



Economic Development Council
of Livingston County

QUARTERLY ECONOMIC DEVELOPMENT REPORTS 2019

Q2

23 COMPANIES
VISITED

191 REFERRALS
PROVIDED

WAGES INCREASED

\$95 per week

in Livingston County

6 NEW PROJECTS
ADDED TO PIPELINE

HEALTHCARE INDUSTRY
BLOG SERIES LAUNCHED
[click here to read](#)

COUNTYWIDE MANUFACTURING EMPLOYER-LED COLLABORATIVE CREATED



Ann Arbor SPARK will advance the economy of the Ann Arbor region by establishing it as a desired place for innovation, business location and growth, and for talented people to live and work. The Ann Arbor region will be recognized for its academic, business, and community resources, and its collaborative culture. For more information visit: www.annarborusa.org

Regional News



The Economic Development Council of Livingston County maintains a close relationship with private sector industry and local government to provide referrals and services that promote economic growth. This section of the quarterly report provides updates on ongoing projects and developments in the community that contribute to local prosperity.



County Planning Brown Bag Lunch Event

After the USDA announcement for a new Broadband PILOT initiative earlier this year, SPARK recommended inviting a representative from the USDA to speak to public officials about the project and resources available. Marcia Gebarowski coordinated with the USDA to bring Tony Tindall, a broadband field rep to present at the May Brown Bag Lunch Series held at Genoa Twp Hall. Attendees learned about multiple funding programs, including the Broadband PILOT grant/loan initiative.

Leadership Livingston

In May, Marcia Gebarowski completed the 2018/2019 session of Leadership Livingston. This program housed in Cleary University and is designed to expand on the leadership potential in Livingston County. The class explored various leadership styles as well as experience different sectors that make-up the Livingston community including education, government, non-profit and healthcare. A group capstone project was also completed, creating a strategic plan for Love, INC's resale store.

Power Plant Continues Due Diligence

In 2018, Massachusetts-based CPV announced it's acquisition of property in Handy Twp to build a natural gas power generation operation. CPV continues to actively conduct their due diligence on the project, including preparing a sales pipeline for the electricity that will be produced, which they are presently focused on. After sales are finalized, site work can commence.

Site Readiness Grant

Handy Township expressed interest in applying for a grant through the MEDC designed to prepare sites to be promoted for future industrial use. SPARK submitted a grant application on behalf of the township for the former Mitch Harris property. If approved, the site would benefit from preliminary engineering work, site preparation, and new marketing materials.

Regional News

MFG Day Planning Underway

The planning committee continues their effort to plan a great 2019 event. In April, SPARK hosted an information session for interested employers and educators to hear more about this popular career awareness event happening on October 3. This year's participating employers include many new names in addition to companies who also participated last year. The planning committee is creating a book a book highlighting all participating companies and interesting facts about careers in the Manufacturing Industry that will be given to all participating students.



PADNOS Acquires Regal Recycling

Regal Recycling in Howell was purchased last week by Holland-based PADNOS, which operates 19 locations in Michigan and Indiana. The acquisition, which was announced July 1, also includes Regal's Whitmore Lake location which will be operated by GLR Advanced Recycling, a partner of PADNOS. Company President Jonathan Padnos said the move, "furthers regional consolidation and allows us to better serve our customers throughout Michigan. PADNOS views Howell as a vibrant and growing community and we want to be part of that growth."



Transtar Expands in Genoa Twp

Transtar Autobody Technologies, Inc. will expand its Genoa Township headquarters by about 6,000 square feet for a new training facility and automotive paint color laboratory. Transtar is an automotive paints and body shop repair products manufacturer with an international distribution footprint.

A ground breaking event was held on June 18 with company and community officials to commemorate the project. SPARK staff along with the Howell and Brighton Chambers of Commerce helped promote the company and this expansion through regional media. SPARK continues to work with Transtar on reaching new markets with their technology as well.



Michigan Talent Pipeline Management Academy

Marcia Gebarowski, along with Brighton Chamber president Pam McConeghy, completed training to utilize the U.S. Chamber of Commerce tool, Talent Pipeline Management (TPM). TPM is a tool in which employers apply supply-chain methodologies to their talent needs. This process requires a collaborative of employers to work through the TPM process based on common needs (or pain points). SPARK and the Brighton Chamber are applying our training in Livingston County, and have convened an employer collaborative of local manufacturers to implement the TPM process. This tool will strengthen the voice of participating employers on highlighting their talent needs as well as to show trends on future training opportunities within our schools.



Local Dashboard



The local dashboard tracks demographic trends that are important measures of economic growth and prosperity. The data is compiled from a range of sources, including the Bureau for Labor Statistics, the Census, the Livingston County Association of Realtors, and more. The trend arrow reflects the change in quarterly data, using the most recent data available, this varies by source.



Unemployment

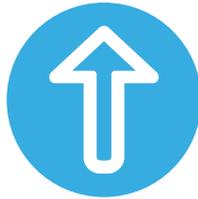
Q1 2019

Michigan: 4.4

Livingston: 3.7

The unemployment rate in Livingston County increased from 3.3 at the end of Q4 to 3.7 at the end of Q1. This is consistent with seasonal trends. The local unemployment rate remains lower than the state unemployment rate.

Source: BLS LAUS



Wages

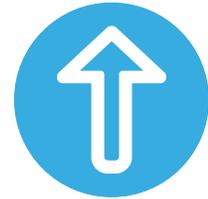
Q4 2018

Michigan: \$1,077

Livingston: \$924

The average weekly wage in Livingston County remained steady, with an increase from \$829 in Q3 to \$924 in Q4. The average weekly wage in Livingston County is \$153 lower than the average weekly wage statewide.

Source: BLS QCEW



Labor Force

Q1 2019

Michigan: 4,950,462

Livingston: 103,904

The labor force in Livingston County increased by 872 people from the end of Q3 to the end of Q4. During the same time period, the labor force in Michigan grew by 28,884 people. The labor force consists of individuals working or seeking employment.

Source: BLS LAUS



MFG Employment

Q4 2018

Michigan: 634,159

Livingston: 9,846

Employment in manufacturing increased in Livingston County by 143 employees between Q3 2018 and Q4 2018. During the same time, employment in manufacturing increased by 4,211 statewide.

Source: BLS QCEW



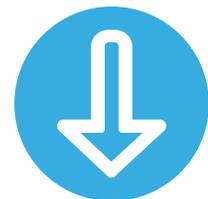
Job Postings

Q2 2019

Livingston: 8,557

The total number of job postings in Livingston County increased slightly with an insignificant change from 8,029 postings at the end of Q1 2018 to 8,557 postings at the end of Q2 2019.

Source: Workforce Intelligence Network



Home Sales

Q1 2019

Livingston: 565

The number of home sales in Livingston County increased by 47 closings in Q1 2019 compared to Q1 2018.

Source: LCAR

SPARK Metrics



January 1, 2019 - June 30, 2019

PROJECT PIPELINE

The project pipeline metrics track projects that SPARK staff are currently working to complete. If and when these projects are complete, they will contribute additional jobs and capital investment into the local economy.

17

Projects in Pipeline

212

Potential New Job Commitments

\$1.1B

Potential Capital Investment



SUCCESS METRICS

Metrics of success are recorded when SPARK provides assistance to projects that successfully create jobs and/or investment in the community.

1

Successful Projects

20

New Job Commitments

\$5.7M

Capital Investment



CALL PROGRAM

The Call Program is SPARK's outreach program to local employers. Company visits are made to build relationships, identify projects, and connect employers to community resources.

23

Company Visits

2,842

FTEs at Companies Visited

191

Referrals

2019 Call Program



COMPANY NAME	LOCATION	COMPANY NAME	LOCATION
Q1 Hug-A-Plug	Brighton Township	Q2 FlexDex, Inc.	Brighton Township
Q1 ASTI Environmental	Brighton Township	Q2 Eberspaecher North America, Inc.	City of Brighton
Q1 Empower HR	Brighton Township	Q2 TG Fluid Systems, Inc.	City of Brighton
Q1 Thai Summit America	City of Howell	Q2 FT Techno North America	Handy Township
Q1 BD Electrical	Howell Township		
Q1 AA Gear & Manufacturing	Howell Township		
Q1 Boss Engineering	Genoa Township		
Q1 Mt. Brighton	Genoa Township		
Q1 Export Corporation	Green Oak Township		
Q1 Carl Zeiss Industrial Metrology, LLC	Green Oak Township		
Q1 C & B Machinery	Green Oak Township		
Q1 Legacy Center	Green Oak Township		
Q1 Total Security Solutions	Village of Fowlerville		
Q1 Asahi Kasei Plastics North America	Village of Fowlerville		
Q2 Brighton NC Machine Corporation	Green Oak Township		
Q2 Transtar Autobody Technologies	Genoa Township		
Q2 Highland Engineering	Genoa Township		
Q2 bryllan, LLC	Brighton Township		
Q2 IEC Fabrication, LLC	Village of Fowlerville		

Community Outreach



Connecting with local organizations and community partners to present data, share trends, and offer insights is an important part of our focus; this allows us to engage in a collaborative approach towards economic development.



In April, the 13th Annual Livingston Regional Job Fair took place at Crystal Gardens. SPARK was part of the committee that planned this event, bringing more than 30 employers out to promote job openings and to recruit job seekers during this free event. HR professionals were on-hand to lend assistance with resume writing and review for job seekers. MI Works had their mobile office set-up so attendees could have access to their mobile computer lab as well as learn about upcoming classes or other MI Works programming.

The Local College and Career Access Network's (LCCAN) 2nd Annual Road Rally held on April 25th was a "cruising success". This event supports scholarships to graduating seniors and pursuing a career in one of Michigan's [Hot 50 Jobs](#). People "revved" their engines and began the challenge at Crystal Gardens. From there, teams had to solve clues to unveil where their next "pit stop" was. The route took teams to employer locations that represented in-demand careers including healthcare and hospitality. More than 65 people and 31 businesses participated or sponsored in this year's "LivCo Road Rally." LCCAN expanded the scholarship opportunity for graduating high school seniors, which resulted in 47 applications being submitted and 12 scholarships awarded. Marcia Gebarowski was part of the planning committee for this event, and Ann Arbor SPARK sponsored one of the 12 scholarships, which went to a Brighton senior pursuing a career in nursing.

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.



EDCLC Annual Meeting

November 6, 2019
Johnson Center, Cleary University
5:00 p.m. – 7:00 p.m.

The Economic Development Council of Livingston County's Annual Meeting is attended by business, government, and academic leaders from across the county 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. Keynote Speaker will be Michelle Ureste, Director of Workforce Intelligence Network.

Job Shadow Information Session

August 22, 2019
LESA Offices
11:00 a.m. – 1:00 p.m.

The Local College and Career Access Network (LCCAN) is planning a 2019 Job Shadow Day on December 6th. This information session is for any business interested in learning more about the job shadow opportunities with local high school students. This event will host small group discussion on how to prepare for a successful job shadow. Lunch will be provided by LESA.

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 one new job would affect two 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 18



