

FOCUS ON

# livingston county

TO: Economic Development Council of Livingston County



FROM: Ann Arbor SPARK

CC: Board Members of the Economic Development Council of Livingston County

**1<sup>st</sup> Quarter 2016 (January – March, 2016)**

---

## QUARTERLY HIGHLIGHTS

### Tribar: Successfully Using State-Backed Program to Meet Labor Needs while Putting Flint Residents Back to Work



For the past four months, Howell Township-based Tribar Manufacturing has been working with Flint's Mass Transportation Authority (MTA) to shuttle more than 100 employees to and from its plant twice a day. An MTA bus leaves the Flint central station at 3:45 a.m. and 3:45 p.m. and arrives in front of Tribar some 45 minutes later for 12-hour shifts that begin at 5 a.m. and 5 p.m., respectively.

Tribar, which manufactures components and decorative badges for the automotive industry, expects to need up to 80 more employees this year.

Jon Walter, Tribar's chief operating officer, said the transportation arrangement works for the company and employees. "It has allowed a lot of people to gain employment here who otherwise would not have had the opportunity because lack of transportation was a barrier to employment," Walter said.

The program that has enabled Tribar to secure transportation for a large portion of its production force is Community Ventures. Launched as a pilot in 2012, Community Ventures is an innovative economic development initiative that promotes employment and social

Prepared for the Economic Development Council of Livingston County



enterprise in the state's most distressed urban areas. Coordinated by the Talent Investment Agency (TIA), this initiative helps structurally unemployed individuals in Detroit, Flint, Saginaw and Pontiac pursue career opportunities at Michigan companies.

Introduced to the program by the Ann Arbor SPARK Team in late 2015, Tribar was able to successfully pilot and scale the program to begin making a meaningful impact on addressing its labor needs by mid-January 2016.

## Antolin Interiors Nears Completion of \$45M Howell Township Expansion

Antolin Interiors USA, formerly Magna Interiors, is in the final phases of completing a 112,000 square foot, \$45 million expansion to its Howell Township facility. Antolin Interiors USA, a wholly owned subsidiary of the privately held Spanish automotive supplier, Grupo Antolin, completed the acquisition of Magna Interiors division in August 2015 for an estimated \$525 million.



The tier one supplier continued the Howell Township expansion which had originally been undertaken by its predecessor, and anticipates completion of the project in May 2016.

The expansion will involve mainly core processes currently in play at the facility, which includes injection molding, interior painting, as well as assembly and sequencing of interior doors and instrument panel production. Furthermore, the facility will include IR welding, as well as staking and clip installation. The expansion will increase the building size from 326,508 square feet to 439,011 square feet and result in the addition of a minimum of 75 new full-time production and technical maintenance jobs.

Twenty years ago, Johnson Controls and Lear Corp. were the top interior suppliers in North America, with Magna following at a very close third. Now, those three companies have been replaced by a new generation of mega-suppliers: Grupo Antolin, Yanfeng Automotive Trim Systems, Faurecia S.A. and International Automotive Components Group (IAC), two (Antolin and Faurecia) now having a significant presence in Region 9.

## Medical Comfort Specialists invests \$3.25M in Fowlerville



Located in Fowlerville, Medical Comfort Specialists is a leader in patient comfort and positioning for the Diagnostic Imaging market. Their products are used in some of the most advanced MR and CT Systems available in today's market.

Prepared for the Economic Development Council of Livingston County



The company is in the final stages of completing the build out of their new site in Fowlerville. The project entails a \$3.5 million investment in the region, and will bring 20 new full time jobs. Though Medical Comfort Specialists had options to complete their project elsewhere, they decided to invest here in Livingston County. Ann Arbor SPARK has been working with the company to address the needs of the project, and will continue to work with them on talent acquisition in partnership with Michigan Works! and Mott Community College. We look

## TwoSix Digital, a Brighton Company, Wins Contract with MEDC



TwoSix Digital, an online advertising and marketing firm headquartered in Brighton, Michigan, has been awarded a new contract with the Michigan Economic Development Corporation. The firm has done business with the

state tourism department in the past. This year, TwoSix Digital was hired as a subcontractor on the project to rebuild Michigan.org.

TwoSix Digital is a digital marketing agency that serves the travel, tourism and hospitality industries. It is led by Livingston County resident and 25-year tourism industry veteran, Dave Serino. The organization was founded in 2014 and is Serino's second startup venture after spending two years heading up US operations for a Vancouver, Canada based tourism agency. They purchased his initial startup consulting agency, Gammet Interactive and its educational entity, the Social Media Tourism Symposium. Dave Serino, and his team were instrumental to the growth of the #PureMichigan hashtag. #PureMichigan is currently the number one ranked travel hashtag in the world. TwoSix Digital works with travel and tourism organizations all over the country, and we look forward to Dave and his team bringing their expertise to the MEDC's tourism department once again.

## Livingston Employer Survey Results in: Talent Remains and Issue

In collaboration with the Workforce Intelligence Network (WIN), Ann Arbor SPARK, the Economic Development Council of Livingston County (EDCLC), and the Howell Chamber of Commerce recently commissioned a survey of employers in response to anecdotal accounts of labor shortages and talent needs across Livingston County. Nearly 200 employers participated in the survey, providing valuable data on their open positions, wages, and worker transportation needs. The Hartland Chamber of Commerce and Greater Brighton Chambers of Commerce provided support to the survey process by circulating it to their members.

The survey was sent to businesses in Livingston County during December 2015 and January 2016. The results provide an interesting analysis of the need for entry-level labor in the region.

Prepared for the Economic Development Council of Livingston County



Nearly 53 percent of survey respondents indicated that they have unfilled jobs at their company. According to the survey responses, there are more than 830 unfilled jobs in Livingston County at 98 companies, or 8.5 unfilled jobs per company. Of those open positions, 72 percent are in the \$10 to \$16 wage range.

In evaluating the opportunity to expand transportation options for employees, more than a quarter of the respondents indicated that they are willing to collaborate with other area businesses on worker transportation, with a dozen of the largest employers willing to pay roughly \$50 per month, per employee, to help offset the costs of reliable transportation.

For further coverage on this issue, please refer to the following articles:

<http://www.livingstondaily.com/story/news/local/community/howell/2016/04/11/howell-survey-reveals-need-workers-transportation/82696440/>

<http://www.livingstondaily.com/story/news/local/community/howell/2016/04/11/howell-survey-reveals-need-workers-transportation/82696440/>

## Livingston College & Career Access Network is Working to Connect Area Students to Postsecondary Education Resources



The Livingston Education Service Agency (LESA) has partnered with Livingston County stakeholders in the education and business communities to form a group around the issue of access to postsecondary education called the Livingston College & Career Access Network (LCCAN). The mission of the LCCAN is to increase access of area job seekers—with a heavy focus on Livingston County students—to postsecondary education options, including both traditional two and four

year degree programs, and vocational training programs that lie outside of a college or university track.

A primary resource being implemented by LESA to achieve this mission is MI Bright Future, an online career connector tool provided by the Workforce Intelligence Network of Southeast Michigan (WIN). With over 40 companies in Livingston using MI Bright Future to connect with students already, the program is off to a fantastic start.

For more detail on the LCCAN and MI Bright Future, visit <http://whmi.com/replayprograms> and click on the March 6, 2016 podcast to listen to a WHMI interview with Laura Hoehn of LESA, Brooke Franklin of WIN, and Anna Zinkel of Ann Arbor SPARK and on behalf of the EDCLC.

Prepared for the Economic Development Council of Livingston County



## OPPORTUNITIES FOR LIVINGSTON COUNTY BUSINESSES

### EDCLC Microloan

There is still funding available through the EDCLC Microloan Fund established in partnership with the Great Lakes Women's Business Council and First National Bank. This funding is to be given out in amounts up to \$50,000 at a 5% fixed interest rate on a five-year payback schedule. Contact Todd Vanappledorn of CEED Lending with the GLWBC at [tvanappledorn@micee.org](mailto:tvanappledorn@micee.org) with inquiries about the loan.



### Mark Your Calendars:

#### **Village of Pinckney Developer Event**

On **April 21**, the Village of Pinckney is inviting developers and brokers to view available commercial spaces in downtown Pinckney. For more information, please contact Anna Zinkel at [Anna@annarborusa.org](mailto:Anna@annarborusa.org).

#### **Pure Michigan Business Connect Business Summit**

Ann Arbor SPARK will be joining our Region 9 Partners will be hosting a Pure Michigan Business Connect Summit on August 4 at Weber's Inn in Ann Arbor. Details will be circulated once the list of buyers participating has been finalized. If you are interested in participating in the summit as a buyer, please contact Jennifer Olmstead at [Jennifer@annarborusa.org](mailto:Jennifer@annarborusa.org).



#### **A2 Tech Trek**

Our second annual A2 Tech Trek will be taking place on June 17. During Tech Trek, IT companies located in downtown Ann Arbor will open their doors to the community, and provide tours and product demonstrations. We invite you to join us for this exciting event!



Prepared for the Economic Development Council of Livingston County



## **National Manufacturing Day**

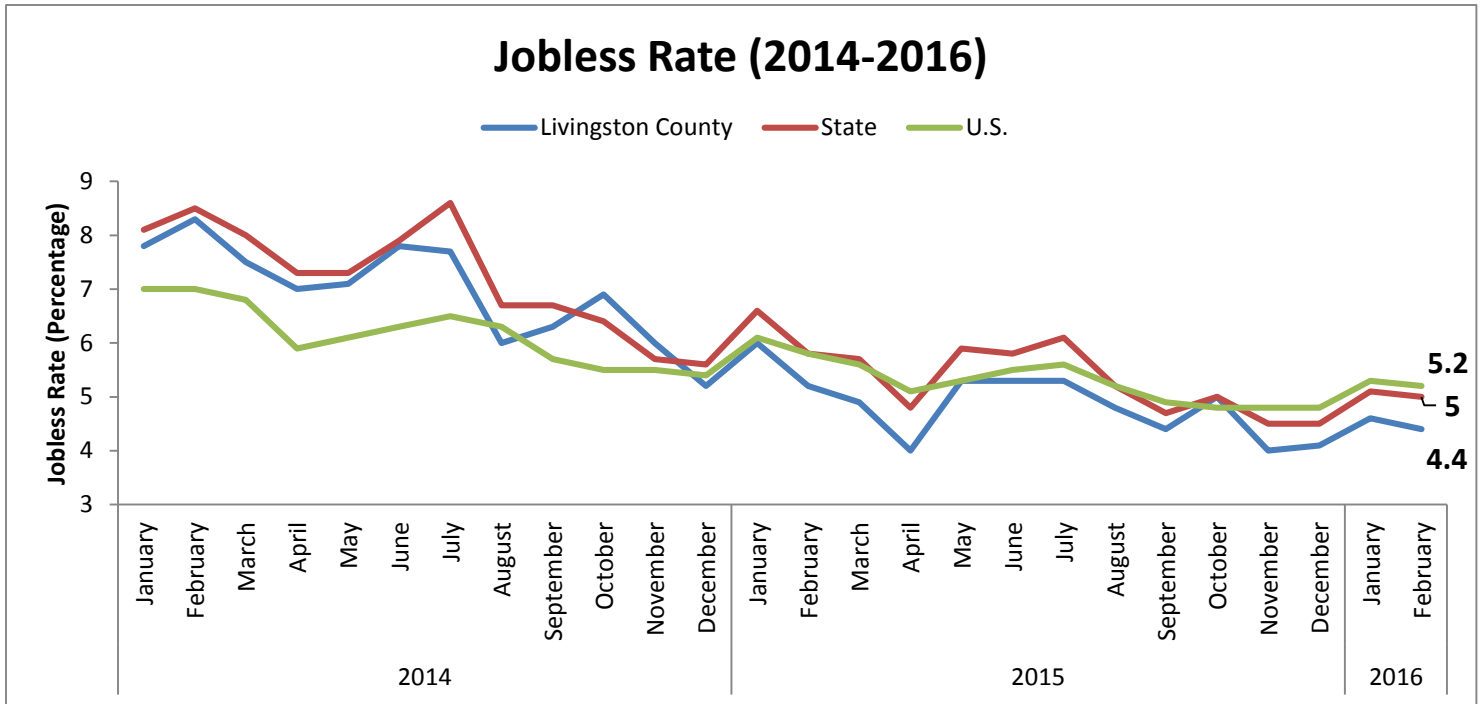
National Manufacturing Day 2016 will be taking place on October 7, 2016. Look for more information about programming and site tours as we get closer to fall. We look forward to working with companies and stakeholders in the region to learn more about the advances in the manufacturing sector here in Livingston County.



Prepared for the Economic Development Council of Livingston County

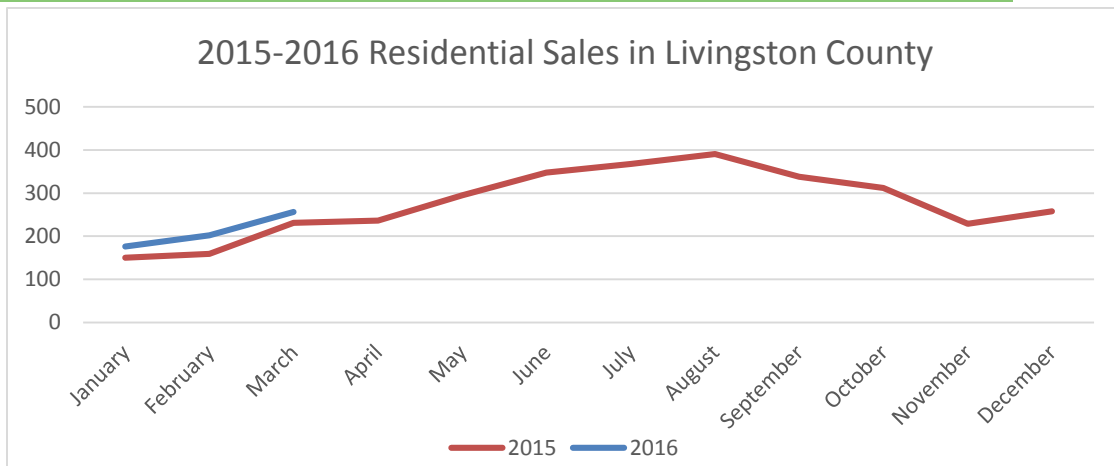


## UNEMPLOYMENT RATE



Source: MI Department of Technology, Management & Budget

## HOUSING SALES IN LIVINGSTON COUNTY – 2015-2016

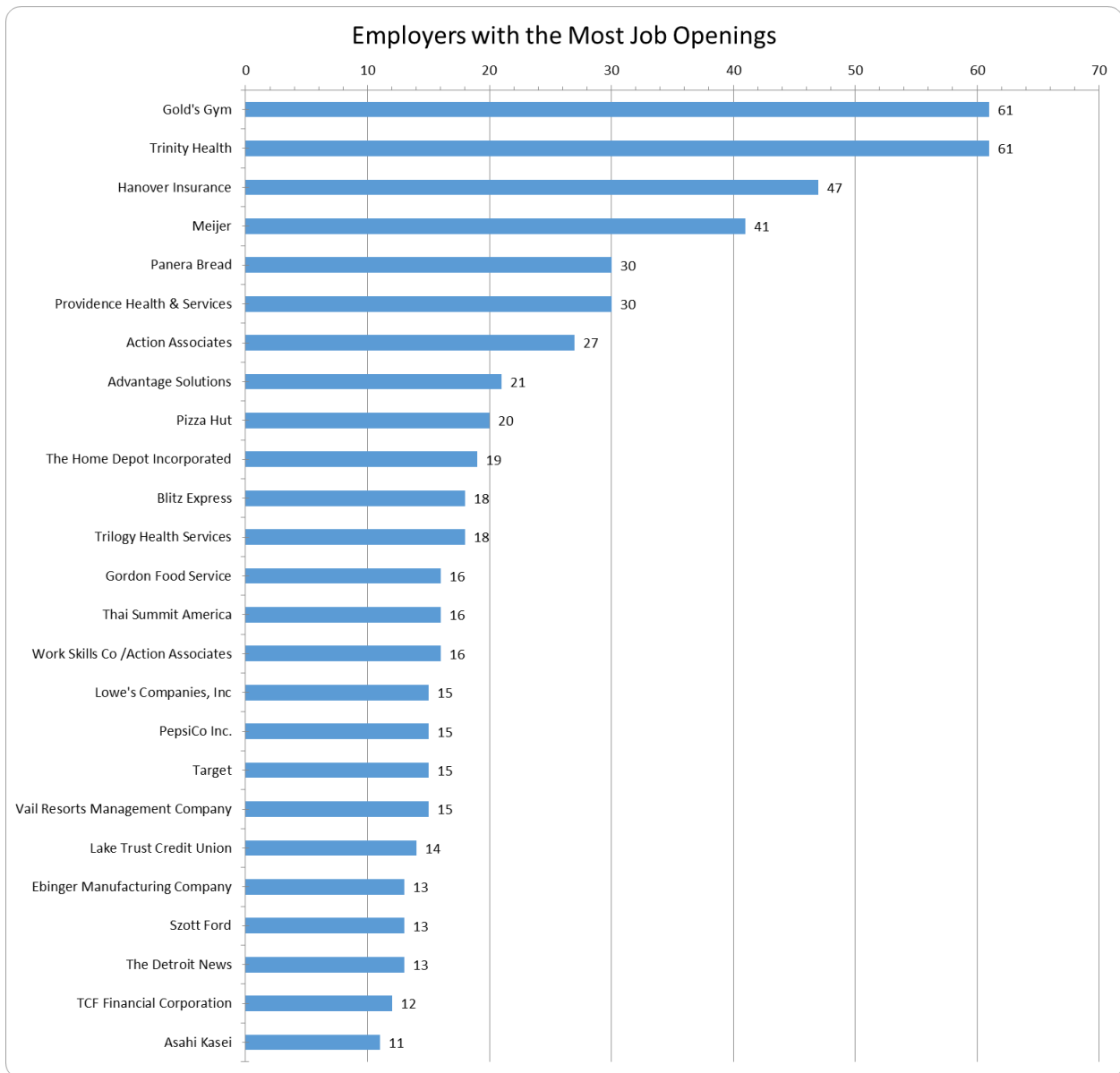


Source: Livingston County Association of Realtors

Prepared for the Economic Development Council of Livingston County



## TOP EMPLOYERS BY NUMBER OF POSTINGS (2016 Q1)



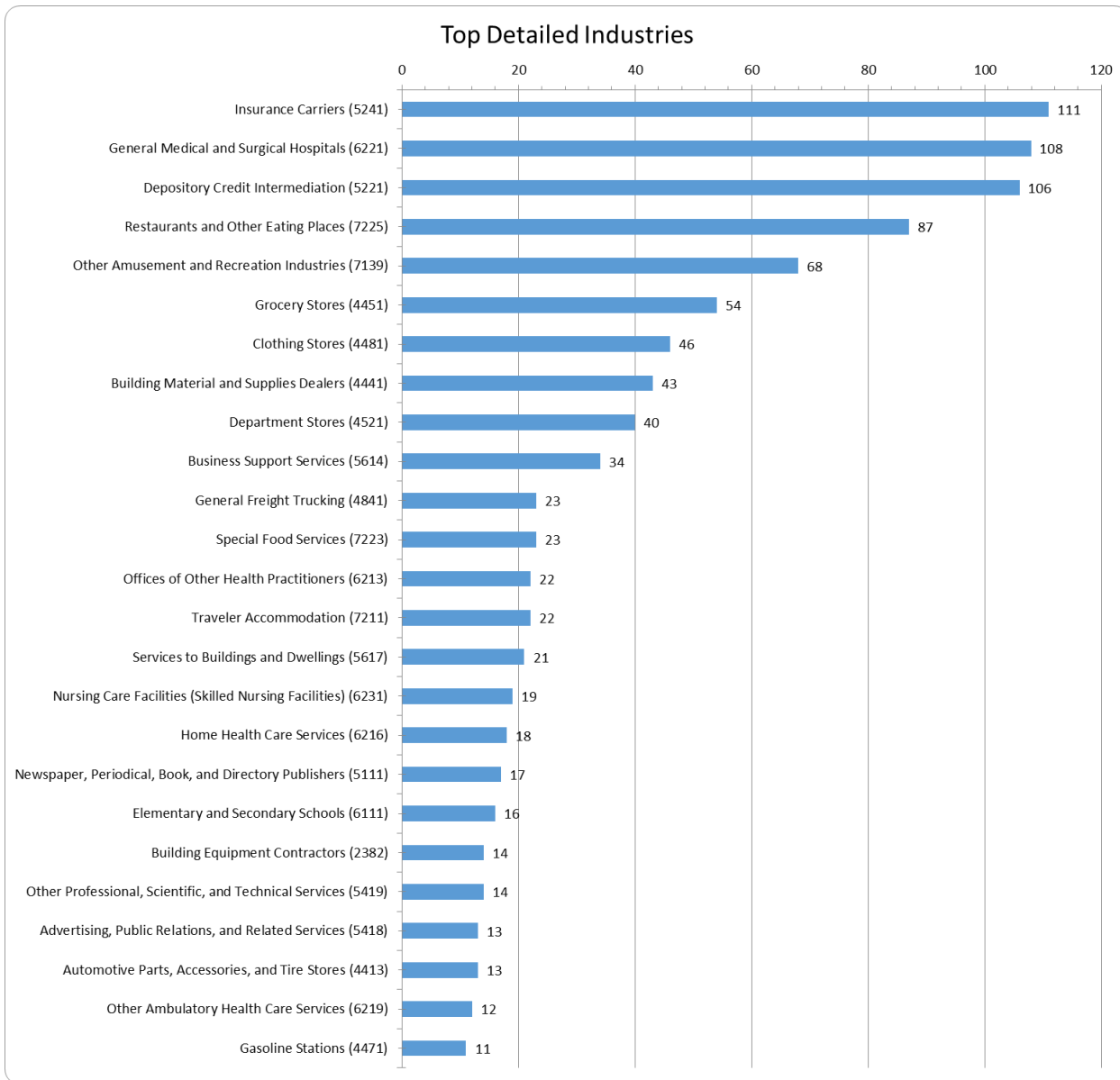
Source: Burning Glass & Workforce Intelligence Network

Prepared for the Economic Development Council of Livingston County





## TOP 20 INDUSTRY SECTORS BY NUMBER OF JOB POSTINGS (2016 Q1)

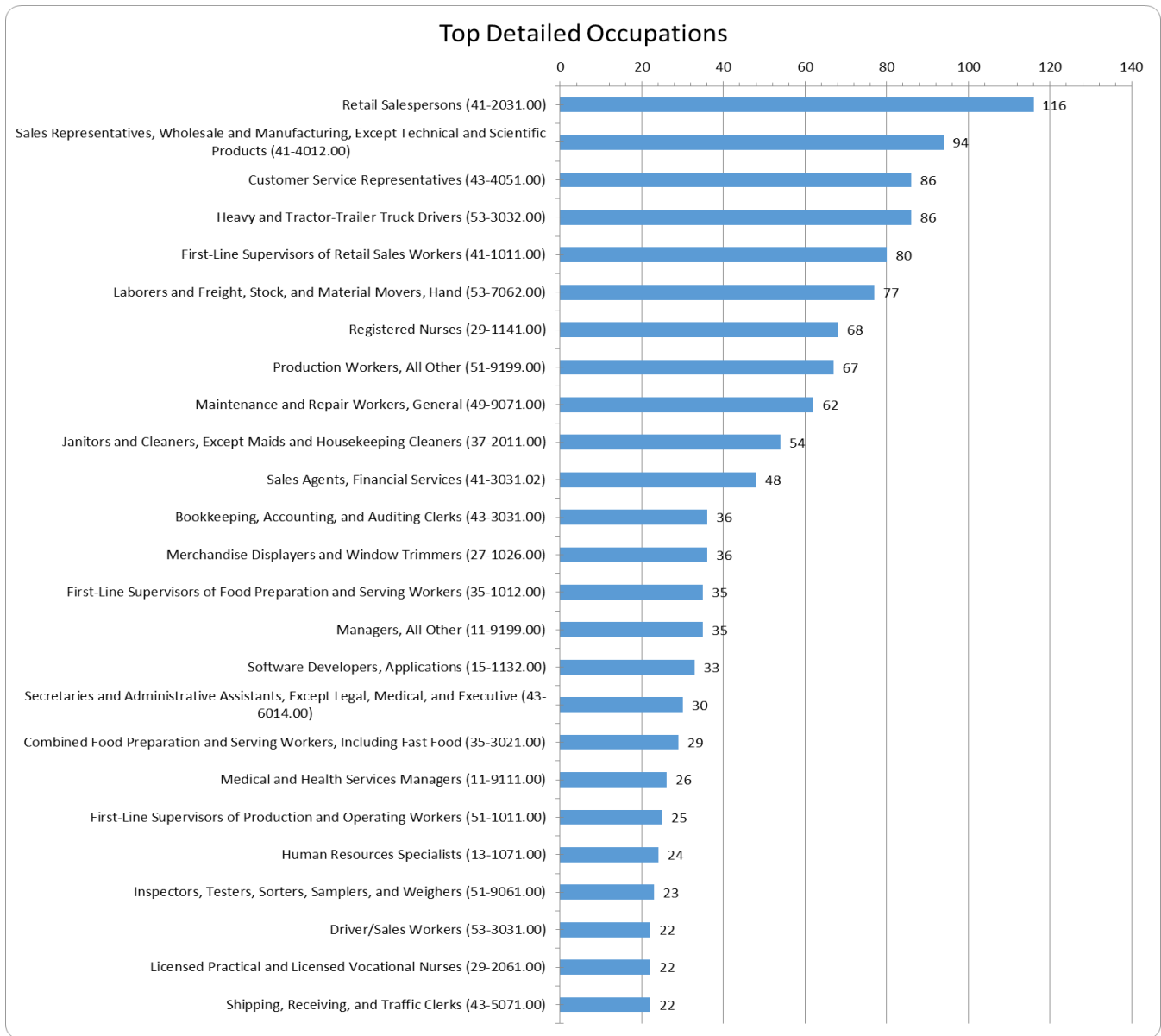


Source: Burning Glass & Workforce Intelligence Network

Prepared for the Economic Development Council of Livingston County



## TOP POSTINGS BY JOB OCCUPATION (2016 Q1)

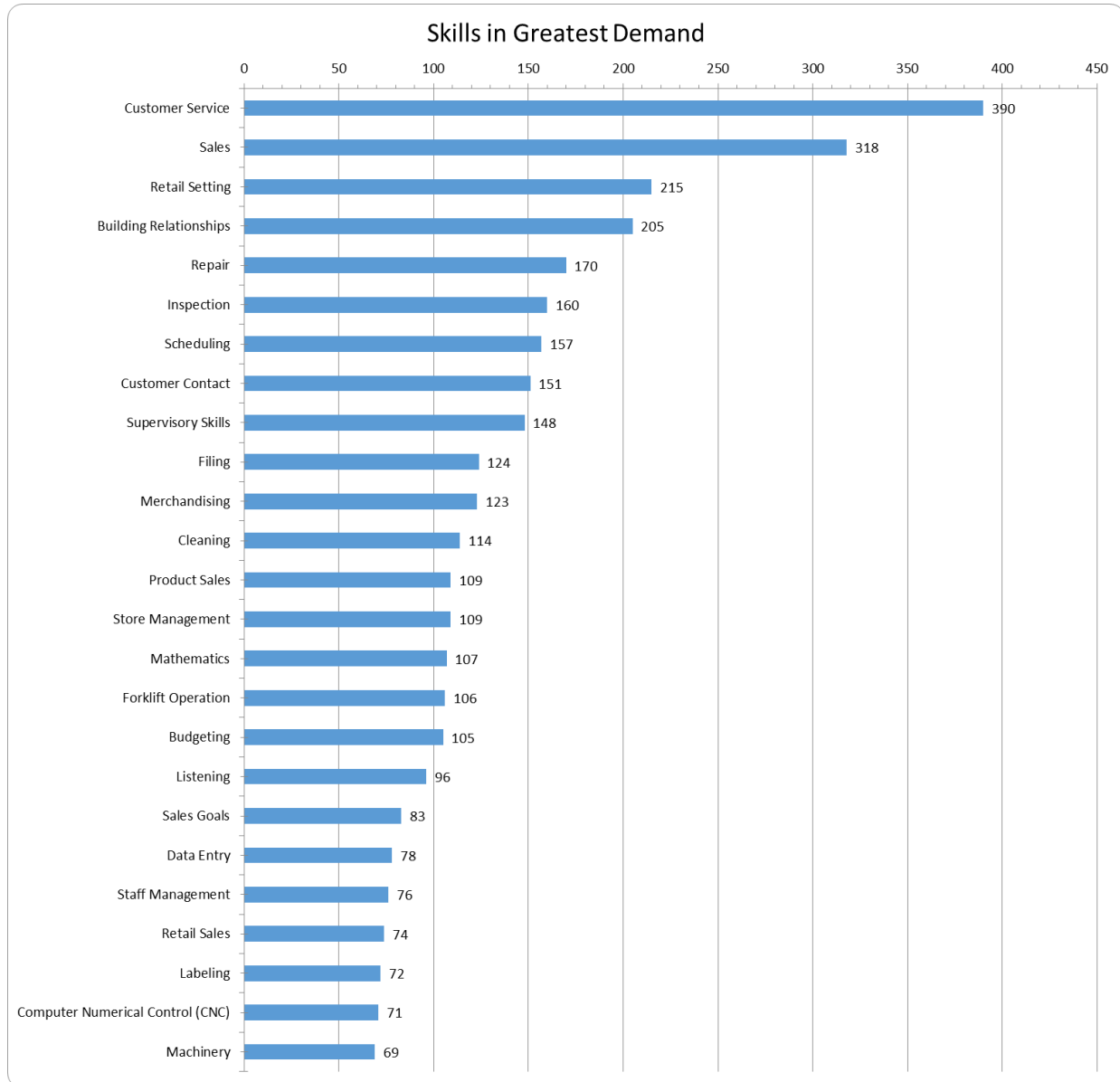


Source: Burning Glass & Workforce Intelligence Network

Prepared for the Economic Development Council of Livingston County



## TOP SKILLS INCLUDED IN JOB LISTINGS (2016-Q1)



Source: Burning Glass & Workforce Intelligence Network

Prepared for the Economic Development Council of Livingston County



## PERCENT OF COMMERCIAL AND INDUSTRIAL PROPERTY AS TOTAL REAL PROPERTY TAX BASE

<b>2013</b>	<b>14.4%</b>
<b>2014</b>	<b>13.9%</b>
<b>2015</b>	<b>13.0%</b>

Source: Livingston County Equalization Reports

## 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.

## 2016 CALL PROGRAM

<b>Company</b>	<b>Taxing Municipality</b>
Joshua Tree Products	Brighton Township
Surgical Safety Scanner	Brighton Township
Advantage Pharmacy Services	Brighton Township
Ignite XDS	City of Brighton
Medical Comfort Specialists	City of Brighton
Dunnage Engineering	City of Brighton
Dakota Integrated Systems, LLC	City of Brighton
Asahi Kasei Plastics North America	Village of Fowlerville
Boss Engineering	Genoa Township
CRW	Genoa Township
Smart Technologies, LLC	Genoa Township
Fibertec Environmental Services	Green Oak Township
Michigan CNC Tool	Green Oak Township
AIRman Products, Inc.	Green Oak Township
Additive Manufacturing Solutions LLC	Hamburg Township
Extreme Machine	Hamburg Township
Rhe Tech, Inc.--Fowlerville	Handy Township
Five Sparrows, LLC	Hartland Township
Frontal Lobe Coworking	Howell City
Chem-Trend	Howell City
Pepsi Bottling	Howell City
Key Plastics	Howell City
Thai Summit America Corporation	Howell City
ZF TRW Automotive	Tyrone Township

24 Records

Prepared for the Economic Development Council of Livingston County



## PROJECT PIPELINE

Number of Projects	29
Potential New Job Creation	1700
Potential Capital Investment	\$155.2 million
Average Age	189 Days

## COMPANY VISITS, SUCCESSES, & ON-GOING PROJECTS

Company Visits	24
Total Full Time Employees at Companies Visited	3253
Referrals	27
Number of Successes	3
Employment Multiplier of Successes	3.0
Job Creation Assistance	251
Capital Investment Assistance	\$80.0 million

## PROJECT PIPELINE

Uniq ID	Probability (%)	Total Project Cost	Total Opportunity New FTE Jobs
2891	20	9000000	200
2891	25	3000000	50
101	25	1000000	
7645	20	7000000	12
6502	20	0	
7629	50	0	
4864	20	0	
7011	95	0	18
4659	20	0	
7702	20	0	
4647	25	0	
101	10	0	800
101	10	0	
101	10	0	
7849	10	0	
4863	90	0	15
7753	90	5500000	67
5093	75	750000	5
5072	25	0	
7967	75	4000000	38
3280	25	15020000	129
4618	25	5000000	20

Prepared for the Economic Development Council of Livingston County



<b>4700</b>	75	100000000	175
<b>101</b>	10	0	
<b>4622</b>	75	3920000	16
<b>7971</b>	10	0	
<b>7935</b>	10	1050000	55
<b>2891</b>	20	0	100
<b>7904</b>	25	0	
		155240000	1700

29 Records

### REMOVED FROM THE PIPELINE

<b>Unique ID</b>	<b>Reason for Removal</b>
<b>0101</b>	Located outside region
<b>7465</b>	Project not moving forward

2 Records

Prepared for the Economic Development Council of Livingston County



## 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



Prepared for the Economic Development Council of Livingston County

