



Economic Development Council
of Livingston County

QUARTERLY ECONOMIC DEVELOPMENT REPORTS 2019

Q1

JANUARY - MARCH

14 COMPANIES
VISITED

14 PROJECTS IN
PIPELINE

253 POTENTIAL NEW
JOB COMMITMENTS

\$1.1 B
POTENTIAL CAPITAL INVESTMENT

1 PROJECT
SUCCESS

\$5.7 M TOTAL
INVESTMENT

PRIVATE SECTOR FUNDRAISING TO THE EDCLC INCREASED BY 26% FROM 2017 TO 2018



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.



Hatch Stamping Undergoes Expansion

In Howell Township, Hatch Stamping invested \$5.7 million to expand their facility and create 20 new jobs. This expansion will allow the company to add equipment and increase productivity. SPARK worked with Howell Township and Hatch to facilitate a development agreement and assist with the tax abatement process. A tax abatement for this facility was approved in February 2019.

Training Funds Awarded Locally

Four local manufacturers were approved by the Michigan Works! Southeast Workforce Development Board for \$31,000 in Federal Incumbent Worker Training (IWT) funds. IWT Funds are used to train existing employees in-demand skills. **AIRman, Work Skills Corporation, Thai Summit America Corporation,** and **TG Fluid Systems** were recently awarded funding through this program.

New Ownership at Dedoes

Dedoes Innovative Manufacturing owners John and Phyllis Dedoes sold their Fowlerville-based business to Jeff Layer, owner of BD Electrical in Howell. The company will operate under the name Bulldog Innovative Manufacturing. SPARK staff will continue working with Jeff and his team to provide referrals and support.

SPARK to Oversee Local Wage Study

Ann Arbor SPARK will partner with the Howell Chamber of Commerce to conduct a manufacturing wage and benefits study for Livingston County. The study will be completed using grant funds awarded through SPARK's partnership with the Greater Ann Arbor Region (GAAR). This data is critical for local employers to remain competitive in the county and statewide.



MFG Day Planning Underway

Planning for Manufacturing Day 2019 is off to a productive start in Livingston County. In 2018, SPARK brought this career awareness event to 13 local employers and engaged over 250 students with company tours and presentations. Building off of last year’s momentum, SPARK will help to coordinate this year’s Manufacturing Day events on October 3rd, 2019. A kick-off information session on the 2019 event for employers and educators will take place on April 30th at 3:00 pm at the LESA building. For more information contact Marcia Gebarowski.

Job Fair Attracts Local Talent

The 2019 Livingston Regional Job Fair was held at Crystal Gardens on April 11, 2019. Employers with a diverse range of career opportunities in a variety of industries, from manufacturing to retail, participated in the fifteenth annual event. Ann Arbor SPARK served on the job fair committee, along with over fifteen local organizations invested in workforce and economic development. The job fair successfully connected local talent with companies in Livingston County.

Howell Becomes RRC Certified

After hard work and collaboration by City staff and local officials, the City of Howell was awarded the Redevelopment Ready Communities Certification from the State of Michigan. Howell joined the Village of Pinckney as the second community in Livingston County to receive this designation. The RRC program was established to recognize communities that incorporate best practices for a seamless development process. Pinckney recently kicked off a consultant-led site redevelopment study, which was funded as a benefit of this program.

Local Chambers Recognize Another Year of Success

In January and February, the Greater Brighton Chamber of Commerce, Howell Chamber of Commerce, and Hartland Chamber of Commerce, each held separate events to celebrate successes from the previous year and provide recognition to those who made an impact in the community. While many awards were distributed, the following distinguished awards were announced at each respective event:

Howell Chamber of Commerce, Citizen of the Year Presentation: Carol Griffith, Griffith Realty

Brighton Chamber Distinguished Service Award: Ryan Bonner, Brightline IT

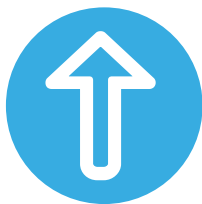
Hartland Chamber Member of the Year: Jeff Nelson, Bulldog IT



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.



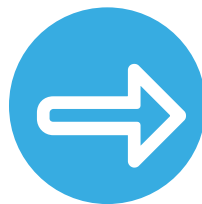
Unemployment

Q4 2018

Michigan: 4.1 Livingston: 3.3

The unemployment rate in Livingston County increased from 2.9 at the end of Q3 to 3.3 at the end of Q4. This is consistent with seasonal trends. The local unemployment rate remains lower than the state unemployment rate.

Source: BLS LAUS



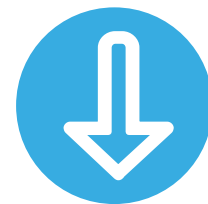
Wages

Q3 2018

Michigan: \$991 Livingston: \$829

The average weekly wage in Livingston County remained steady, with a slight decrease from \$832 in Q2 to \$829 in Q3. The average weekly wage in Livingston County is \$162 lower than the average weekly wage statewide.

Source: BLS QCEW



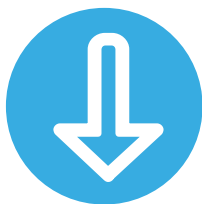
Labor Force

Q4 2018

Michigan: 4,896,726 Livingston: 102,045

The labor force in Livingston County decreased by 154 people from the end of Q3 to the end of Q4. During the same time period, the labor force in Michigan grew by 14,277 people. The labor force consists of individuals working or seeking employment.

Source: BLS LAUS



MFG Employment

Q3 2018

Michigan: 629,803 Livingston: 9,730

Employment in manufacturing decreased in Livingston County by 54 employees between Q2 2018 and Q3 2018. During the same time, employment in manufacturing decreased by 3,602 statewide.

Source: BLS QCEW



Job Postings

Q1 2019

Livingston: 8,029

The total number of job postings in Livingston County remained steady, with an insignificant change from 8,034 postings at the end of Q4 2018 to 8,029 postings at the end of Q1 2019.

Source: Workforce Intelligence Network



Home Sales

2018 Annual

Livingston: 3,196

The number of annual home sales in Livingston County decreased by 169 closings from 2017 to 2018 (3,365 closings/ 3,196 closings). While there were 810 closings in Q4 2018, during the same quarter in 2017, there were 864 closings.

Source: LCAR

Q1 SPARK Metrics



January 1, 2019 - March 15, 2019

SPARK programming is tracked using a variety of performance indicators and metrics to evaluate progress and trends.



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.

14

Projects in Pipeline

253

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.

14

Company Visits

1,571

FTEs at Companies Visited

98

Referrals



Call Program



2019 VISITS HELD

+ Hug-A-Plug	Brighton Township
+ ASTI Environmental	Brighton Township
+ Empower HR	Brighton Township
+ Thai Summit America	City of Howell
+ BD Electrical	Howell Township
+ AA Gear & Manufacturing	Howell Township
+ Boss Engineering	Genoa Township
+ Mt. Brighton	Genoa Township
+ Export Corporation	Green Oak Township
+ Carl Zeiss Industrial Metrology, LLC	Green Oak Township
+ C & B Machinery	Green Oak Township
+ Legacy Center	Green Oak Township
+ Total Security Solutions	Village of Fowlerville
+ Asahi Kasei Plastics North America	Village of Fowlerville

Fundraising



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 – \$2,500, Village of Pinckney – \$2,500

EXPECTED PRIVATE SECTOR CONTRIBUTIONS

+ TOTAL	\$91,250
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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, Lake Trust Credit Union, Livingston County Association of Realtors, Lindhout Associates, Lowry Solutions, May & Scofield, Old National Bancorp, Refrigeration Research, Rudolph Libbe, Senior Care Equities, Signature Associates, Thai Summit, Trinity Health

EXPENSES YTD

+ TOTAL	\$94,954
+ ANN ARBOR SPARK Q1	\$94,504
+ INSURANCE	\$450

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.



During the first quarter, community outreach was a large part of the EDCLC's focus. SPARK staff shared 2018 year-end updates across the county to a broad range of stakeholders. Marcia Gebarowski led presentations for public sector partners, the County Commission, local roataries, and the Livingston Homebuilders Association.



The Livingston County Association of Realtors (LCAR) convened a second attainable housing symposium in an effort to continue educating local officials on the importance placed on the need for diverse housing options in Livingston County. Marcia Gebarowski was one of the presenters at the March 19th event held at the County EMS building along with state officials from the Michigan Association of Realtors, Michigan Homebuilders Association, and Livingston County Planning Department.



This February, SPARK hosted its first recruiting strategies event, "Strategies for Hiring Graduates in the Ann Arbor Area." The event featured a panel of speakers from career development offices at local universities who spoke on best practices ffor recruiting graduates to companies in Washtenaw and Livingston County. [Learn more.](#)



Ann Arbor SPARK hosted an event, "Unpacking the Deal: an Insider's Look at how Companies Make Location Decisions," to an audience of public sector partners, company executives, and real estate professionals from Livingston and Washtenaw Counties. The informative presentation highlighted the incentive process and Ann Arbor SPARK's business attraction process.

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.



+ Ann Arbor SPARK Annual Meeting

**April 30, 2019 Eastern Michigan University
10:30 AM- 1:00 PM**

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. Keynote Speaker will be Amy Liu from the Brookings Institution.

[Registration](#)

+ Livingston County Road Rally

**April 25, 2019 Crystal Gardens
4:30 PM- 8:00 PM**

Ann Arbor SPARK is sponsoring the Livingston County Road Rally, "Navigating Future Careers." SPARK helped to plan this year's event to raise scholarship funds for Livingston students who pursue one of "Michigan's Hot 50 Jobs." Anyone can participate in this fun county-wide "road rally" scavenger hunt event.

[Registration](#)

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.

