconsin</td>
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<tr>
<td>------------------------------------------------------------------------</td>
<td>------------------------------------</td>
<td>------------------------</td>
</tr>
<tr>
<td></td>
<td>Number</td>
<td>Percent</td>
</tr>
<tr>
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<tr>
<td>Two or more races</td>
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<tr>
<td>Race alone or in combination with one or more other races [3]</td>
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<tr>
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<tr>
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<td>0.4</td>
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<tr>
<td>American Indian and Alaska Native</td>
<td>28</td>
<td>0.5</td>
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<tr>
<td>Asian</td>
<td>18</td>
<td>0.4</td>
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<tr>
<td>Native Hawaiian and Other Pacific Islander</td>
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<td>0.0</td>
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<tr>
<td>Some other race</td>
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<td>0.6</td>
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<tr>
<td>HISPANIC OR LATINO AND RACE</td>
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<td></td>
</tr>
<tr>
<td>Total population</td>
<td>5,132</td>
<td>100.0</td>
</tr>
<tr>
<td>Hispanic or Latino (of any race)</td>
<td>47</td>
<td>0.9</td>
</tr>
<tr>
<td>Mexican</td>
<td>36</td>
<td>0.7</td>
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<tr>
<td>Puerto Rican</td>
<td>5</td>
<td>0.1</td>
</tr>
<tr>
<td>Cuban</td>
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<td>0.0</td>
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<tr>
<td>Other Hispanic or Latino</td>
<td>6</td>
<td>0.1</td>
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<tr>
<td>Not Hispanic or Latino</td>
<td>5,085</td>
<td>99.1</td>
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<tr>
<td>White alone</td>
<td>5,021</td>
<td>97.8</td>
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<td>RELATIONSHIP</td>
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<tr>
<td>Total population</td>
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<tr>
<td>In households</td>
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<td>99.5</td>
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<tr>
<td>Householder</td>
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<tr>
<td>Spouse</td>
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<tr>
<td>Child</td>
<td>1,619</td>
<td>31.5</td>
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<tr>
<td>Own child under 18 years</td>
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<td>25.9</td>
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<tr>
<td>Other relatives</td>
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<tr>
<td>Under 18 years</td>
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<tr>
<td>Nonrelatives</td>
<td>252</td>
<td>4.9</td>
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<tr>
<td>Unmarried partner</td>
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<tr>
<td>In group quarters</td>
<td>28</td>
<td>0.5</td>
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<tr>
<td>Institutionalized population</td>
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<td>0.0</td>
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<tr>
<td>Noninstitutionalized population</td>
<td>28</td>
<td>0.5</td>
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<tr>
<td>HOUSEHOLDS BY TYPE</td>
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<tr>
<td>Total households</td>
<td>2,034</td>
<td>100.0</td>
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<tr>
<td>Family households (families)</td>
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<tr>
<td>With own children under 18 years</td>
<td>744</td>
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<tr>
<td>Married-couple family</td>
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<td>52.9</td>
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<tr>
<td>With own children under 18 years</td>
<td>525</td>
<td>25.8</td>
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<tr>
<td>Female household, no husband present</td>
<td>228</td>
<td>11.2</td>
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<tr>
<td>With own children under 18 years</td>
<td>165</td>
<td>8.1</td>
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<tr>
<td>Nonfamily households</td>
<td>651</td>
<td>32.0</td>
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<tr>
<td>Householder living alone</td>
<td>540</td>
<td>26.5</td>
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<tr>
<td>Householder 65 years and over</td>
<td>220</td>
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<td>Households with individuals under 18 years</td>
<td>790</td>
<td>38.8</td>
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<tr>
<td>Households with individuals 65 years and over</td>
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<td>22.4</td>
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<tr>
<td>Average household size</td>
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<td>(X)</td>
</tr>
<tr>
<td>Average family size</td>
<td>3.04</td>
<td>(X)</td>
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<tr>
<td>HOUSING OCCUPANCY</td>
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<td>Total housing units</td>
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<tr>
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<td>2,034</td>
<td>95.5</td>
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<tr>
<td>Vacant housing units</td>
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<tr>
<td>For seasonal, recreational, or occasional use</td>
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<tr>
<td>Homeowner vacancy rate (percent)</td>
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<td>(X)</td>
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<tr>
<td>Rental vacancy rate (percent)</td>
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<td>(X)</td>
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<tr>
<td>HOUSING TENURE</td>
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<tr>
<td>Occupied housing units</td>
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<td>100.0</td>
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<tr>
<td>Owner-occupied housing units</td>
<td>1,324</td>
<td>65.1</td>
</tr>
<tr>
<td>Renter-occupied housing units</td>
<td>710</td>
<td>34.9</td>
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</tbody>
</table>

11/19/2012
Average household size of owner-occupied unit

<table>
<thead>
<tr>
<th>Subject</th>
<th>Milton city, Rock County, Wisconsin</th>
<th>Milton city, Wisconsin</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Number</td>
<td>Percent</td>
</tr>
<tr>
<td>Average household size of owner-occupied unit</td>
<td>2.79</td>
<td>(X)</td>
</tr>
<tr>
<td>Average household size of renter-occupied unit</td>
<td>1.99</td>
<td>(X)</td>
</tr>
</tbody>
</table>

(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, P17, P18, P19, P20, P23, P27, P28, P33, PCT5, PCT8, PCT11, PCT15, H1, H3, H4, H5, H11, and H12.
### Profile of General Population and Housing Characteristics: 2010

**2010 Demographic Profile Data**


**Geography:** Milton city, Rock County, Wisconsin

<table>
<thead>
<tr>
<th>Subject</th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SEX AND AGE</strong></td>
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<td></td>
</tr>
<tr>
<td>Total population</td>
<td>5,546</td>
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<tr>
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<td>354</td>
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<tr>
<td>5 to 9 years</td>
<td>423</td>
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<td>10 to 14 years</td>
<td>417</td>
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<td>15 to 19 years</td>
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<tr>
<td>20 to 24 years</td>
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<td>5.6</td>
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<tr>
<td>25 to 29 years</td>
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<tr>
<td>30 to 34 years</td>
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<tr>
<td>35 to 39 years</td>
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<td>40 to 44 years</td>
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<tr>
<td>45 to 49 years</td>
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<tr>
<td>50 to 54 years</td>
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<tr>
<td>55 to 59 years</td>
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<td>5.9</td>
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<tr>
<td>60 to 64 years</td>
<td>290</td>
<td>5.2</td>
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<tr>
<td>65 to 69 years</td>
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<tr>
<td>70 to 74 years</td>
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<td>2.7</td>
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<tr>
<td>75 to 79 years</td>
<td>138</td>
<td>2.5</td>
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<tr>
<td>80 to 84 years</td>
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<td>85 years and over</td>
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<td>80 to 84 years</td>
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<td>Number</td>
<td>Percent</td>
</tr>
<tr>
<td>----------------------------------------</td>
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<td>45 to 49 years</td>
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<td>Two or More Races</td>
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<tr>
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<tr>
<td>White; Black or African American [3]</td>
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<tr>
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<td>97.1</td>
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<tr>
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<td>American Indian and Alaska Native</td>
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<td>0.5</td>
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<tr>
<td>Subject</td>
<td>Number</td>
<td>Percent</td>
</tr>
<tr>
<td>----------------------------------------------</td>
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</tr>
<tr>
<td>Asian</td>
<td>67</td>
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<tr>
<td>Native Hawaiian and Other Pacific Islander</td>
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<td>0.1</td>
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<tr>
<td>Some Other Race</td>
<td>76</td>
<td>1.4</td>
</tr>
</tbody>
</table>

**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   | 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   | 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**

<p>| 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     |</p>
<table>
<thead>
<tr>
<th>Subject</th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nonfamily households [7]</td>
<td>732</td>
<td>32.8</td>
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<tr>
<td>Householder living alone</td>
<td>598</td>
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<tr>
<td>Male</td>
<td>236</td>
<td>10.6</td>
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<tr>
<td>65 years and over</td>
<td>57</td>
<td>2.6</td>
</tr>
<tr>
<td>Female</td>
<td>362</td>
<td>16.2</td>
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<tr>
<td>65 years and over</td>
<td>188</td>
<td>8.4</td>
</tr>
<tr>
<td>Households with individuals under 18 years</td>
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<tr>
<td>Households with individuals 65 years and over</td>
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<tr>
<td>Average household size</td>
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</tr>
<tr>
<td>Average family size [7]</td>
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<td>(X)</td>
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**HOUSING OCCUPANCY**

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<tr>
<th>Total housing units</th>
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<tbody>
<tr>
<td>Occupied housing units</td>
<td>2,231</td>
<td>93.7</td>
</tr>
<tr>
<td>Vacant housing units</td>
<td>151</td>
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</tr>
<tr>
<td>For rent</td>
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</tr>
<tr>
<td>Rented, not occupied</td>
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<td>0.0</td>
</tr>
<tr>
<td>For sale only</td>
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</tr>
<tr>
<td>Sold, not occupied</td>
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<td>0.3</td>
</tr>
<tr>
<td>For seasonal, recreational, or occasional use</td>
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</tr>
<tr>
<td>All other vacant</td>
<td>33</td>
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</tr>
<tr>
<td>Homeowner vacancy rate (percent) [8]</td>
<td>2.6</td>
<td>(X)</td>
</tr>
<tr>
<td>Rental vacancy rate (percent) [9]</td>
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<td>(X)</td>
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</table>

**HOUSING TENURE**

<table>
<thead>
<tr>
<th>Occupied housing units</th>
<th>2,231</th>
<th>100.0</th>
</tr>
</thead>
<tbody>
<tr>
<td>Owner-occupied housing units</td>
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</tr>
<tr>
<td>Population in owner-occupied housing units</td>
<td>3,930</td>
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</tr>
<tr>
<td>Average household size of owner-occupied units</td>
<td>2.67</td>
<td>(X)</td>
</tr>
<tr>
<td>Renter-occupied housing units</td>
<td>759</td>
<td>34.0</td>
</tr>
<tr>
<td>Population in renter-occupied housing units</td>
<td>1,609</td>
<td>(X)</td>
</tr>
<tr>
<td>Average household size of renter-occupied units</td>
<td>2.12</td>
<td>(X)</td>
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</table>

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.
[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.
### Subject

<table>
<thead>
<tr>
<th>Subject</th>
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<th>Percent</th>
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<td>20 to 24 years</td>
<td>4,710</td>
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<td>25 to 29 years</td>
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<td>30 to 34 years</td>
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<td>35 to 39 years</td>
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<td>40 to 44 years</td>
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<td>45 to 49 years</td>
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<td>50 to 54 years</td>
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<td>55 to 59 years</td>
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<td>70 to 74 years</td>
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<td>75 to 79 years</td>
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<td>80 to 84 years</td>
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<td>85 years and over</td>
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<td>Subject</td>
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<td>Percent</td>
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<tr>
<td>-------------------------------</td>
<td>--------</td>
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</tr>
<tr>
<td>Median age (years)</td>
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<td>70 to 74 years</td>
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<tr>
<td>75 to 79 years</td>
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<td>80 to 84 years</td>
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<td><strong>RACE</strong></td>
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<tr>
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<td>Filipino</td>
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<td>Japanese</td>
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<tr>
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<td>Guamanian or Chamorro</td>
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<td>Samoan</td>
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<td>0.0</td>
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<tr>
<td>Other Pacific Islander [2]</td>
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<td>Some Other Race</td>
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<td>Two or More Races</td>
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<td>Subject</td>
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<td>Percent</td>
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<td>----------------------------------------------</td>
<td>--------</td>
<td>---------</td>
</tr>
<tr>
<td>Asian</td>
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<tr>
<td>Native Hawaiian and Other Pacific Islander</td>
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<tr>
<td>Some Other Race</td>
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<td>4.2</td>
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**HISPANIC OR LATINO**

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<tr>
<th>Subject</th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total population</td>
<td>160,331</td>
<td>100.0</td>
</tr>
<tr>
<td>Hispanic or Latino (of any race)</td>
<td>12,124</td>
<td>7.6</td>
</tr>
<tr>
<td>Mexican</td>
<td>10,339</td>
<td>6.4</td>
</tr>
<tr>
<td>Puerto Rican</td>
<td>469</td>
<td>0.3</td>
</tr>
<tr>
<td>Cuban</td>
<td>85</td>
<td>0.1</td>
</tr>
<tr>
<td>Other Hispanic or Latino [5]</td>
<td>1,231</td>
<td>0.8</td>
</tr>
<tr>
<td>Not Hispanic or Latino</td>
<td>148,207</td>
<td>92.4</td>
</tr>
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**HISPANIC OR LATINO AND RACE**

<table>
<thead>
<tr>
<th>Subject</th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total population</td>
<td>160,331</td>
<td>100.0</td>
</tr>
<tr>
<td>Hispanic or Latino</td>
<td>12,124</td>
<td>7.6</td>
</tr>
<tr>
<td>White alone</td>
<td>4,987</td>
<td>3.1</td>
</tr>
<tr>
<td>Black or African American alone</td>
<td>212</td>
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</tr>
<tr>
<td>American Indian and Alaska Native alone</td>
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<tr>
<td>Asian alone</td>
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<tr>
<td>Native Hawaiian and Other Pacific Islander alone</td>
<td>4</td>
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<td>Some Other Race alone</td>
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</tr>
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<td>Two or More Races</td>
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<tr>
<td>Not Hispanic or Latino</td>
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</tr>
<tr>
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</tr>
<tr>
<td>Black or African American alone</td>
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<tr>
<td>Two or More Races</td>
<td>2,769</td>
<td>1.7</td>
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**RELATIONSHIP**

<table>
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<tr>
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<th>Number</th>
<th>Percent</th>
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</thead>
<tbody>
<tr>
<td>Total population</td>
<td>160,331</td>
<td>100.0</td>
</tr>
<tr>
<td>In households</td>
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<tr>
<td>Householder</td>
<td>62,905</td>
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<tr>
<td>Child</td>
<td>46,879</td>
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<tr>
<td>Own child under 18 years</td>
<td>36,188</td>
<td>22.6</td>
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<tr>
<td>Other relatives</td>
<td>6,900</td>
<td>4.3</td>
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<tr>
<td>Under 18 years</td>
<td>2,888</td>
<td>1.8</td>
</tr>
<tr>
<td>65 years and over</td>
<td>833</td>
<td>0.5</td>
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<tr>
<td>Nonrelatives</td>
<td>9,556</td>
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</tr>
<tr>
<td>Under 18 years</td>
<td>1,042</td>
<td>0.6</td>
</tr>
<tr>
<td>65 years and over</td>
<td>354</td>
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<tr>
<td>Unmarried partner</td>
<td>5,345</td>
<td>3.3</td>
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<tr>
<td>In group quarters</td>
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<tr>
<td>Institutionalized population</td>
<td>1,400</td>
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</tr>
<tr>
<td>Male</td>
<td>701</td>
<td>0.4</td>
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<tr>
<td>Female</td>
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<tr>
<td>Noninstitutionalized population</td>
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<tr>
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<tr>
<td>Female</td>
<td>764</td>
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**HOUSEHOLDS BY TYPE**

<table>
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<th>Subject</th>
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<tr>
<td>Total households</td>
<td>62,905</td>
<td>100.0</td>
</tr>
<tr>
<td>Family households (families) [7]</td>
<td>42,416</td>
<td>67.4</td>
</tr>
<tr>
<td>With own children under 18 years</td>
<td>19,253</td>
<td>30.6</td>
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<tr>
<td>Husband-wife family</td>
<td>31,157</td>
<td>49.5</td>
</tr>
<tr>
<td>With own children under 18 years</td>
<td>12,162</td>
<td>19.3</td>
</tr>
<tr>
<td>Male householder, no wife present</td>
<td>3,502</td>
<td>5.6</td>
</tr>
<tr>
<td>With own children under 18 years</td>
<td>2,081</td>
<td>3.3</td>
</tr>
<tr>
<td>Female householder, no husband present</td>
<td>7,757</td>
<td>12.3</td>
</tr>
<tr>
<td>With own children under 18 years</td>
<td>5,010</td>
<td>8.0</td>
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</table>

12/18/2012
### Table: Housing Characteristics

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<th>Number</th>
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</thead>
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<td>Nonfamily households [7]</td>
<td>20,489</td>
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<td>Householder living alone</td>
<td>16,529</td>
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<tr>
<td>Male</td>
<td>7,277</td>
<td>11.6</td>
</tr>
<tr>
<td>65 years and over</td>
<td>1,736</td>
<td>2.8</td>
</tr>
<tr>
<td>Female</td>
<td>9,252</td>
<td>14.7</td>
</tr>
<tr>
<td>65 years and over</td>
<td>4,643</td>
<td>7.4</td>
</tr>
<tr>
<td>Households with individuals under 18 years</td>
<td>21,170</td>
<td>33.7</td>
</tr>
<tr>
<td>Households with individuals 65 years and over</td>
<td>15,405</td>
<td>24.5</td>
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<tr>
<td>Average household size</td>
<td>2.50</td>
<td>( X )</td>
</tr>
<tr>
<td>Average family size [7]</td>
<td>3.00</td>
<td>( X )</td>
</tr>
</tbody>
</table>

### 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.


[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.
### People QuickFacts Milton Wisconsin

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<th>People QuickFacts</th>
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<th>Wisconsin</th>
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<th>5,711,767</th>
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<tr>
<td>Population, 2010</td>
<td>5,546</td>
<td>5,666,986</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Persons under 5 years, percent, 2010</td>
<td>6.4%</td>
<td>6.3%</td>
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<tr>
<td>Persons under 18 years, percent, 2010</td>
<td>26.3%</td>
<td>23.6%</td>
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<tr>
<td>Persons 65 years and over, percent, 2010</td>
<td>12.5%</td>
<td>13.7%</td>
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<td></td>
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</tr>
<tr>
<td>Female persons, percent, 2010</td>
<td>50.9%</td>
<td>50.4%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>White persons, percent, 2010 (a)</td>
<td>96.0%</td>
<td>86.2%</td>
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<tr>
<td>Black persons, percent, 2010 (a)</td>
<td>0.5%</td>
<td>6.3%</td>
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<tr>
<td>American Indian and Alaska Native persons, percent, 2010 (a)</td>
<td>0.2%</td>
<td>1.0%</td>
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<tr>
<td>Asian persons, percent, 2010 (a)</td>
<td>1.0%</td>
<td>2.3%</td>
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<td></td>
</tr>
<tr>
<td>Native Hawaiian and Other Pacific Islander, percent, 2010 (a)</td>
<td>0.0%</td>
<td>0.0%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Persons reporting two or more races, percent, 2010</td>
<td>1.1%</td>
<td>1.8%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Persons of Hispanic or Latino origin, percent, 2010 (b)</td>
<td>2.4%</td>
<td>5.9%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>White persons not Hispanic, percent, 2010</td>
<td>95.0%</td>
<td>83.3%</td>
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</tr>
<tr>
<td>Living in same house 1 year &amp; over, 2006-2010</td>
<td>84.7%</td>
<td>85.3%</td>
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<tr>
<td>Foreign born persons, percent, 2006-2010</td>
<td>0.5%</td>
<td>4.6%</td>
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<tr>
<td>Language other than English spoken at home, pct age 5+, 2006-2010</td>
<td>1.5%</td>
<td>8.4%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>High school graduates, percent of persons age 25+, 2006-2010</td>
<td>93.4%</td>
<td>89.4%</td>
<td></td>
<td></td>
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<td>Bachelor's degree or higher, pct of persons age 25+, 2006-2010</td>
<td>28.6%</td>
<td>25.8%</td>
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<td></td>
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</tr>
<tr>
<td>Mean travel time to work (minutes), workers age 16+, 2006-2010</td>
<td>25.1</td>
<td>21.3</td>
<td></td>
<td></td>
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<tr>
<td>Homeownership rate, 2006-2010</td>
<td>64.7%</td>
<td>69.5%</td>
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</tr>
<tr>
<td>Housing units in multi-unit structures, percent, 2006-2010</td>
<td>29.6%</td>
<td>25.5%</td>
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<tr>
<td>Median value of owner-occupied housing units, 2006-2010</td>
<td>$148,600</td>
<td>$169,000</td>
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<tr>
<td>Households, 2006-2010</td>
<td>2,386</td>
<td>2,274,611</td>
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<tr>
<td>Persons per household, 2006-2010</td>
<td>2.31</td>
<td>2.41</td>
<td></td>
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</tr>
<tr>
<td>Per capita money income in past 12 months (2010 dollars) 2006-2010</td>
<td>$23,770</td>
<td>$26,624</td>
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</tr>
<tr>
<td>Median household income 2006-2010</td>
<td>$49,630</td>
<td>$51,598</td>
<td></td>
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<td></td>
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<tr>
<td>Persons below poverty level, percent, 2006-2010</td>
<td>8.9%</td>
<td>11.6%</td>
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</table>

### Business QuickFacts Milton Wisconsin

<table>
<thead>
<tr>
<th>Business QuickFacts</th>
<th>Milton</th>
<th>Wisconsin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total number of firms, 2007</td>
<td>650</td>
<td>433,797</td>
</tr>
<tr>
<td>Black-owned firms, percent, 2007</td>
<td>F</td>
<td>2.6%</td>
</tr>
<tr>
<td>American Indian- and Alaska Native-owned firms, percent, 2007</td>
<td>F</td>
<td>0.6%</td>
</tr>
<tr>
<td>Asian-owned firms, percent, 2007</td>
<td>F</td>
<td>1.6%</td>
</tr>
<tr>
<td>Native Hawaiian and Other Pacific Islander-owned firms, percent, 2007</td>
<td>F</td>
<td>S</td>
</tr>
<tr>
<td>Hispanic-owned firms, percent, 2007</td>
<td>F</td>
<td>1.3%</td>
</tr>
<tr>
<td>Women-owned firms, percent, 2007</td>
<td>41.4%</td>
<td>25.9%</td>
</tr>
<tr>
<td>Manufacturers shipments, 2007 ($1000)</td>
<td>288,899</td>
<td>163,563,195</td>
</tr>
<tr>
<td>Merchant wholesaler sales, 2007 ($1000)</td>
<td>35,564</td>
<td>59,996,244</td>
</tr>
<tr>
<td>Retail sales, 2007 ($1000)</td>
<td>34,619</td>
<td>72,283,321</td>
</tr>
<tr>
<td>Retail sales per capita, 2007</td>
<td>$6,057</td>
<td>$12,904</td>
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<tr>
<td>Accommodation and food services sales, 2007 ($1000)</td>
<td>5,912</td>
<td>9,247,311</td>
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</table>

### Geography QuickFacts Milton Wisconsin

<table>
<thead>
<tr>
<th>Geography QuickFacts</th>
<th>Milton</th>
<th>Wisconsin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land area in square miles, 2010</td>
<td>3.53</td>
<td>54,157,80</td>
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<tr>
<td>Persons per square mile, 2010</td>
<td>1,572.4</td>
<td>105.0</td>
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<tr>
<td>----------------------------</td>
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</tr>
<tr>
<td>FIPS Code</td>
<td>52200</td>
<td>55</td>
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</table>

(a) Includes persons reporting only one race.
(b) Hispanics may be of any race, so also are included in applicable race categories.


Last Revised: Tuesday, 18-Sep-2012 17:09:05 EDT
## Rock County, Wisconsin

### People QuickFacts

<table>
<thead>
<tr>
<th>People QuickFacts</th>
<th>Rock County</th>
<th>Wisconsin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population, 2011 estimate</td>
<td>160,092</td>
<td>5,711,767</td>
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<tr>
<td>Population, 2010 (April 1) estimates base</td>
<td>160,331</td>
<td>5,686,986</td>
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<tr>
<td>Population, percent change, April 1, 2010 to July 1, 2011</td>
<td>-0.1%</td>
<td>0.4%</td>
</tr>
<tr>
<td>Population, 2010</td>
<td>160,331</td>
<td>5,686,986</td>
</tr>
<tr>
<td>Persons under 5 years, percent, 2011</td>
<td>6.4%</td>
<td>6.2%</td>
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<tr>
<td>Persons under 18 years, percent, 2011</td>
<td>24.5%</td>
<td>23.2%</td>
</tr>
<tr>
<td>Persons 65 years and over, percent, 2011</td>
<td>13.8%</td>
<td>13.9%</td>
</tr>
<tr>
<td>Female persons, percent, 2011</td>
<td>50.9%</td>
<td>50.3%</td>
</tr>
<tr>
<td>White persons, percent, 2011 (a)</td>
<td>91.2%</td>
<td>88.4%</td>
</tr>
<tr>
<td>Black persons, percent, 2011 (a)</td>
<td>5.1%</td>
<td>6.5%</td>
</tr>
<tr>
<td>American Indian and Alaska Native persons, percent, 2011 (a)</td>
<td>0.5%</td>
<td>1.1%</td>
</tr>
<tr>
<td>Asian persons, percent, 2011 (a)</td>
<td>1.1%</td>
<td>2.4%</td>
</tr>
<tr>
<td>Native Hawaiian and Other Pacific Islander persons, percent, 2011 (a)</td>
<td>0.1%</td>
<td>0.2%</td>
</tr>
<tr>
<td>Persons reporting two or more races, percent, 2011</td>
<td>2.0%</td>
<td>1.6%</td>
</tr>
<tr>
<td>Persons of Hispanic or Latino Origin, percent, 2011 (b)</td>
<td>7.8%</td>
<td>6.1%</td>
</tr>
<tr>
<td>White persons not Hispanic, percent, 2011</td>
<td>84.3%</td>
<td>83.1%</td>
</tr>
<tr>
<td>Living in same house 1 year &amp; over, 2006-2010</td>
<td>88.2%</td>
<td>85.3%</td>
</tr>
<tr>
<td>Language other than English spoken at home, pct age 5+, 2006-2010</td>
<td>7.9%</td>
<td>8.4%</td>
</tr>
<tr>
<td>High school graduates, percent of persons age 25+, 2006-2010</td>
<td>87.4%</td>
<td>89.4%</td>
</tr>
<tr>
<td>Bachelor's degree or higher, pct of persons age 25+, 2006-2010</td>
<td>19.8%</td>
<td>25.8%</td>
</tr>
<tr>
<td>Veterans, 2006-2010</td>
<td>13,025</td>
<td>440,265</td>
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<tr>
<td>Mean travel time to work (minutes), workers age 16+, 2006-2010</td>
<td>21.5</td>
<td>21.3</td>
</tr>
<tr>
<td>Housing units, 2011</td>
<td>68,474</td>
<td>2,634,781</td>
</tr>
<tr>
<td>Homeownership rate, 2006-2010</td>
<td>73.5%</td>
<td>69.5%</td>
</tr>
<tr>
<td>Housing units in multi-unit structures, percent, 2006-2010</td>
<td>18.7%</td>
<td>25.5%</td>
</tr>
<tr>
<td>Median value of owner-occupied housing units, 2006-2010</td>
<td>$138,000</td>
<td>$169,000</td>
</tr>
<tr>
<td>Households, 2006-2010</td>
<td>62,598</td>
<td>2,274,611</td>
</tr>
<tr>
<td>Persons per household, 2006-2010</td>
<td>2.51</td>
<td>2.41</td>
</tr>
<tr>
<td>Per capita money income in past 12 months (2010 dollars) 2006-2010</td>
<td>$23,926</td>
<td>$26,624</td>
</tr>
<tr>
<td>Median household income 2006-2010</td>
<td>$49,716</td>
<td>$51,598</td>
</tr>
<tr>
<td>Persons below poverty level, percent, 2006-2010</td>
<td>12.4%</td>
<td>11.6%</td>
</tr>
</tbody>
</table>

### Business QuickFacts

<table>
<thead>
<tr>
<th>Business QuickFacts</th>
<th>Rock County</th>
<th>Wisconsin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private nonfarm establishments, 2010</td>
<td>3,292</td>
<td>139,554</td>
</tr>
<tr>
<td>Private nonfarm employment, 2010</td>
<td>51,167</td>
<td>2,320,696</td>
</tr>
<tr>
<td>Private nonfarm employment, percent change, 2000-2010</td>
<td>-15.8%</td>
<td>-3.9%</td>
</tr>
<tr>
<td>Nonemployer establishments, 2010</td>
<td>8,162</td>
<td>331,692</td>
</tr>
<tr>
<td>Total number of firms, 2007</td>
<td>11,212</td>
<td>433,797</td>
</tr>
<tr>
<td>Black-owned firms, percent, 2007</td>
<td>2.7%</td>
<td>2.6%</td>
</tr>
<tr>
<td>American Indian- and Alaska Native-owned firms, percent, 2007</td>
<td>0.4%</td>
<td>0.6%</td>
</tr>
<tr>
<td>Asian-owned firms, percent, 2007</td>
<td>1.6%</td>
<td>1.6%</td>
</tr>
<tr>
<td>Native Hawaiian and Other Pacific Islander-owned firms, percent, 2007</td>
<td>1%</td>
<td>0.8%</td>
</tr>
<tr>
<td>Hispanic-owned firms, percent, 2007</td>
<td>1.9%</td>
<td>1.3%</td>
</tr>
<tr>
<td>Women-owned firms, percent, 2007</td>
<td>27.9%</td>
<td>25.9%</td>
</tr>
</tbody>
</table>
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

<table>
<thead>
<tr>
<th>Geography QuickFacts</th>
<th>Rock County</th>
<th>Wisconsin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land area in square miles, 2010</td>
<td>718.14</td>
<td>54,157.80</td>
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<tr>
<td>Persons per square mile, 2010</td>
<td>223.3</td>
<td>105.0</td>
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<tr>
<td>FIPS Code</td>
<td>105</td>
<td>55</td>
</tr>
<tr>
<td>Metropolitan or Micropolitan Statistical Area</td>
<td>Janesville, WI Metro Area</td>
<td></td>
</tr>
</tbody>
</table>

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
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

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.

<table>
<thead>
<tr>
<th>Occupation code</th>
<th>Occupation title (click on the occupation title to view an occupational profile)</th>
<th>Group</th>
<th>Employment</th>
<th>Employment RSE</th>
<th>Employment per 1000 jobs</th>
<th>Location quotient</th>
<th>Median hourly wage</th>
<th>Mean hourly wage</th>
<th>Annual mean wage</th>
<th>Mean wage</th>
<th>RSE</th>
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</thead>
<tbody>
<tr>
<td>00-0000</td>
<td>All Occupations</td>
<td>major</td>
<td>58,500</td>
<td>3.1%</td>
<td>1000.000</td>
<td>1.00</td>
<td>$14.57</td>
<td>$18.15</td>
<td>$37,750</td>
<td>2.1%</td>
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<tr>
<td>11-0000</td>
<td>Management Occupations</td>
<td>major</td>
<td>2,120</td>
<td>7.9%</td>
<td>36.297</td>
<td>0.75</td>
<td>$36.87</td>
<td>$39.76</td>
<td>$82,690</td>
<td>2.2%</td>
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<tr>
<td>11-1011</td>
<td>Chief Executives</td>
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<td>70</td>
<td>17.2%</td>
<td>1.186</td>
<td>0.57</td>
<td>$78.96</td>
<td>$83.36</td>
<td>$173,400</td>
<td>10.5%</td>
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<tr>
<td>Occupation code</td>
<td>Occupation title</td>
<td>Group</td>
<td>Employment</td>
<td>Employment RSE</td>
<td>Employment per 1000 jobs</td>
<td>Location quotient</td>
<td>Median hourly wage</td>
<td>Mean hourly wage</td>
<td>Annual mean wage</td>
<td>Mean wage RSE</td>
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<td>-----------------</td>
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<td>----------------</td>
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<td>-----------------</td>
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<tr>
<td>49-2011</td>
<td>Installers, and Repairers Computer, Automated Teller, and Office Machine Repairers Telecommunications Equipment Installers and Repairers, Except Line Installers Automotive Body and Related Repairers Automotive Service Technicians and Mechanics Bus and Truck Mechanics and Diesel Engine Specialists Farm Equipment Mechanics and Service Technicians Mobile Heavy Equipment Mechanics, Except Engines Tire Repairers and Changers Mechanical Door Repairers Heating, Air Conditioning, and Refrigeration Mechanics and Installers Industrial Machinery Mechanics Maintenance Workers, Machinery Maintenance and Repair Workers, General Helpers--Installation, Maintenance, and Repair Workers Installation, Maintenance, and Repair Workers, All Other</td>
<td>40</td>
<td>36.6%</td>
<td>0.605</td>
<td>0.70</td>
<td>$14.74</td>
<td>$15.53</td>
<td>$32,300</td>
<td>4.5%</td>
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<td>49-2022</td>
<td>(8)</td>
<td>(8)</td>
<td>(8)</td>
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<td></td>
<td>$24.84</td>
<td>$24.91</td>
<td>$51,800</td>
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<td>49-3022</td>
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<td>(8)</td>
<td>(8)</td>
<td>(8)</td>
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<tr>
<td>49-3021</td>
<td>70</td>
<td>22.2%</td>
<td>1.255</td>
<td>1.23</td>
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<td>$18.31</td>
<td>$18.95</td>
<td>$39,410</td>
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<td>49-3023</td>
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<td>20.6%</td>
<td>5.231</td>
<td>1.14</td>
<td></td>
<td>$19.27</td>
<td>$19.69</td>
<td>$40,950</td>
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<td>2.123</td>
<td>1.22</td>
<td></td>
<td>$18.27</td>
<td>$19.24</td>
<td>$40,020</td>
<td>8.6%</td>
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<tr>
<td>49-3032</td>
<td>70</td>
<td>26.2%</td>
<td>1.149</td>
<td>1.34</td>
<td></td>
<td>$22.59</td>
<td>$22.73</td>
<td>$47,270</td>
<td>3.4%</td>
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<tr>
<td>49-3033</td>
<td>30</td>
<td>39.9%</td>
<td>0.515</td>
<td>0.70</td>
<td></td>
<td>$11.38</td>
<td>$11.47</td>
<td>$23,860</td>
<td>9.4%</td>
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<td>49-3034</td>
<td>(8)</td>
<td>(8)</td>
<td>(8)</td>
<td>(8)</td>
<td></td>
<td></td>
<td>$19.16</td>
<td>$18.40</td>
<td>$38,280</td>
<td>3.2%</td>
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<tr>
<td>49-3035</td>
<td>120</td>
<td>24.3%</td>
<td>1.971</td>
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Wisconsin Department of Workforce Development
Bureau of Workforce Training - Labor Market Information
Query Results - Created on November 19, 2012
http://WORKnet.Wisconsin.gov
# City of Milton

## Largest Employers - Manufacturing or Distribution Companies

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