

2018 Q4 Report

October–December
Livingston County



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Regional News & Updates



“We’re pleased to work as partners with Michigan Works! Southeast to help connect companies in Livingston county to access to talent opportunities like the Going PRO training fund”

Phil Santer,
Ann Arbor SPARK
senior vice
president

Going Pro Training Fund Results in Over \$97K to Help Local Businesses



In December, Michigan Works! Southeast received \$97,672 from the Talent Investment Agency to train workers at nine companies in Livingston County. The funds are part of the Going Pro Training Fund (formerly STTF) which provides competitive awards for training that enhances talent, productivity, and employee retention while increasing the quality and competitiveness of Michigan businesses.

Ann Arbor SPARK worked closely with the Michigan Works! Business Services team to connect local companies with training funds. Through the retention call program, SPARK

made referrals to qualified companies and connected them to Going Pro.

“We’re pleased to work as partners with Michigan Works! Southeast to help connect companies in Livingston county to access to talent opportunities like the Going PRO training fund,” said Phil Santer, Ann Arbor SPARK senior vice president. “In a tight job market, these funds are critical to help growing companies scale their existing talent and help train new team members as well.”

Livingston County Recipients:
(\$97,672 total)

- **Boss Engineering**
- **Aimetals, Inc.**
- **CRW Plastics USA, Inc.**
- **Fortech Products**
- **GKI Foods, LLC.**
- **Koppert Biological Systems, Inc.**
- **Rex Materials, Inc..**
- **Trilogy- The Willows at Howell**
- **Unified Industries, Inc.**



Regional News & Updates



Unified Industries Moves to New Brighton Location, Expanding Livingston County Footprint

Livingston County company Unified Industries has started the process of moving its operations into the former TG Fluid Systems Building on Advanced Street in Brighton. With additional square footage, Unified will be able to consolidate their operations from separate facilities into one building. Ann Arbor SPARK met with Unified Industries this summer to discuss the move and identify resources for a smooth transition such as access to SPARK's job board to recruit a project manager to oversee the transition and making introductions to the local Chamber of Commerce.

Unified Industries produces innovative equipment for industrial aluminum track/rail systems under their parent company, Columbus McKinnon, a world leader in material handling products and equipment. Unified Industries was founded in 1953 in Eaton Rapids and was acquired by Columbus McKinnon in 2014. Michigan Works! Southeast recently awarded Unified \$9,765 for training at the new Brighton facility.

CEED Microloan Program Continues to Help Small Businesses Thrive

The Economic Development Council of Livingston County (EDCLC) contribution to the CEED Microloan program continues to have positive results for Livingston County. The Microloan program helps small businesses access capital to cover funding gaps. 2018 was a banner year for the program, with four loans totaling \$90,000 distributed locally. This year's awardees included Calhoun Mortgage, Absolute Cleaning, Mobileteer, and Artventures.



Regional News & Updates

Armor Protective Packaging Featured in Greater Ann Arbor Region Video Series



The Greater Ann Arbor Region was recently awarded a grant to highlight local success stories in each county. In Livingston County, Armor Protective Packaging was featured in a video highlighting its unique culture and talent strategy. Check out the video now on Ann Arbor SPARK's facebook page [here](#).

Regional News & Updates

Livingston County Business Resource Network Works with Michigan Works! Southeast to Improve Talent Retention at Local Companies

The Livingston County Employer Resource Network (LERN) was recently reestablished as the Livingston Business Resource Network (LBRN), continuing its mission of reducing employee turnover and improving talent retention. Michigan Works! Southeast is supporting the restructuring with funding to help companies access resources and training opportunities. Participating companies will have weekly visits from a Resource Coach that will provide employees guidance and connect them with necessary social services to help them thrive.

Livingston County has a thriving Business Resource Network with eight active companies. Brighton NC from Green Oak Township and March Coatings from Brighton recently joined the Business Resource Network. Contact [Marcia Gebarowski](#) if you are interested in learning more about Business Resource Networks and how your company can be involved.

Livingston Organizations Recognized for Outstanding Workforce Programs

In October, Michigan Works! Southeast held their second Annual Awards Ceremony to celebrate people and programs that have helped to change the landscape of workforce and talent development in our region. Ann Arbor SPARK was a sponsor of the event and attended to celebrate the awards given to Livingston County programs. The Work Skills Corporation program Artisan Corner was honored for being an outstanding workforce development program in the region. The Livingston Career and College Access Network (LCCAN) was also honored for its Championing Futures Road Rally as an outstanding service in promoting skilled trades throughout Livingston County and raising more than \$10,000 in scholarships.

Livingston County was well-represented in the lineup of those honored by Michigan Works Southeast.



Let's Talk About Retention

TURNOVER COSTS YOUR BUSINESS

\$3,500 PER EMPLOYEE

BUSINESS RESOURCE NETWORK

The Business Resource Network (BRN) is a business strategy comprised of local companies that aim to increase job retention and job productivity among their staff. By leveraging resources, companies are ensuring their employees' personal needs are met, and therefore, improving workplace engagement.

HOW DOES IT WORK?

- Companies pay an annual membership fee
- Access to a Success Coach on site
- Success Coach meets with employees facing individual challenges, connecting them with resources and assistance
- Employee needs are met, enabling them to be successful within the company

REPORTED ROI

887%

626%

198%

MidMichigan BRN

Southwestern BRN

West MI BRN

Contact Michigan Works! Southeast to learn more

Michigan Works! Southeast is an Equal Opportunity Employer/Program. Auxiliary aids and other accommodations are available upon request to individuals with disabilities. Supported by the State of Michigan | Proud Partner of the American Job Center Network | Michigan Relay dial 7-1-1 | Toll-free telephone number 1-800-365-WORK (9475)

www.mws.org 844-526-3206 TTY: 711

Regional News & Updates

Ann Arbor SPARK, Livingston County Represent at Region's Largest Career Exploration Fair

More than 9,000 high school students attended MICareerQuest Southeast, the region's largest career exploration fair, on Wednesday, November 28, at the Suburban Collection Showplace in Novi. Ann Arbor SPARK, in partnership with Mcity, held an exhibit booth to promote careers in connected and autonomous vehicle technology including advanced manufacturing and cybersecurity.

This atypical career fair allowed students to explore careers by industry, emphasizing those industries with a high demand for jobs in the region. Students spent 30 minutes interacting with companies in each of the four industry-organized quadrants: healthcare sciences, information technology, advanced manufacturing, and the building trades.

Ann Arbor SPARK and Mcity were a part of the information technology quadrant, while the Livingston EMS held an exhibit, complete with an ambulance, in the healthcare quadrant. Our exhibit included visual aids such as a pedestrian mannequin provided by Aisin from its Fowlerville proving grounds and videos of Mcity and Fowlerville activity. Students from all five Livingston County school districts attended. SPARK used grant funds to help the Livingston Educational Service Agency share in the cost of transportation for this first-of-its-kind event.



Community Outreach



Symposium Hosted by the Livingston County Association of Realtors

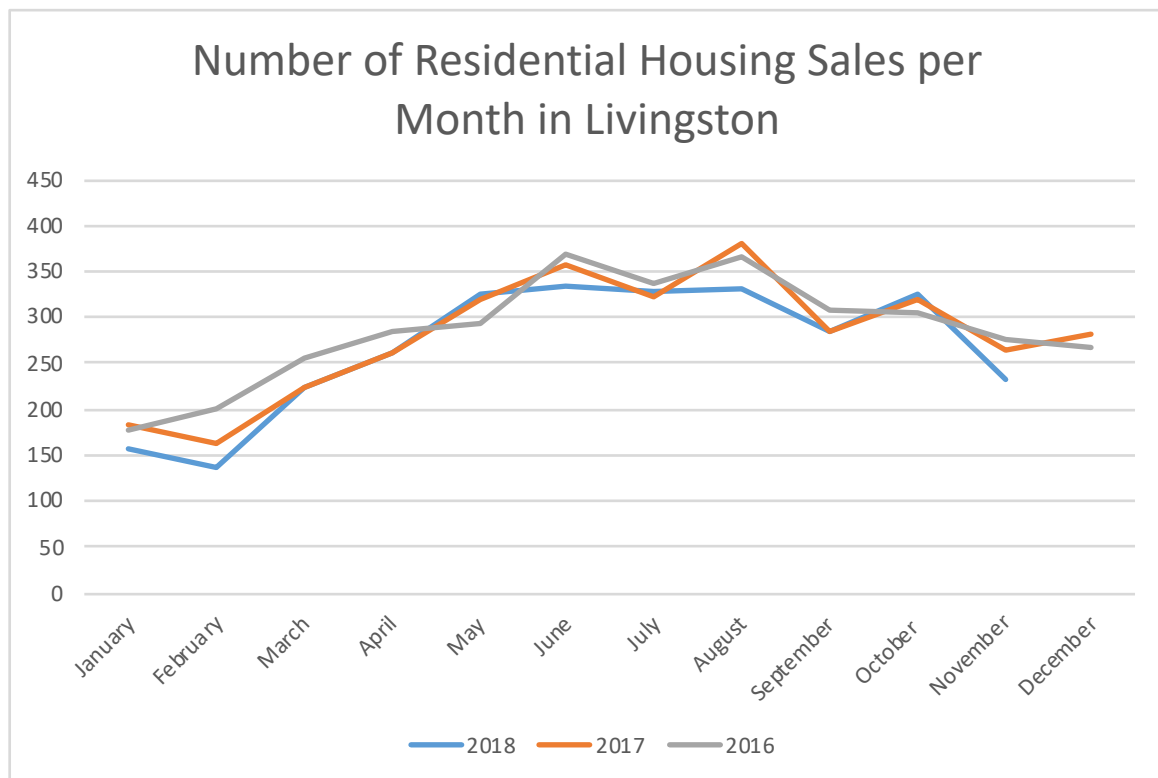
More than 50 local officials and community leaders attended a Housing Symposium held in November. The goal of this event was to begin a dialogue about the challenges of attainable housing in Livingston County. The event, sponsored by the Livingston County Association of Realtors (L-CAR), featured a panel of speakers including Pam Zimmerlee with L-CAR, Boyd Buchanen and Bob Filka with the Homebuilders Association, Kathleen Kline-Hudson and Ken Hinton with Livingston County, and Marcia Gebarowski with Ann Arbor SPARK. The presentations and discussion focused on the benefits of diverse housing within the county, expanding and preserving housing opportunities and the economic benefit of having diverse housing in our community.

Local officials and community leaders who attended the event completed a survey to help L-CAR determine if this topic is worth continuing to pursue with our community leaders. A second event is expected for 2019 to continue a dialogue on the importance of attainable housing and creating a sustainable community in Livingston County.



Data and Demographics

	2018 YTD	2017	2016
Residential Housing Sales	2,944	3,365	3,438



Data from Livingston County Association of Realtors

*Data for December 2018 was not yet available. The 2018 YTD sales does not include December.

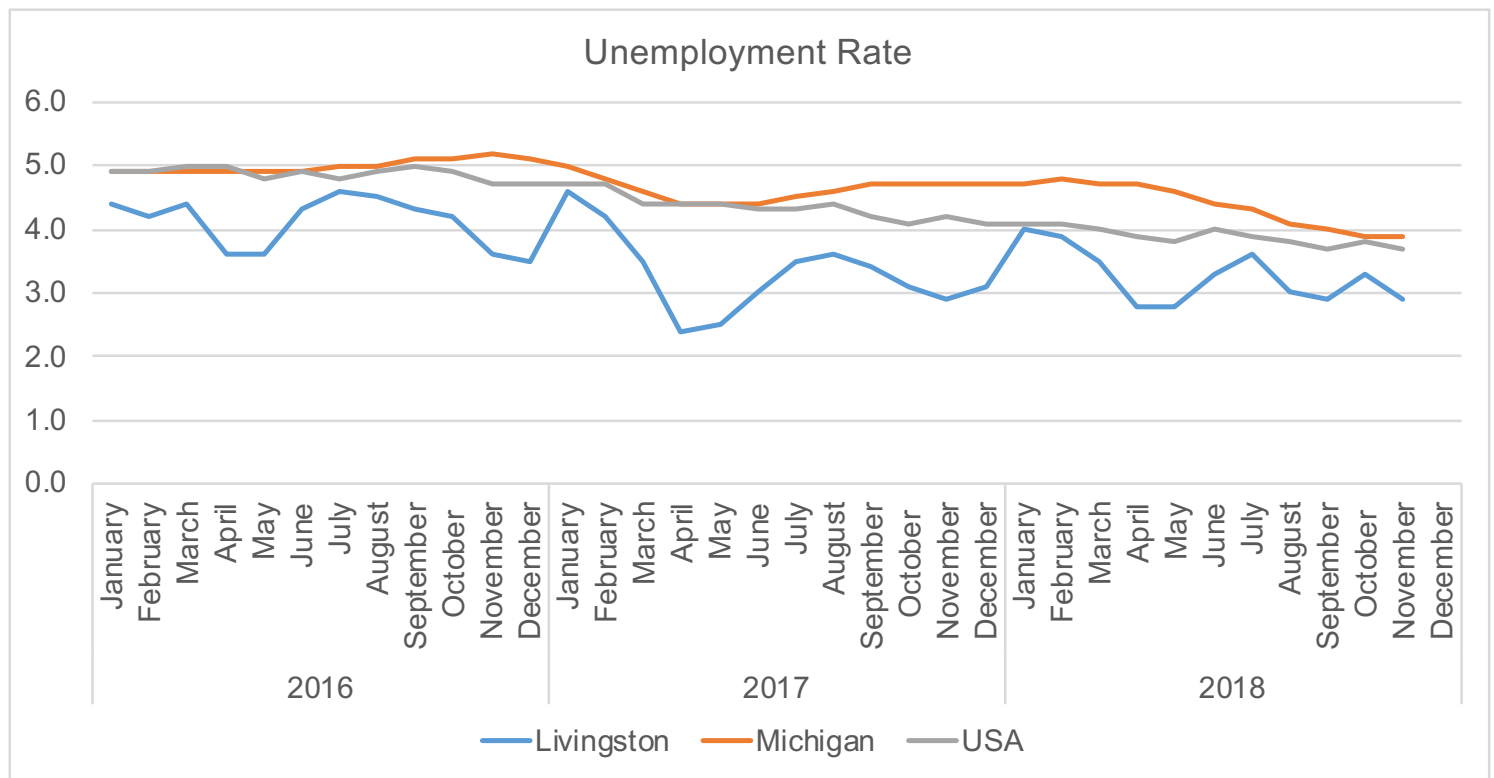
	2018	2017	2016
% of Commercial and Industrial Property as Total Real Property Base	13.2%	12.8%	13%

Data from Livingston County Equalization Department

WARN NOTICES

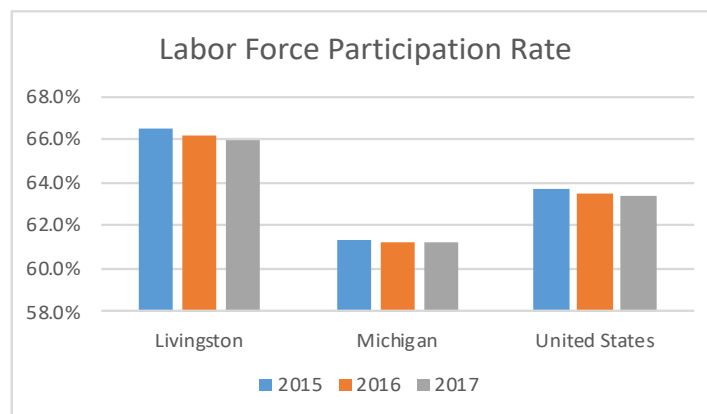
No new WARN notices in the region. "WARN" is the Worker Adjustment and Retraining Notification and helps ensure advance notice in cases of qualified plant closings and mass layoffs.

Data and Demographics



	Livingston	MI	US
Unemployment Rate November 2018	2.9%	3.9%	3.7%

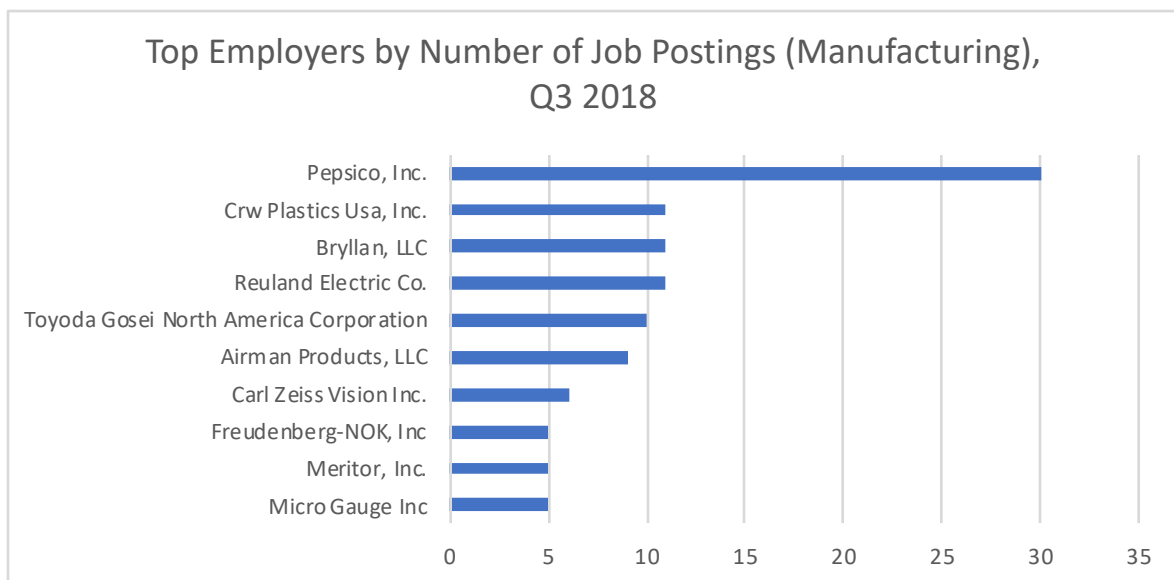
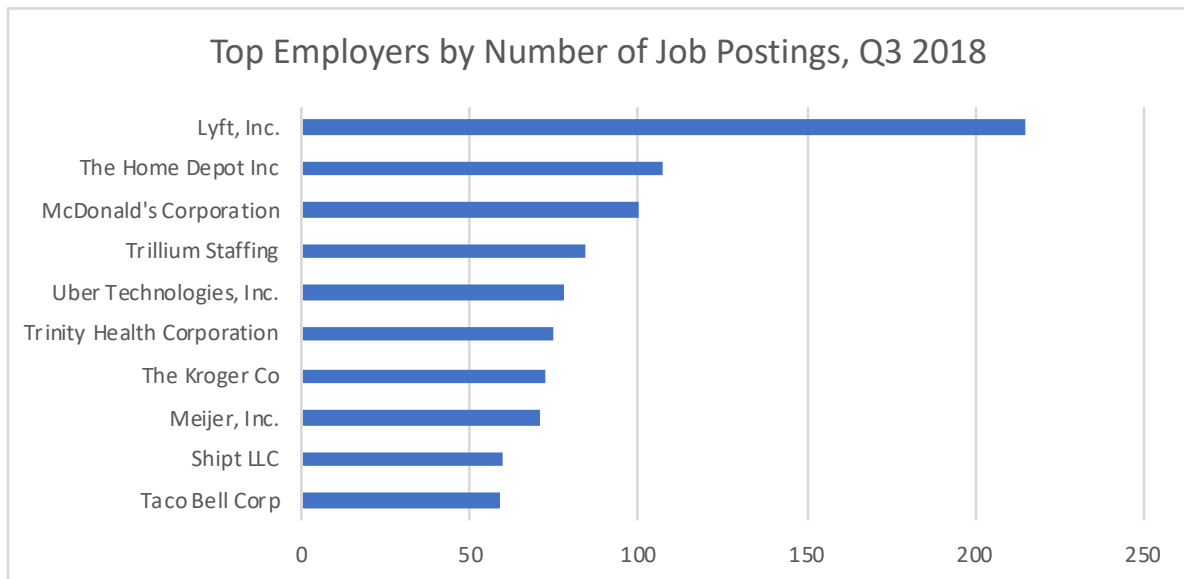
Data from the Bureau for Labor Statistics



Data from the American Community Survey

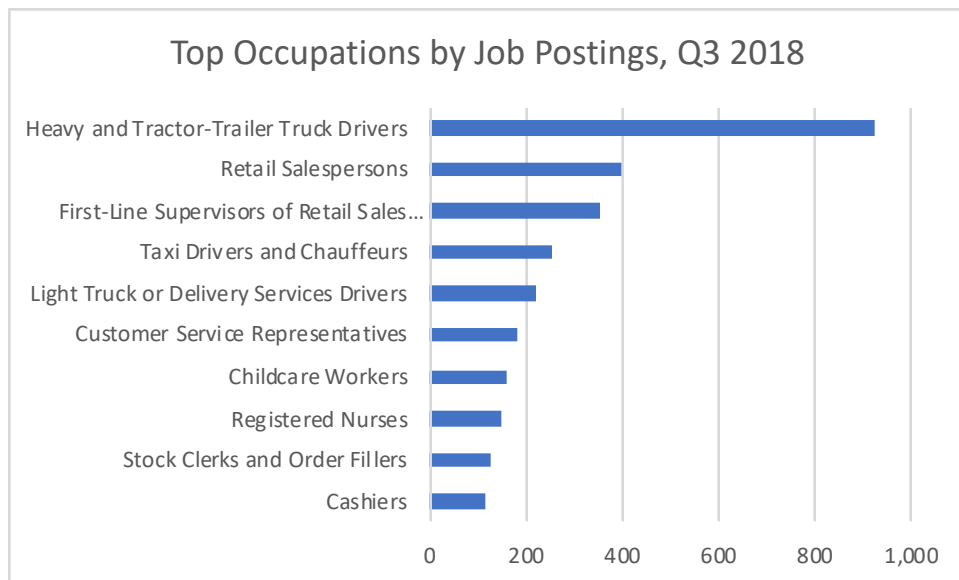
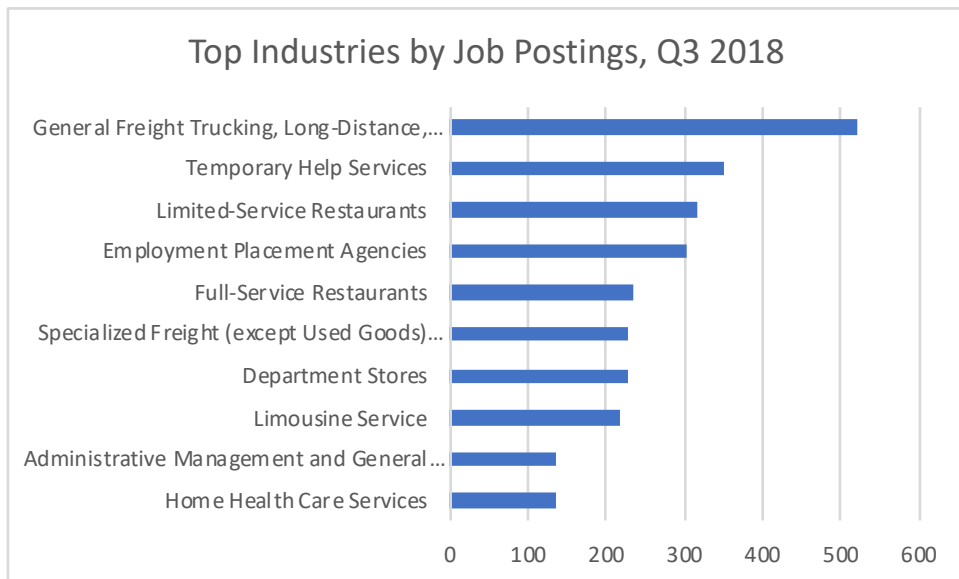
Unemployment in Livingston County has remained below 4%, and is lower than the unemployment rate in Michigan (3.9%) and the US (3.7%). Unemployment in Livingston County has consistently trended downwards since 2013. Labor Force participation remained steady during the same time period, indicating that while fewer people were looking for work, new workers have not been entering the labor market, exacerbating the talent gap.

Workforce Data



Data from the Workforce Intelligence Network

Workforce Data



Data from the Workforce Intelligence Network

2018 Growth and Retention Program- Q4

Company Visits	55
Total Full Time Employees At Companies Visited	6,046
Number of Project Successes	6
Number of Talent Successes	7
Employment Multiplier	3
Job Retention Assistance	68
Job Creation Assistance	51
Total Investment	\$13 million

Company Visits

Account Name	Taxing Municipality	Account Name	Taxing Municipality
AIRman Products, Inc.	Green Oak Township	Datapak Services Corporation	Howell Township
AKTV8, LLC	Livingston County	Dedoes Innovative Manufacturing, Inc.	Village of Fowlerville
Applied Molecules	Green Oak Township	Eberspächer North America, Inc.	City of Brighton
ARC Engineering Solutions	City of Howell	Eberspächer North America, Inc.	City of Brighton
Armor Protective Packaging, Inc.	Howell Township	Export Corporation	Green Oak Township
Asahi Kasei Plastics North America	Village of Fowlerville	FlexDex Inc.	Brighton Township
Brighton NC Machine Corporation	Green Oak Township	Flexible Metal	Hamburg Township
C & B Machinery	Green Oak Township	Fortech Products, Incorporated	Green Oak Township
CAE, Incorporated	Hamburg Township	Fowlerville Proving Ground	Handy Township
Chem-Trend	City of Howell	GKI	Green Oak Township
CHI Aviation	Howell Township	Hatch Stamping Company	Howell Township
Commercial Construction Inc.	Green Oak Township	Ideal Setech Share-The-Spare, LLC	Howell Township
Corrigan Oil Company	City of Brighton	IEC Fabrication, LLC	Village of Fowlerville
Crosswinds Aviation	Howell Township	Ignite XDS	City of Brighton
CRW	Genoa Township	Key Plastics	City of Howell
CSIG Holding Company	Genoa Township	Legacy Center LLC	Green Oak Township
CZ Cartage	Village of Fowlerville		

2018 Growth and Retention Program- Q4

Company Visits

Account Name	Taxing Municipality
Littlite	Hamburg Township
Lowry Solutions	Green Oak Township
Pepsi Bottling	City of Howell
Pop Daddy	Green Oak Township
Precise Finishing Systems	City of Howell
Ravago	Brighton Township
Rex Materials	Howell Township
Surgical Safety Scanner	City of Brighton
TG Fluid Systems	City of Brighton
Thomson Plastics, Inc.	Howell Township
TJ Carbide Tool, Inc.	Genoa Township
Tribar Manufacturing	Howell Township
Truck & Trailer Specialties	Genoa Township
TwoSix Digital	City of Brighton
Unified Industries, Inc.	City of Howell
Unified Industries, Inc.	City of Howell
Ventra Fowlerville, LLC	Village of Fowlerville
Weld Mold	City of Brighton

Account Name	Taxing Municipality
WellBridge of Pinckney	Village of Pinckney
Work Skills Corporation	City of Brighton
Zero Gravity Filters	Green Oak Township
ZF TRW Automotive	Tyrone Township

2018 Project Pipeline

Number of Projects	12
Potential New Job Creation	248
Potential Capital Investment	\$957 Million
Average Age	359

Uniq ID	Age	Probability (%)	Project Cost	New FTE Jobs
3886	301	10%	TBD	25
4882	30	10%	\$2,000,000.00	TBD
0101	238	20%	TBD	TBD
0101	136	20%	TBD	TBD
11224	200	25%	TBD	TBD
11235	192	25%	TBD	TBD
7702	1005	50%	TBD	TBD
4700	445	50%	\$150,000,000	100
4608	250	50%	\$105,000,000	70
4659	500	50%	TBD	TBD
4727	500	50%	TBD	20
8642	511	65%	\$700,000,000	33

Q4 EDCLC Finance Report

2018 Financial Contributions: \$389,772

Expected Private Sector
Contributions: \$104,500

Private Funders Invoiced:

- Asahei Kasei Plastics
- Chem Trend
- Boss Engineering
- Cleary University
- First National Bank
- Howell Chamber
- May & Scofield, Ltd.
- C & B Machinery
- Crystal Gardens
- Hartland Insurance
- Senior Care Equities #4, LLC
- Thai Summit
- Financial Plus + Credit Union
- Brighton Chamber
- Lake Trust Credit Union
- ERA Griffith Realty
- Lindhout Associates
- LC Assoc. of Realtors
- Old National Bancorp
- Corrigan Oil
- Chemical Bank
- J & J Joseph Properties
- Refrigeration Research
- Lowry Solutions, Inc.
- Rudolph Libbe
- Consumers Energy
- DTE Energy
- ITC Holdings Corp.
- IHA
- Trinity Health- St. Joseph
Mercy Hospital

Budgeted Public Sector
Contributions: \$285,272

Public Funders Invoiced:

- Livingston County, \$175,000
- City of Howell, \$6,699
- Genoa Township, \$22,939
- Oceola Township, \$10,455
- Hamburg Township, \$20,300
- Village of Pinckney, \$2,500
- Green Oak Township, \$19,285
- City of Brighton, \$8,932
- Hartland Township, \$13,195
- Handy Township, \$3,467
- Village of Fowlerville, \$2,500

2018 Expenses YTD: \$369,094

EDCLC Invoiced Expenses:
\$369,094

Expenses Paid:

- Bredernitz & Wagner, \$300
- Insurance, \$450
- Utilities, \$1,200
- Legal, \$116
- Ann Arbor SPARK Q1, \$91,757
- Ann Arbor SPARK Q2, \$91,757
- Ann Arbor SPARK Q3, \$91,757
- Ann Arbor SPARK Q4, \$91,757

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.

Join a local Chamber of Commerce at their Annual Meeting! January and February will be exciting months, as the Howell, Brighton, and Hartland Chambers will host annual celebrations of their respective business communities and members.

**Greater Brighton Chamber of Commerce
Annual Membership Meeting & Afterhours
February 7, 5:30pm-7:30pm**

[Register](#)

**Howell Chamber of Commerce
Annual Dinner & Citizen of the Year
Presentation**

January 24, 6:00pm- 9:00pm

[Register](#)

**Howell Chamber of Commerce
2019 Annual Awards & Banquet
Presentation**

January 31, 6:00pm- 9:00pm

[Register](#)



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



ANN ARBOR
SPARK

