

City of Franklin

Economic Development Commission (EDC)

Franklin City Hall — Hearing Room
9229 W. Loomis Road, Franklin, Wisconsin

Monday, September 25, 2017 – 6:30 p.m.

MEETING AGENDA

- I. Call to Order, Roll Call and Pledge of Allegiance
- II. Citizen Comment Period
- III. Review of Meeting Minutes: June 26, 2017
- IV. Announcements relating to Economic Development (No action to be taken)
 - A. Introduction of new Commissioner, Steve Bobowski
 - B. Speaker Ryan Listening Session held at Allis-Roller
 - C. GHN Celebrates 130th Anniversary
 - D. Hermle Apprenticeship Event
 - E. Expansion Projects in the Franklin Business and Industrial Park (Krones & Baptista's, Zilber Spec Building)
 - F. International Economic Development Council Conference Report by the Director of Economic Development
- V. Business Matters (Action may be taken as determined by the EDC)
 - A. Election of Chair and Vice-Chair to lead the EDC
 - B. Discussion of a Business Appreciate Event including location and scheduling
 - C. Discussion of next steps and contracting process for marketing and branding the City.
 - D. Update on the Ballpark Commons development proposal
 - E. Update on Area D development plans, near S. 27th Street and W. Oakwood Road
- VI. Next Meeting Date – October 23, 2017
- VII. Adjournment

Notice is given that a majority of members of the Franklin Common Council may attend this meeting to gather information about an agenda item over which it has decision-making responsibility. This may constitute a meeting of the Common Council per State ex rel. Badke v. Greendale Village Bd., though the Common Council will not take formal action at this meeting.

Notice is given that upon reasonable notice, efforts will be made to accommodate the needs of disabled individuals through appropriate aids and services. For additional information, please contact the Franklin City Clerk's Office at 414-425-7500.

City of Franklin
Economic Development Commission (EDC)
Franklin City Hall — Hearing Room
9229 W. Loomis Road, Franklin, Wisconsin
Monday, June 26, 2017 – 6:30 p.m.
MEETING MINUTES

- I. Call to Order, Roll Call and Pledge of Allegiance: The meeting of the Franklin Economic Development Commission (EDC) was called to order by Vice-Chairman Soto at 6:37 P.M. Commissioners present were Ald. Barber and Commissioners Dausman, Soto, and Cool. Commissioner Litynski was excused. Also present was Economic Development Director, Aaron Hertzberg.
- II. Citizen Comment Period: The floor was open to citizen comment at 6:37 and closed at 6:43.
- III. Review of Meeting Minutes: Motion made (Barber) to approve the minutes of the May 22, 2017 meeting. Motion seconded (Soto). Motion carried: 4 Ayes, 0 Noes, 1 Absent.
- IV. Announcements relating to Economic Development (No action to be taken). Mr. Hertzberg noted the City's upcoming Civic Celebration event. Discussion among members. No action taken.
- V. Business Matters
 - A. Update on approved changes to the Franklin Sign Code: Mr. Hertzberg presented on the item. Discussion occurred among members. No action taken.
 - B. Discussion of Economic Development recruitment and site selection processes: Mr. Hertzberg presented on the item. Commissioners asked staff to provide further details regarding this item at a future meeting. Discussion occurred among members. No action taken.
 - C. Update on the Ballpark Commons development proposal: Mr. Hertzberg presented on the item. Discussion occurred among members. No action taken.
 - D. Report on development potential in Area G, land near W. Loomis and Ryan Roads. Mr. Hertzberg presented on the item. Discussion occurred among members. No action taken.
- VI. Next Meeting Date – July 24, 2017. Commissioners discussed the possibility of cancelling the July meeting. No action taken.
- VII. Adjournment: Motion made (Barber) and seconded (Dausman) to adjourn the meeting at 7:37. Motion carried: 4 Ayes, 0 Noes, 1 Absent.

Speaker Paul Ryan answers questions at Franklin business

BY: [Rikki Mitchell](#)

POSTED: 5:28 PM, Aug 4, 2017

UPDATED: 4:55 PM, Aug 7, 2017

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House Speaker Paul Ryan made several stops in his district Friday to hold employee town halls, answering questions on Foxconn, tax reform and improving the education system in America.

Friday afternoon, he visited Allis Roller in Franklin where he received a brief tour before addressing the employees. He praised the company for recently hiring 25 new employees.

- **[Bill Allows Foxconn To Skirt Environmental Regulations](#)**

But he said the country's tax code needs reforming so more companies can follow suit.

"We have a really bad tax system and our tax system right now penalizes American businesses in a way that our foreign competitors don't," Ryan said.

He followed up on the issue after the town hall, when asked his thoughts on Senate Democrats saying tax reform should not benefit the wealthiest individuals.

"Tax reform will pay for itself but what I think people are missing when they use this rhetoric, take a look at this business right here, this is an LLC. So as far as people are concerned, this

close

But Ryan's main reason for visiting this company was to highlight a program called [GPS Education Partners](#) that employs high school students, so they can learn manufacturing skills while earning credit for school.

"We have to get back to the notion that a two-year school is cool, I mean it really is," Ryan said. "You can learn great skills, great trades, have a good career, make a really good living and you don't have to go to a four-year school and load up on a bunch of debt and spend years working it off."

Foxconn also came up at the town hall. One employee asked why the state is giving Foxconn \$3 billion in incentives to come here, when other businesses already here are struggling to stay afloat.

Ryan answered the question by saying the incentive package is misunderstood and it's conditional based on if Foxconn delivers on its promises to bring at least 3,000 jobs.

He also said Foxconn would not have chosen Wisconsin without these incentives.

"This one deal is worth the reach, it's worth the stretch because what it does is it makes Wisconsin the industrial park for Silicon Valley which means we're going to have a very vibrant manufacturing sector in Wisconsin for a long time coming," he said.

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For Immediate Release

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Celebrating 130 Years **GHN Brings Time-Tested Values into Today's Technological World**

FRANKLIN, WI January 27, 2017 – Local manufacturing icon Galland Henning Nopak (GHN) is proud to mark a significant milestone as it celebrates 130 years of robust, custom-engineered solutions and exceptional customer service in the dynamic fluid power industry.

Galland Henning Nopak will formally kick off its 130th Anniversary celebration at IFPE – the International Exposition for Power Transmission at the Las Vegas Convention Center March 4-8.

"It's like we've come full circle," says Sternberg. "The company that helped launch the industry's premier trade association is going to kick off our 130th year at the trade show that NFPA unveiled over 30 years ago."

Today, the company has grown into the world's most experienced manufacturer of high-density balers and hydraulic and pneumatic valves and cylinders. Now in its fourth generation of Nunnemacher family ownership, GHN is proud to remain privately held.

GHN's rich heritage began in 1887 when entrepreneur Robert Nunnemacher licensed a patent held by Nicholas Galland and Julius Henning. He began to manufacture pneumatic malting equipment for the growing Milwaukee beer industry, successfully serving legendary brewers Pabst, Schlitz, Blatz, Anheuser-Busch, Miller and more.

In 1920, Prohibition halted beer production and the need for a new direction arose. "It's rare to see a company persevere to commemorate such an achievement," notes GHN President Brian Sternberg. "Especially one who has endured the adversity we faced early on. We could have given up when Prohibition began, but that's not the GHN spirit."

Instead, then Galland Henning made a strategic decision to diversify, transforming their cylinder-based manufacturing capability to focus on a growing need for scrap metal balers, the product the company is best known for today. Innovation paid off.

"When Prohibition was repealed, malt beer companies came running to us for new versions of our trusted malting products," Sternberg explains. "But the excitement around our triple compression presses never dimmed. Our balers could swallow whole auto bodies and neatly compact them into the uniform blocks required for manually-operated control valves. We'd resumed one successful business and grown into a trusted partner for a second."

In the decades that followed, Galland Henning created another industry innovation with its launch of the Nopak line of air control valves and double-acting cylinders, eventually changing its name to Galland Henning Nopak. The firm was also instrumental in establishing the National Fluid Power Association in its hometown of Milwaukee.

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About Galland Henning Nopak, Inc. (GHN):

Galland Henning Nopak, Inc. has been a pioneer in manufacturing since 1887. As a privately-held, fourth-generation family business, Galland Henning Nopak is the world's most experienced manufacturer of high-density balers and hydraulic and pneumatic valves and cylinders. The company is a member of the Institute of Scrap Recycling Industries (ISRI) and a founding member of the National Fluid Power Association (NFPA). Leveraging over a century of proven engineering expertise, Galland Henning Nopak offers robust, custom-engineered solutions, delivered with exceptional customer service from America's Midwest. The GHN website can be accessed at www.nopak.com.

Lt. Governor Kleefisch, DWD Secretary Allen Launch New Apprenticeship Collaboration

Posted September 6th, 2017 by [DWD Wisconsin](#)

Hermle Machine Company 1st employer in Wisconsin to utilize German American Chamber of Commerce talent solution

FRANKLIN – Lt. Governor Rebecca Kleefisch joined Department of Workforce Development (DWD) Secretary Ray Allen, German American Chamber of Commerce of the Midwest (GACC Midwest) officials and other partners today to recognize the Hermle Machine Company for being the first employer in the state to introduce a new apprenticeship collaboration that follows the structure of internationally renowned German apprenticeship system.

"With the state's unemployment rate at 3.2 percent, Wisconsin's job creators need a robust set of tools to attract and train workers to stay competitive in the national and global economy," Lt. Governor Kleefisch said. "Today, Wisconsin welcomes a proven, successful collaboration between the private sector, the state's apprenticeship program, and the German American Chamber of Commerce of the Midwest, and we thank the Hermle Machine Company for its enthusiasm in advancing this opportunity in our state."

Wisconsin DWD's Registered Apprenticeship program, which was created in 1911 and has served as a national model for generations, provides a value-added training model for as many as 11,000 apprentices and 2,500 employers in over 200 occupations across the state annually.

GACC Midwest established the Industry Consortium for Advanced Technical Training (ICATT) program in 2015 based on the structure of the internationally renowned German Dual Education System. The Chicago-based GACC Midwest has been expanding the program in and beyond Illinois, and this year worked with officials from DWD, the Wisconsin Economic Development Corporation (WEDC), the Wisconsin Technical College System and other partners to bring the program to Wisconsin. The ICATT program will be another program available under the state's Registered Apprenticeship system.

"Under Governor Walker's leadership, Wisconsin is advancing efforts to find and equip workers with the skills needed for jobs in the modern economy," Secretary Allen said. "Today we are pleased to introduce one more innovative way to meet demand for skilled talent in good-paying, high-growth occupations."

The Hermle Machine Company, based in Franklin, has selected an employee to be the first apprentice once program structure, related instruction, occupation and other details are finalized. The structure of the three-year program will allow apprentices to register with the state, complete on-the-job training and earn an associate's degree, with GACC Midwest providing expertise and certification along the way. The first ICATT apprenticeship in Wisconsin will focus on industrial maintenance.

"At Hermle we understand how important building the next generation of skilled workers is, and it's why we put so much effort into our apprenticeship program in Germany," said Manuel Merkt, Hermle's Executive Vice President of Operations. "The jobs are here, but It's up to manufacturing companies together with technical colleges to develop younger generations into skilled workers to meet the demands of the industry. With the ICATT program we're looking to inspire other companies to join us and invest in the future of manufacturing in America."

Mario Kratsch, Skills Initiative Director at GACC Midwest, said, "Apprenticeships work, not just in Germany, but also in the US. ICATT is a one stop shop solution for companies of every size to join. It is an industry-driven program benchmarked to the highest international standards and directly addresses the

challenges companies face today. We are very thankful for the State of Wisconsin's support in promoting ICATT to contribute positively to company and job growth in Wisconsin."

During a visit today to Hermle, Lt. Governor Kleefisch presented the company with a commendation for its partnership to bring ICATT to Wisconsin, and recognized GACC Midwest for its vision and innovation in developing the program. Today's event is part of Workforce Development Month, which Governor Walker proclaimed for the month of September.

About Hermle Machine Company

Hermle Machine Company, of Franklin, Wisconsin, is the North American headquarters of Maschinenfabrik Berthold Hermle AG located in Gosheim, Germany. The firm handles all sales support and service functions for a network of distributors located throughout Canada, the U.S. and Mexico. Hermle produces a wide range of precision 5-axis machining centers noted throughout the world for their exceptional accuracy and high quality. For more information: www.hermlemachine.com

About GACC Midwest

The German American Chamber of Commerce® of the Midwest (GACC Midwest), headquartered in Chicago, was founded in 1963. GACC Midwest is an integral part of the German Chamber Network (AHKs) with more than 130 offices in over 90 countries around the globe. GACC Midwest's continuing mission is to further, promote, and assist in the expansion of bilateral trade and investment between Germany and the United States, especially the Midwest. The organization combines elements of a trade commission, a membership association, and a professional consultancy - quite a unique concept in international trade promotion. Learn more at www.gaccmidwest.org and www.thinkicatt.com.

PRESS RELEASE



City of Franklin



For Immediate Release: August 15, 2017

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Krones to Construct State-of-the-Art Training and Technology Center *Center to Enhance Customer and Employee Skill Levels*

Franklin, Wis. – Krones Inc. has announced a significant investment in southeastern Wisconsin that includes the construction of a new Training and Technology Center to serve customers and employees, which will be critical to achieving future growth plans. Krones executives decided to expand its location in the Franklin Industrial Park after considering other sites throughout the country. The announcement was made to employees at the annual employee appreciation event on August 11, held adjacent to the future site of the center – across the street from its U.S. headquarters. Krones designs and manufactures packaging solutions, primarily in the food and beverage industry.

To help secure the project in Wisconsin, the Wisconsin Economic Development Corporation (WEDC) is providing the company with up to \$300,000 in performance-based Business Development Tax Credits. The actual amount of credits awarded will be contingent upon the number of jobs created and the level of capital investment during that time.

Still very early in the planning and development stages, the company expects to add at least 25 new, high-skilled positions as a result of the investment in the new 40,000-square-foot center. Construction is expected to begin in spring of 2018.

“As an innovation leader in our industry, we consider the new Krones Training and Technology Center a critical element in our value proposition to customers and employees in North America,” said Holger Beckmann, President and CEO of Krones Inc. “Higher skill levels translate to greater customer success with their Krones machines, and the investment in a local Training and Technology Center further strengthens Krones’ commitment to be a true Partner for Performance to our customers.”

“With more than 600 employees based at its U.S. headquarters in Franklin, Krones is a major employer in suburban Milwaukee County and we’re thrilled that the company has decided to grow here after looking at options elsewhere,” said Tricia Braun, deputy secretary and COO of

the Wisconsin Economic Development Corporation (WEDC), the state's lead economic development agency. "In addition to the jobs being created by this investment, the company also is positioning itself for future growth by providing additional training to its employees and customers, which is good news for southeastern Wisconsin and the entire state."

Established in 1966, Krones Inc. is the United States subsidiary of Krones AG, Neutraubling, Germany. Krones has established itself as the industry leader in the planning, design, service and manufacture of systems for filling and packaging operations, primarily in the food and beverage industry. Today, every fourth beverage bottle in the world runs through a Krones machine.

The company is receiving a warm welcome from city and regional leaders.

"Krones is one of the first businesses in the Franklin Industrial Park and has grown considerably since their original investment in 1966. Krones is already the largest employer among our business parks and has shown itself to be an outstanding community partner," said Franklin Mayor Steve Olson. "The City looks forward to continuing to work with Krones management and employees as they grow their company and expand employment and skills with this facility addition."

"The continued investment by a globally recognized leader like Krones further demonstrates our position as America's manufacturing leader," said Logan Dawson, Director of the Milwaukee 7. "Krones exemplifies our region's world-class advanced manufacturing base and ability to deliver industry leading products and solutions."

About Krones, Inc.:

Krones, Inc. is the United States subsidiary of Krones AG, Neutraubling, Germany, a world leader in the manufacture of fully integrated packaging and bottling line systems as well as integrated brew house and processing systems, IT solutions and warehouse logistics systems. The company has facilities strategically located around the globe. Krones' United States headquarters is in Franklin, Wis., a suburb of Milwaukee. www.kronesusa.com

About the Wisconsin Economic Development Corporation:

The Wisconsin Economic Development Corporation (WEDC) leads economic development efforts for the state by advancing and maximizing opportunities in Wisconsin for businesses, communities and people to thrive in a globally competitive environment. www.inwisconsin.com.

About the City of Franklin:

The City of Franklin, Wis. is a thriving suburban community in the heart of the coveted Milwaukee-Chicago corridor. Home to 36,131 residents and one of the largest business and industrial parks in the region, Franklin is a first-choice destination for manufacturing, commercial, and residential development in Milwaukee County. www.franklinwi.gov.

About the Milwaukee 7:

The Milwaukee 7 (M7) is the regional economic development partnership for the seven counties comprising southeastern Wisconsin. The M7 works closely with companies that create jobs and invest capital in the region. www.choosemilwaukee.com

- END -

Wednesday, October 4, 2017

7:00 - 11:00 AM

WI Manufacturing & Technology Show at Wisconsin Exposition Center at State Fair Park

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Baptista's Bakery adding 125 jobs in Franklin

Company investing \$7.8 million in expansion

by Arthur Thomas | July 18, 2017, 1:47 PM

<https://www.biztimes.com/2017/industries/manufacturing-logistics/baptistas-bakery-adding-125-jobs-in-franklin/>

Baptista's Bakery (<https://baptistas.com/>) is planning to add 125 jobs to its workforce in Franklin over the next three years as part of a \$7.8 million investment in its facilities.

The company, which makes pretzel crackers and dippable tortilla chips, was acquired by North Carolina-based Snyder's-Lance Inc. in 2014.

Baptista's currently has around 400 employees at the facility, which plays a vital role in the production of innovative snacks for Snyder's-Lance.

The expansion project includes building renovations and investments in machinery and equipment. It is being supported by \$300,000 in state income tax credits from the Wisconsin Economic Development Corp.

"The company has experienced tremendous growth over the last five years and has already doubled employment at its Franklin facility," said Mark Hogan, WEDC secretary and chief executive officer. "Baptista's has already invested more than \$100 million in its facility, and we are pleased to assist the company in the next phase of its growth."

The company currently has 11 job openings for its Franklin facility posted on its website. A company spokesman could not immediately provide additional details on the positions the company plans to add.



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	Action Sheet	MEETING DATE 9/25/17
REPORTS & RECOMMENDATIONS	Election of Chair and Vice-Chair of the Economic Development Commission	ITEM NUMBER V. A.

Commissioners will hold elections to select a Chair and Vice-Chair of the Economic Development Commission. Terms are for one year.

ACTION SUGGESTED

Action as determined by the Commission

	Action Sheet	MEETING DATE 9/25/17
REPORTS & RECOMMENDATIONS	Direction to staff regarding the hosting of a 2017 Business Appreciation Event	ITEM NUMBER V. B.

Discussion regarding the hosting of a 2017 business appreciation event by the Franklin Economic Development Commission. Commissioners will discuss goals, whether, where and when to host the event and provide direction to staff.

ACTION SUGGESTED

Action as determined by the Commission

	Action Sheet	MEETING DATE 9/25/17
REPORTS & RECOMMENDATIONS	Direction to staff regarding marketing and branding efforts for the City	ITEM NUMBER V. C.

Commissioners will discussion providing direction to staff regarding next steps to pursue marketing and branding efforts of the City.

ACTION SUGGESTED

Action as determined by the Commission