# La Crosse County

Where Life and Work Achieve Perfect Balance





### **Education That Improves Life**

Opportunities to learn

Sample the Local
Arts &
Culture
Enrich your life experience

Environmental Advantages

Serene Natural Beauty

# Welcome

### To La Crosse County, Wisconsin

"Best Place for Doing **Business**"

> La Crosse, Wisconsin 15th of 274 cities in America Inc. Magazine, May 2005

Listing based on a review of 3-year trends and current job growth data and



La Crosse, Wisconsin 25th of 168 small metropolitan areas in the U.S. Forbes, July 25, 2005

Careers"

Factors included educational levels, cost of doing business, cost of living, crime rate, culture and leisure, income growth, job growth, and net migration



La Crosse, Wisconsin Metro Region Expansion Management Magazine, March 2005

> List based on nine quality of life categories, of which La Crosse metro had the 9th lowest crime rate out of 362 metros

> > and growing industrial parks.

It flows in the veins of our *friendly people*, with their ethic for hard work and commitments to their families, neighbors, careers, and communities.

forestry, agribusiness, transportation, manufacturing, healthcare, and recreation industries.

arts, music, entertainment, and leisure activities.

And a balanced, productive life is part of our goal in providing an outstanding education. We educate and train our youth and adult professionals to be selfreliant by helping them develop valuable job skills and fulfilling careers.

We believe that this balance of meaningful and productive work, time to enjoy a happy home and family life, the best in education, a spectacular environment, and diverse culture is what makes our region so special.

If you haven't already visited our county, we invite La Crosse County.

Thank you!

Steve Dovle

Chairman, La Crosse County Board

### Hello!

Balance is the essence of business. Supply and demand; assets and liabilities, raw materials and finished products. Balance is a concept every successful business uses every day.

Balance is also the key to a successful life. That's why the balance of life here in La Crosse County provides so many unique advantages to you, your business, your employees, and their families.

A strong, balanced economy is the lifeblood of the region. Business has thrived here in La Crosse County since our early settlement days.

Commerce beats in the hearts of our cities and towns with their bustling downtown business districts

You can see it in our healthy environment, in our

It is expressed in our *local culture* through diverse

you to visit us soon. Come and see for yourself the good life that awaits you and your business here in

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# Business

### **Grows Strong in the La Crosse County Economy**







# **Our Land**

### Works as Hard as Our People

La Crosse County's rural area is home to a productive agribusiness community. Our fertile soil supports abundant fields of crops, which are planted, tended and harvested to feed livestock and people here in our own county and state, in the U.S., and literally, around the world. Corn, soybeans, fluid milk, and cheese lead the economic food chain.

Timber is a natural, renewable commodity that contributes not only to the beauty of our county, but to its economy. Loggers and lumber mills harvest timber to provide lumber for use locally in construction, furniture manufacturing, and wood preservation industries for use in railways and landscaping. Sustainable forestry practices keep this valuable and renewable resource growing.

Even the water in our rivers, lakes, and streams works to provide transportation via Mississippi River barges and to support a vital recreation and tourist industry.





of 118 Small Metro Areas in U.S. La Crosse, Wisconsin Milken Institute, April 2004

### **Our Cities** Are Home to Large and

### **Small Businesses**

La Crosse County is home to two cities and four villages. These cities and small towns are business centers with busy downtown economic districts, retail service clusters, and growing industrial parks.

The City of La Crosse is an awardwinning, small metropolitan area that is home to half of the county's population. It hosts the county government, several large educational and healthcare institutions, a convention center, sports and recreation outlets, and hundreds of service, professional and retail businesses.

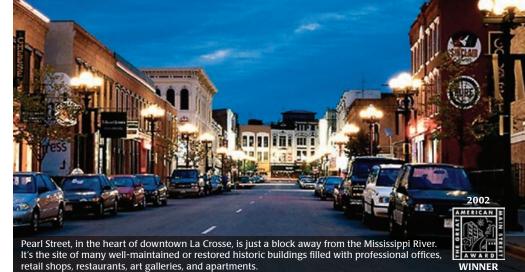
Nearby, the City of Onalaska grows its economy through a diverse mix of manufacturing, professional services, and a strong retail center in the Valley View Mall and the Highway 16 corridor.

In the villages of Holmen, Bangor, West Salem, and Rockland you'll find hundreds of businesses—local entrepreneurs, national franchise operations, and large business operations, such as lumber mills, furniture manufacturing, metal fabrication, food processing, and construction. These communities draw their hardworking labor force and natural resources from the surrounding environment.

### Benefits of living and working in La Crosse County

- Shorter commute times
- Lower cost of living
- Cost-efficient, hard-working labor force
- · Affordable real estate with room to grow
- Tax programs friendly to business
- Excellent environmental quality Abundant natural resources
- Cost-efficient utilities, high-tech communications and convenient transportation

La Crosse County, Wisconsin











# Resources

## Ready to Support Your Business' Needs



Wisconsin **Edison Electric Institute comparisons** 

La Crosse County and private industry work together to create and maintain a healthy, growing environment for businesses and workers. County agencies are responsive to the needs of both businesses and residents. County services, such as zoning, taxation, and waste management, provide flexible options and solutions to encourage business development, while balancing needs for smart growth and a clean environment. Public and private infrastructure, including utilities, communication, and transportation services, support economic development by providing high levels of service at moderate to low costs.



### Government

### **Encourages Business Growth**

La Crosse County funds many organizations that improve our county's business climate:

- International Trade, Business, and **Economic Development Council** (ITBEC) Supports foreign tourism, business investment, and exporting assistance for county businesses.
- La Crosse Area Development Corporation (LADCO) Markets La Crosse County to business and industry and facilitates business expansion.
- Mississippi River Regional Planning Commission (MRRPC) Providing cost-shared, land use planning, zoning, and economic development services. Maintains the nine-county region as an Economic Development District, to enable local governments and businesses ro receive public works grants, technical assistance research grants, and business loans from the U.S. Department of Commerce-Economic Development Administration (EDA).
- University of Wisconsin-La Crosse **Extension Services** Provides a wide range of economic and community development education programs for businesses including: Intergovernmental Cooperation, Land Use, Availability of Affordable Health Care and Insurance, and Improving Economic Well-Being and Security in Our Communities.

### **Utilities in La Crosse County**

Electric power, natural gas, water, sewer, telecommunications, and broadband provide area businesses with excellent service at moderate cost. Electric power costs for industrial users in Wisconsin are below the national average

Source: The Wadley-Donovan Group Wisconsin Target



La Crosse, Wisconsin **Expansion Management** 9th of 362 metro areas. Ranking based on nine quality of life criteria.

# Working Together To Improve Quality

Private Partnerships help strengthen and grow the economy. For example, in La Crosse County, the Health Science Consortium actively addresses healthcare labor needs by identifying opportunities to improve training and healthcare delivery methods. Research conducted by the Consortium helps to improve the quality of healthcare services in the region and to control employers' healthcare costs.

The Health Science Consortium is a joint effort of the UW-La Crosse, Viterbo University, Western Wisconsin Technical College, Franciscan Skemp Healthcare, and Gundersen-Lutheran Medical Center.

# **Transportation**To Move Products and People

**AIR** American Airlines and Northwest Airlines serve La Crosse Municipal Airport. Nearby, express delivery and charter flight services including, small plane, jet, and helicopter, are available to meet business travel needs as well as national and international product distribution and trade.

RAIL Burlington Northern-Santa Fe and Canadian Pacific provide freight service in La Crosse County. Amtrak passenger rail system also serves La Crosse.

**RIVER** La Crosse's location on the Mississippi River not only supports a huge tourist industry, but also provides a port for barge traffic and access to reach world markets.

**ROAD** Interstate highway system, I-90, and Wisconsin's State and County Highway Systems connect La Crosse County-bringing raw materials and supplies into the area, and delivering products to markets near and far.

















# People

# Working Hard and Living the Good Life





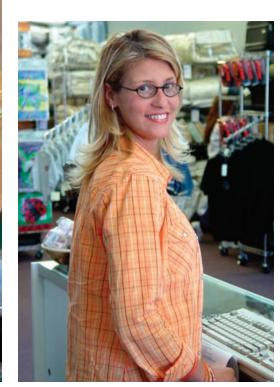




The people who live and work in La Crosse County enjoy the best of all the Midwest has to offer. Friendly cities and towns with low crime rates, clean air and water, and great schools. Affordable homes with short commute times to their workplaces. Convenient access to shopping and professional services. And a beautiful and diverse outdoor environment that offers abundant active recreation and quiet relaxation.

# **Home** to a Strong Work Ethic

The people of La Crosse County work hard to provide and maintain a good life for themselves and their families. Our strong work ethic is legendary—it's a value that is built on the heritage of the ethnic groups that settled here, and rebuilt every day on the job by the people living here today. It's also one of the main reasons so many employers choose to build their businesses here.





Wisconsin 9th of 50 in the U.S.
United Health Foundation, 2004

Risk factors include Personal Behavior, Community Environment, Health Policies, Disease/Injury Outcomes, and Mortality Rates.

# Where La Crosse County works

The highest percentage of county workers are employed by large businesses or institutions; businesses with more than 1,000 employees provide jobs for 18 percent of workers.

Businesses with 100-249 workers employ 16 percent of the workforce. However, the majority of La Crosse County's businesses are small businesses with between 1 and 19 employees. These small businesses comprise 81 percent of the total number of businesses in the County.

Together, education and health services form La Crosse County's largest employment sector at approximately 27%. The second largest sector at 22% is trade, transportation, and utilities, followed by manufacturing in third place at 14%.\*

### **Population Characteristics**

Total County Population	107,120
Breakout by Race and Ethnicity	
White	100,883
Black or African American	1,016
American Indian & Alaska Native	440
Asian	3,376
Hispanic or Latino	990
Native Hawaiian/Pacific Islander	21
Other Race	286
Two or more races	1,098
By Gender	
Male	51,926
Female	55.194



### **Educational Attainment**

	Ivallibei	rercen
Population 25 years and older	65,263	100
High school graduate or higher	58,541	89.7
Bachelor's degree or higher*	16,577	25.4

# Per Capita Personal Income (PCPI)

Total Households

Population Statistics Source: U.S. Census Bureau

In 2003, La Crosse County had a PCPI of \$28,284. This PCPI ranked 24th among the 72 counties in the State of Wisconsin and was 92 percent of the State average of \$30,685, and 90 percent of the national average of \$31,472.\*

### **Total Personal Income (TPI)**

In 2003, La Crosse had a TPI of \$3,071,287, ranking it 14th among the 72 counties in the State.\*



### La Crosse County Workforce by Occupation

Occupation	Number	Percer
Management and professional	17,601	30.8
Service occupations	9,584	16.8
Sales and office	15,636	27.4
Farming, fishing, and forestry	190	0.3
Construction, extraction, and maintenance	4,346	7.6
Production, transportation and material moving	, 9,716	17.0

\* Source: Wisconsin Department of Workforce Development, Quarterly Census Employment and Wages, June 2004



41,599





# La Crosse County

**Gives Your Business All These Advantages** 

### **Rich Environment**



• Abundant Natural Resources

MONROE

- Healthful Lifestyle Benefits and Recreational Opportunities
- Affordable Land Offering Room to Grow

### **Diverse Business Economy**



- Agriculture
- Forestry
- Manufacturing
- Health Care
- Education
- Retail
- Technology

Industrial Parks	Location	Acres
Cedar Creek Business Park	Holmen	25
Holmen Business Park Schematic	Holmen	12
Northstar Business Park Schematic	Holmen	22
Airport Industrial Park	City of La Crosse	94
Coulee Sites Industrial	City of La Crosse	135
Grand Crossing Industrial Park	City of La Crosse	125
International Business Park	City of La Crosse	64+
Interstate Industrial Park	City of La Crosse	92
Onalaska East Gate Addition	Onalaska	38
Onalaska Elmwood Business Park	Onalaska	130
Onalaska Riders Club Road Addition	Onalaska	70
Onalaska Valley View Business Center	Onalaska	40
Holland Business Park	Town of Holland	34
French Island Multi-Modal Facility	Town of Campbel	l 30
Lakeview Business Park	West Salem	150
Schematics showing parcels, transportation access, and more are listed at http://www.ladcoweb.org.		

# Supporting Resources



- Business-Friendly Government Services
- Private and Public Partnerships
- · Cost-Efficient Energy and Utility Services
- High-Technology Communications

# **JACKSON** TREMPEALEAU Holmen (162) (108)West Salem Bangor Rockland **Onalaska** La Crosse La Crescent (162)

**VERNON** 

### **Cultural Interests**



- Local Arts, Music, and Sports
- Museums, Symphony, and Theatre
- Convenient Access to Midwestern Metropolitan Venues

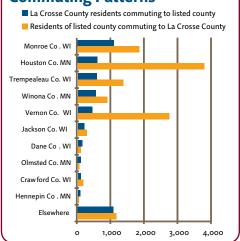
# Travel Distance to Midwestern Metro Areas Minneapolis 150 miles Rochester 85 miles Madison 129 miles Milwaukee 204 miles

### **Hardworking People**



- Strong Work Ethic
- Diverse Skills, Training, and Education
- County Labor Force: 59,556
- Median Household Income: \$39,472

### **Commuting Patterns**



# Efficient Transportation



- Freight and Passenger Rail Service
- Two Major Airlines
- Interstate Highway
- Mississippi River Barge Freight Service

### **Excellent Education**



- Award-Winning Primary/Secondary School Systems
- Three Colleges and Universities
- Opportunities for Continuing Professional Development
- High School Graduate or Above: 89.7%
- Bachelor's Degree or Above: 25.4%



# History

## **Tells the Story of Pioneering Business**



#### **Hixon House**

Italianate, Victorian style home built by an eccentric lumber baron in 1860.

Palmer/Gullickson Octagon House
Originally built in 1856, this unusual
building is listed on the National
Register of Historic Places.

#### **Neshonoc Dam and Powerhouse**

Built in 1895 by the McMillan Mill and Power Company, this four-story stone building housed hydroelectric power generators that provided electricity to the village of West Salem.

### **Bangor Commercial Historic District**

Turn-of-the-20th-Century commercial buildings constructed between 1899 and 1905 to replace those destroyed in a fire that swept the town in 1899.

#### **Hussa Brewery Complex**

Bangor was home to one of nation's earliest and most productive regional breweries, shipping products by rail as far away as Chicago. Prohibition led to its conversion to a canning company in 1920.

### **Downtown La Crosse Historic District**

Take a tour of 20 commercial buildings that preserve the architectural styles of early La Crosse as it grew to become a prosperous frontier trade center. Listed on the National Register of Historic Places.

### 1680

French explorers led by Fr. Louis Hennepin were the first Europeans to reach La Crosse County and view the magnificent bluffs and the Mississippi, Black, and La Crosse Rivers.

### **1700S**

French fur traders named the area "La Crosse" after watching native Ho Chunk Tribe members play a game with long-handled racquets resembling crosses. The game, as it was played then, is similar to the game of lacrosse played today.

### 1800s

La Crosse grew to become a thriving lumber and trading center with a population of hardy and hardworking merchants, manufacturers and adventurers. William F. Cody, also known as, Buffalo Bill, owned property in the County and lived here off and on. Dr. D. Frank Powell, also known by the Sioux name, White Beaver, who was Cody's business partner, served four terms as Mayor of La Crosse. "Doc" Powell practiced medicine at the Powell Institute on Main Street in downtown La Crosse.

### 1860s

Railroads replaced river transport and La Crosse County, with its large contingent of German settlers, became a major brewing center. Seven breweries sprang up to serve markets as far away as Milwaukee and Chicago.

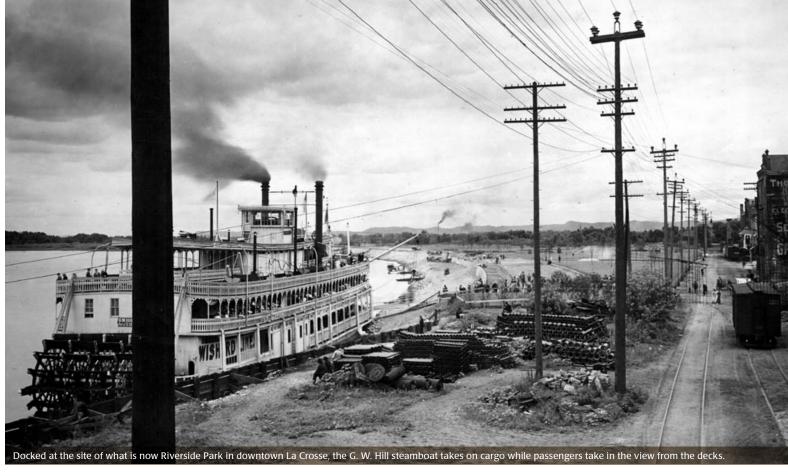
### 1879

More than 1,600 steamboats docked in La Crosse, the most of any city north of St. Louis, Missouri.

### 1896

La Crosse continued to develop into a major gateway to the West for travelers and commercial trade. Former river pilot Samuel Clemens, Mark Twain, wrote, "La Crosse. Here is a town...with electric lighted streets, and blocks of buildings, which are stately enough and also architecturally fine enough to command respect in any city. It is a choice town." Many of the buildings Mark Twain admired then in his book, Life on the Mississippi, still stand today in the Downtown Historic District.







La Crosse County, Wisconsin





# Environment

### Offering Year-Round Beauty Rich in Natural Resources



The Mississippi River, the largest river in the nation, forms the western boundary of La Crosse County. It supports a river barge transportation industry, tourism, and recreational opportunities for swimming, skiing, boating, and fishing.

The Mississippi River, the Black River, the La Crosse River, and Lake Onalaska offer a variety of species of native fish, including sunfish, crappie, bass, and northern pike. Boat and canoe rentals, bait and tackle, guides and maps to area "hot spots" are available at boat landings, campgrounds, and parks throughout the County.

La Crosse County		
Land Area	452.74 sq. miles	
Water Area	27.18 sq. miles	
Elevation	669 ft. at La Crosse	
	1,210 ft. at Granddad Bluff	
Number of Lakes	19	
Area in Lakes	8,568 acres (13.39 sq miles)	
Rivers	Black, La Crosse, Mississippi	
Forest Area	Approximately 45% of Land Area	
Natural Vegetation	Mostly oak savanna. Along Mississippi: willows, soft maple and ash. NW, NE, and SW: some white, black, and red oak. NE and SE corners: sugar maple, basswood, and elm.	

La Crosse County, Wisconsin









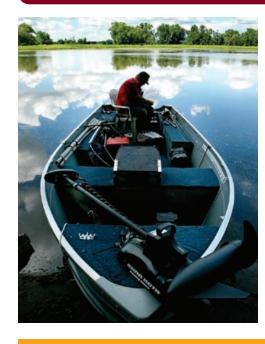
and outdoor activities to enjoy.

From biking and hiking through the lush, green landscapes in summer, to the blazing splendor of our forests in autumn. From spring's excitement of Opening Day of the fishing season to the majestic bluffs. Snowmobile trails, city parks, golf courses, scenic lakes and rivers, and bike trails offer local residents, visitors, and tourists endless opportunities to experience the outdoor beauty of La Crosse County.













# Culture

## Art, Music, Sports, and Entertainment Enrich the Region







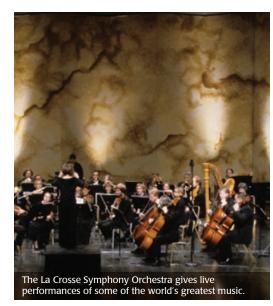


La Crosse County's culture has been strongly influenced by the heritage of its European pioneers—French, German, Irish, and other ethnic groups who brought their arts, music, food, and traditions along with them as they settled here. Since those early days, new cultural influences from around the world have added to the richness and diversity of life here.

### Leisure **Activities Add More Fun to Life**

There is always something to do and see—from local ethnic festivals, community theatres, symphony, national historic sites, to national touring music, art, and dance performances. La Crosse area museums, art galleries, sporting events, and abundant outdoor recreation all contribute to an interesting and active leisure life for residents and visitors.

Many families enjoy La Crosse County's parks, camping facilities, and outdoor recreational activities all yearround. With so many opportunities for fun and relaxation so close by, you don't have to travel far to enjoy a satisfying

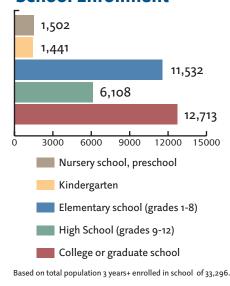


# Education **Excellence from Childhood to Adult Professional**

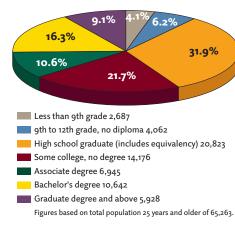
La Crosse County has eight primarysecondary school districts: Bangor, Cashton, Holmen, La Crosse, Melrose-Mindoro, Onalaska, West Salem, and Westby. Education is a priority throughout the state, and La Crosse County is no exception.

With more than 42 public schools and 22 private schools, La Crosse County's children and youth receive an education that gives them knowledge and skills in reading, math and science. Statewide, Wisconsin students consistently outperform their national peers on academic achievement tests.

### **School Enrollment**



### **Educational Attainment**



La Crosse County has three institutes of higher learning that give young adults the diverse educational backgrounds they need to prepare them for fulfilling careers.

### **University of Wisconsin-**La Crossé

8,600 students, 65 programs of study

Nationally recognized for its programs in allied health and the sciences, UW-La Crosse has an accredited College of Business Administration, numerous programs in high tech areas, a renowned program in river studies, international connections, and a broad array of academic opportunities in the letters and humanities.

With all of the accolades, it is easy to see why U.S. News & World Report ranked UW-La Crosse third among Midwest Regional Public Universities.

### **Viterbo University**

1,585 students, 32 programs of study

Viterbo is a private, Catholic, Franciscan, ecumenical University. It provides a student-centered, values-based, liberal arts education.

Viterbo University's MBA program gives graduates exemplary leadership skills, along with a high ethical awareness and accountability to the world in which we live and work.

### **Western Wisconsin** Technical College (WWTC)

4,500 full-time students, 60 courses of study

WWTC builds and maintains active partnerships with local business and industry. These businesses and industries advise the administration and faculty on the most up-to-date training and skills that are needed in the workforce.

WWTC's work-based teaching methods are a natural fit with the college's mission to contribute to the community's economic vitality and quality of life.

# "Best College

University of Wisconsin-La Crosse Kiplingers, Fall 2003 In metro areas with populations









# **Experience**All La Crosse County Has to Offer Your Business

### **Resources for the Information You Need**







A strong, diverse business economy with room to grow.

Business-friendly government programs, public and private partnerships, and supporting resources.

Established, cost-efficient infrastructure affordable energy, high technology communications, and convenient access to major transportation services.

A highly skilled and trained workforce of people dedicated to family and community, and with an ethical commitment to hard work and productivity.

Excellent educational opportunities for children and adult professionals.

Local *cultural interests* ranging from the arts to leisure sports.

A beautiful and rich environment that waits, literally, right outside your front door.

We hope this overview has been valuable and will help you in your decision.

If you need further information, please feel free to call or email me, or contact any of the organizations listed on page 19. They are all ready and willing to provide you with more details and answer any questions you might have. Helping you achieve your business start-up, growth, or relocation goals is a top priority for us. We look forward to a productive and mutually beneficial partnership.

Thank you again for your interest in La Crosse County.



Dick Granchalek

President, La Crosse Area Chamber of Commerce

"Wisconsin companies profit from a sustained **competitive advantage** attributed directly to high employee productivity; accessible supplies and support services; stable utilities; proximity to major markets; core education and training programs; plus much more.. Wisconsin offers employees a low cost of living and a wonderful quality of life.'

La Crosse County, Wisconsin

Jim Doyle Governor of Wisconsin

### La Crosse County

La Crosse County **Economic Development** 400 4th Street North La Crosse, WI 54601 Phone: 608-785-9722 www.co.la-crosse.wi.us/ economicdevelopment



#### La Crosse Area Development Corporation (LADCO)

Focuses on attracting new business, retaining existing business and industry, and co-managing the Small Business Incubator.

712 Main Street La Crosse, WI 54601 Toll-Free: 888-208-0698 Phone: 608-784-5488 Fax: 608-784-5408 Email: ladco@centurytel.net

www.ladcoweb.org

La Crosse Area Convention & Visitors Bureau, City of La Crosse, RJ & Linda Miller Photography, Midwest Securities Insurance Company, La Crosse Wisconsin Public Library Archives, Becky Rech Photography, La Crosse Loggers Baseball Club, La Crosse Symphony Orchestra, University of Wisconsin-La Crosse and Western Wisconsin Technical College for providing photography.



### **Cities and Villages**

The City of La Crosse **Economic Development** 400 La Crosse Street La Crosse, WI 54601 Phone: 608-789-7512 Fax: 608-789-7318 www.cityoflacrosse.org

712 Main Street

La Crosse, WI 54601



Chamber of Commerce

Phone: 608-784-4880 Fax: 608-784-4919 Email: lse\_chamber@centurytel.net www.lacrossechamber.com

**Downtown Main Street Incorporated** 712 Main Street La Crosse, WI 54601

Phone: 608-784-0440 www.historicdowntownlacrosse.com

La Crosse Area Convention & Visitors Bureau 410 Veterans Memorial Drive

La Crosse, WI 54601 Toll-Free: 800-658-9424 Phone: 608-782-2366 Fax: 608-782-4082 Email: info@explorelacrosse.com www.explorelacrosse.com

The City of Onalaska 415 Main Street Onalaska, WI 54650 Phone: 608-781-9530 Fax: 608-781-9534

### Onalaska Center for Commerce & Tourism

More

Village of Bangor

800 Oak Forest Drive Onalaska, WI 54650 Phone: 608-781-9570

Village of Bangor 100 North 17th Avenue PO Box 220 Bangor, WI 54614

Phone: 608-486-4084 Fax: 608-486-4744 Email: bangorclerk@aol.com

Village of Holmen 421 South Main Street PO Box 158 Holmen, WI 54636

Phone: 608-526-4336 Fax: 608-526-4357 www.holmenwi.com

Village of West Salem 175 South Leonard Street West Salem, WI 54669 Phone: 608-786-1858

Fax: 608-786-1988 www.westsalemwi.com

Village of Rockland 105 West Center Street PO Box 124 Rockland, WI 54653 Phone: 608-486-4037

Fax: 608-486-4078 Email: villageofrockland@charter.net



### State/Regional

www.cityofonalaska.com

Forward Wisconsin

The initial contact point for businesses from outside Wisconsin that are interested in expanding or relocating to the state.

201 West Washington Avenue, Suite 500 Madison, WI 53703-2796 Toll-Free: 800-669-1190 Forward Phone: 608-261-2500 Wisconsin

Fax: 608-261-2518 Email: info@forwardwi.com www.forwardwi.com

The Wisconsin Department of Commerce The lead state agency for firms already located

in Wisconsin that are considering expansion or seeking business assistance. 201 West Washington Avenue Madison, Wisconsin 53703 Phone: 608-266-1018 www.commerce.wi.gov



#### **Wisconsin Economic Development** Association (WFDA)

A statewide non-profit organization dedicated to expanding the state's economy. 4600 American Parkway, Suite 208

Madison, WI 53718 Toll-Free: 800-581-4941 Phone: 608-255-5666 Fax: 608-241-7790 www.weda.org



Mississippi River Regional Planning Commission (MRRPC) and Western Wisconsin Technology Zone

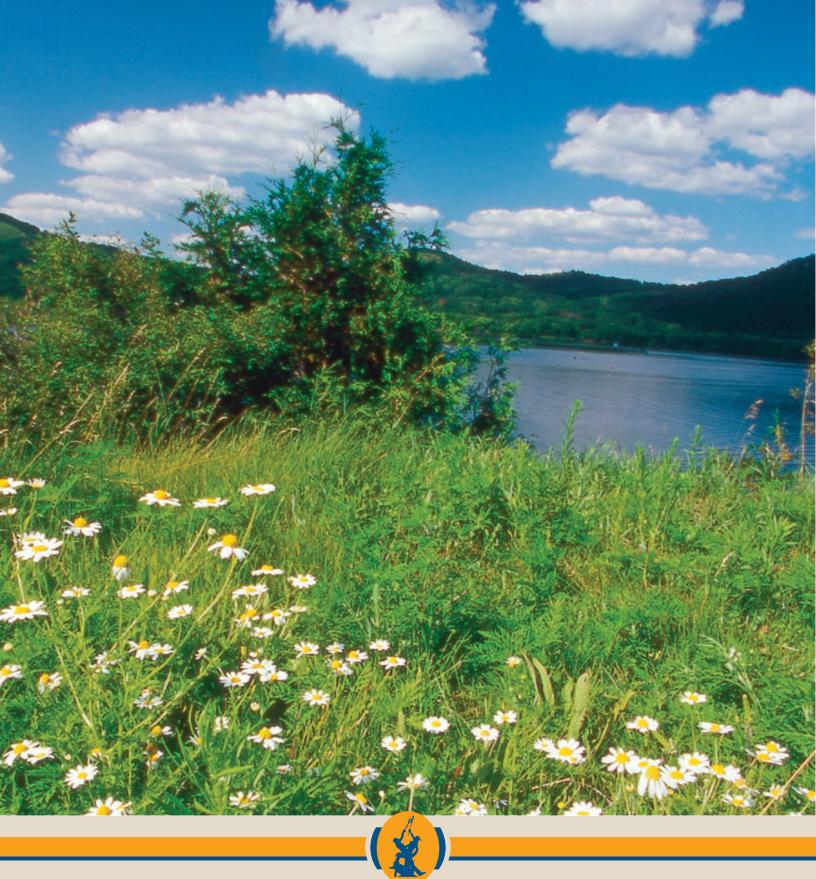
1707 Main Street, Suite 240 La Crosse, WI 54601 Telephone: 608-785-9396 Fax: 608-785-9394











La Crosse County, Wisconsin
La Crosse County Economic Development
County Administration Center 400 4th Street North • La Crosse, WI 54601 Call 608-785-5919 M-F 8:30 AM - 5:00 PM (CT) www.co.la-crosse.wi.us/economicdevelopment

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