

2018- Q1 Report
JANUARY-MARCH 2018



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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:

Have Fun, Raise Funds, and Win Prizes at the Championing Futures Road Rally

Break up the week and compete for prizes in this exciting scavenger hunt that will take you to locations (mainly along Grand River) from Brighton to Fowlerville. Participating companies include Brighton NC, Hatch Stamping, C & B Machinery, and More! You'll have about 2 hours to earn as many points as you can, but the true winners will be the students applying to skilled trades programs because **ALL participation fees will be used to provide scholarships to qualifying graduates of the 2017-'18 school year.** Event registration: <https://www.eventbrite.com/e/championing-futures-road-rally-tickets-42094172804>



INVEST IN THEM,
INVEST IN YOU!

Road Rally

Designed to help expand Livingston County's skilled workforce and grow our economy.



Join Ann Arbor SPARK at A2 Tech Trek 2018!

What is Tech Trek?

Ann Arbor Tech Trek is a free community event and a terrific opportunity to see the real gems located inside the doors of many area tech companies. It's also a chance to see what's unique about downtown Ann Arbor.

Leading technology companies will open their doors to the public and showcase their latest innovations. Whether you're a job seeker, student, professional, or someone curious about the Ann Arbor tech community, anyone is welcome to attend.

Each stop on the trek will create a fun, educational experience that reflects each company's unique culture. Those on the tour will also enjoy refreshments, prizes, t-shirts and giveaways. Find out more:

<http://annarborusa.org/techtrek/>





Tips and Tricks

STARTING YOUR OWN BUSINESS

Looking to start a business? Join Ann Arbor SPARK at our incubator in Ypsilanti for a monthly event to help entrepreneurs learn about marketing, legal, accounting, and risk considerations, product development, business plans and financing options to help their business idea thrive. Attendees have an opportunity to get advice from a variety of business experts and organizations that are available to support new ventures. Check out Ann Arbor SPARK's events calendar for information at:

<http://www.annarborusa.org/events>

Check Out Who is Hiring in Livingston County:

Spiral Industries:

<http://spiralindustries.com/careers/>

Tribar Manufacturing:

<http://www.tribarmfg.net>

Hatch Stamping:

<http://www.hatchstamping.com/careers/current-openings/>

Find Your Next Career with Ann Arbor SPARK's Job Portal!



Whether you are looking to hire or find a new position, Ann Arbor SPARK's job portal will help facilitate a successful match. Upload your resume today to connect with the Greater Ann Arbor Area's top employers!

<http://www.annarborusa.org/work-here>



Regional News & Updates

Total Security Solution Expands into New Fowlerville Facility

Total Security Solutions is preparing to break ground on a new 46,000 square foot facility close to their current building in the Fowlerville industrial park. Currently located on National Drive, the company plans to break ground on a new 46,000 square foot facility on Garden Lane. The new facility will house manufacturing, distribution, warehousing, and office operations for the company. Total Security Solutions produces and installs bullet proof barriers that are aesthetically pleasing. They specialize in custom bullet resistant barriers, bandit barriers and bulletproof enclosures.



Ann Arbor SPARK has been working closely with Total Security Solutions since 2012, offering the company a number of different referrals to connect them to local resources. Last December, SPARK sat down with the company to review plans for their new facility and begin the process of applying for a PA 198 abatement for the planned development. The new facility will house the company's existing workforce and will add approximately five new jobs in the first two years after construction is completed.

Surgical Safety Scanner Consolidates Offices Under One Roof in the City of Brighton



Surgical Safety Scanner recently moved into a larger building in the City of Brighton, consolidating the small company's numerous offices under one roof with room to grow. Surgical Safety Scanner produces RFID tags for surgical instruments and other medical devices. Their tracking system enables real-time tracking of equipment, creates efficiencies

and added safety when inventorying items before surgery and after surgery

In February, Surgical Safety Scanner joined other Michigan companies that provide innovative healthcare products or services to attend the Arab Health Show in Dubai. This event is the world's second largest healthcare expo, which showcases more than 4,200 different companies to an audience of more than 103,000 healthcare professionals. Surgical Safety Scanner received a S.T.E.P grant from the MEDC to help offset costs of attending the overseas event. The goal of the S.T.E.P program is to assist Michigan companies in assisting or expanding their export activities to foreign markets.



Regional News & Updates

Abatement Approved for Fowlerville Facility, Launching New Attraction Efforts

E&M Fowlerville Investments is the development group that owns a speculative industrial facility under construction on National Drive in the Fowlerville Industrial Park. Last year, SPARK met with this team to tour the facility. During this meeting, the development team requested assistance in applying for a property tax abatement for the speculative development. With SPARK's assistance, this abatement application was approved by the Fowlerville Village Council for a 10 year period. The facility, which is a 50,000 sq/ft pre-engineered metal core and shell only, can house up to two tenants or a single user. The final build-out of office space and other interior work will occur to meet their tenant's needs.

Since the building is not completely built-out yet, it has drawn some attention from companies as they search for new locations. SPARK has worked with the MEDC to include the building in a number of qualified request-for-proposals (RFP's) for buildings from companies across the globe look for suitable locations in North America. In February, a Turkish automotive parts supplier and distributor toured the building as a candidate for their first warehouse facility in the U.S.



Fowlerville and Handy Township are the Newest Members of the Economic Development Council

Handy Township and the Village of Fowlerville developed a new partnership with Ann Arbor SPARK and the Economic Development Council, as both communities recently entered a three year contractual agreement with the EDCLC. The EDCLC will now expand its reach across the County, serving all of the local City and Village governments. SPARK staff has engaged on a number of different projects in Handy Township and Fowlerville, including providing assistance with two PA 198 abatements in Fowlerville and the Competitive Power Ventures project in Handy Township. Ed Alverson will serve on the EDCLC board as the representative from Handy Township and Jerry Bell will be the representative from Fowlerville.



Regional News & Updates

Due Diligence Continues for Power Plant in Handy Township

Competitive Power Ventures (CPV) continues their due diligence to construct a combined cycle natural gas electrical power plant in Handy Township. The Handy Township Planning Commission met on February 14th to consider a rezoning request for the subject property, and a text amendment to their zoning ordinance to allow electrical generation as an eligible special-use. After a lengthy public comment period during this meeting, the planning commission approved these items.

The Handy Township Board will meet on April 10th to review and give final vote on the rezoning and text amendment to allow the project as a special-use.

CPV is still in the very early stages of their due diligence for this project in Michigan. In addition to proper re-zoning, the company continues to work to secure customers, as well as conduct the necessary testing and reporting required to submit to DEQ for appropriate permits.



DEQ Provides Grant and Loan for the Cleanup of the Contaminated Hoskins Site in Hamburg Township

In December of 2017, the Michigan Department of Environmental Quality (DEQ) issued a \$205,000 grant and \$425,000 loan to the Hamburg Brownfield Redevelopment Authority for the cleanup of the Former Hoskins, a contaminated industrial site in Hamburg Township. Lakeland Building Concepts will finish needed environmental assessment, conduct interior demolition of an existing office building, and construct storage units that will complement the growing community. The \$1,000,000 redevelopment will create one new part-time job.

Ann Arbor SPARK helped in the early stages of this project, introducing the grant opportunity to Township officials and coordinating meetings between the DEQ and the Township. At a recent Township Board meeting, Supervisor Pat Hohl shared that he did not believe the project would have been possible without SPARK's assistance and partnership.



Regional News & Updates

Ann Arbor SPARK and Kettering University Partner to Introduce Local Companies to Kettering’s Professional Cooperative Learning Experience

In February, Ann Arbor SPARK hosted a workshop in partnership with Kettering University, to provide a detailed overview of the University’s unique experiential offerings for students through cooperative learning (co-ops). Students at Kettering alternate between semesters of classes and their co-ops in order to develop a practical and technical understanding of how to apply their education. Companies that host co-op students benefit from the students’ fresh perspective and access to in-demand talent.



The event was well-attended by companies from Washtenaw and Livingston Counties, including TG Fluids (Brighton), Brighton NC (Green Oak Township), Lowry (Green Oak Township), and Insulgard Security (Brighton). Ann Arbor SPARK and Kettering will continue partnering on future events to expand the co-op program and build the local talent pipeline.

State and Local Partners Attend Market Blitz Events in Chicago and Atlanta to Promote Business Attraction Efforts

Ann Arbor SPARK recently joined the Michigan Economic Development Corporation (MEDC) on market blitz events in Atlanta and Chicago with national site consultants in order to promote business attraction opportunities, develop new relationships, and share information on the region.



The site consultants were given a detailed overview of state incentive packages, including the newly established Good Jobs for Michigan program. Both events spotlighted Livingston County as a viable location for development opportunities and business attraction nationwide.





Regional News & Updates

Livingston County Companies Highlighted on Ann Arbor SPARK's Blog


This year, Ann Arbor SPARK launched a new blog series, highlighting leaders from local companies in Livingston County. The first two blogs received widespread attention, with hundreds of clicks and dozens of Facebook likes. The content was targeted to a regional audience, sharing company stories beyond County borders.

The first blog featured Joe Parker, of C & B Machinery in Green Oak Township. Joe shared his successful entrepreneurship story with the SPARK team, bringing his pride in running a business and passion for community development to light. The second blog was about Dave Yancho, of Armor Protective Packaging (Howell Township), and highlighted Dave's efforts to create a thriving company culture for workers of all generations and backgrounds.

Visit Ann Arbor SPARK's blog at <http://blog.annarborusa.org>

Ann Arbor SPARK
February 7 · 🌐

There's no arguing that Joe and his family have made a substantial impact on Livingston County's development over the years. Learn more about this family man, CEO, and serial entrepreneur in our latest blog!



Joe Parker, Livingston County's Serial Entrepreneur
Ann Arbor SPARK Posts Julia Upfal February 6, 2018 Joe Parker, Livingston County's Serial Entrepreneur In the beginning of January, SPARK's Livingston County team met with Joe Parker from C & B Machinery to learn more about...

BLOG.ANNARBORUSA.ORG [Learn More](#)

Like Comment Share

You, Margi Brawer, Pat Convery and 38 others [Top Comments](#)

10 Shares

Ann Arbor SPARK
March 21 at 2:41pm · 🌐

We recently had the chance to sit down with Livingston County company, [Armor Protective Packaging](#), and learn about how their company culture sets them apart! Check out their story on our blog



Livingston Company Uses Culture to Leverage Success
Ann Arbor SPARK Posts Julia Upfal March 20, 2018 Livingston Company Uses Culture to Leverage Success In 2017, Armor Protective Packaging was named one of the "Cool Places to Work" by Crain's Detroit Business and in 2015 it...

BLOG.ANNARBORUSA.ORG [Learn More](#)

Like Comment Share

You and 64 others [Top Comments](#)

13 Shares



Regional News & Updates

The Village of Pinckney Establishes a Brownfield Redevelopment Authority in Order to Address Challenged Sites

The **Village of Pinckney** recently reestablished a Brownfield Redevelopment Authority, making way for opportunities to access cleanup funding and restore contaminated sites. Ann Arbor SPARK staff helped the Village through the process of reactivating the authority and connecting with the Michigan DEQ.

The Pinckney Brownfield Redevelopment Authority's first goal is to identify several target sites for redevelopment and brownfield assistance.



SPARK and Local Partners Explore Potential for New Apprenticeship Opportunities in the Healthcare Sector

Apprenticeships in the healthcare sector were explored at a recent meeting between Michigan Medicine, MI Works, MI Bright Future, and SPARK. As the conversation continues about the growing healthcare industry in Livingston County, programs are being explored with our healthcare employers to create a talent pipeline for high demand positions. Examples of apprenticeship programs across the state in the healthcare field were discussed, as well as funding opportunities to support employees enrolled in apprenticeship programs.

When the new University of Michigan hospital in Brighton is open, Michigan Medicine will face new demand for talent, and offering apprenticeship programs to new or existing employees is one way to encourage training for different certifications and positions within their system.





Regional News & Updates

Ann Arbor SPARK Provides Municipal Assistance to Communities Seeking Redevelopment Ready Communities (RRC) Certification

The State of Michigan recently established a statewide certification program to highlight communities that have completed strategic planning for redevelopment and establish a seamless process for developers. Using planning and economic development best practices, the Redevelopment Ready Communities (RRC) program requires communities to complete a detailed self-evaluation to receive certification.

In order to assist with the RRC process, SPARK staff has completed training in areas where economic development expertise is necessary. In doing so, SPARK was able to assist the Village of Pinckney with their economic development strategy and complete a marketing package for the City of Howell, highlighting RRC priority sites. The Village of Pinckney passed the economic development strategy and completed the RRC process. The Village will become certified this spring.



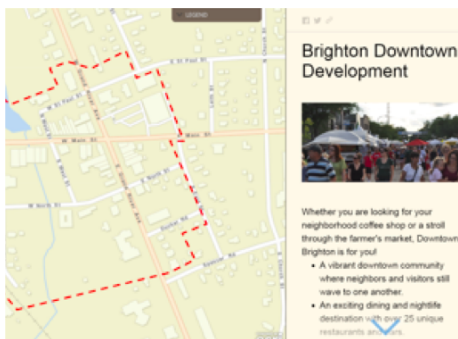
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Community Outreach

Ann Arbor SPARK Provides Update to MGFOA About the Benefits of Redevelopment

Early this year, the City of Brighton Finance Director, Gretchen Gomolka, approached Ann Arbor SPARK to provide an update to the Michigan Governmental Finance Officers Association (MGFOA) about the benefits of redevelopment for municipal revenue. The presentation highlighted case studies in Livingston County (Heart of Howell) and featured the municipal projects that SPARK has worked on to encourage redevelopment. The presentation served the dual purpose of educating the community while sharing information on SPARK’s local redevelopment efforts.





Community Outreach

Ann Arbor SPARK Featured at the Home Builders Association Annual Meeting

Marcia Gebarowski led a presentation on the EDCLC and SPARK's efforts in Livingston County at the Livingston County Home Builders Association Annual Meeting. The presentation provided economic development updates and metrics relevant to the local home building industry. Attendees included representatives from construction, trades, real estate, and engineering, making the meeting a productive place to discuss the future for residential development in the County.



SPARK Provides Update to the Fowlerville Business Association

SPARK staff has been working on new community engagement efforts to connect with companies and community leaders in the communities that recently established a partnership with the EDCLC, Fowlerville and Handy Township. Kicking off these efforts, Marcia Gebarowski presented on SPARK's work in the community to the Fowlerville Business Association this March. The presentation included an overview of our services and shared stories of the projects we have worked on locally. The Fowlerville News and Views featured a story on the EDCLC's new partnership following the presentation.

Business group hears presentation from economic development consultant

By Steve Horton

Members of the Fowlerville Business Association heard a presentation at its breakfast meeting last Tuesday from Marica Gebarowski about the workings of the Livingston County Economic Development Council (EDC) and its consultant—Ann Arbor SPARK.

Gebarowski, who works for Ann Arbor SPARK, serves as the Director of Business Development for Livingston County. The Village of Fowlerville, along with the Downtown Development Authority and the Local Development Financing Authority, recently contracted with the Livingston EDC to use Ann Arbor SPARK as a

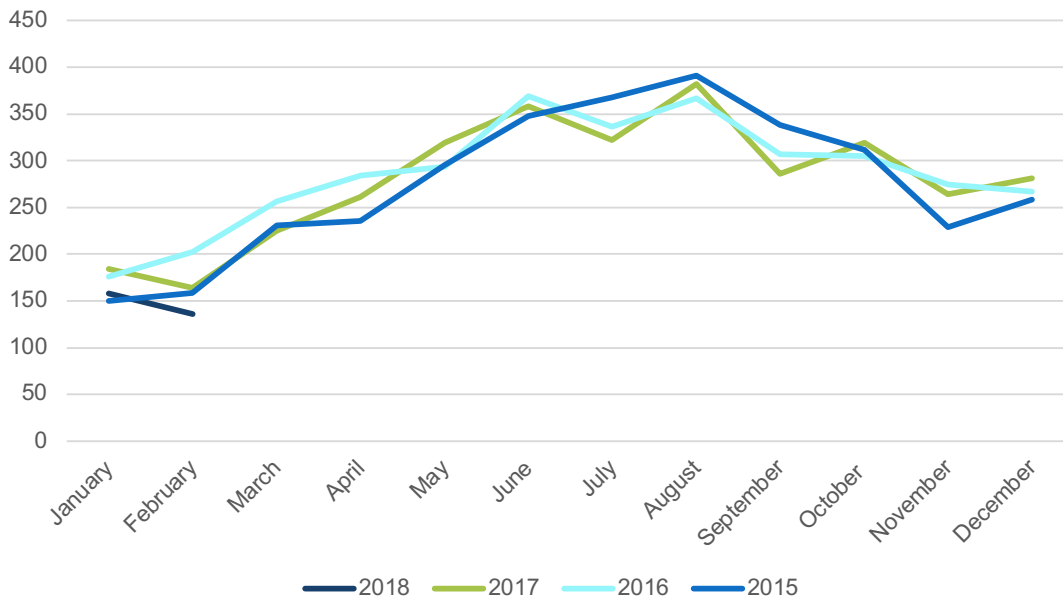


From left are Patti DuFore, administrator of the Fowlerville Business Association; Paul Harmon, president of the group; Marcia Gebarowski of Ann Arbor SPARK who is the Director of Business Development for Livingston County; and Julia Upfal of Ann Arbor SPARK who is the Business Development Manager for the county.



Data and Demographics

Number of Residential Housing Sales per Month in Livingston



Total Residential Housing Sales (Annual)

- 2015 - 3,315
- 2016 - 3,438
- 2017 - 3,365
- 2018 YTD - 294

Percent of Commercial and Industrial Property as Total Real Property Base	
2015	13%
2016	13%
2017	12.80%

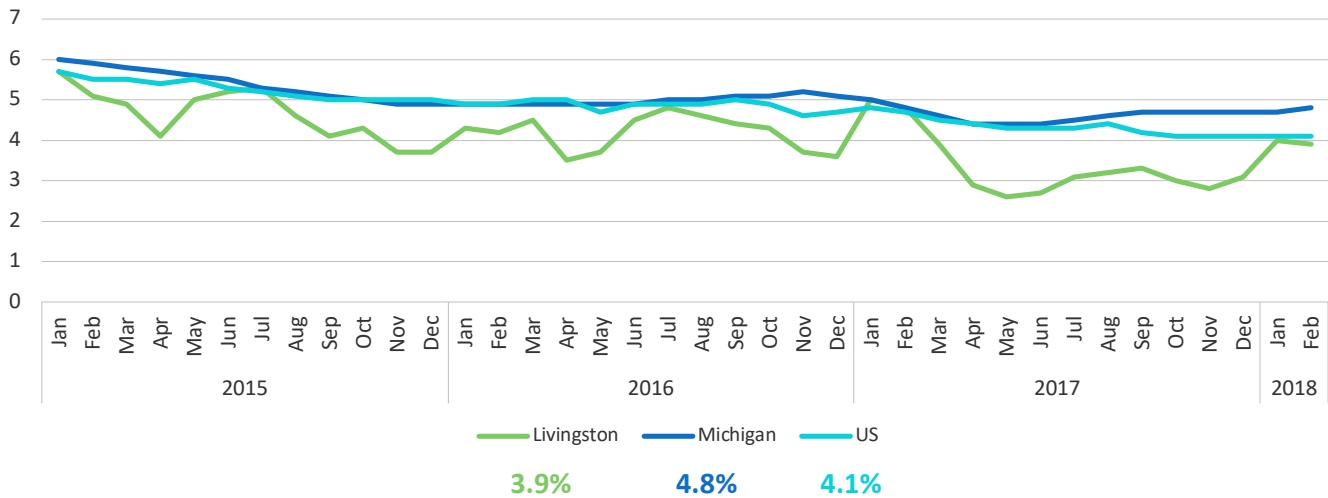
WARN Notices

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.

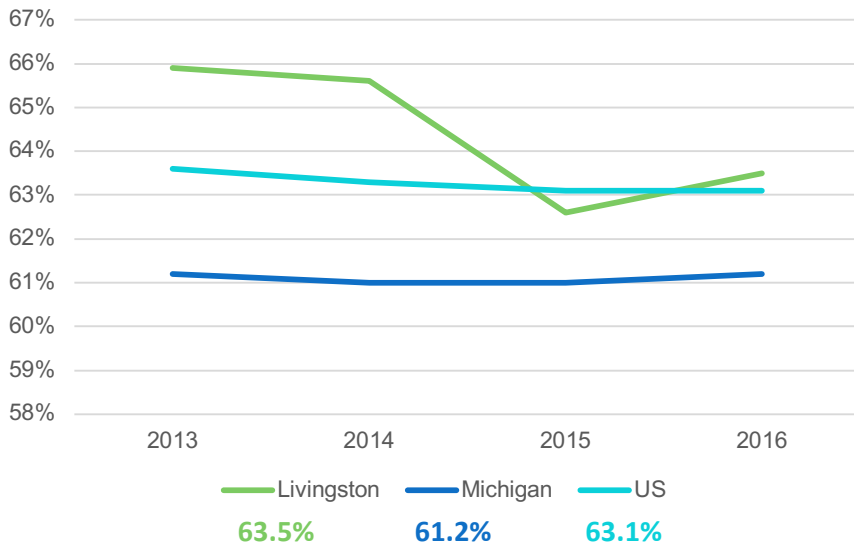


Data and Demographics

Unemployment Rate



Labor Force Participation Rate

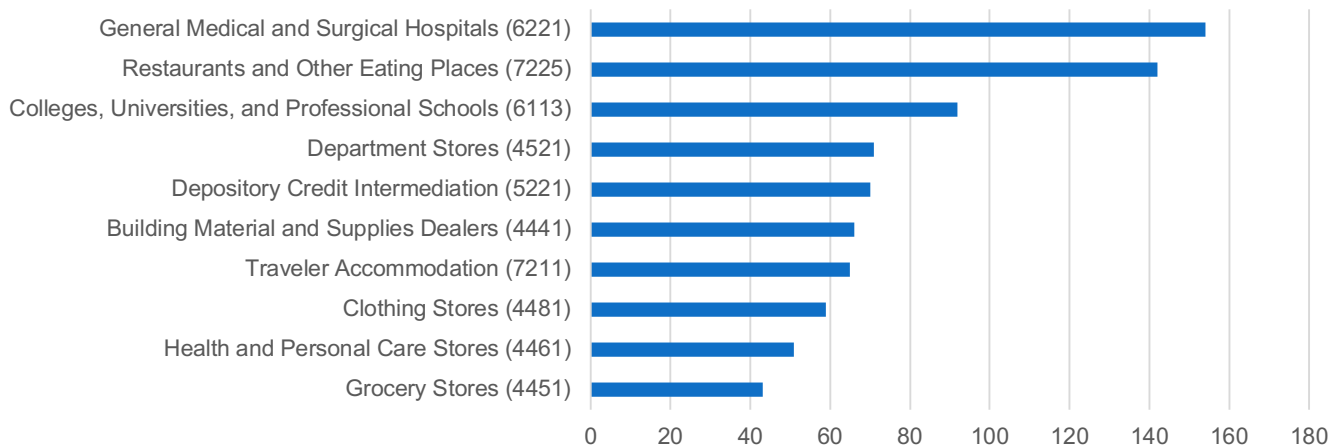


Unemployment in Livingston County has remained below 4%, and is lower than the unemployment rate in Michigan (4.8%) and the US (4.1%). Unemployment in Livingston County has consistently trended downwards since 2013. Labor Force participation also decreased during the same time period, indicating that although fewer people were looking for work, more people were exiting the labor market. In 2016, Labor Force Participation increased slightly.

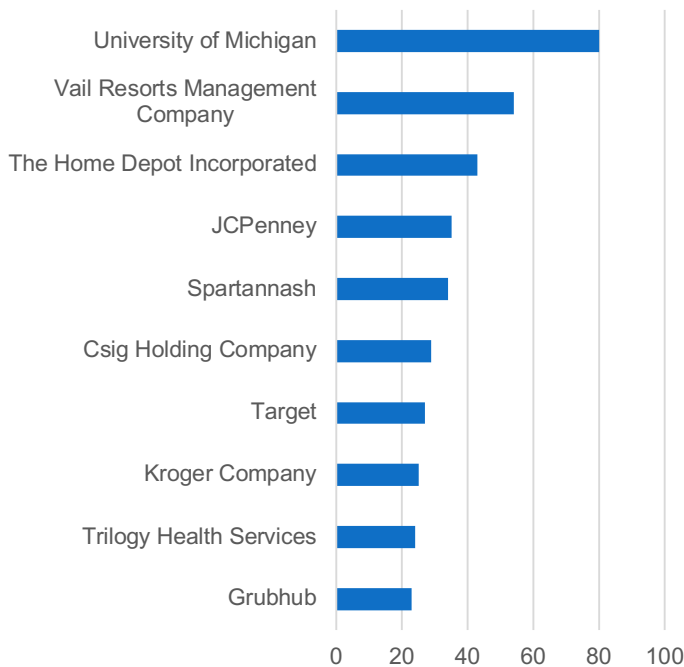


Workforce Data

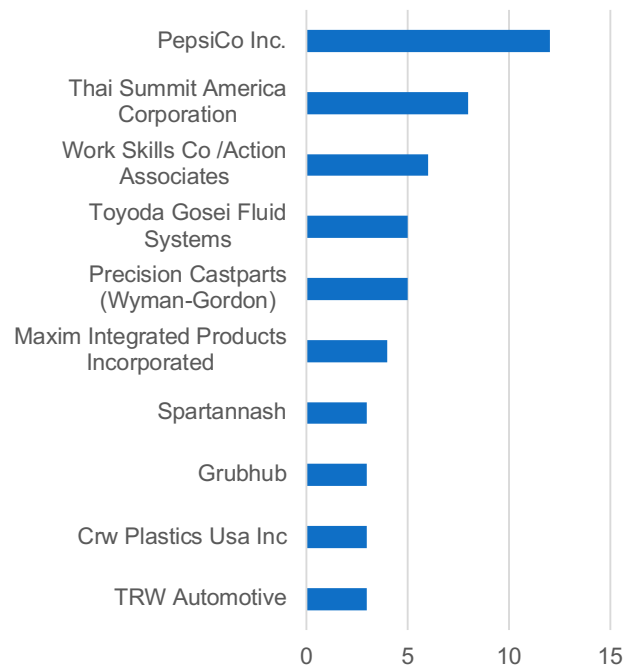
Top Detailed Industries by Number of Job Postings- Q4 2017



Employers with the Most Job Openings- Q4 2017



Manufacturing Employers with the Most Job Openings- Q4 2017

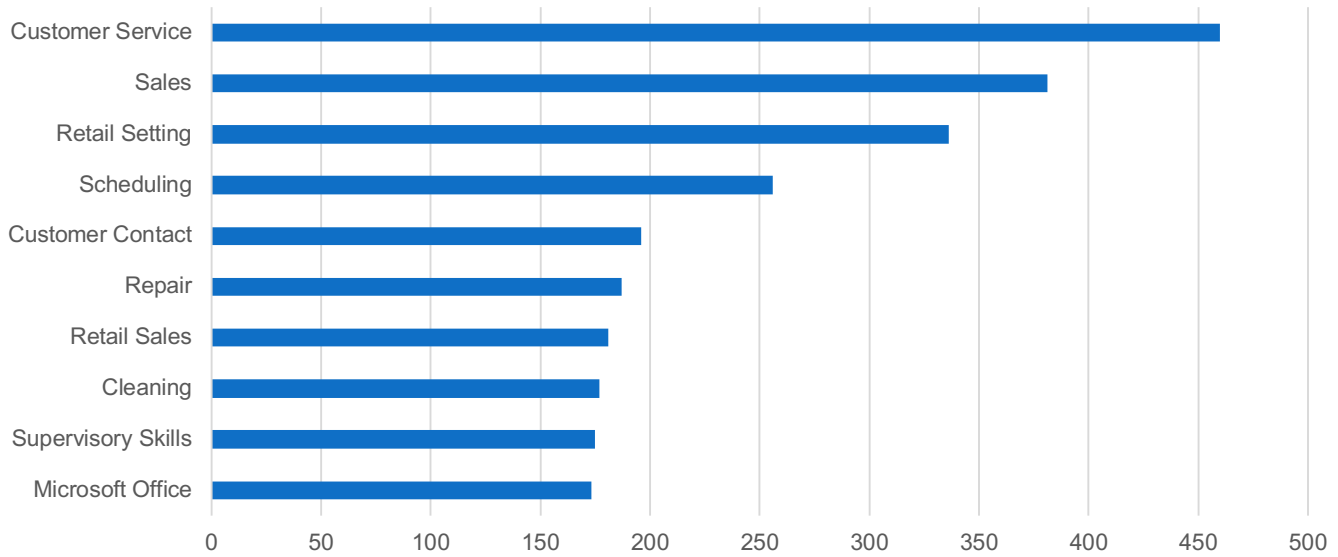


Data from Q4 2017 is the most recent data available

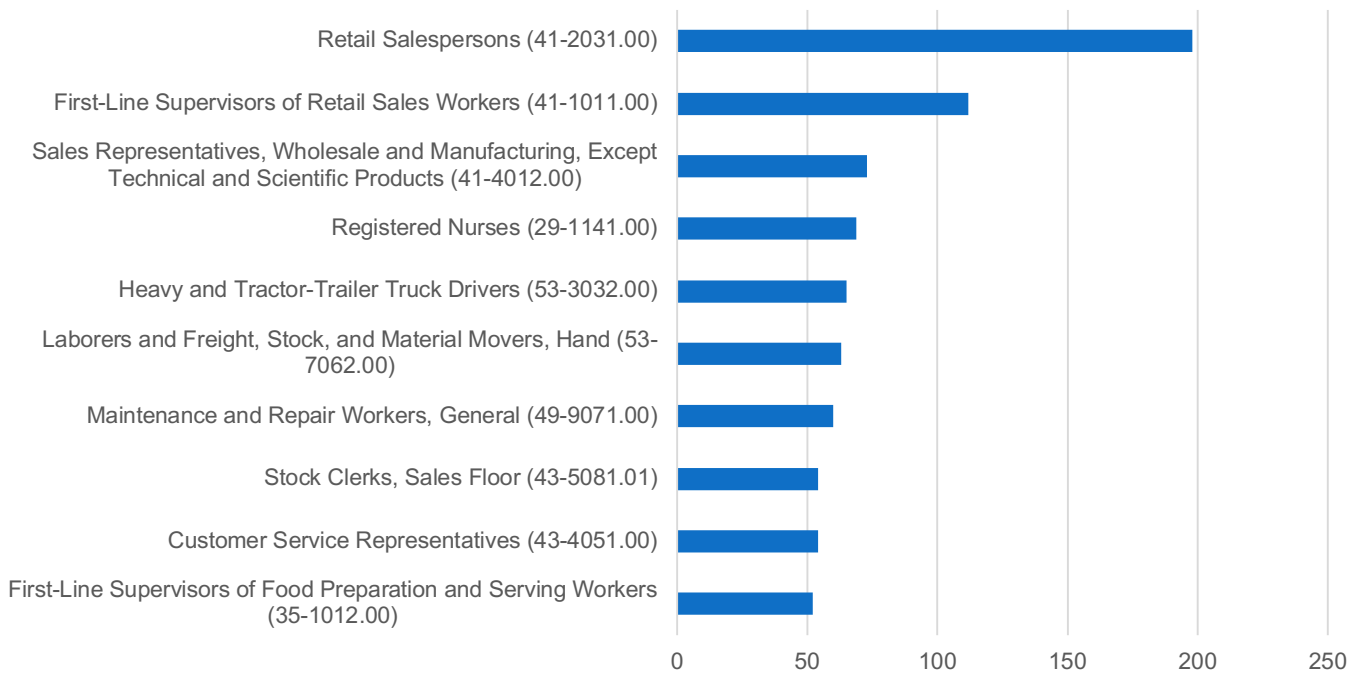


Workforce Data

Skills in Greatest Demand by Number of Job Postings- Q4 2017



Top Occupations by Number of Job Postings- Q4 2017



Data from Q4 2017 is the most recent data available



2018 Growth & Retention Program – Q1

Company Visits, Successes & On-Going Projects

Company Visits	16
Total Full Time Employees at Companies Visited	1,267
Number of Project Successes	5
Employment Multiplier	3
Job Retention Assistance	68
Job Creation Assistance	26
Capital Investment	\$9 Million

Company Visits

Account Name	Taxing Municipality
FlexDex Inc.	Brighton Township
Surgical Safety Scanner	Brighton Township
Eberspächer North America, Inc.	City of Brighton
CRW	Genoa Township
C & B Machinery	Green Oak Township
Legacy Center LLC	Green Oak Township
Lowry Solutions	Green Oak Township
AIRman Products, Inc.	Green Oak Township
CAE, Incorporated	Hamburg Township
Littlite	Hamburg Township
Fowlerville Proving Ground	Handy Township
Thomson Plastics, Inc.	Howell Township
Rex Materials	Howell Township
Crosswinds Aviation	Howell Township
Armor Protective Packaging, Inc.	Howell Township
ZF TRW Automotive	Tyrone Township



2018 Project Pipeline

Number of Projects	21
Potential New Job Creation	1,045
Potential Capital Investment	\$1.25 Billion
Average Age	151

Age	Probability (%)	Total Project Cost	Total Opportunity New FTE Jobs
7	20	Unknown	Unknown
18	20	Unknown	50
24	25	Unknown	25
34	10	Unknown	Unknown
42	10	250000000	350
59	20	Unknown	20
59	10	Unknown	Unknown
59	20	30000000	184
76	75	1000000	20
77	10	Unknown	Unknown
88	10	119000000	213
108	50	200000	50
140	20	Unknown	Unknown
155	50	Unknown	Unknown
158	50	Unknown	Unknown
168	50	150000000	100
178	50	Unknown	Unknown
223	50	Unknown	Unknown
234	65	700000000	33
257	50	Unknown	Unknown
437	30	Unknown	Unknown
728	50	Unknown	Unknown



Q1 Finance Report to the EDCLC

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 (Year- to-Date): \$92,057

EDCLC Invoiced
Expenses:
\$92,057

Expenses Paid:

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



Events

Ann Arbor SPARK Annual Meeting



April 17, 2018

The Ann Arbor SPARK Annual Meeting is attended by business, government, and academic leaders from across the Ann Arbor region and provides a unique networking opportunity. Business leaders will highlight the region's accomplishments over the past year with the annual chair awards and preview new projects and initiatives for the coming year, including the unveiling of SPARK's updated strategic plan. Featuring keynote speaker, David Egner.

<http://annarborusa.org/annual-meeting/>

Livingston County Regional Job Fair



Thursday
April 19, 2018

3:00 - 7:00 pm

Crystal Gardens
Banquet Center

(5768 E. Grand River Ave., Howell)

www.mwse.org

April 19, 2018

The Livingston County Regional Job Fair is an annual event to connect employers with talented job seekers in Livingston County. Exhibitors will share job opportunities and resources with the community during this exciting event.

<https://www.mwse.org/jobfair/>



QUARTERLY 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





SPAR
@nn arbor