

FOXCONN & YOU: COMPETING FOR OPPORTUNITIES

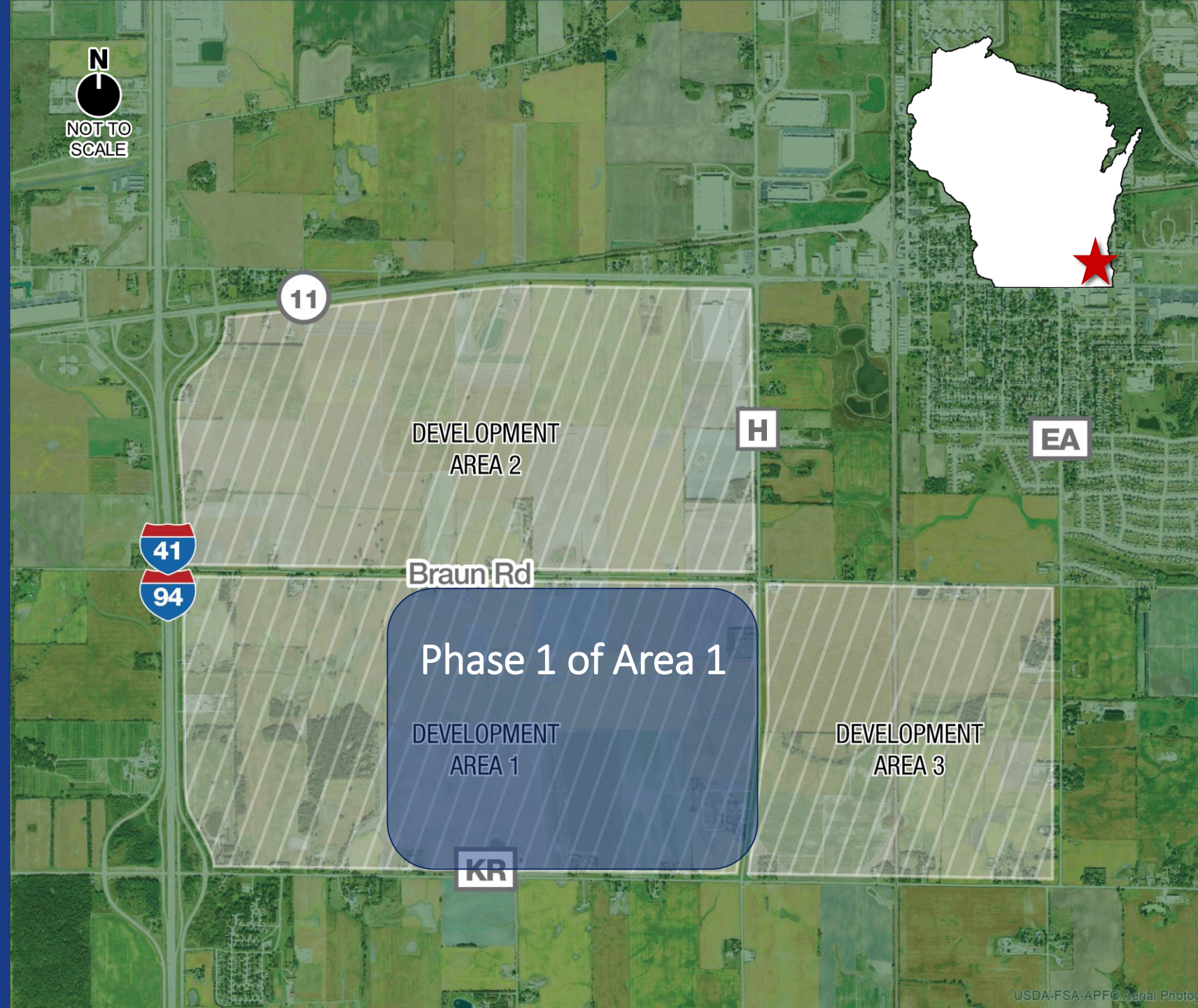
MARKETPLACE WISCONSIN

DECEMBER 12, 2018



ABOUT THE PROJECT

- Largest economic development project in Wisconsin history
- 13,000 jobs when campus is complete (avg. salary: \$53,000, plus benefits)
- 10,000 direct construction jobs annually over 4-6 years
- \$10 billion investment
- 18:1 return on investment



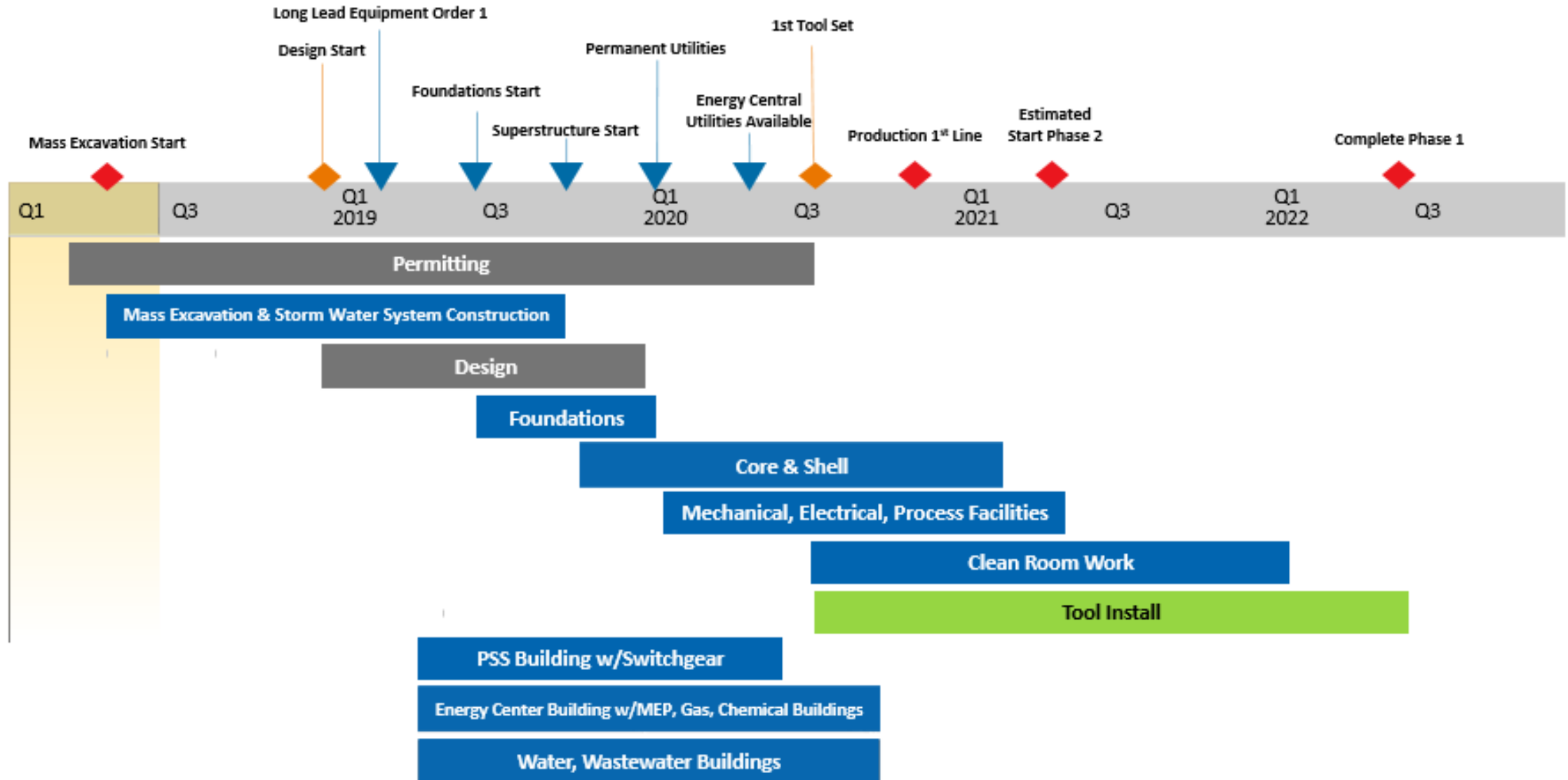
PHASE 1, AREA 1 MASTER PLAN





Photo courtesy of Curtis Waltz / aerialscapes.com

FABRICATION FACILITIES CONSTRUCTION TIMELINE



FOXCONN BID OPPORTUNITIES

Wisconsin.Gov Agency Directory Online Services

MADE IN WISCONSIN
Wisconn Valley
Foxconn in Wisconsin

PROJECT OVERVIEW SUPPLY CHAIN BIZ OPPORTUNITY NEWS/EVENTS FOXCONN EFFECT CONTACT US

Search Foxconn in Wisconsin

- General Information Sessions
- Public Construction
- Science & Technology Park
- 611 E. Wisconsin
- Haymarket Landing
- The Watermark
- One Main Centre

WisconnValley > Science & Technology Park
Science & Technology Park

Foxconn's Industrial Construction Work of Phase 1 of Wisconn Valley Science & Technology Park

Foxconn construction work has begun in Area 1 of Phase 1 on the Advanced Display Manufacturing facilities. Phase 1 consists of approximately 1,000 acres of site work and the construction of multiple buildings.

Foxconn site development started in April 2018 with construction of a Multipurpose Building starting in August 2018. Construction of Advanced Display Manufacturing buildings is anticipated to start in early to middle 2019.

Procurement (bidding) for subcontractors, vendors, suppliers and professional services firms will follow a clear and detailed process with good faith efforts to place Wisconsin First while building significant capacity in both workforce and businesses.

Registration Website: <https://Foxconn-construction.gilbaneco.com>

l.gov/Pages/ScienceTechPark.aspx

Bid Opportunities

Revised Invitation to Bid - Bid Release 3c - Electrical Substation

The Invitation to Bid for Bid Release 3c has been updated to advise the drawing posting date is postponed pending design completion. A revised bid schedule is forthcoming and will be posted once available.

If your firm has already submitted the bid notification for this release, no action is required on your part. If your firm is interested in any of the packages listed herein, please return the intent to bid form and NDA per directions included in the invitation.

[Download Revised 3c Invitation to Bid](#)

Awarded Bids

Bid Release #1 - Site Development +

Bid Release #2 - Multipurpose Building +

PRE-BID MEETINGS EQUAL BUSINESS OPPORTUNITY

Attending pre-bid meetings is important to:

- Connect with key project decision-makers
- Meet potential primes and subcontractors
- Form new relationships that can help maximize Wisconsin First participation
- Access new suppliers



UNPRECEDENTED OUTREACH TO CONTRACTORS

Nearly **6,000** signed up for WisconnValley.wi.gov bid alerts

2,500+ attendees at Information Sessions for Contractors

First Round

- Sturtevant - 568
- Platteville - 30
- Kimberly - 188
- Superior - 19
- Eau Claire - 58
- La Crosse - 36
- Janesville - 122
- Madison - 179
- Milwaukee - 281
- Wausau - 56
- Black River Falls - 26
- Pewaukee - 193

Second Round

- Green Bay - 127
- Eau Claire - 31
- Madison - 144
- Sturtevant (2) - 481



375+ attendees at Wisconn Valley Small Business Capacity Building Sessions, and more sessions are being planned

700+ attendees at Supplier Readiness Sessions, and more sessions are being planned



A WISCONSIN FIRST APPROACH

BUSINESS AND WORKFORCE INCLUSION GOALS

- Inclusion Goals for Business Contracting and Workforce Diversity are Identical for Private and Public Infrastructure Construction

Business Contracting and Inclusion Goals

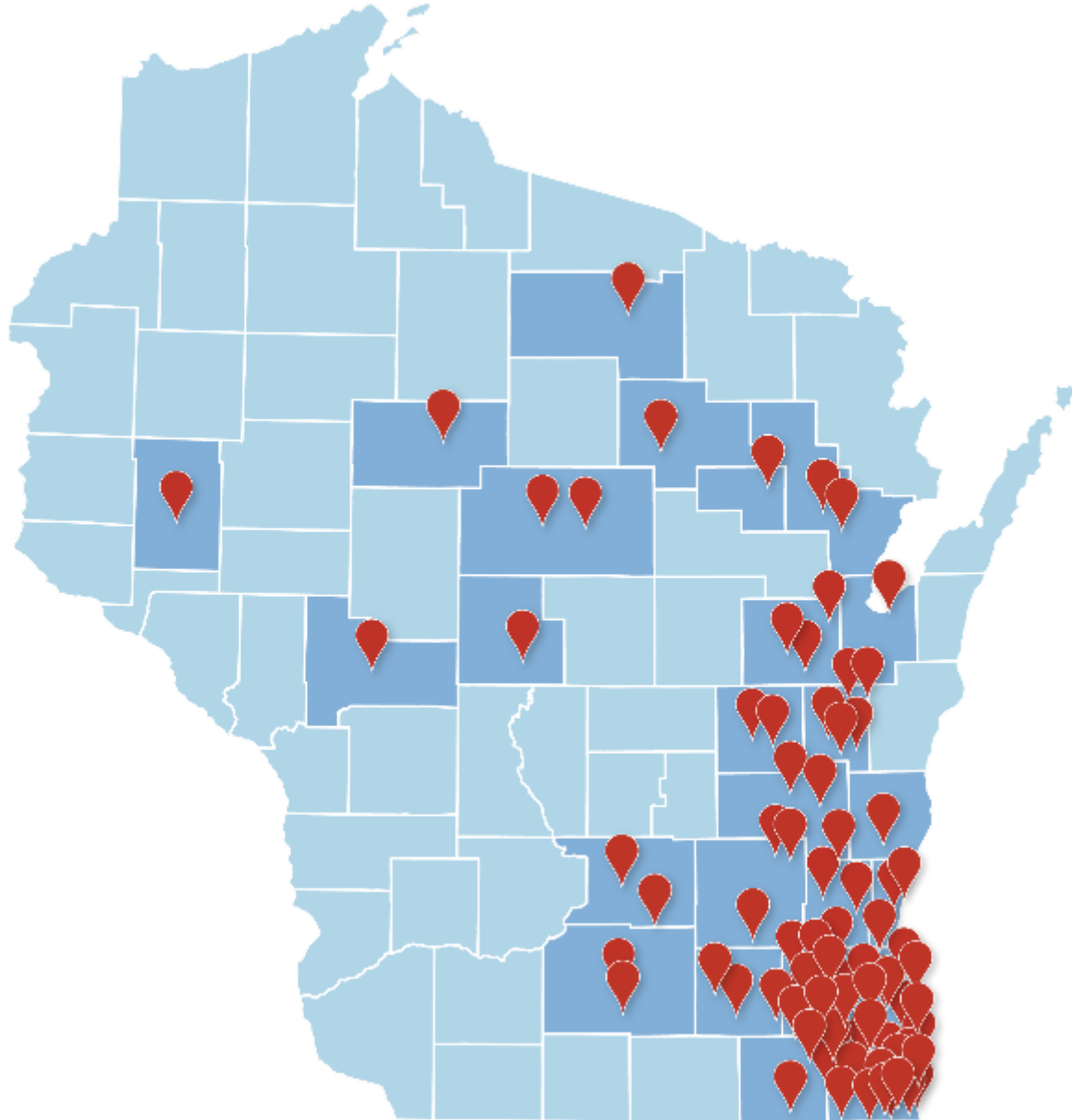
Wisconsin based Businesses	60%
Racine County based Businesses	10%
Minority-Owned (MBE) Business Enterprises	10% Combined
Woman-Owned (WBE) Enterprises	
Veteran-Owned Business Enterprises	

Workforce Inclusion and Diversity Goals

Wisconsin Resident Work Hours with an emphasis on Racine County Residents	70%
Minorities or People of Color*	10% Combined
Women	
Veterans	

FOXCONN IN WISCONSIN

CONTRACTORS AND SUBCONTRACTORS



WISCONSIN IMPACT

26

COUNTIES

68

COMMUNITIES

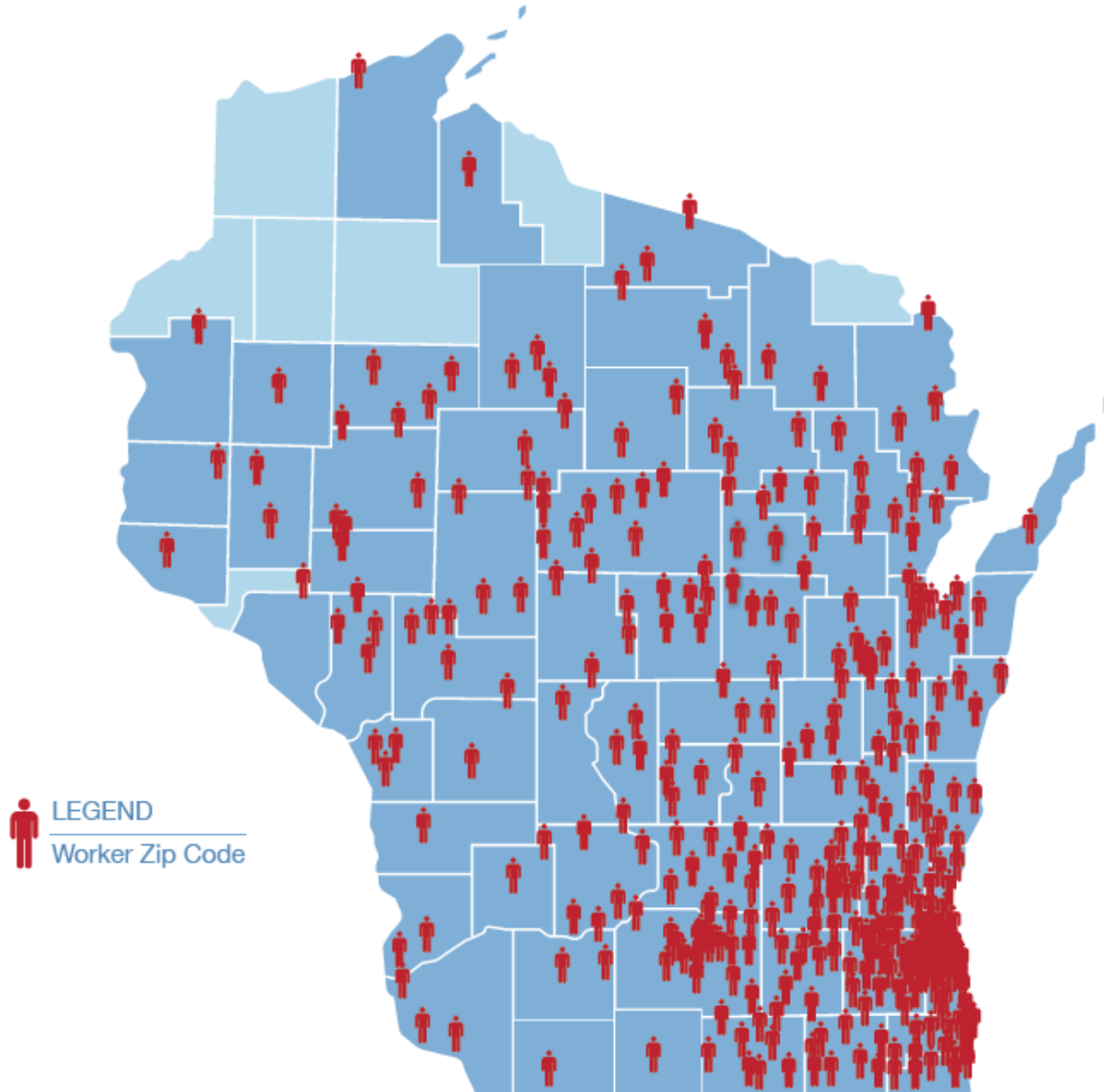
90%

CONTRACTS

154

COMPANIES

PUBLIC INFRASTRUCTURE WORKFORCE PARTICIPATION



WISCONSIN IMPACT

3,067

WORKERS

319

COMMUNITIES

65

COUNTIES

23%

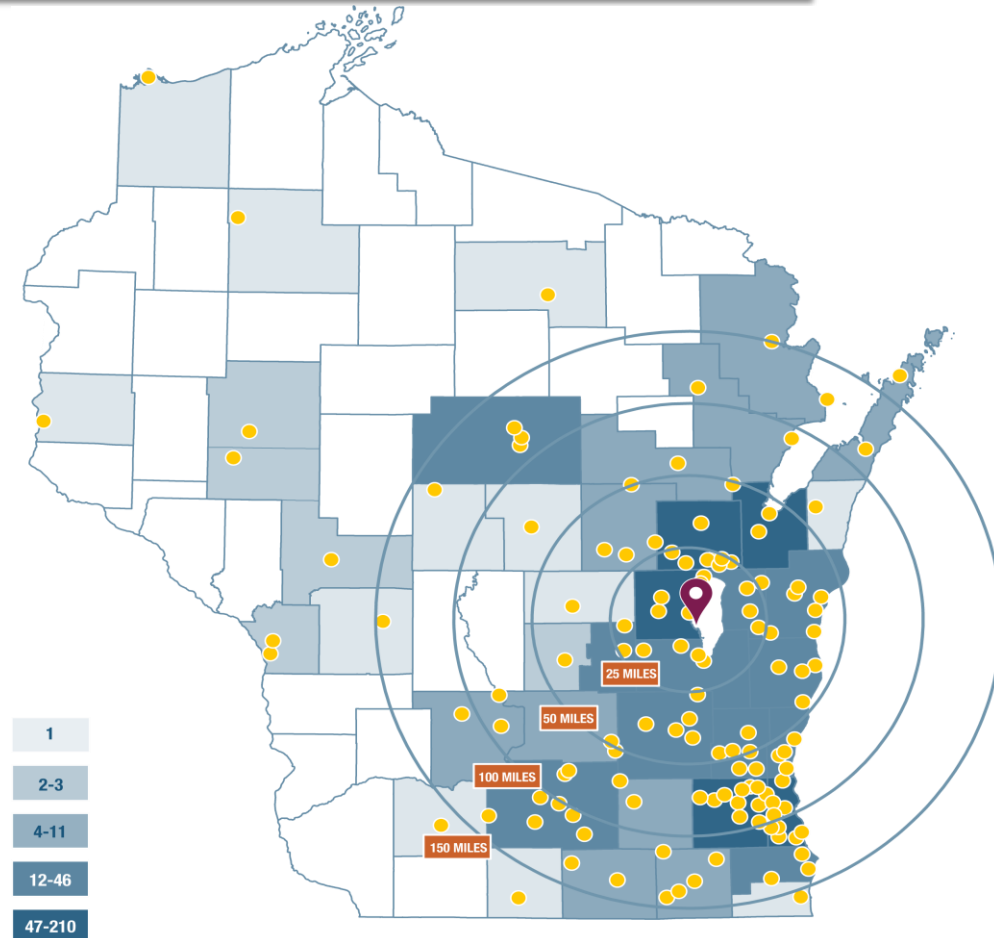
WORKFORCE
INCLUSION

95%

WI WORKERS

SUPPLY CHAIN UPDATE

- Foxconn intends to spend \$1.4 billion in annual supplier purchases from Wisconsin Companies
- In 2015, Oshkosh Corporation made nearly **\$300 million** in purchases from more than **700 companies** in **140 communities** throughout Wisconsin.



SUPPLY CHAIN MARKETPLACE

- Over 1,900 profiles
- 45+ categories
- RFP postings with email alerts
- Newsletter updates

wisupplychainmarketplace.com

Wisconsin Valley
Foxconn in Wisconsin

PROJECT OVERVIEW SUPPLY CHAIN BIZ OPPORTUNITY NEWS/EVENTS FOXCONN EFFECT CONTACT US

Search Foxconn in Wisconsin

Wisconsin Valley > Wisconsin Supply Chain Marketplace
Wisconsin Supply Chain Marketplace

Take these steps to become involved in the supplier process and find additional resources to help you prepare:

Register on wisupplychainmarketplace.com to be considered. By creating a supplier profile, you will receive timely communication when Foxconn and other companies are posting RFPs to source suppliers for specific projects.	Contact the Wisconsin Manufacturing Extension Partnership https://www.wmep.org/ to learn more about the Transformational Productivity Initiative, cybersecurity as well as other programs that can help you prepare for Industry 4.0.	Connect with the Wisconsin Manufacturers & Commerce https://www.wmc.org/ , who supports manufacturers as the state chamber of commerce, the state manufacturers' association and the state safety council.
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Wisconsin Supply Chain Marketplace is an online tool that connects buyers and suppliers, making sourcing easy.

Wisconsin Supply Chain Marketplace directory provides companies with a convenient avenue to find Wisconsin suppliers in a simple to use system that delivers results and supplier solutions. Similarly, the Marketplace offers suppliers a dynamic platform to get their information out to a broader customer base.

By creating a profile on wisupplychainmarketplace.com, this ensures you will receive timely communication when Foxconn and other companies are posting RFPs to source suppliers for specific projects.

Participation in the Supply Chain Marketplace is FREE, so please register today. If you've already signed-up, please do not create another profile but be sure to update your profile to ensure you receive Foxconn related updates.

Connect Today!

SUPPLY CHAIN MARKETPLACE

- Foxconn is using SCM!
 - Construction RFPs
 - Innovation Center RFPs
 - Supply Chain
 - Plastic Injection Molding
 - Metal Stamping
 - Automation System Integration
 - Logistics

wisupplychainmarketplace.com

The screenshot shows the homepage of the Supply Chain Marketplace website. At the top left is the logo, which consists of a green chain link icon followed by the text "SUPPLY CHAIN MARKETPLACE". To the right of the logo is a search bar with the placeholder text "Search..." and a magnifying glass icon. Further right are two links: "Newsletter" and "Supplier Login". Below the header is a red navigation bar with white text for the following categories: "Home", "View Directory", "Buyers", "Suppliers", "RFP-Innovations", "Bulletin Board", and "About". The main content area is titled "Current RFPs" and lists three items:

- Downtown Ripon Redevelopment Opportunity RFP**
The City of Ripon is soliciting proposals to redevelop sections of the 200 & 300 blocks of Watson Street located in the Downtown Ripon Historic District.
- Town of Sheboygan Seeks Development Partner for Interstate Visible 99 Acres**
Town of Sheboygan invites qualified developers and development teams to submit proposals for the development of a ~99 acre greenfield site at 4305 N. 40th St, Sheboygan WI.
- The Wisconsin Department of Transportation announced bid opportunities for road work**
County KR Phase One/Wisconsin Valley Way/County KR Intersection

Below these are two more items:

- Request for Information - Foxconn Logistic Needs**
RFI for asset-based dry van, flatbed, reefer, & specialized carriers to move inbound/outbound product; companies who handle special project cargo, machinery moving/rigging
- Bid Release 3c for Foxconn Science & Technology Park Industrial Construction Work Phase 1, Area 1 – Electrical Substation**
Bid Release 3c includes electrical substation-Foxconn's Industrial Construction Work Phase 1, Area 1 of Wisconsin Valley Science & Technology Park now available.

At the bottom right of the page is a green button with a white document icon and the text "New RFP".

"...the Supply Chain Marketplace is a great avenue to find Wisconsin companies that are able to provide the goods and services needed for this project,"

***Brian Jackson, Director of Surface Transportation
JUSDA USA***

SUPPLY CHAIN PROCESS

- Several channels for engagement, including Supply Chain Marketplace, to connect to Foxconn Vendor Readiness Program
- Supply chain needs are evolving with dates and specs continuing to be established
- Foxconn groups are identifying needs, including manufacturing, medical group, logistics, etc.
- Foxconn is evaluating partners to develop joint solutions and applications for AI+8k+5G ecosystem
- Evaluation and qualification timeframe: avg 30dys

**For more information, contact Jela Trask,
608-210-6759, jela.trask@wedc.org**



40%

CORE CAPABILITIES

ENGINEERING | MANUFACTURING | QUALITY

20%

CUSTOMER-DERIVED LOYALTY DATA

NET PROMOTER SCORE



Vendor Readiness Scorecard

Key Evaluation Criteria

INFRASTRUCTURE & INNOVATION

ABILITY TO SCALE | INDUSTRY 4.0 READINESS | GROWTH STRATEGY

CUSTOMER-DERIVED QUALITY DATA

NET QUALITY SCORE

20%

20%



GET INVOLVED

WISCONN VALLEY NEWS

Information regarding project status, road updates, next steps, interesting facts and bid opportunity alerts delivered to your inbox!

<https://wisconnvalley.wi.gov/newsletter>

M+W | GILBANE

Receive notifications for construction opportunities and progress highlights.

<https://Foxconn-construction.gilbaneco.com>

PUBLIC INFRASTRUCTURE

Get email notifications when public infrastructure bids are advertised.

[https://wisconnvalley.wi.gov/Pages/public construction info signup.aspx](https://wisconnvalley.wi.gov/Pages/public%20construction%20info%20signup.aspx)

SUPPLY CHAIN MARKETPLACE

Plug into the online supply chain directory that enables companies to connect with suppliers and buyers and post RFPs.

<http://www.wisupplychainmarketplace.com>

BUILDING CAPACITY: BUSINESS CERTIFICATION

- **Become certified** through Disadvantaged Business Enterprise (DBE) programs
- A wide variety of certifications are available beyond DBE, including Women-owned Business Enterprises (**WBE**), Minority-owned Business Enterprises (**MBE**), Veteran-owned Small Business (**VOSB**) and Service-Disabled Veteran-Owned Small Business (**SDVOSB**)



BUILDING CAPACITY: BUSINESS CERTIFICATION

Wisconsin DOT - Office of Business Opportunity
& Equity Compliance

Phone: (608) 266-8216

Email: DBE_Alert@dot.wi.gov

DBE Certifications Only

Wisconsin and Non-Wisconsin firms

City of Madison - Civil Rights Affirmative Action
Division

Phone: (608) 266-4910

TTY: (609) 266-4083 TTY

<http://www.cityofmadison.com/dcr/>

DBE Certifications Only

Wisconsin Firms Only

Dane County - Office of Equity and Inclusion

Phone: (608) 283-1391

<https://oei-exec.countyofdane.com/>

DBE and ACDBE Certifications

Wisconsin Firms Only

Milwaukee County - Community Business
Development Partners

*Milwaukee County will only accept online
Applications*

[Click here for Online application](#)

DBE Program Administrators

Phone: (414) 278-4747

[CDBP Site Info](#)

DBE and ACDBE Certifications

Wisconsin and Non-Wisconsin firms

Wisconsin Department of Administration -

Supplier Diversity Program

Phone: (608) 267-9550

Email:

WiSDPWebApplication@Wisconsin.gov

<https://wisdp.wi.gov/>



BUILDING CAPACITY: WORKFORCE



- Register with JobCenterofWisconsin.com
- Sign up to participate in career fairs(e.g., Wisconsin Career Expo)
- Connect with local Workforce Development Board



BUILDING CAPACITY: WORKFORCE TRAINING GRANTS

For customized training to expand your workforce, or upgrade skills of existing employees

- **Wisconsin Fast Forward** is a flexible workforce development grant program designed to **match the training investment of the employer** or coalition of organizations.

Worker Training Grants: All Sectors		Worker Training Grants: Small Businesses	
Company Size:	Any	Company Size:	50 Full-Time Employees or Fewer
Grants:	\$5,000 to \$400,000	Grants:	\$5,000 to \$50,000
Match:	\$1:\$1 (\$1 applicant \$1 Grant)	Match:	\$0.50:\$1 (\$.050 applicant \$1 Grant)

For more information, please visit: http://wisconsinfastforward.com/wff_standard.htm



WISCONN VALLEY WORKFORCE TRAINING CENTER & TALENT PIPELINE

Contractor Engagement

- Pre-Bid Information
- Post-Award Support

Candidate Coordination

- Customized Recruitment
- Pre-Screening for Employers

Training Coordination

- Pre-Apprenticeship
- Specialized Training in conjunction with Gilbane, etc.

New Hire Support

- New Hire Follow-Up
- Retention Support

Business Services

- Tax Credits
- Wage Subsidies

Partnering with Local & Regional
Public Workforce Development Partners
Contact William Martin, DWD
william2.martin@dwd.wisconsin.gov



BUILDING CAPACITY: TAX CREDITS

- The **Work Opportunity Tax Credit** provides businesses a way to **reduce federal taxes** while hiring individuals from historically unemployed groups
- Companies completing a prescreening and hiring an eligible candidate who works at least 120 hours may receive a **tax credit up to 25% of qualified wages** paid to that employee during that period
- For prescreened, eligible candidates working at least 400 hours, the **tax credit increases to 40% of qualified employee wages** paid



BUILDING CAPACITY: TAX CREDITS

Potentially Eligible Populations

Individuals from families receiving public benefits
(e.g., TANF, SNAP/“Food Stamps,” etc.)

Individuals previously convicted of a felony

Veterans

Individuals with disabilities referred through Vocational Rehabilitation

For more information, please contact:
Jody Thomas, Program Coordinator
608-266-1903, jody.thomas@dwd.wisconsin.gov



ELIMINATING FINANCIAL BARRIERS

Lack of access to capital is one of the major barriers holding back small and certified disadvantaged businesses from competing for larger projects

- WHEDA has set aside **\$10 million** of its guarantee authority for the new **Contractor Loan Guarantee**
- Contractors awarded a project gain access to operating capital for equipment, payroll, etc. by presenting contract and supporting materials to lender, and having their lender partner with WHEDA to receive a **50% guarantee** up to **\$750,000**

For more information, contact Stuart Kuzik,
414-227-3955, Stuart.Kuzik@WHEDA.com



ELIMINATING FINANCIAL BARRIERS

Company works with their lender to apply for financing

Company wins a contract, subcontract, or purchase order

The lender starts underwriting your loan and reviews the company's eligibility

The Lender Submits a Master Agreement, Eligibility Checklist, and ACH Form to WHEDA

File is reviewed and if approved, lender gets commitment and can issue their guaranteed loan



SCENARIO ONE

Company - X has just received a contract to pour concrete footings for a building. This contract is for \$450,000. The business will need \$350,000 in material and working capital to complete this job. Company X has 25% of the \$350,000 available and will also be paying for the fee in cash.

Sources	Dollar Amount	Uses	Dollar Amount
Business Cash	\$91,437.50	Concrete	\$200,000
Loan	\$262,500	Rebar	\$50,000
		Wages	\$100,000
		Guarantee Fee	\$3,937.5
Total	\$353,937.50	Total	\$353,937.50
Lender Guarantee Amount	\$131,250		



ELIMINATING FINANCIAL BARRIERS

Additional Tools:

WHEDA is committed to Economic Development in Wisconsin Communities. In order to help more small businesses, WHEDA utilizes:

- **Eight (8)** different Guarantee Programs (Including Agricultural Guarantees, Transform Milwaukee, and Neighborhood Revitalization)
- Participations with Banks, Credit Unions, CDFI's, Community Revolving Loan Funds

If you have any project, please reach out to discuss these and other resources available!

For more information, contact Stuart Kuzik,
414-227-3955, Stuart.Kuzik@WHEDA.com



Q&A

Thank You!

