

2018 Q2 Report

April- June
Livingston County

SPARK
@nn arbor usa



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Tips and Tricks

The programs and services that the EDCLC and SPARK promote are accessible to everyone. Part of helping growing businesses succeed in Livingston is our residents find good local jobs and our entrepreneurs find the tools that they need to succeed. Here are a few programs that we want you to know about this quarter:

Thanks for Taking the Trek!



Ann Arbor SPARK celebrated the third year of Ann Arbor Tech Trek in June. Over 80 local technology companies opened their doors to the public, showcasing their latest innovations to over

Livingston County Regional Manufacturing Day 2018

Manufacturing Day is an opportunity for students to learn about relevant career opportunities in manufacturing



Are you **interested** in becoming a participant?

Contact **Carrie Bonofiglio**
Business Partnerships Coordinator at MI Bright Future
carrie.bonofiglio@winintelligence.org

Livingston County Early College

The Livingston County Early College is a unique opportunity for students to earn college credits, an associate's degree, industry credentials or technical certificates in a Career Pathway while in high school.



Interested?
Contact your school administrator to learn more!

Job Opportunities



Livingston County is a great place to work, live, and play! Check out the following job opportunities to see if there is a position aligned with your skills and interests!

- **Asahi Kasei**
<https://asahi.applicantpool.com/jobs/>
- **CZ Cartage**
<http://www.czcartage.com>
- **Tribar Manufacturing**
<http://www.tribarmfg.net>
- **Total Security Solutions**
<https://www.tssbulletproof.com/jobs/>
- **U of M's Brighton Health Center**
<https://www.uofmhealth.org/careers>
- **TG Fluid Systems**
<http://www.toyoda-gosei.com>
- **Brighton NC**
<https://www.brightonnc.com/join.php>
- **CZ Cartage**
<http://www.czcartage.com>

Regional News & Updates

This quarter was a productive period for economic development in Livingston County. The following highlights review some of the biggest projects and successes from the last three months.

Development Continues at the Fowlerville Industrial Park



The Fowlerville industrial park has experienced a lot of activity in recent months.

In January, a newly established manufacturing subsidiary of IEC Company, known as IEC Fabrication, acquired the former Tribar building on National Dr. to house their operations. IEC Fabrication manufactures a variety of fluid systems for the automotive and other industries. Currently, their biggest customer is Toyota.

In addition, Ann Arbor SPARK staff recently attended the

groundbreaking ceremony for Total Security Solutions' new headquarters. The event recognized the development team including Lindhout Associates Architects, Rand Construction, and Huntington Bank. Once completed, the 46,000 facility on Garden Lane St. will house manufacturing, distribution, warehousing, and office operations for the company.

CZ Cartage is another new business within the Fowlerville industrial park. The company is now in their newly constructed 131,000 square foot building on Van Riper St., a \$6.5 million investment which began in 2017.

The LDFA Board and the Village of Fowlerville are funding a reconstruction project along National Dr. to be completed by September. This project comes one year after the LDFA Board invested approximately \$1.2 million to improve Garden Lane. The industrial park currently has a few lots of land available to attract new users. The LDFA Board is preparing a marketing package for the industrial park, the existing properties ready for development, and to showcase Fowlerville as a business friendly community.

Regional News & Updates

Seedling Growers Lease Land from Michigan DNR in Hamburg Township

A Canadian forest seedling grower has taken over 24 acres of land on the grounds of the Brighton Tree Improvement Center, within the Brighton Recreation State Park, in a lease arrangement with the Michigan DNR. The land, located in Hamburg Township, will be put back to use as a nursery operation for containerized tree seedlings.

Canadian-based PRT Growing Services Ltd. plans to construct up to 30 greenhouses and open crop production compounds to produce more than 8 million various tree seedlings annually including red pine, jack pine, and black spruce. Most of their product is under contract to the State of Michigan for re-forestation along with other Great Lakes States, local communities and private firms. With nursery operations throughout Canada and in Oregon and Alabama, PRT is North America's largest producer of container-grown forest seedlings. PRT takes pride in being a major player in North American forest sustainability and replenishment.

Today, PRT operates

and storage facilities across North America, producing more than 220 million seedlings annually. Since their establishment in 1988, PRT has grown more than 4 billion seedlings.

Ann Arbor SPARK was introduced to the company through the MEDC and their international attraction team. SPARK coordinated introductory meetings with Hamburg Township officials, and made referrals to local construction firms for PRT to bid the work through. PRT plans to begin seeding the first crop in March, 2019 to begin servicing their customers throughout the Midwest. SPARK is also ensuring that PRT's Human Resources team in Canada is connected to talent programs and other resources in the state to recruit the few dozen jobs the operation will require.

"PRT is excited to achieve another benchmark in our long term Strategic Plan by producing seedlings in Michigan. The Brighton/Howell area is very well suited to enabling a successful nursery operation and we look forward to being a positive part of the local community in many ways" said Peter Richter, PRT Regional Manager



“Today, PRT Operates 18 growing and storage facilities across North America, producing more than 220 million seedlings annually. Since their establishment in 1988, PRT has grown more than 4 billion seedlings.”

Regional News & Updates

New Autonomous Vehicle Test Track Approved in Handy Township



The Fowlerville Proving Grounds owned by FT Techno of America, began the construction of a new test track designed to test autonomous vehicle technology. The new test track will feature connected traffic infrastructure such as stop lights that can communicate with vehicles, and will mimic real-world traffic conditions. During a special hearing held on May 31st, the Handy Township Board of Trustees voted to approve a property tax abatement on the \$5 million

investment for 12 years. FT Techno anticipates the investment will create approximately six additional jobs.

Having the infrastructure to enable connected and autonomous vehicle testing provides FT Techno's current customers a new resource to test their own technology on the road, as well as allow collaborations to form to conduct joint-testing. FT Techno is an independent operation enabling any manufacturing or technology company to be a customer of the proving grounds.

Greater Ann Arbor Region Holds Workforce Opportunity Workshop at Adrian College

Partners of the Greater Ann Arbor Region came together to share best practices for talent recruitment, retention, and development at the Workforce Opportunity Workshop (WOW) event held at Adrian College this May. The event had a range of speakers from partner economic development organizations and Consumers Energy, and featured a keynote by Mark Alyea of Alro Steel Corp. in Jackson.

During the event, Marcia

Gebarowski from Ann Arbor SPARK discussed best practices from the Flint MTA partnership in Livingston County. In 2013, Ann Arbor SPARK helped establish a new partnership between Flint MTA and the State's Community Ventures program, funding bus passes for structurally unemployed residents in Flint seeking jobs in Livingston County.

This program is a strong example of how state programs can be used to relieve the burden and cost of talent attraction and recruitment. By sharing this best practice, economic development partners and private sector attendees were able to consider transportation solutions that may be applicable in their communities.



Regional News & Updates

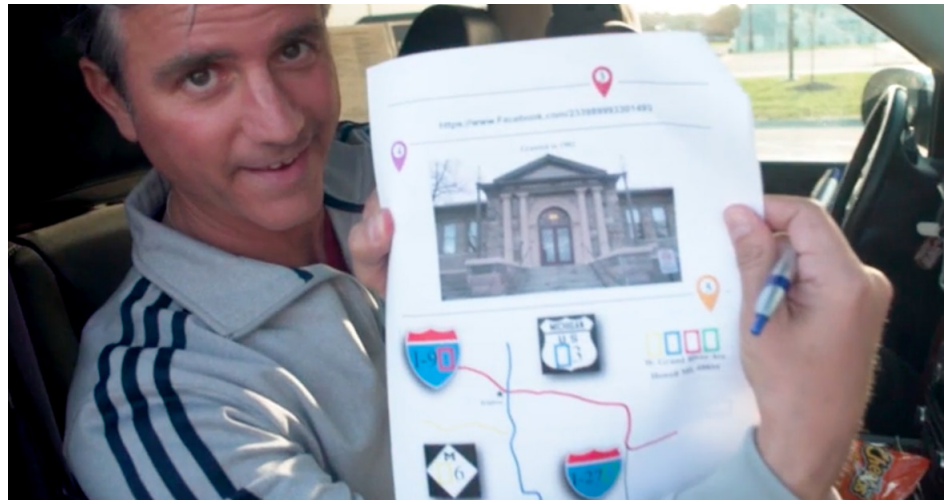
Livingston County's First Championing Futures Road Rally was a Great Success!

More than 50 participants drove around Livingston County on a sunny evening in April, searching for clues and solving puzzles during the Championing Our Futures Road Rally.

Laura Hoehn from Livingston Educational Services Agency (LESA) and Laurie Humphries from Champion Chevrolet spearheaded the event, creating a large collaboration of area manufacturers, schools, and other service providers, including Ann Arbor SPARK, to raise scholarship funds for students in the skilled trades in Livingston County. The Road Rally was an innovative event that highlighted the importance of skilled trades positions at local firms like Brighton NC and C&B Machining Company, while raising financial support for students that wish to pursue a skilled trade after graduation.

In addition to being a sponsor of the road rally, Ann Arbor SPARK used grant funds to have a video made, highlighting the event as a best practice to engage employers, local schools, and their students. Over \$10,000 was raised during

the Road Rally for the scholarship fund. Pinckney senior Veronica Coke was this year's scholarship awardee.



Watch the Road Rally video here:

<https://tinyurl.com/yco4mmhe>

MFG Day 2018 Planning is Underway

MFG Day events will be held once again in Livingston County, allowing area high school students to tour local manufacturing facilities, and hear first-hand the skills required to work in the advanced manufacturing field. Ann Arbor SPARK is spearheading a committee of service providers and employers to coordinate high school field trips to area manufacturers. The committee's goal is to have participation from a variety of local manufacturers and all five school districts.



The goal of National Manufacturing Day is to address common misperceptions about manufacturing by giving companies an opportunity to open their doors and show, in a coordinated effort, what manufacturing is—and what it isn't. An informational breakfast is being held in July for employers to meet the planning committee and learn how to host a MFG Day tour, and to hear from companies who have participated in prior years events. Manufacturing Day activities will be held on Thursday October 4th.

Regional News & Updates

Ann Arbor SPARK's Summer Intern Researches Marketing Strategies to Promote Spencer J. Hardy Airport in Livingston County

The Spencer J. Hardy Airport in Livingston County is one of the County's most overlooked assets. The airport is a critical piece of local transportation infrastructure, serving a broad range of users in Livingston County.

The airport plays an important role in local commerce. Many companies would not locate in Livingston County without the presence of an airport. The airport moves goods and people in an efficient manner and is valuable to the competitive position of business organizations.

Ann Arbor SPARK recently met with the Airport Manager, Mark Johnson, to review strategies to market and promote the airport as an asset for business attraction and retention.

This summer, Ann Arbor SPARK hired an intern, Sam Ahearn, to work closely with Mark Johnson and SPARK's marketing team to develop new marketing materials for the airport.

Sam is a political science student at the University of Michigan and is interested in connecting businesses to strategic resources to generate economic growth. Working with the airport, Sam will have the opportunity to highlight this asset in Livingston County to provide value to local companies.

The airport project will consist of marketing the services available at the airport and will highlight available sites to potential tenants. Ann Arbor SPARK will add airport sites to commercial property listings and include a detailed brochure citing services available at the airport.



Pinckney is Redevelopment Ready!



The Michigan Economic Development Corporation certified the Village of Pinckney as a Redevelopment Ready Community in May. Ann Arbor SPARK joined elected officials and Village Staff to witness the Michigan Economic Development Corporation present the certification and celebrate this accolade.

The Redevelopment Ready Communities program requires communities to undergo a rigorous self-evaluation in order to streamline local processes and planning documents. The Village of Fowlerville, City of Howell, and City of Brighton have engaged in the Redevelopment Ready Communities process and are working towards certification.

Regional News & Updates

The Village of Fowlerville Submits Proposal to MEDC Facade Pilot Program

The Michigan Economic Development Corporation recently created a new pilot program to provide support for facade improvements in local communities. The Facade Restoration Initiative will provide three matching grants of up to \$500,000 to support communities with a pipeline of facade improvement projects and an existing facade program.

The Village of Fowlerville worked with Ann Arbor SPARK to submit a proposal to the new pilot program. The Village identified six properties in the Downtown Development Authority District that would undergo facade improvements if funding became available. The pipeline of projects that Fowlerville included in the application will have a transformative impact on Downtown once completed. The enhancements would beautify the District to attract new businesses, residents, and visitors.

The application included over \$750,000 worth of potential facade improvements. The Village of Fowlerville will hear back about their application later this fall.

April 24, 2018 12:02 p.m.

Michigan Strategic Fund designates \$1.5 million for business façade improvements

By ANNALISE FRANK  



Construction/Property redevelopment Economic Development Government More +

- Funds to be designated for local downtown authorities
- Building owners to renovate storefronts
- Aim is to make commercial corridors prettier and busier

Michigan's economic development arm plans to help fund storefront improvements in downtowns and commercial centers with a new \$1.5 million initiative.

The Façade Restoration Initiative, approved by the Michigan Strategic Fund board Tuesday, will hand down money to local organizations throughout Michigan such as downtown development authorities and shopping districts, according to a Michigan Economic Development Corp. memo. The selected groups can then dole out funds to building owners for façade repair and

MEDC and Local Partners Visit Texas to Meet Site Consultants

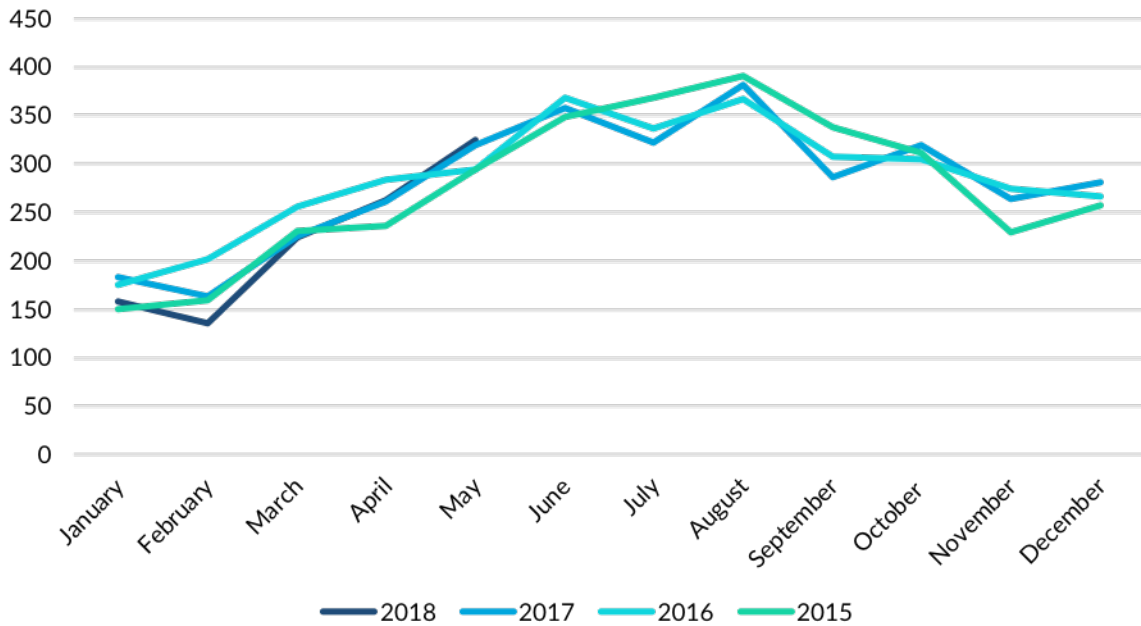
Ann Arbor SPARK recently joined the Michigan Economic Development Corporation (MEDC) on a market blitz event in Dallas with national site consultants in order to promote business attraction opportunities, develop new relationships, and share information on the region. Conversations about various Federal programs and how they are applied in Michigan was a topic of interest during the event. The site consultants were given a detailed overview of state incentive packages, including the newly established Good Jobs for Michigan program.

The MEDC hosted a three-day site consultant trip in southeast Michigan, with stops including Ann Arbor and Detroit. Many of the Dallas-area consultants attended this trip to experience the unique auto-tech industry in our region.

Data and Demographics

	2018 YTD	2017	2016
Residential Housing Sales	1,106	3,365	3,438

Number of Residential Housing Sales per Month in Livingston

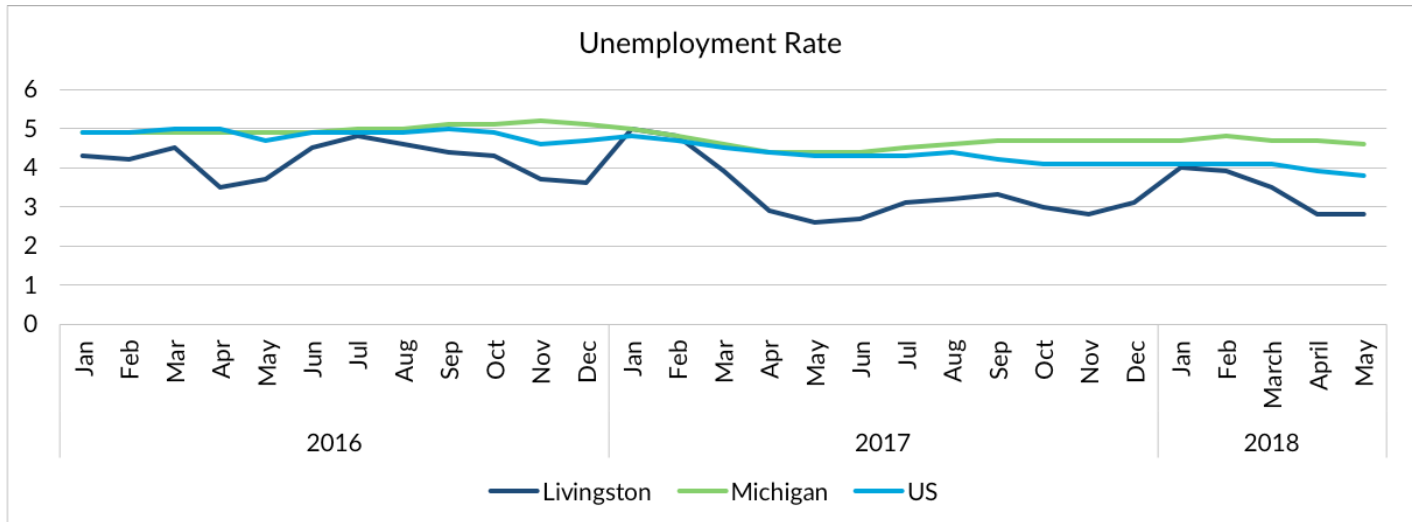


	2018	2017	2016
% of Commercial and Industrial Property as Total Real Propert Base	13.2%	12.8%	13%

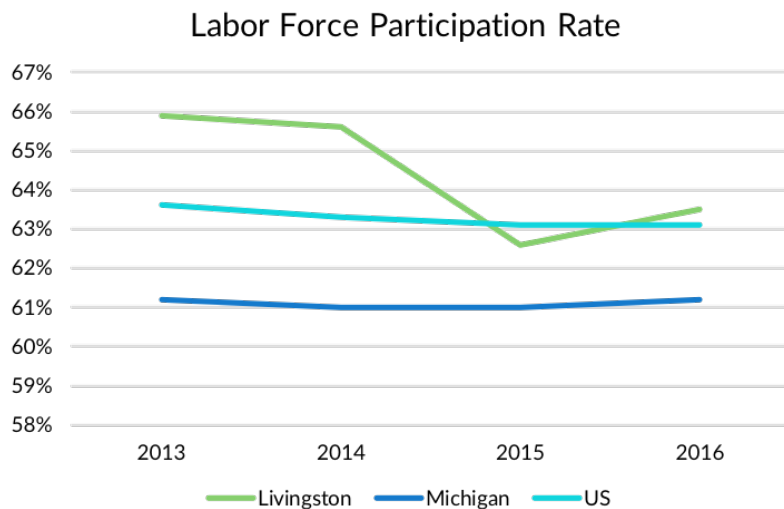
WARN NOTICES

No new WARN notices in the region. “WARN” is the Worker Adjustment and Retraining Notification and helps ensure advance notice in cases of qualified plant closings and mass layoffs.

Data and Demographics



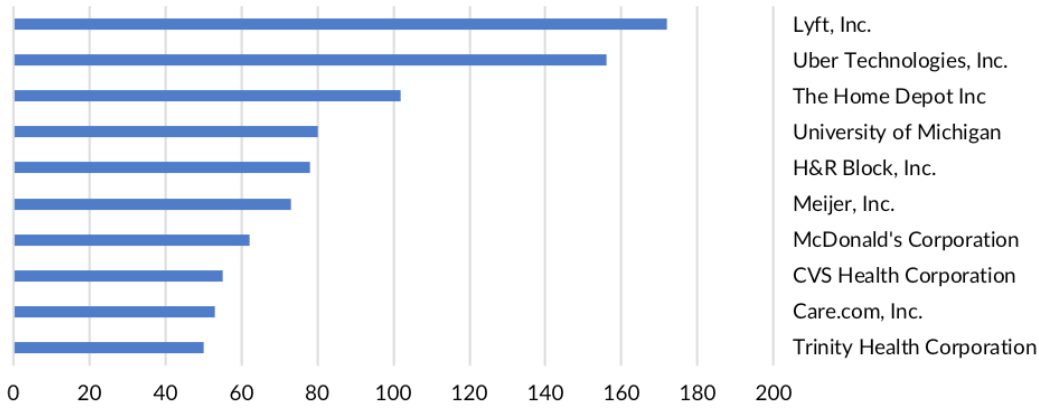
	Livingston	MI	US
Unemployment Rate May 2018	2.8%	4.6%	3.8%



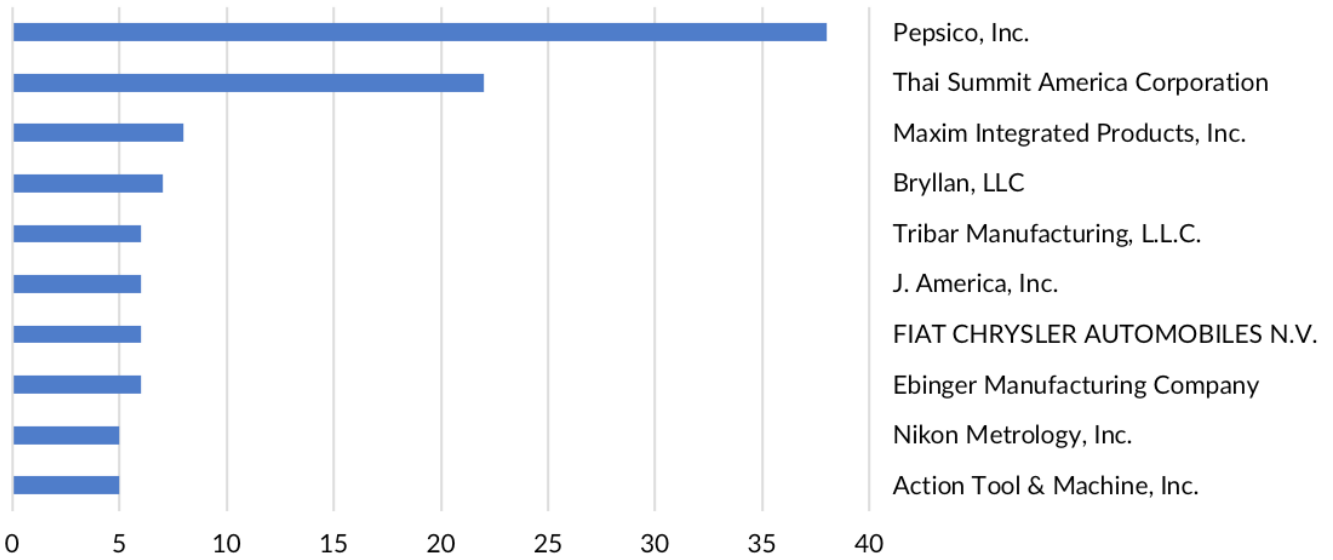
Unemployment in Livingston County has remained below 4%, and is lower than the unemployment rate in Michigan (4.6%) and the US (3.8%). Unemployment in Livingston County has consistently trended downwards since 2013. Labor Force participation also decreased during the same time period, indicating that although fewer people were looking for work, more people were exiting the labor market. In 2016, Labor Force Participation increased slightly.

Workforce Data

Top Employers by Number of Job Postings, Q1 2018

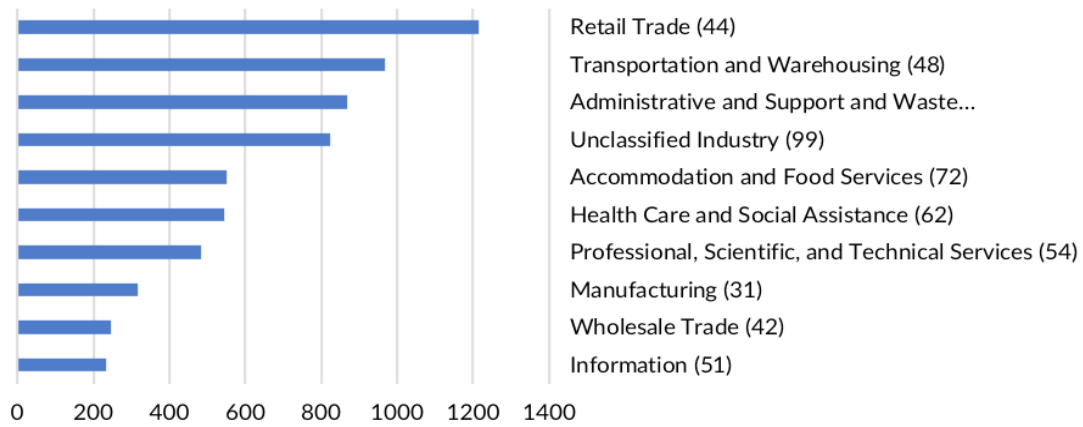


Top Employers in Manufacturing by Number of Job Postings, Q1 2018

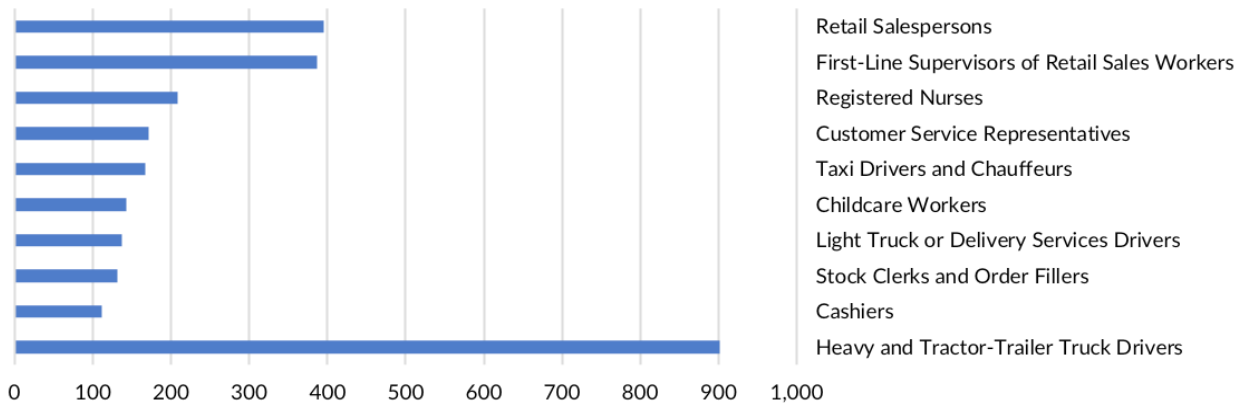


Workforce Data

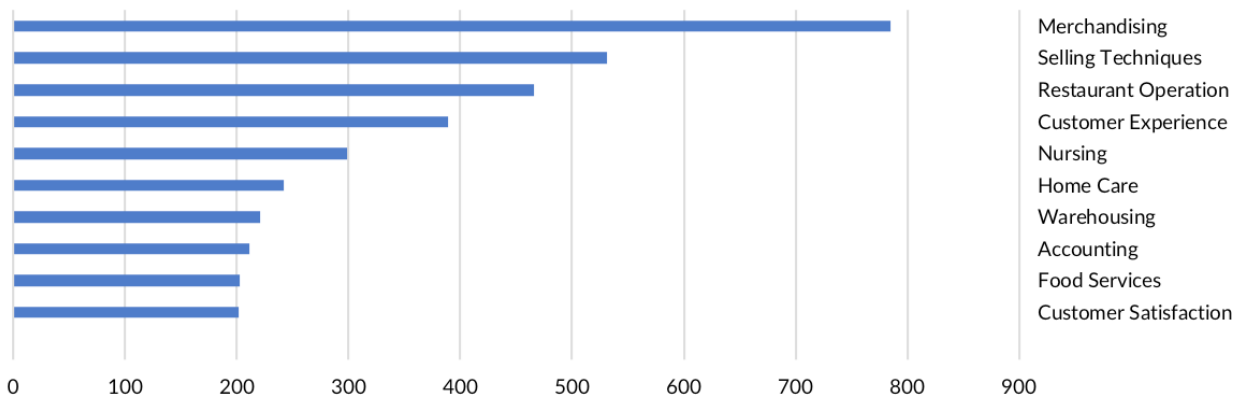
Top Industries by Number of Job Postings, Q1 2018



Top Occupations by Number of Job Postings, Q1 2018



Top Technical Skills in Demand by Number of Job Postings, Q1 2018



2018 Growth and Retention Program- Q2

Company Visits	28
Total Full Time Employees At Companies Visited	3,566
Number of Project Successes	5
Employment Multiplier	3
Job Retention Assistance	68
Job Creation Assistance	26
Total Investment	\$9 million

Company Visits

Account Name	Taxing Municipality	Account Name	Taxing Municipality
FlexDex Inc	Brighton Township	Littlite	Hamburg Township
Ravago	Brighton Township	Fowlerville Proving Ground	Howell Township
Corrigan	City of Brighton	Thomson Plastics, Inc	Howell Township
Eberspächer North America, Inc.	City of Brighton	Rex Materials	Howell Township
Surgical Safety Scanner	City of Brighton	Crosswinds Aviation	Howell Township
TwoSix Digital	City of Brighton	Armor Protective Packaging, INC	Howell Township
Key Plastics	City of Howell	ZF TRW Automotive	Tyrone Township
Chem-Trend	City of Howell	Ventra Fowlerville LLC	Village of Fowlerville
CRW	Genoa Township	IEC Fabrication LLC	Village of Fowlerville
C & B Machinery	Green Oak Township	Willbridge of Pinckney	Village of Pinckney
Legacy Center LLC	Green Oak Township		
Lowry Solutions	Green Oak Township		
Brighton NC Machine Corporation	Green Oak Township		
AIRman Products, Inc	Green Oak Township		
Applied Molecules	Green Oak Township		
Commercial Construction, Inc	Green Oak Township		
CAE, Incorporated	Hamburg Township		
Flexible Metal	Hamburg Township		

2018 Project Pipeline

Number of Projects	20
Potential New Job Creation	638
Potential Capital Investment	\$1.1 Billion
Average Age	217

Uniq ID	Age	Probability (%)	Project Cost	New FTE Jobs
8642	327	65	\$700,000,000	33
0101	135	10	\$250,000,000	350
4700	261	50	\$150,000,000	100
4731	169	75	\$1,000,000	20
4730	201	50	\$200,000	50
11152	66	50		25
3886	117	25		25
4727	316	10		20
5624	66	75		15
3280	248	50		
7702	821	50		
8600	350	50		
4659	316	50		
0009	66	25		
0101	54	20		
6321	530	30		
11224	16	25		
8920	152	10		
11235	8	10		
9938	127	10		

Q2 EDCLC Finance Report

2018 Financial Contributions: \$389,772

Expected Private Sector
Contributions: \$104,500

Private Funders Invoiced:

- Asahei Kasei Plastics
- Chem Trend
- Boss Engineering
- Cleary University
- First National Bank
- Howell Chamber
- May & Scofield, Ltd.
- C & B Machinery
- Crystal Gardens
- Hartland Insurance
- Senior Care Equities #4, LLC
- Thai Summit
- Financial Plus + Credit Union
- Brighton Chamber
- Lake Trust Credit Union
- ERA Griffith Realty
- Lindhout Associates
- LC Assoc. of Realtors
- Old National Bancorp
- Corrigan Oil
- Chemical Bank
- J & J Joseph Properties
- Refrigeration Research
- Lowry Solutions, Inc.
- Rudolph Libbe
- Consumers Energy
- DTE Energy
- ITC Holdings Corp.
- IHA
- Trinity Health- St. Joseph
Mercy Hospital

Budgeted Public Sector
Contributions: \$285,272

Public Funders Invoiced:

- Livingston County, \$175,000
- City of Howell, \$6,699
- Genoa Township, \$22,939
- Oceola Township, \$10,455
- Hamburg Township, \$20,300
- Village of Pinckney, \$2,500
- Green Oak Township, \$19,285
- City of Brighton, \$8,932
- Hartland Township, \$13,195
- Handy Township, \$3,467
- Village of Fowlerville, \$2,500

2018 Expenses YTD: \$183,814

EDCLC Invoiced Expenses:
\$183,814

Expenses Paid:

- Bredernitz & Wagner, \$300
- Ann Arbor SPARK Q1, \$91,757
- Ann Arbor SPARK Q2, \$91,757

Events

Community events are a great way to make connections between local leaders, and industry to create a vibrant network of individuals committed to economic prosperity.

The EDCLC Annual Meeting

When: September 19, 2018, 11:00 AM- 1:00PM

Where: Crystal Gardens

5768 E Grand River Ave., Howell, MI 48843

Join business, government, and community leaders from the area as the Economic Development Council of Livingston County celebrates 35 years of economic development in Livingston County. The luncheon will highlight local successes and provide recognition to the top economic drivers in our community.



The Michigan Works Southeast! Annual Awards Celebration

When: October 26, 2018, 8:00 AM- 10:30 AM

Where: Webers Restaurant and Boutique Hotel
3050 Jackson Road, Ann Arbor, MI 48103

Join Michigan Works Southeast! to honor outstanding workforce development programs, program alumni, and staff throughout the region.



Report Definitions

COMPANY VISITS: Meetings with local businesses regarding their current business outlook. This is a core “economic gardening” strategy that provides opportunities for referrals like workforce development training, state-level resources, tax incentives, business development opportunities, cost reduction strategies, access to capital, etc.

EMPLOYMENT MULTIPLIER: Figure calculated by economic modeling through Regional Economic Models, Inc., which quantifies the indirect assistance provided through new job creation. For example, an employment multiplier of 2.0 would indicate that 1 new job would affect 2 total jobs (the new job itself, and another indirect job). Employment multipliers are based on the company’s industry and investment, among other factors.

PROJECT PIPELINE: The project pipeline represents potential projects that have been identified, along with their current status and probability of completion.

REFERRALS: Referrals to outside resources or value-added services provided by staff. This could include a referral regarding a state-level program, a review to determine the feasibility of entry into a new sector, or technical assistance with local or state-level programs

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