

27

Companies graduated from the Scalerator program

\$65.1 million

Total revenue of Scalerator participants

41%

Average projected growth in 2015 by Scalerator participants

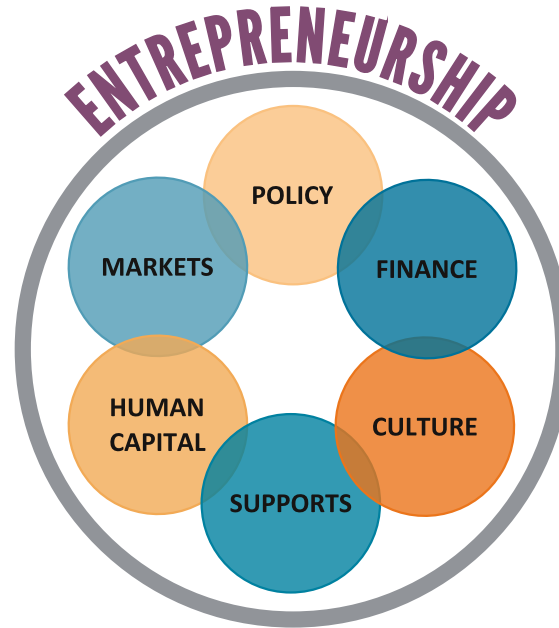
224

Planned hires in 2015 by Scalerator participants

464

New customers acquired by Scalerator participants

Scale Up Milwaukee
Focuses on six domains:
Policy, Finance, Culture, Supports,
Human Capital and Markets.



SCALERATOR

Business Growth Training Program

OCTOBER 2015 - MARCH 2016

Fostering a Growth-Obsessed and Growth-Enabled Milwaukee Region



OUR IMPACT

SCALE UP MILWAUKEE BY THE NUMBERS



SCALE UP MILWAUKEE

AN INITIATIVE OF THE GREATER MILWAUKEE COMMITTEE

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ScaleUpMilwaukee.org/sclr



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SCALE YOUR BUSINESS WITH THE SCALERATOR PROGRAM

The Scalerator program has been wildly successful in helping companies in southeast Wisconsin to grow. To date, 27 companies have graduated from the Scalerator program, **averaging a planned 41% in revenue growth in 2015.**

PROGRAM OVERVIEW

- Seven sessions over a six month period.
- Sessions last one and a half days.
- Focuses on marketing/sales, finance, and organizational development.
- Taught by expert Babson College professors.
- Guest speakers include professional bankers, investors, consultants, sector specialists and others.

2015 SCHEDULE

1. **June: Application open**
<http://ScaleUpMilwaukee.org/sclr>
2. **August: Application period**
3. **September: Applicants notified**
4. **October: Program Start**

Our focus on entrepreneurship in Milwaukee and the Scale Up efforts... has been a major accomplishment. ...We're focusing on scalable companies and growth, making a small company a bigger, better, more prosperous enterprise.

Shel Lubar, Chairman, Lubar & Co.

Participating in the Scalerator program has transformed the way we do business.

*Lori Zindl, President, OS inc,
Scalerator 2015*



I found new focus, learned that the cornerstone of a growth strategy begins with a clearly defined and communicated vision.

Hans Kirkegaard, Owner, Cory Graphics, Scalerator 2015

The Scalerator Program is a fantastic academic resource that challenges business owners to improve productivity, sales, and processes. I would recommend this program to any business owner.

*Helen K. Traudt, President, Right Choice Janitorial Supply,
Scalerator 2015*

SCALE UP MILWAUKEE

AN INITIATIVE OF THE GREATER MILWAUKEE COMMITTEE

Scale Up Milwaukee fosters a growth-obsessed and growth-enabled Milwaukee region. Using Babson College professor Daniel Isenberg's proven model for promoting entrepreneurship, *Scale Up Milwaukee* convenes a diverse group of

stakeholders (private sector leaders, public officials, university faculty, entrepreneurs, investors and local economic development groups) to develop actionable strategies for high-growth, high-impact entrepreneurship in

the region. *Scale Up Milwaukee* helps to promote a positive entrepreneurship ecosystem that leads to significant growth events. Our activities include the Scalerator, the Mayor's Growth Tour and the CEO Forum.