

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

3rd Quarter 2016 (July – September 2016)

QUARTERLY HIGHLIGHTS

Eberspächer Grand Opening Attracts Global Business Leaders

Eberspächer North America opened the doors of its Brighton plant to the public earlier this month for the grand opening of their expanded facilities. In 2013, Eberspächer worked with the City of Brighton, SPARK, and the MEDC to begin work on this project.

The event was attended by Eberspächer's German and North American leadership, representatives of the company's largest customers, and Governor Snyder. Both Governor Snyder and Scott Trujillo, VP of Finance for Eberspächer North America, thanked the City of Brighton and Ann Arbor SPARK for their work on the project. Heinrich Baumann, COO of Eberspächer, discussed the fact that company leadership chose to invest in Michigan because of the people here, and that they continue to be impressed by the people and community in Brighton. Here is the coverage that the *Detroit Free Press* picked up from Noe Hernandez of the *Livingston Daily*:

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Eberspacher celebrates \$100 million expansion in Brighton



Gov. Rick Snyder joined government and community leaders in Brighton on Tuesday to celebrate commercial exhaust system maker Eberspacher's \$100 million expansion in the city.

Eberspacher tripled the size of its Brighton facility from 110,000 square feet to more than 340,000 square feet, installed new equipment, and consolidated operations from Wixom and Novi to Brighton in about two years.

"Brighton has been a good partner in making all this happen," Snyder said after a ribbon-cutting ceremony. "Look at this environment. When I was talking with them about hiring people, Brighton is a great location.

"I met some of the employees; one is coming from Canton, one is coming from Lansing," he added. "This is kind of a good hub for people from broader geographies to come find a great place to have a successful career."

Eberspacher, 2035 Charles H. Orndorf Drive, makes exhaust systems for tractor-trailers and other commercial vehicles as well as other products and services for automakers around the world.

The Germany-based company received a \$4.5 million grant from the Michigan Department of Economic Development as part of Project Green, an investment and job-creation agreement with the state of Michigan. The manufacturer used the funds to help expand the facility and purchase equipment, and it wants to hire 50 more workers. The company now employs close to 400 workers.

The expansion allowed Eberspacher to bring three of its processes — laser shell manufacturing, converter catalyst canning and complex automated welding and assembly, as well as experts in each area — under one roof.

The company also installed new air-control and venting systems, high-tech glass that allows natural light to enter but not heat the building, a material storage system that minimizes the use of floor space, and zone-control electrical systems that control use based on real-time demands.

"We're very excited about the expansion and what it means for our customers, employees and stakeholders," said Greg Sibley, president of Eberspacher North America, which includes the Brighton facility. "Having all the functions under one roof will give us the synergies to continue to improve our products and processes."

The local government and business dignitaries in attendance included Brighton Mayor Jim Muzzin; Mayor Pro Tem Shawn Pipoly; Brighton Councilwoman Susan Gardner; City Manager Nate Geinzer; Phil Santer, of Ann Arbor SPARK; Howell Area Chamber of Commerce President Pat Convery;

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Greater Brighton Area Chamber of Commerce President and CEO Pam McConeghy; Livingston County Administrator Ken Hinton; and Bob Herbst, chairman of the Brighton Downtown Development Authority board.

"It's beyond words what this expansion means to the city of Brighton," Muzzin said. "The city is more than beyond thankful for their expanding the facility in the city of Brighton."

McConeghy participated in the ribbon-cutting ceremony with Snyder and Heinrich Baumann, manager partner of the Eberspacher Group, and other leaders.

"The economic impact of this expansion is phenomenal," McConeghy said. "We're in the business community are thrilled that they chose Brighton to have their largest world-class facility."

[SPARK Partners with Brighton Chamber on Power Lunch Series](#)

Earlier this year, Ann Arbor SPARK and the Greater Brighton Area Chamber of Commerce partnered on the Chamber's Power Lunch Series. The focus of the series will be economic development. Phil Santer of Ann Arbor SPARK and Jennifer Nelson of the MEDC provided updates on economic development trends in Michigan during the Power Lunch in September. On October 26th, Ari Weinzweig, co-founder of Zingerman's Deli, will be delivering a discussion about the "Power of Belief in Business." [More information can be found here.](#) We look forward to growing this partnership and keeping the community updated about regional and national economic development activity!



2016 Greater Ann Arbor Region Familiarization Tour Features Successful Investments in Livingston County



In September, representatives from the Greater Ann Arbor Region invited site location influencers from across the country to learn more about our region's assets as part of the Greater Ann Arbor Familiarization tour. The consultants toured local businesses, heard presentations about the regional resources and talent, and talked directly with local business leaders about their decisions to locate here. We were pleased to have leadership from Thai Summit in Howell join us for a discussion with our guests, and an

overview of the unique ways that Livingston County employers are addressing their talent needs. Investment projects sourced by consultants has increased significant over the past few years as our region, and Michigan, have put an additional focus on engaging these professionals.

Pure Michigan Business Connect Event Connects Livingston Businesses with Educational Buyers during Summit

In August, Ann Arbor SPARK partnered with the MEDC and our Region 9 partner s to host a Pure Michigan Business Connect (PMBC) Summit at Weber's Inn in Ann Arbor. PMBC has facilitated over \$2.7 billion in contracts, and has 42,000 Michigan businesses participating in person an online. The Region 9 event was a huge success, bringing in nearly 300 companies to meet with the largest buyers in our region. We received positive feedback from participants, and look forward to hosting similar summits in the future.



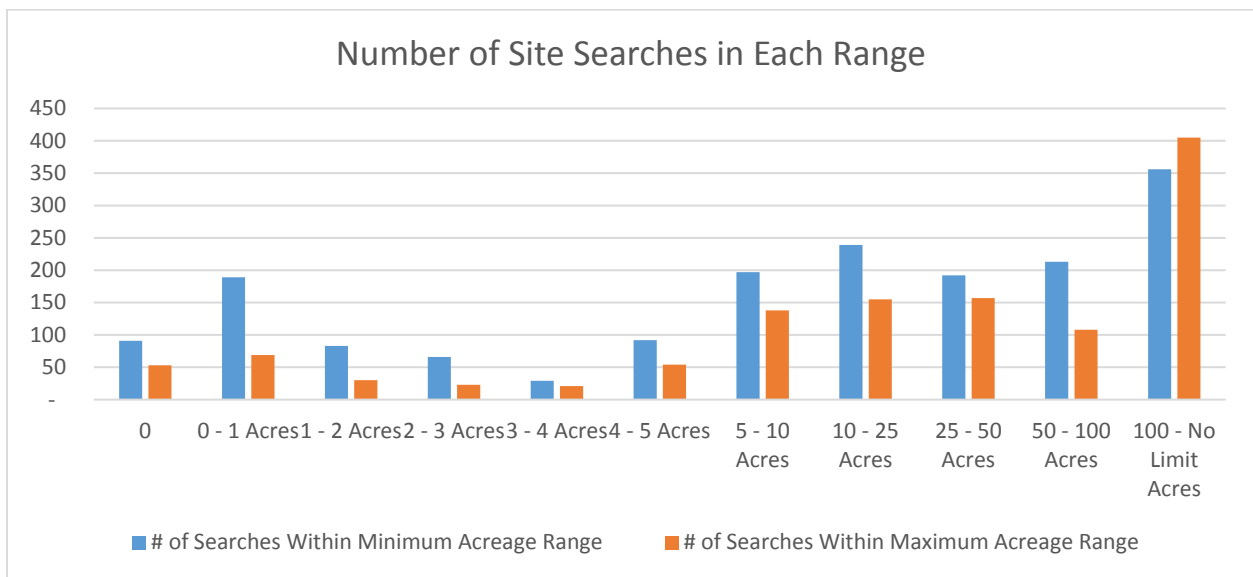
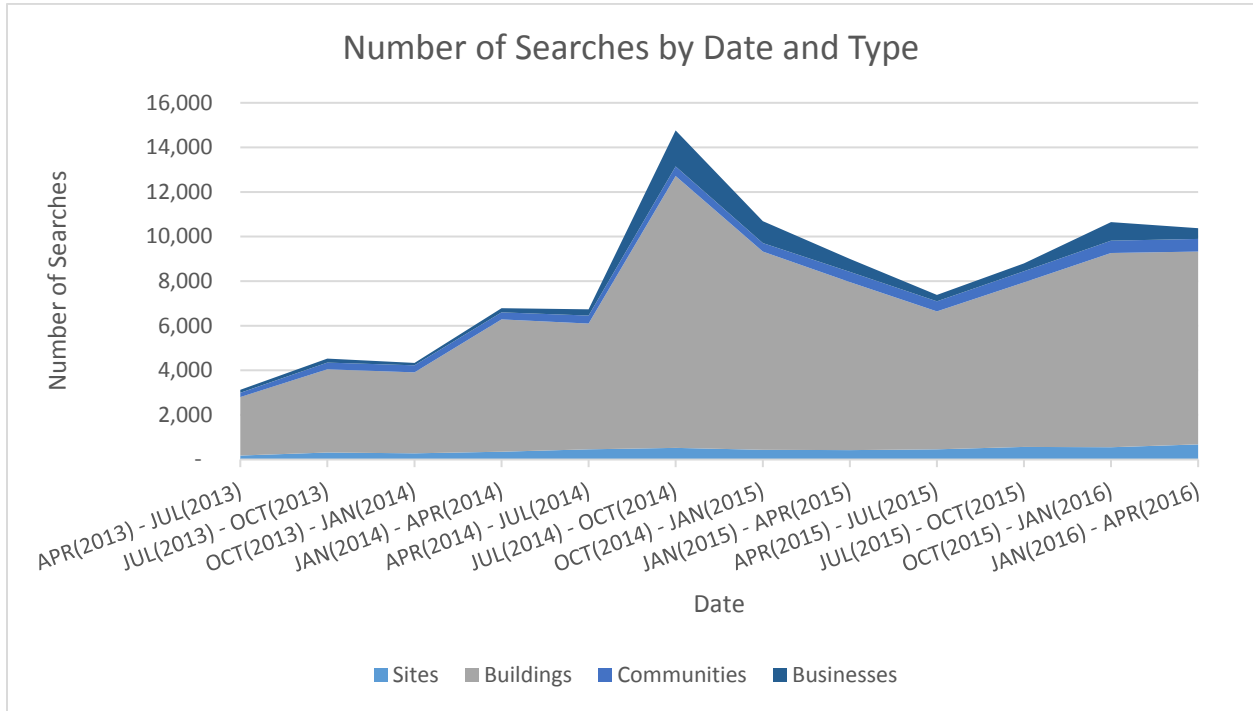
Market Trends in National Site Searches

Last quarter we talked about trends in site selection. Since then, we invited eight site selectors from across the country to learn more about assets available in the Greater Ann Arbor Region.

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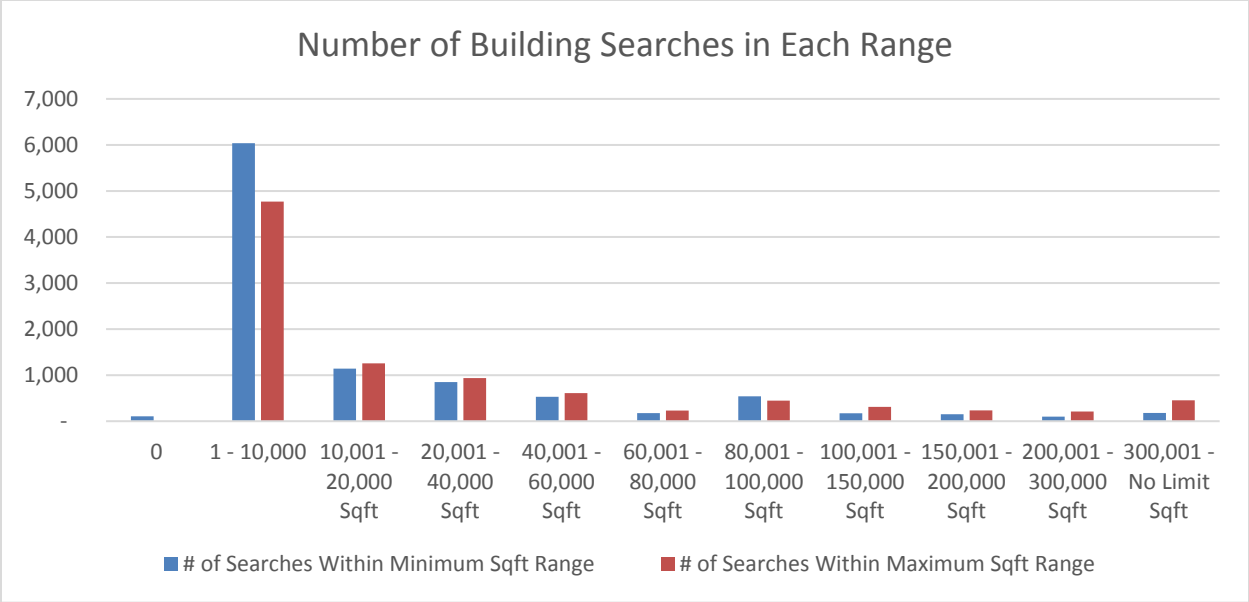


Although the consultants left with a very positive impression of the region in terms of available talent and a business friendly mentality, it is important to look at the site requirements that we receive from our partners at the state and regional level. Below is some of the data the MEDC has compiled regarding statewide searches for facilities.



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Top 15 Communities Searched on MEDC Site Software

Rank	Views	Community
1	252	Detroit MI
2	129	Macomb County MI
3	111	Lansing MI
4	110	Wayne County MI
5	109	Grand Rapids MI
6	99	Flint MI
7	97	Genesee County MI
8	96	St. Clair Shores MI
9	93	Ann Arbor MI
10	83	Oakland County MI
11	83	Sault Ste. Marie MI
12	68	Kentwood MI
13	57	Troy MI
14	55	Southfield MI
15	53	Ironwood MI

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Ann Arbor SPARK Facilitates Strategic Session with Lake Trust Credit Union

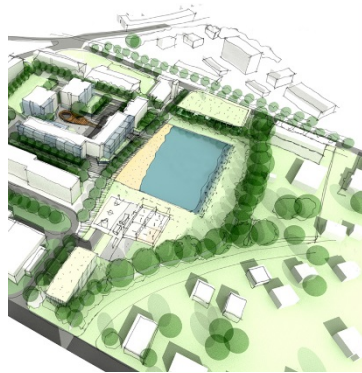
Ann Arbor SPARK was honored to facilitate a strategic session for the Lake Trust Credit Union Board of Directors, featuring in-depth presentations on trends, ideas and new technologies that could change the financial industry going forward.



OPPORTUNITIES FOR LIVINGSTON COUNTY BUSINESSES

MEDC Encourages Municipalities to Implement the Redevelopment Ready Communities Program if Seeking Community Development Incentives

At an annual update with local partners, the Michigan Economic Development Corporation (MEDC) encouraged municipalities to begin implementing the Redevelopment Ready Communities by October 2017 in order to qualify for community development resources, like the Community Revitalization Program or CDBG grants. The program offers a set of “best practices” for communities to implement that can help encourage development efforts. The MEDC indicated that they would require communities to have started implementing the program by next fall in order to be eligible for community development funds.



COMMUNITY DEVELOPMENT

Supporting the growth of vibrant, diverse and resilient communities across Michigan

FY2016 realignment between MSHDA and MEDC

Technical assistance

Programs

They are offering training on the program throughout the state. Background on the program [may be found here](#), and the set of “Best Practices” [can be found here](#). Some of the training dates are below; [more can be found here](#):

- November 1st in Lansing
- January 10th in Roseville
- February 7th in Lansing

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Mark Your Calendars:

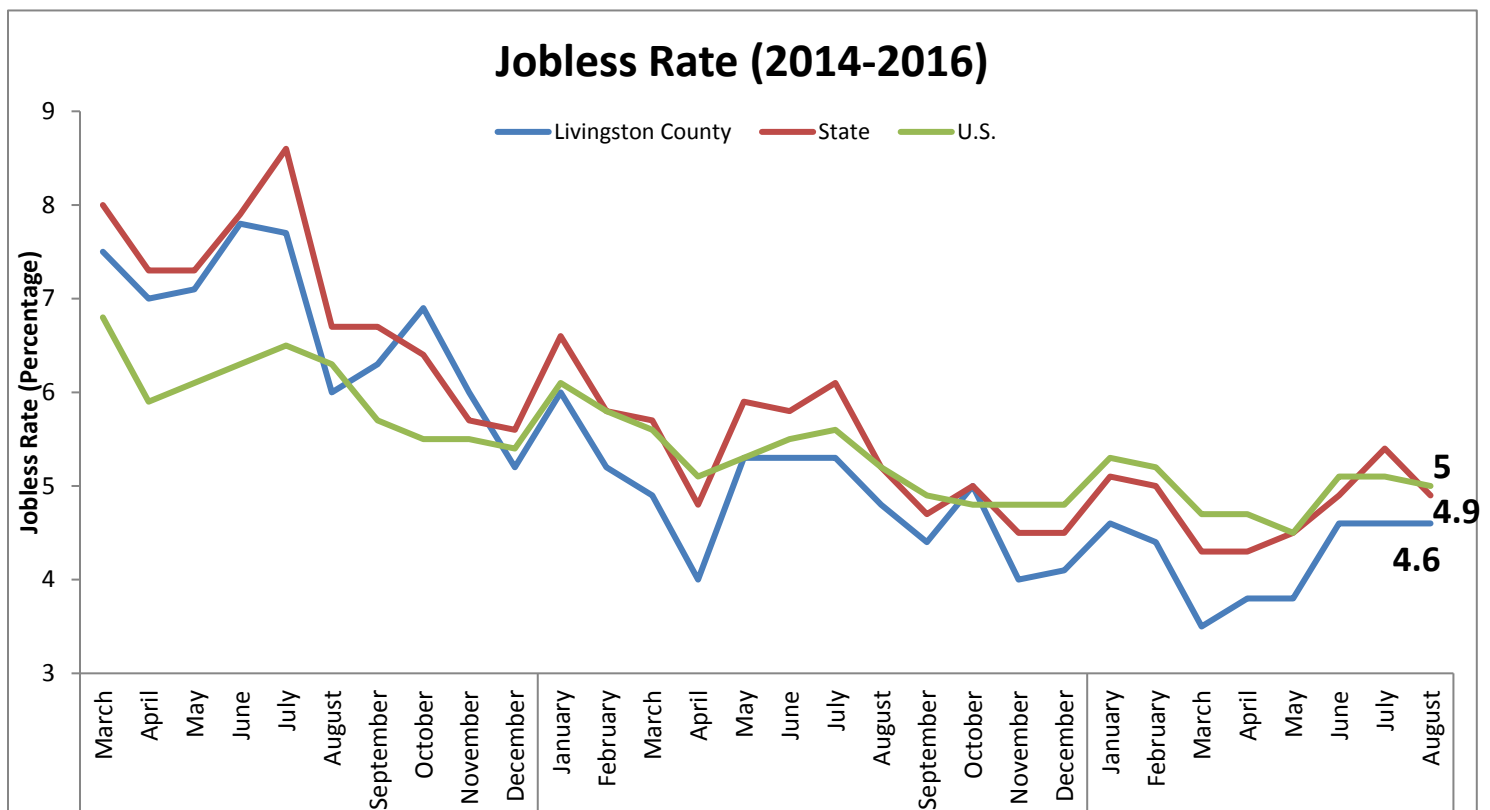
2016 EDCLC Annual Meeting

Join us on November 10 from 5-7pm at the Johnson Center of Cleary University. We look forward to welcoming Rob Campau, VP of External Affairs for the Michigan Association of Realtors, as our keynote speaker. We hope to see you all there!

EDCLC Microloan Funding Available:

There is still funding available through the EDCLC Microloan Fund, created in partnership between the EDCLC, First National Bank, and the Great Lakes Women’s Business Council. Please keep this resource in mind as you are talking to small business owners in your networks, and reach out to Rick Scofield with possible loan candidates.

UNEMPLOYMENT RATE

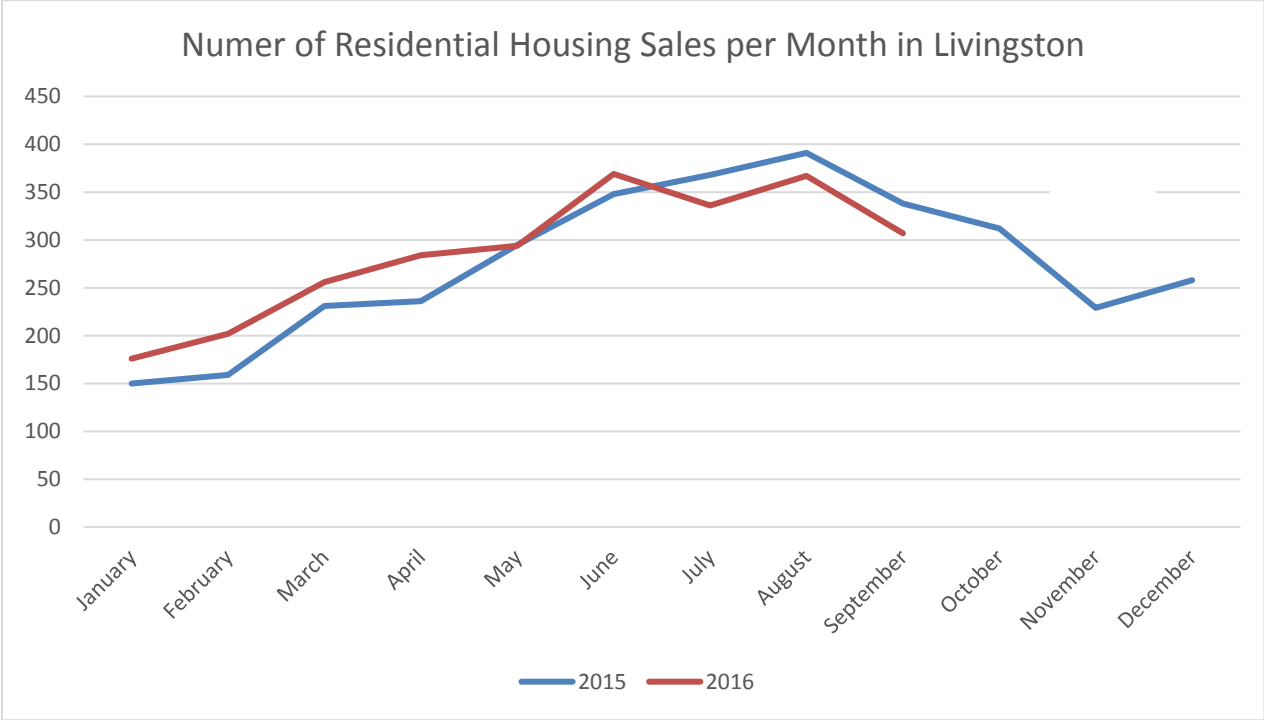


Source: MI Department of Technology, Management & Budget

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HOUSING SALES IN LIVINGSTON COUNTY 2016

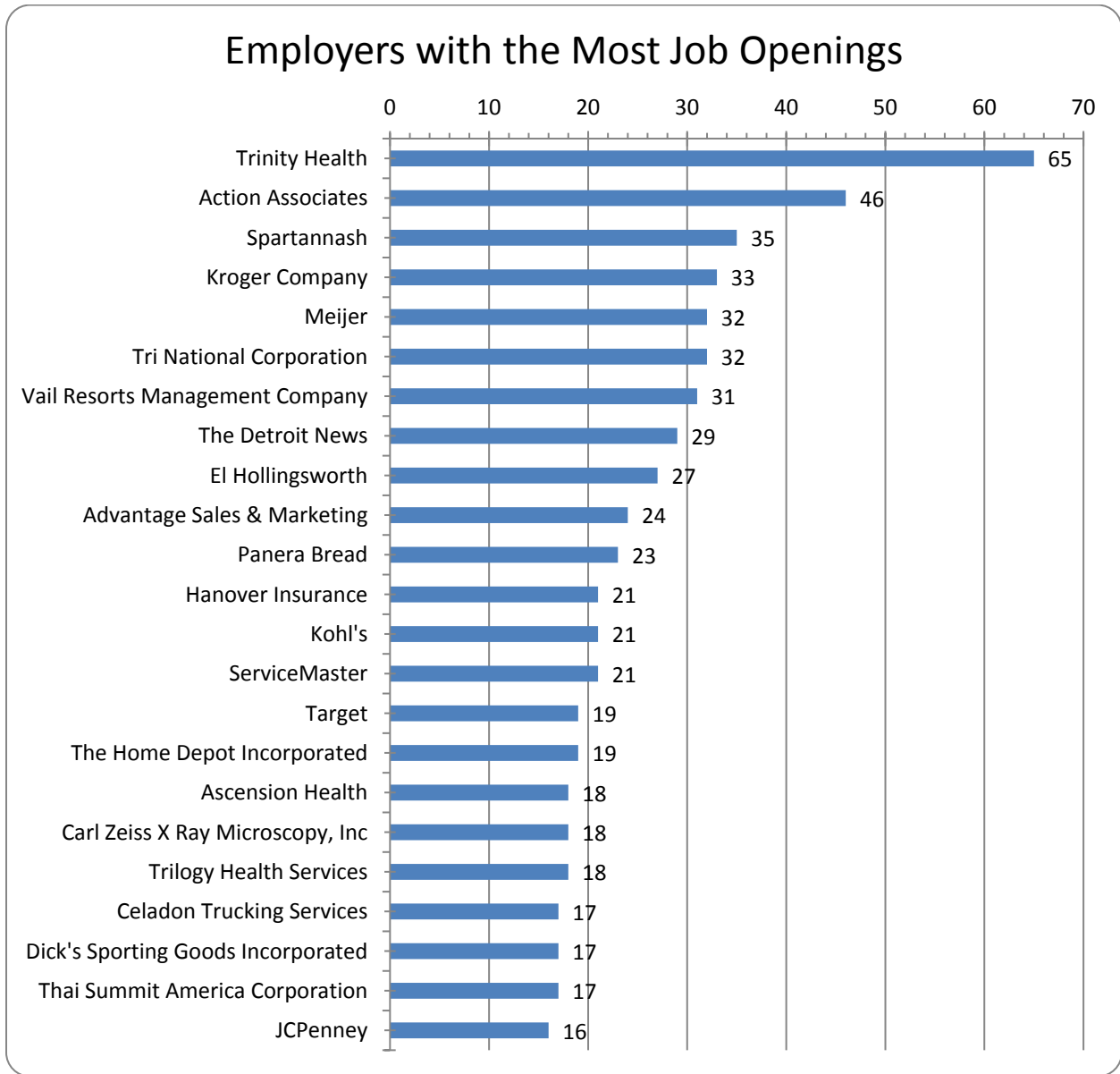


Source: Livingston County Association of Realtors

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TOP EMPLOYERS BY NUMBER OF POSTINGS (2016 – Q3)

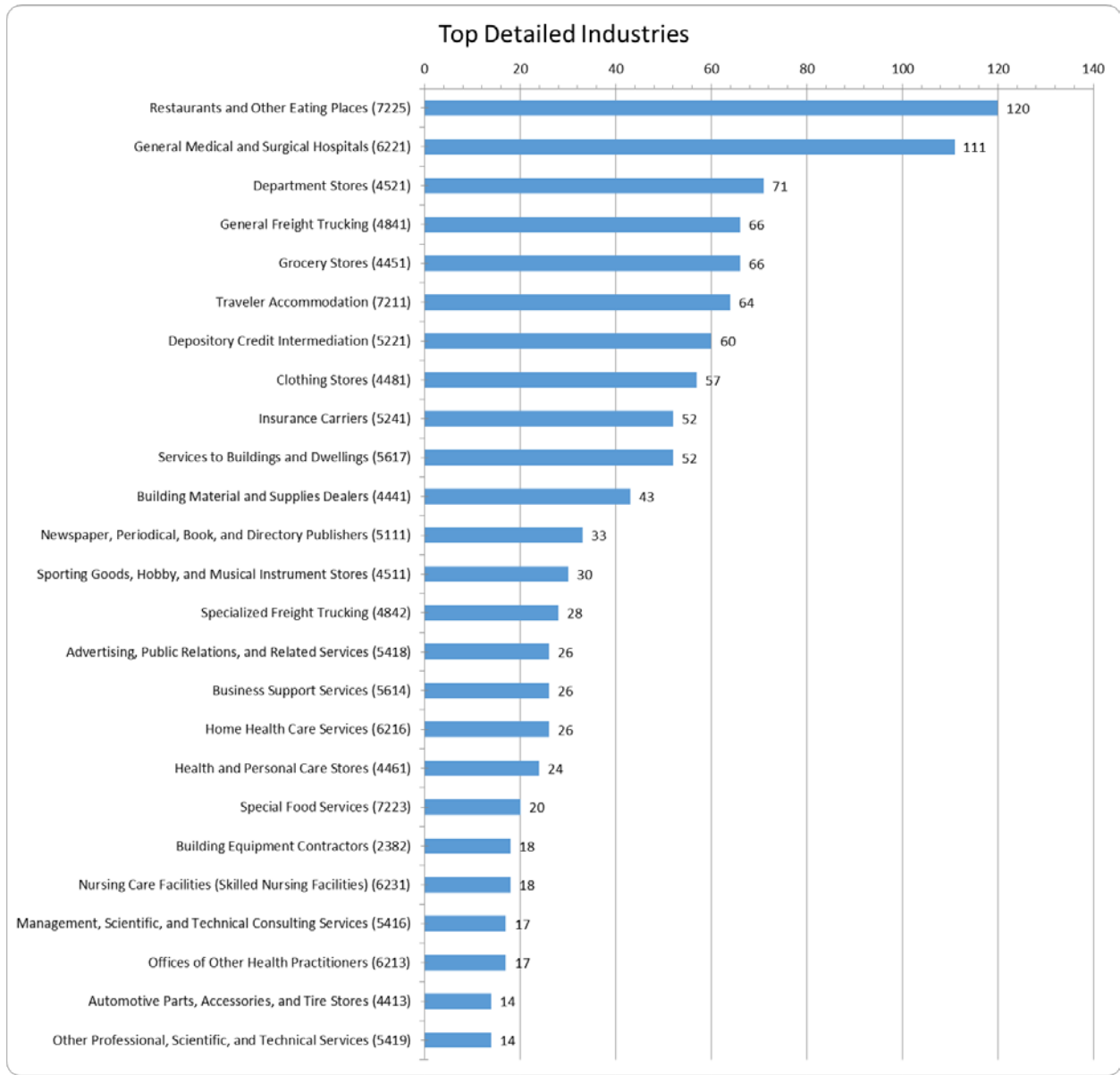


Source: Burning Glass & Workforce Intelligence Network

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TOP 20 INDUSTRY SECTORS BY NUMBER OF JOB POSTINGS (2016 – Q3)

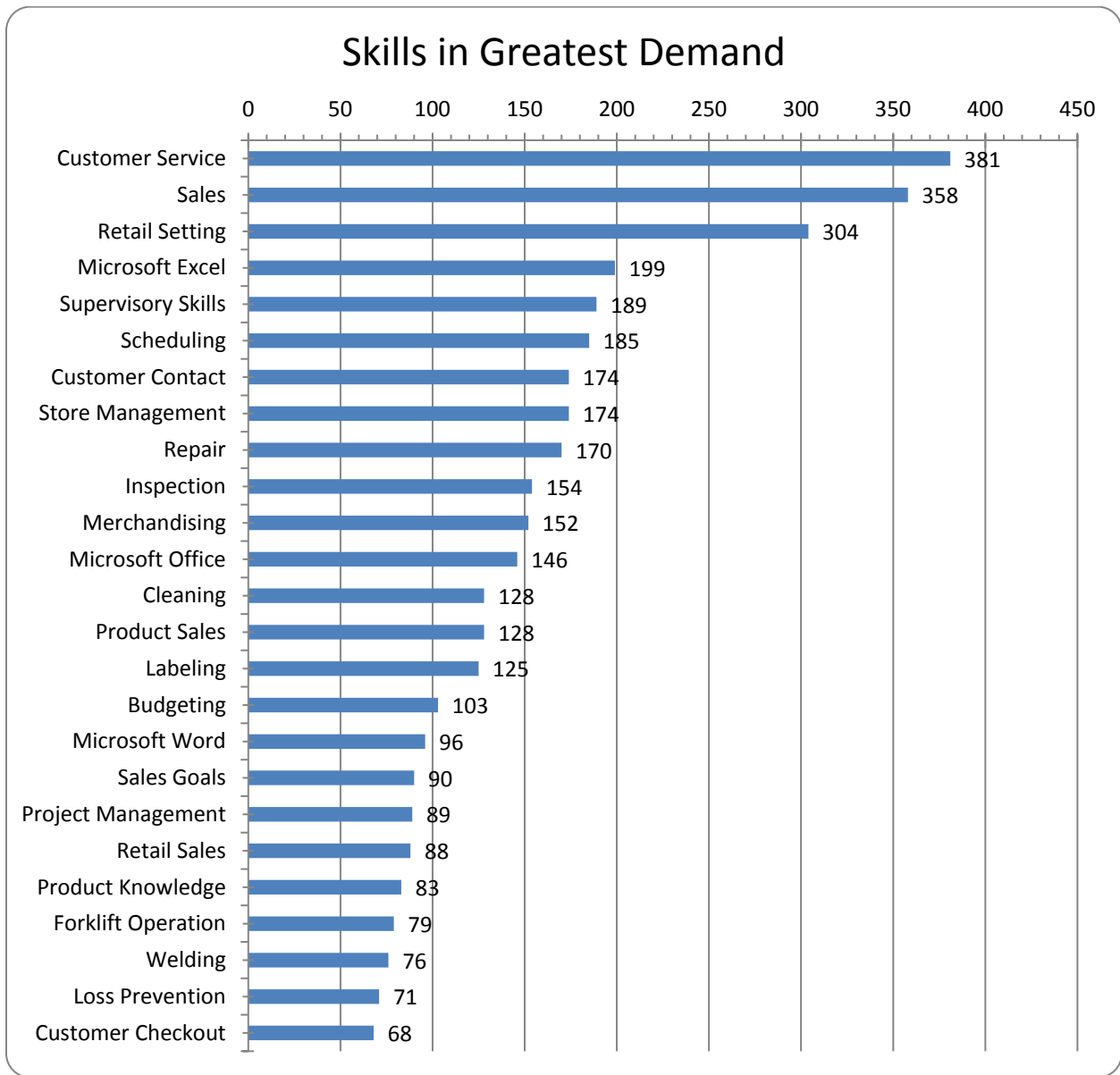


Source: Burning Glass & Workforce Intelligence Network

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TOP SKILLS INCLUDED IN JOB LISTINGS (2016 – Q3)



Source: Burning Glass & Workforce Intelligence Network

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

2013	14.4%
2014	13.9%
2015	13.0%

Source: Livingston County Equalization Reports

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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

Company Name	Taxing Municipality
Joshua Tree Products	Brighton Township
Surgical Safety Scanner	Brighton Township
FlexDex Inc.	Brighton Township
bryllan, llc.	Brighton Township
Advantage Pharmacy Services	Brighton Township
Dakkota Integrated Systems, LLC	City of Brighton
Dunnage Engineering	City of Brighton
Medical Comfort Specialists	City of Brighton
Ignite XDS	City of Brighton
TG Fluid Systems	City of Brighton
Corrigan Oil Company	City of Brighton
Work Skills Corporation	City of Brighton
TwoSix Digital	City of Brighton
Brightline Technologies	City of Brighton
Frontal Lobe Coworking	City of Howell
Key Plastics	City of Howell
Pepsi Bottling	City of Howell
Thai Summit America Corporation	City of Howell
Chem-Trend	City of Howell
Little Diablo Salsa	City of Howell
Smart Technologies, LLC	Genoa Township
CRW	Genoa Township
Boss Engineering	Genoa Township
Precision Stamping	Genoa Township
Remold Products LLC	Genoa Township
Michigan CNC Tool	Green Oak Township
AIRman Products, Inc.	Green Oak Township
Fibertec Environmental Services	Green Oak Township
Promess Inc.	Green Oak Township
GKI	Green Oak Township
Wedge-Mill Tool Inc.	Green Oak Township
Extreme Machine	Hamburg Township

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Additive Manufacturing Solutions LLC	Hamburg Township
Rhe Tech, Inc.--Fowlerville	Handy Township
Fowlerville Proving Ground	Handy Township
Five Sparrows, LLC	Hartland Township
Spiral Industries	Hartland Township
Hatch Stamping Company	Howell Township
Datapak Services Corporation	Howell Township
Tribar Manufacturing	Howell Township
Armor Protective Packaging, Inc.	Howell Township
Grupo Antolin Interiors USA	Howell Township
ZF TRW Automotive	Tyrone Township
Asahi Kasei Plastics North America	Village of Fowlerville

44 Records

PROJECT PIPELINE

Number of Projects	14
Potential New Job Creation	350
Potential Capital Investment	\$27.1 million
Average Age	299 Days

COMPANY VISITS, SUCCESSES, & ON-GOING PROJECTS

Company Visits	44
Total Full Time Employees at Companies Visited	6,461
Referrals	115
Number of Successes	6
Employment Multiplier of Successes	3.0
Job Creation Assistance	304
Capital Investment Assistance	\$61.3 million

PROJECT PIPELINE

Unique ID	Probability (%)	Age	Total Project Cost (\$)	Projected New Jobs
4863	90	375	0	15
7753	90	358	5,500,000	67
6502	20	256	0	TBD
7971	10	194	0	TBD
4727	90	116	1,568,176	100
4635	20	122	0	TBD
4659	5	187	0	TBD
4864	20	201	0	TBD
4647	25	257	0	TBD
4618	25	662	5,000,000	20

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101	25	257	0	TBD
3280	50	711	15,020,000	129
8142	25	21	0	18
7629	75	472	0	1

14 Records

REMOVED FROM THE PIPELINE

Unique ID	Reason for Removal
7266	Located outside region
6279	Located outside region
7559	Located outside region
101	Located outside region
101	Located outside region
101	Located outside region
4937	Located outside region
101	Located outside region
101	Located outside region
101	No response from company
101	No response from company
2891	No response from company
7178	On hold
4648	On hold
7126	Project not moving forward
4665	Project not moving forward
7304	Project not moving forward
4696	Project not moving forward

18 Records



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



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