

Economic Development Council of Livingston County

QUARTERLY ECONOMIC DEVELOPMENT REPORTS 2019



27 COMPANIES VISITED

110 REFERRALS PROVIDED

2 Grants Awarded

\$131,000

in Livingston County

PROJECTS ADDED TO PIPELINE

300 HIGH SCHOOL STUDENTS

participated in 2019 Livingston Regional Manufacturing Day



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

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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.

Livingston Regional Manufacturing Day 2019

More than 300 participants in Livingston County, including students, teachers, and chaperones, joined Ann Arbor SPARK, Mott Community College, LESA, and 13 local companies to explore career opportunities in the manufacturing industry. Livingston County Regional Manufacturing Day was one of many Manufacturing Day Celebrations across the nation, helping to advance student awareness of career opportunities in the manufacturing sector. Local employers highlighted various opportunities in manufacturing careers including skilled trades such as welding and maintenance technicians, engineering, IT/programming, quality assurance, and administrative roles including marketing and management.

The event was organized by a committee of engaged volunteers from the Chambers of Commerce, Schools, Mott Community College, Michigan Works, the Workforce Intelligence Network, and SPARK. The committee provided students with t-shirts, sling bags and booklets containing information from all participating employers. SPARK has continued to cover all costs associated with this event through grant funds which offset all transportation costs as well as lunch provided to the student groups, making this a no-cost field trip for schools.



This event would not have been the success it was without companies that are truly passionate about demonstrating the opportunities students have in the manufacturing industry. A very special thank-you to this year's participating companies: Aludyne, Armor Protective Packaging, Asahi Kasei, Bekum, Flexible Metal, Hatch Stamping, Highland Engineering, KemKrest, Mott Community College, RFM, TG Fluids, Thai Summit, and Tribar.

Regional News

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Site Readiness Grant Awarded

Handy Township was awarded \$70,200 for site engineering work and other due diligence to be completed on the former Mitch Harris property.

The goal of the grant is to help prepare the site for future industrial users or developers. For this property, work will be done to verify utility and infrastructure capacity as well as creating new marketing materials to promote the site. SPARK submitted the request for the grant on behalf of the township in the spring and continues to oversee the administration and documentation of the award.

Once work is completed, the property will have more information for prospective users to know and potentially aid in the development process.

Chassix re-brands as "Aludyne"

Southfield-based metal parts supplier Chassix Holdings Inc. announced a name change to Aludyne on October 3rd.

The new name reflects the trajectory of an evolving industry that calls for lighter and safer vehicle components, it said in a news release.

"Aludyne expresses our lightweighting knowledge and dynamic approach to manufacturing." President and CEO Andreas Weller said in the release.

The supplier employs more than 4.000 people and has 22 manufacturing facilities globally including a facility in Howell.

ALUDYNE

Local Businesses Expanding

SPARK is assisting two local businesses planning to break ground on new buildings and building expansions as a result of their ongoing growth.

SLS RFID in Howell Township will construct a new 25,000 s/f facility in the TransWest Industrial Park. The new building will allow the company to consolidate their operations throughout Howell under a single roof.

In Fowlerville, JNB Machinery will add a 28,000 sg/ft expansion to one of their facilities in the Fowlerville Industrial Park. The expansion will allow JNB to acquire new equipment and increase production capacity.

Pop Daddy Receives MDARD Grant to Aid Company Growth

Green Oak Township-based company Pop Daddy Popcorn was awarded a \$125,000 grant by the Michigan Department of Agriculture and Rural Development (MDARD). Through the business outreach program, SPARK staff connected Pop Daddy owner Mark Sarafa with MDARD programs and provided support in their grant application. This award will enable Pop Daddy to buy new equipment to automate and speedup their popcorn and pretzel packaging capabilities.

The new equipment will reduce labor costs and make packaging much faster, keeping them competitive they produce about one million bags.

and able to grow. Established in 2013, Pop Daddy uses locally sourced red kernels for most of their popcorn products. In 2015, the company moved into their current facility off Lemen Rd. Owner Mark Sarafa said his goal for next year with the new equipment is to produce around 1.5 million bags of popcorn and pretzels. Currently

Local Dashboard

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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



Wages



Labor Force

Q2 2019

Michigan: 4.0 Livingston: 3.3

The unemployment rate in Livingston County decreased from 3.7 in $\Omega1$ to 3.3 at the end of $\Omega2$. This is consistent with seasonal trends. The local unemployment rate remains lower than the state unemployment rate.

Source: BLS LAUS

Q1 2019

Michigan: \$1,078 Livingston:\$858

The average weekly wage in Livingston County saw a decrease from \$924 in Q4 2018 to \$858 in Q1 2019. The average weekly wage in Livingston County remains lower than the average weekly wage statewide.

Source: BLS QCEW

Q2 2019

Michigan: 4,962,234 Livingston: 103,339

The labor force in Livingston County decreased by about 565 people between end of Q4 2018 and Q2 2019. During the same time period, the labor force in Michigan increased by 12,000 people. The labor force consists of individuals working or seeking employment.

Source: BLS LAUS



MFG Employment

Q1 2019

Michigan: 628,978 Livingston: 9,840

Employment in manufacturing remains flat in Livingston County. Employment in manufacturing increased by 3% statewide between Q4 2018 and Q1 2019.

Source: BLS QCEW



Job Postings

Q3 2019

Livingston: 9,432

The total number of job postings in Livingston County increased by 10% between Q2 and Q3 2019.



Home Sales

Q2 2019

Livingston: 895

The number of home sales in Livingston County statistically remained the same in Ω 2 2019 compared to Ω 2 2018.

Source: Workforce Intelligence Network

Source: LCAR

SPARK Metrics

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July 1, 2019 - September 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.

19

Projects in Pipeline

434

Potential New Job Commitments \$1.25B

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.

2

Successful Projects

29

New Job Commitments \$5.9M

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.

31

Company Visits

3,455

FTEs at Companies Visited

110

Referrals

2019 Call Program

COMPANY NAME	LOCATION	CC	OMPANY NAME	LOCATION
Q1 Hug-A-Plug	Brighton Township	02	FlexDex, Inc.	Brighton Township
Q1 ASTI Environmental	Brighton Township	Q2	Eberspaecher North America, Inc.	City of Brighton
Q1 Empower HR	Brighton Township	02	TG Fluid Systems, Inc.	City of Brighton
Q1 Thai Summit America	City of Howell	02	FT Techno North America	Handy Township
Q1 BD Electrical	Howell Township	Q 3	ChemTrend	City of Howell
Q1 AA Gear & Manufacturing	Howell Township	Q 3	CAE Incorporated	Hamburg Township
Q1 Boss Engineering	Genoa Township	Q 3	SLS RFID	Howell Township
Q1 Mt. Brighton	Genoa Township	Q 3	JNB Machining	Village of Fowlerville
Q1 Export Corporation	Green Oak Township	Q 3	Vconverter	Green Oak Township
Q1 Carl Zeiss Industrial Metrology, LLC	Green Oak Township	Q 3	Dunnage Engineering	City of Brighton
Q1 C & B Machinery	Green Oak Township	Q 3	Fortech Products	Green Oak Township
Q1 Legacy Center	Green Oak Township	Q 3	Flexible Metal	Hamburg 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			
O2 Transtar Autobody Technologies	Genoa Township			
Q2 Highland Engineering	Genoa Township			
O2 bryllan, LLC	Brighton Township			
02 IEC Fabrication, LLC	Village of Fowlerville			

Fundraising

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EXPECTED PUBLIC SECTOR CONTRIBUTIONS

+ TOTAL	\$286,767.22
Livingston County	\$175,000
Municipal Partners	\$111, 767.22

City of Brighton: \$9,065.98; City of Howell: \$6,799.49; Genoa Township: \$23,283.09; Green Oak Township: \$19,574.28; Hamburg Township: \$20,604.50; Handy Township: \$3,467.00; Hartland Township: \$13,392.93; Oceola Township: \$10,579.95; Village of Fowlerville: \$5,000; Village of Pinckney: \$2,500

EXPECTED PRIVATE SECTOR CONTRIBUTIONS

+ TOTAL \$112,000

Asahi Kasei Plastics; Boss Engineering; Brighton Chamber; Chem Trend; Chemical Bank; Cleary University; Consumers Energy; Corrigan; Crystal Gardens; DTE Energy; Duncan Disposal; Elite Insurance; Era Griffith Realty; Financial Plus+ Credit Union; First National Bank; Hartland Insurance; Howell Chamber; IHA; ITC Holdings; J&J Joseph Properties; Lake Trust Credit Union; Livingston Association of Realtors; Lindhout Associates; Lowry Solutions Inc; May & Scofield; Old National Bancorp; Refrigeration Research; Rudolph Libbe; Senior Care Equities #4 LLC; Signature Associates; Thai Summit; Trinity Health

2019 EDCLC EXPENSES			
+ TOTAL	\$297,552		
Q1 Ann Arbor SPARK	\$94,504	02 Ann Arbor SPARK	\$94,504
Q1 Insurance	\$450	Q2 Facility Expense	\$13,120
Q3 Ann Arbor SPARK	\$94,504	Q2 Legal/Accounting	\$470

Quarterly Highlights

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recruiting.

SPARK welcomes new staff in Livingston

Anne Partington joined the SPARK
Livingston team in September as
the new Business Development
and Municipal Services
Manager. Anne comes to
Spark with over 20 years
in the Automotive Industry
with two Detroit OEMs. Her
most recent position was
running a Global Purchasing
Organization with a buy of \$3B
while leading organizational teams on
employee engagement/retention/development as well as student

Anne loves working with stakeholders with different interests, connecting with people and helping others and communities be successful. She has a bachelor's degree from the University of Michigan Ann Arbor, and a master's degree in management from Rensselaer Polytechnic Institute. Anne is looking forward to bringing in added economic and industry resources, opportunities and exposure from Ann Arbor SPARK to benefit Livingston county. She is excited about working with the Livingston community and driving prosperity in the region.

State grant awarded for employer collaborative

After completing the Talent Pipeline Management (TPM) academy, SPARK and the Brighton Chamber convened an employer-led collaborative to identify and address critical positions in the county's manufacturing sector. Eight employers have joined this collaborative that SPARK and Chamber staff guide using the TPM strategies.

TALENT PIPELINE MANAGEMENT

The work of the collaborative is currently focused on mapping the competencies and required skills needed for maintenance technicians and machinists. When the data is compiled from the collaborative, resource providers including secondary and post-secondary institutes are able to determine if current curriculum and training opportunities meet the competencies needed for indemand positions.

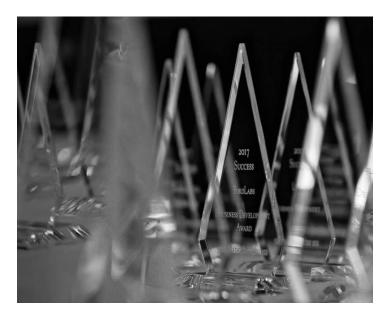
SPARK and Chamber staff applied for a state grant to support the work of the collaborative moving through the TPM strategies including assistance in research and compiling data, marketing training opportunities, and planning for future training programs.

The grant award of \$63,000 will ensure the collaborative will continue using the TPM process, as well as train and retain critical positions.

Events

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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.





FUTURE TRENDING

2019 State of the County Address

John E. LaBelle Public Safety Complex - Howell, Michigan 2nd Floor Auditorium Room at 6:00 PM Wednesday, October 30, 2019

> Donald S. Parker Chairman, Livingston County

EDCLC Annual Meeting

November 6, 2019 Crystal Gardens 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.

The event will recognize the top economic drivers in our community and preview new projects and initiatives for the coming year.

Keynote Speaker will be Michelle Ureste, executive director of Workforce Intelligence Network. Register online at: <u>bit.ly/EDCLC2019.</u>

State of the County Address

October 30, 2019 2nd floor auditorium, Livingston EMS Building 6:00 p.m. - 7:00 p.m.

The 2019 State of the County address, titled Future Trending, will be given by Don Parker, Chairman of the Livingston County Board of Commissioners.

The address, which highlights regional issues that local leaders deem important for the community to be aware of, is part of Livingston County's strategic plan to engage residents and educate them on the condition of the area.

Parker says the address will provide a macro perspective, adding he'll discuss current and anticipated trends they see in the county and state, and how those trends will affect Livingston County.

Report Definitions

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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.





