



Project Profile

Fond du Lac County Economic Development Corporation

Marchant Schmidt Inc.

Project: Marchant Schmidt Inc.

Location: City of Fond du Lac

Partners: FCEDC, Fond du Lac County, City of Fond du Lac

Project Overview:

For the past ten years, Marchant Schmidt Inc. has had an average annual sales growth of at least 15% and have increased their export market significantly -- growing their international sales from less than 5 percent to over 27 percent in just a few years with a goal of 50 percent by 2010. These successes, however, also produced a series of challenges. They were out of space and their operational efficiencies were beginning to suffer. When Marchant Schmidt contacted FCEDC, we pulled together service partners to brainstorm solutions. The group helped assure that the expansion -- and the subsequent increased staffing levels and training -- would be carried out in a seamless process.

In 2009, Marchant Schmidt underwent a 21,000 square feet expansion of their production space and 4,000 square feet of office space at a project cost of \$1.9 million. A second phase of 21,000 square feet dedicated to their electrical controls group and equipment testing and 3,000 square feet of office space at a project cost of \$2 million is expected in the future. The expansion was assisted by a Fond du Lac County Revolving Loan (administered by FCEDC) as well as a City of Fond du Lac Revolving Loan and an Industrial Revenue Bond. Marchant Schmidt plans to hire 50 employees over the next three to five years.

Project Investment:

The project was awarded a total of \$600,000 from the Fond du Lac County and City of Fond du Lac revolving loan funds with a total anticipated private investment of \$4.4 million.



“FCEDC went to bat for us to assure the best options for financing of our expansion.”

Jeno Thuecks
Marchant Schmidt

Project profiles are prepared by Fond du Lac County Economic Development Corporation (FCEDC) to highlight investments occurring within the community. For further information regarding economic development in Fond du Lac County, please contact FCEDC at (920) 929-2928 or via email at info@fcedc.com.



FOND DU LAC COUNTY

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