

2017- Q1 Report

JANUARY- MARCH 2017



SPARK
@nn arbor usa

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Tips and Tricks

The programs and services that the EDCLC and SPARK promote are accessible to everyone. Part of helping growing businesses succeed in Livingston is our residents find good local jobs, and our entrepreneurs to find the tools that they need to succeed. Here are a few programs that we want you to know about this month:

Are your kids enrolled MI Bright Future?

Have you ever wondered how to help your kids develop their career paths? [MI Bright Future](http://mibrightfuture.org/) provides a direct connection between Livingston County students and industry. Students sign up through their Career Cruising accounts at school, and have access to participating employers who can answer questions, and provide information about internship and job opportunities. Visit <http://mibrightfuture.org/> to learn more!

Take some time to visit the Livingston Regional Job Fair!

The [2017 Livingston Regional Job Fair](http://www.mwse.org/13th-annual-livingston-regional-job-fair/) will take place on April 20 from 3pm-7pm at Crystal Gardens Banquet Center in Howell. Employers from all industries will be ready to tell you about job opportunities at their companies. Stop by Ann Arbor SPARK's table for information on local resources for job seekers! Visit <http://www.mwse.org/13th-annual-livingston-regional-job-fair/> for more details.

Check Out Who is Hiring in Livingston County:

Chem-Trend: http://www.chemtrend.com/about_us/careers

Koppert Biological Systems: <https://www.koppert.com/working-at-koppert/>

Lake Trust Credit Union: <https://www.laketrust.org/about-lake-trust-credit-union/why-a-credit-union/careers/>

Helpful Websites for Job Seekers:

<http://annarborusa.org/work-here/job-seeker-resources/job-portal>

<https://jobs.mitalent.org/job-search>

Events

Livingston County Regional Job Fair

The 13th Annual Livingston County Regional Job Fair is sure to be a success! With over thirty different companies represented, attendees will have the opportunity to find employers that match their skills and talents. The Livingston Regional Job Fair is presented by the Job Fair Planning Committee. This collaborative committee consists of representatives from more than 15 local organizations including state and local workforce and economic development agencies, local chambers of commerce, post-secondary and community education agencies, and local non-profit agencies, including several organizations represented on the EDCLC Board and Ann Arbor SPARK.

The job fair will take place at Crystal Gardens on April 20 from 3-7p.m.

<http://www.mwse.org/13th-annual-livingston-regional-job-fair/>

Greater Ann Arbor Region Pure Michigan Business Connect Summit

The Greater Ann Arbor Region and Consumers Energy will be hosting a Pure Michigan Business Connect Matchmaking Summit in Brooklyn, Michigan, this August (date forthcoming). This event will serve as an excellent opportunity for qualified suppliers and buyers from a variety of industries to network and explore the idea of doing business together. For more information on Matchmaking Summits throughout the state, visit: <http://www.michiganbusiness.org/grow/pure-michigan-business-connect/summits/>

National Manufacturing Day



Mark your calendars: October 6 is National Manufacturing Day, and we look forward to highlighting the thriving manufacturing industry in the Greater Ann Arbor Region that day and the week leading up! Stay tuned for more information on Livingston County events. Visit the National Manufacturing Day official website to learn more: <http://www.mfgday.com/>.

Regional News & Updates

EDCLC Visioning Session Provides Added Direction for Organization

In March of this year, the EDCLC Board gathered for a day-long discussion on the direction of the organization for the coming year. After a day of in-depth conversation, breakout sessions, and a review of the organization's work over the year, several strategies were identified. The Board requested that Ann Arbor SPARK create a benchmarking study that compares the business climate of Livingston County to that of neighboring counties and comparable communities across the country. Please look for this report later in the year.

All Female Hartland Middle School Robotics Team Wins International Competition

Hartland Middle School's Pink Eagles robotics team won a top prize at this year's Wonder League Robotics Competition. More than 5,300 teams from 52 countries competed in the competition, and the Pink Eagles took home a \$5,000 prize with them in honor of their victory. Read more here: <http://www.livingstondaily.com/story/news/local/community/hartland/2017/03/28/pink-eagles-win/99733476/>



Regional News & Updates

Ann Arbor SPARK goes North- Michigan Tech Visit a Huge Success!



Ann Arbor SPARK partnered with Michigan Technological University to bring companies from Washtenaw and Livingston Counties to the 2017 Student Design Expo. The Student Design Expo is the University's cornerstone annual event in which more than 600 students showcase their work and compete for awards. The company representatives who traveled to the event had the opportunity to interact with students through a coordinated mixer and as judges for the Design Expo. This was an excellent opportunity to connect top Southeastern Michigan employers with skilled students, and Livingston County had a great presence. Brighton area Carl Zeiss Industrial Metrology and General Motors attended with us, and Howell based Chem-Trend sent branded materials.

This recruitment event was part of a larger effort to encourage Michigan's talented students and young professionals to live and work here, rather than leave the state. Retaining college graduates is critical to the economic growth of Michigan's economy and our tax base. The broad range of companies represented at the event exposed students to a potential future in the Ann Arbor region. While the event was a great success for companies, it also ensured that Livingston and the greater Ann Arbor region are on students' radars as a potential destination.

Take Advantage of Ann Arbor SPARK's Expanded Job Portal Functionality

Ann Arbor SPARK has been working to improve one of our most popular talent services- our job portal! We will be partnering with locally based TrueJob to make our job portal even easier to use for applicants and employers alike. The new features will allow employers to search through resumes using keywords, making it even easier for them to find a perfect match for their needs. It is our hope that by using a more effective job portal, we will be able to further our goals of retaining Michigan talent and growing our talent pipeline.

Visit our site here: <http://annarborusa.org/work-here/job-seeker-resources/job-portal>

Regional News & Updates Cont.

Aberrant Ales Project is Underway in Howell

After significant due diligence on the part of Clark and Lisa Gill and the staff at the City of Howell, Aberrant Ales is officially under construction. The Gills have been working toward opening their microbrewery in downtown Howell for over a year now, and they broke ground this spring. Clark says of the project, "As Howell residents we love where we live, so when we first began this project we knew we wanted to build this business in our community. In addition to adding jobs to the economy, we wanted to create a destination that would attract consumers to Aberrant Ales and to historic downtown Howell. Along with the economic benefit we hope to bring, we look forward to being involved in local events and community organizations."

The SPARK team worked closely with the City of Howell and Aberrant to navigate the State of Michigan's incentive process around microbreweries, which is unique. Aberrant successfully pursued local tax increment financing to fund the redevelopment of their building, which requires significant work to bring it up to code. The Aberrant team will make a significant financial investment in the project, and plans to hire 10 people to run the brewpub. The project will play an important part of the City of Howell's downtown development efforts by cleaning up long vacant building, and bringing more foot traffic to the downtown. We look forward to working with the Gills as they move toward opening day later this year.



Livingston Companies Take Advantage of EDCLC Microloan Opportunity

Companies in Livingston are taking advantage of the unique opportunity financial provided by the EDCLC's partnership with the Great Lake Women's Business Council and First National Bank. EDCLC leadership took the initiative to set up a microloan fund that can be awarded in amounts of up to \$50,000 at a 5% fixed interested rate to be repaid within 5 years. So far, Howell companies Uptown Coffee, Retro-a-go-go, and Barktown USA have been awarded loans to help them grow their businesses.

\$500K facelift in store for downtown Howell

Know someone who could use this resource? Email Todd Vanappledorn at tvanappledorn@miceed.org for more information.

Laura Cobin, Livingston Daily

Published 8:02 a.m. ET April 3, 2017 | Updated 3:43 p.m. ET April 3, 2017



(Photo: Gills Benedict/Livingston Daily)

The peeling paint, crumbling brick and decaying wood trim and windows currently greeting customers at Uptown Coffee will soon disappear under a fresh new face – a face strikingly similar its original 1900 version.

The building is one of three historic downtown Howell buildings that will undergo transformations this summer, thanks to a more than half-million dollar combined investment from the business owners, Community Development Block Grant funds and the Howell Main Street Downtown Development Authority.

Uptown Coffee's transformation at 102 E. Grand River will be most significant of the three, as the building is returned – as close as possible – to its original appearance, said Howell Community Development Director Tim Schmitt.

Regional News & Updates Cont.

Michigan Works! Southeast Recognizes Regional Workforce Development Leaders

Michigan Works! Southeast celebrated our region's thriving workforce development programs at a gathering with local legislators, business leaders, and community members on April 7. The event featured awards for job training participants and workforce development programs and professionals. Among the awardees was the Howell Area Chamber of Commerce, which was recognized for its Outstanding Workforce Development Program and the staff's extraordinary contributions to the community. Two other Livingston County residents, Carrie Wright and Brandy Burton, were awarded the Outstanding Job Training Participant Award for the progress that they have made over the past year.

Brighton Area FlexDex Surgical Receives National Recognition for Disruptive Minimally Invasive Surgery Technology

FlexDex Surgical, a medical device company based in Brighton Township, is experiencing a great amount of success and recognition about their cutting edge surgical device, the Needle Driver. The product replicates the work of a robotic arm at a fraction of the cost. FlexDex is a spinout of U of M's Office of Technology Transfer, and went through SPARK's Bootcamp program in 2009. The company is now headquartered in Livingston, and poised for growth. We look forward to supporting this innovative company in the months to come.

Intelligent Machines

For Hospitals That Can't Afford a Surgical Robot, This \$500 Device Could Fit the Bill

A tool that mounts to a surgeon's arm could help with precise medical procedures at small or remote hospitals.

by Emily Mullin February 23, 2017



<https://www.technologyreview.com/s/603700/for-hospitals-that-cant-afford-a-surgical-robot-this-500-device-could-fit-the-bill/>

CONTENT COLLECTION

Wireless Technology Innovations
Lead the Way to a Smartly
Connected Future

Regional News & Updates Cont.

Power Lunch Partnership Between the Brighton Chamber & SPARK Continues

The Greater Brighton Area Chamber of Commerce and Ann Arbor SPARK continued their partnership on the Power Lunch series with two highly attended events this quarter. These events serve as an excellent way to stay current on economic trends and events, and we appreciate our partnership with the Chamber.

In February, Ryan LaFontaine of LaFontaine Automotive Group and President of the Detroit Auto Dealers Association, and Max Muncey, the Public Relations Manager for the North American International Auto Show presented a debrief on the 2017 North American International Auto Show. During the presentation, the moderator, Kelley LaFontaine of LaFontaine Automotive asked the panelists about trends, brand debuts, innovations in the mobility industry, and other interesting issues impacting the local and global automotive climate.

In March, we hosted Amish Shah, CEO of Kem Krest, and Thomas Linde, Operations Manager of KYOCERA UNIMERICO tooling, to discuss “The New Face of Industry.” These industry leaders discussed the changing perception of manufacturing jobs and the cultural shifts that have happened within their companies as Generation Y has made its way into the workforce.

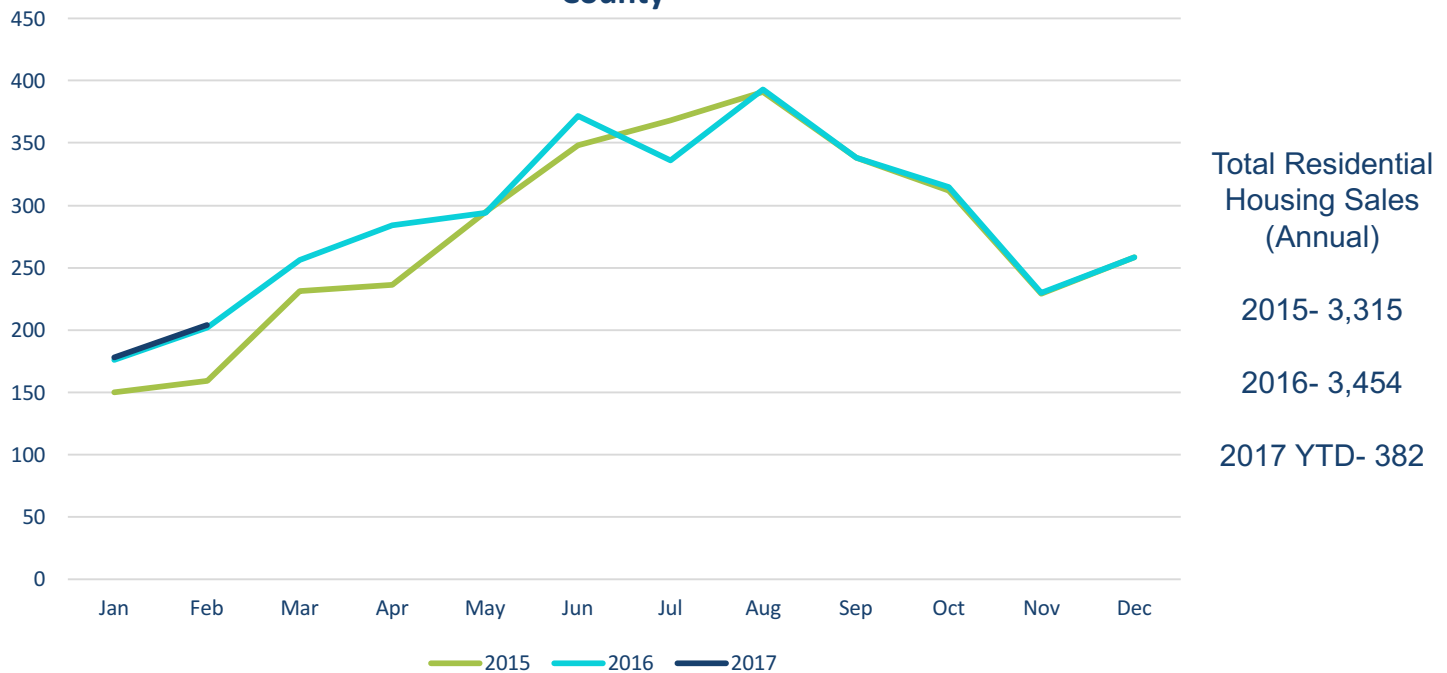
Ann Arbor SPARK CEO Talks Mobility at Good Morning Livingston

Ann Arbor SPARK President & CEO, Paul Krutko, joined an impressive panel, including Ed Straub of the American Center for Mobility and Ryan Morton of Ford Motor Company, to discuss connected and autonomous vehicles at the Howell Area Chamber’s signature event, Good Morning Livingston. Mobility has been an area of focus for Southeastern Michigan for years, and the American Center for Mobility’s recent designation a federal proving ground for connected and autonomous vehicles has solidified Michigan’s place as a national leader in the space. The panel offered keen insight into the future of mobility, and technologies with the potential to improve lives, change cities, and expand Michigan’s economic footprint.



Data and Demographics

Number of Residential Housing Sales per Month, Livingston County



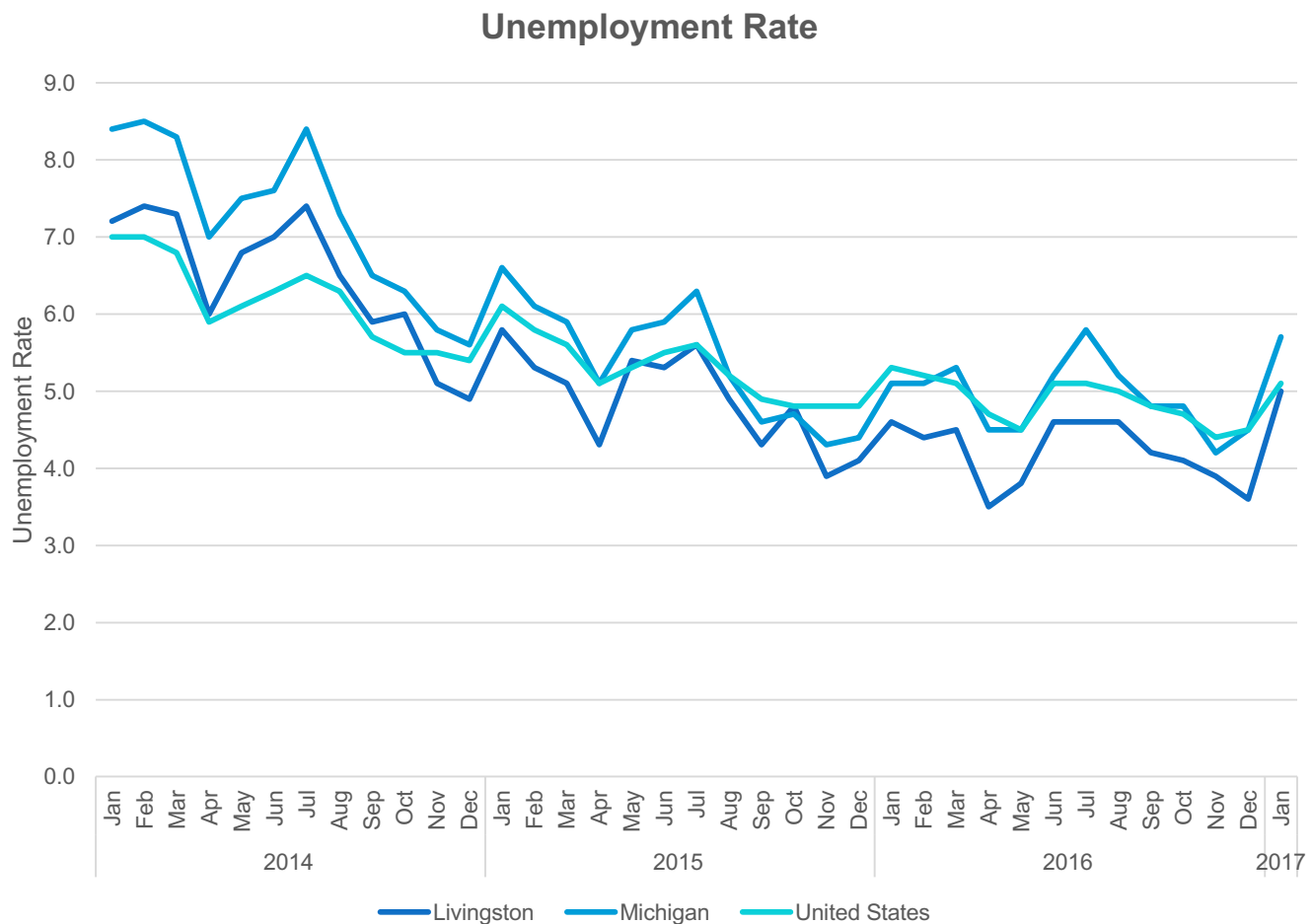
Percent of Commercial and Industrial Property as Total Real Property Tax Base

2013	14.4%
2014	13.0%
2015	13.0%
2016	13.0%

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.

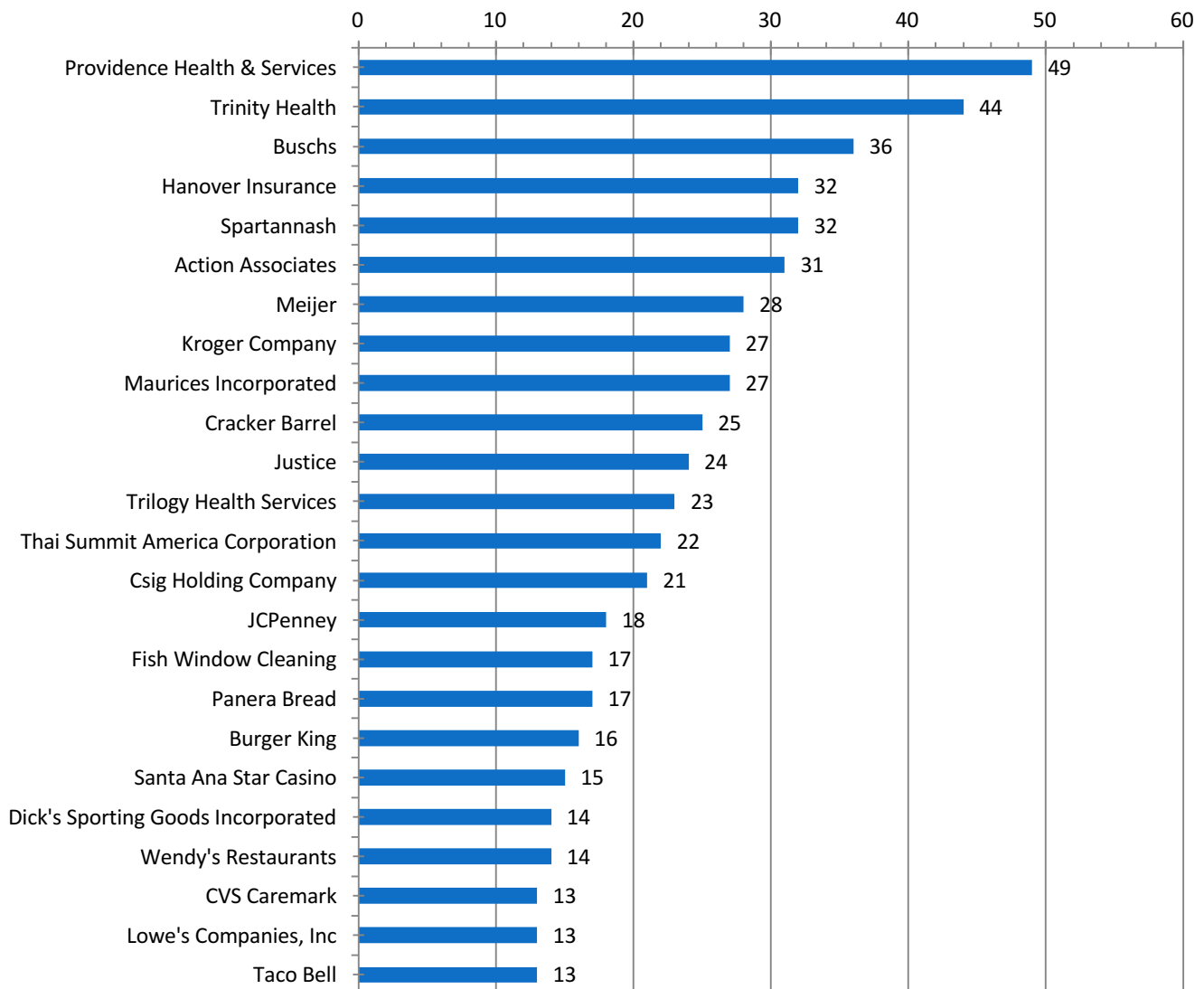
Data and Demographics



While unemployment rates have decreased significantly since 2014, the unemployment rate in Livingston County increased from 3.6% to 5.1% between December 2016 and January 2017, which is likely indicative of seasonal layoffs.

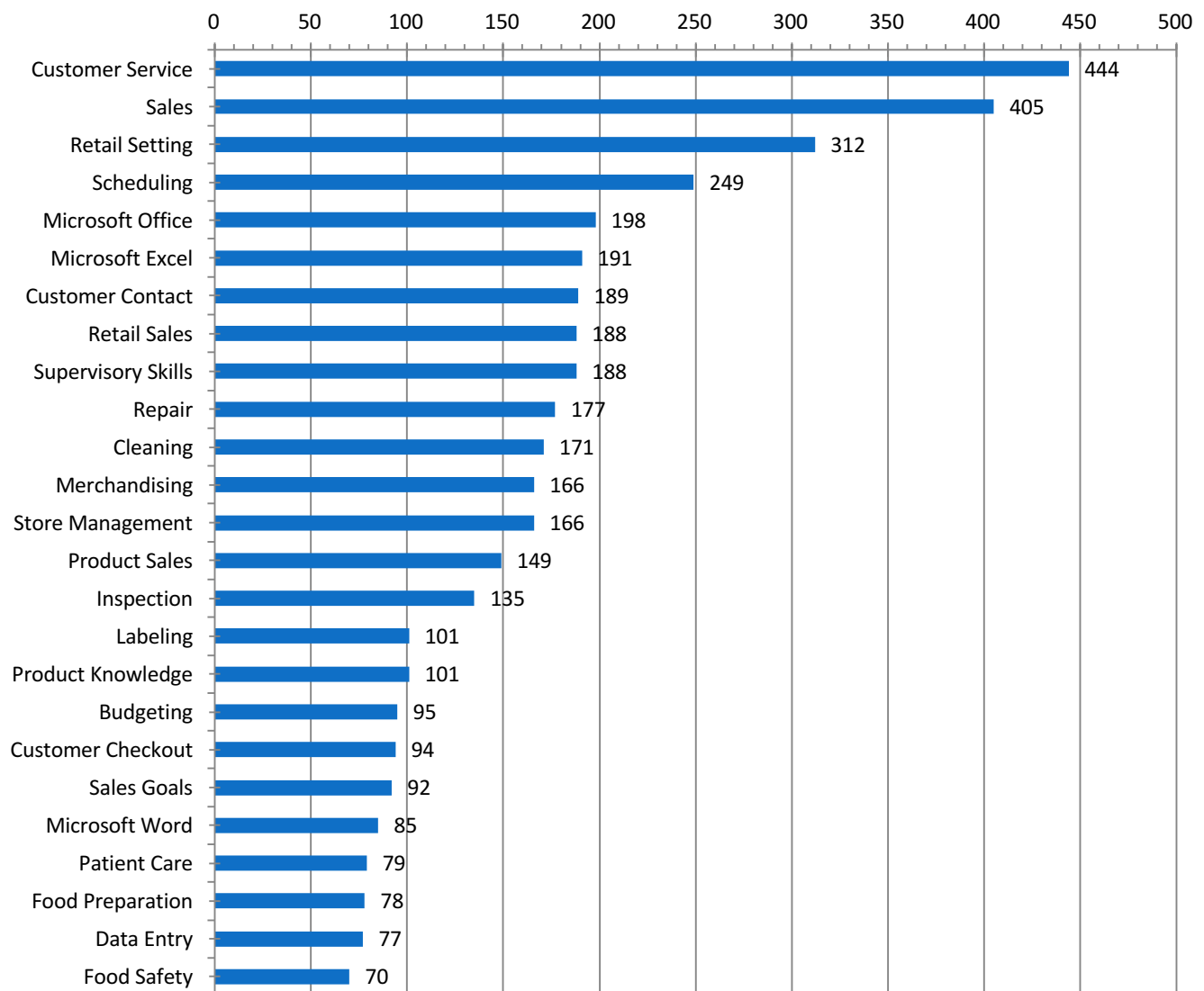
Workforce Data

Employers with the Most Job Openings



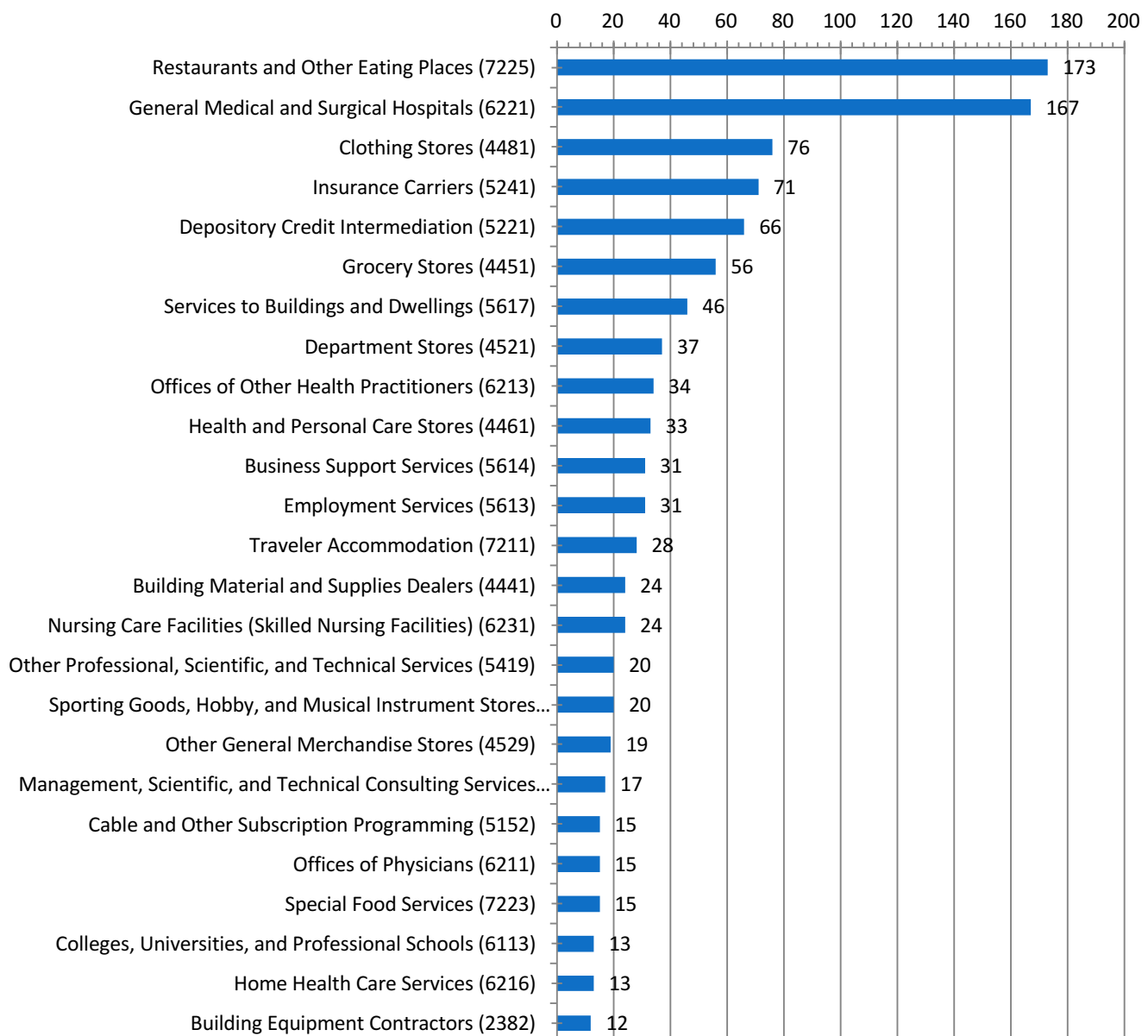
Workforce Data

Skills in Greatest Demand by Number of Job Listings



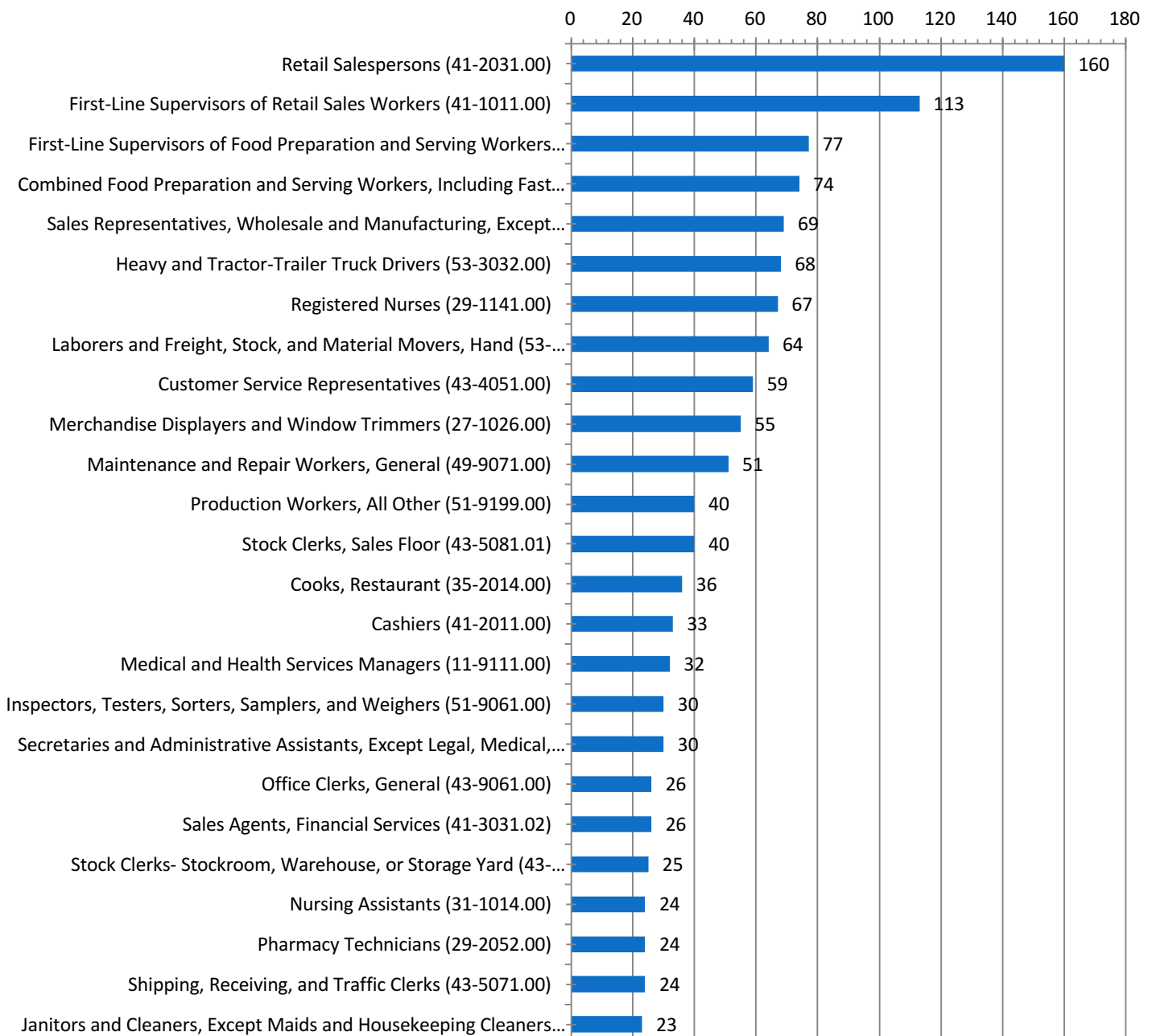
Workforce Data

Top Industries by Number of Job Listings



Workforce Data

Top Occupations by Number of Job Postings



2017 Growth & Retention Program – Q1

Account Name	Taxing Municipality
Insulgard Security Products	City of Brighton
Dunnage Engineering	City of Brighton
Additive Manufacturing Solutions LLC	Hamburg Township
Brighton NC Machine Corporation	Green Oak Township
Armor Protective Packaging, Inc.	Howell Township
Brightline Technologies	City of Brighton
Tribar Manufacturing	Howell Township
ALG Tax Solutions	City of Howell
AZ Shmina	Brighton Township
A & F Wood Products, Inc.	Genoa Township
Aberrant Ales	City of Howell
Spiral Industries	Hartland Township
TG Fluid Systems	City of Brighton
Express Employment Professionals	Genoa Township
Ignite XDS	City of Brighton
Templar Integrated Security Solutions, LLC	Brighton Township
Carl Zeiss Industrial Metrology, LLC	Green Oak Township
Hug-A-Plug, Inc.	Brighton Township



Company Visits, Successes & On-Going Projects

Company Visits	18
Total Full Time Employees	1500
Referrals	39
Number of Successes	1
Employment Multiplier of	3
Job Creation Assistance	10
Capital Investment	\$1.03 Million

2017 Project Pipeline

Number of Projects	15
Potential New Job Creation	246
Potential Capital Investment	\$25.7 Million
Average Age	246 Days

Uniq ID	Age	Probability (%)	Total Project Cost	Total Opportunity New FTE Jobs
7971	371	10	TBD	15
8313	125	20	TBD	TBD
6502	433	20	TBD	TBD
6321	73	20	TBD	TBD
8353	76	20	TBD	TBD
4647	434	25	TBD	TBD
4618	839	25	5000000	20
7950	129	25	TBD	20
101	192	25	TBD	TBD
3280	888	50	15020000	129
8443	0	50	TBD	6
3060	26	50	TBD	TBD
4866	56	75	TBD	20
8247	171	75	5700000	36
4729	132	75	TBD	TBD

2017 Social Media Stats



15 Facebook
Posts




380 Likes



38 Shares

Ann Arbor SPARK
Published by Lindsay Thomas [?] · January 26 · 🌐

Howell City Council unanimously approved creating a commercial rehabilitation district to help increase investments and redevelopment in the area. Way to go Howell! 🍌🍌🍌



Howell creates incentive for South Michigan Avenue development
LIVINGSTONDAILY.COM | BY JEN EBERBACH [Learn More](#)

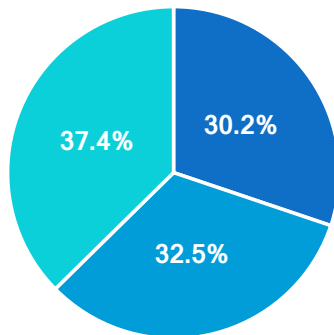
2,761 people reached [View Results](#)

👍 Like 💬 Comment ➦ Share

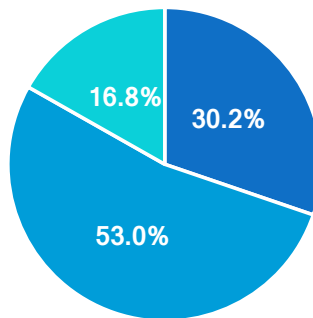
👤 Sean Thomas, Diane Leszczynski Garfield and 48 others [Top Comments](#)

Benchmarking Preview – Workforce Data

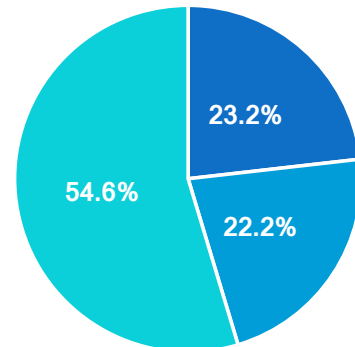
People who live outside of Livingston County, but work in Livingston County



- Workers Earning \$1,250 per month or less
- Workers Earning \$1,251 to \$3,333 per month
- Workers Earning More than \$3,333 per month

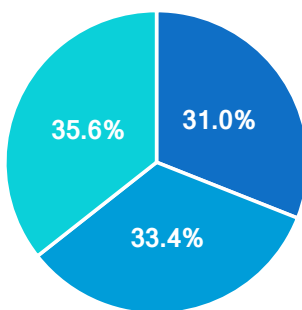


- Workers Aged 29 or younger
- Workers Aged 30 to 54
- Workers Aged 55 or older

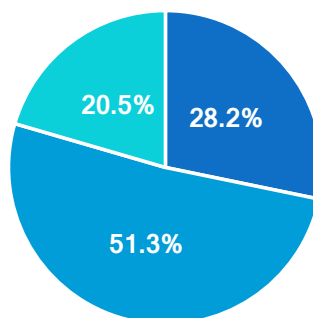


- Workers in the "Goods Producing" Industry Class
- Workers in the "Trade, Transportation, and Utilities" Industry Class
- Workers in the "All Other Services" Industry Class

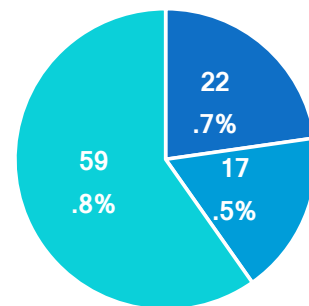
People who live in Livingston County and work in Livingston County



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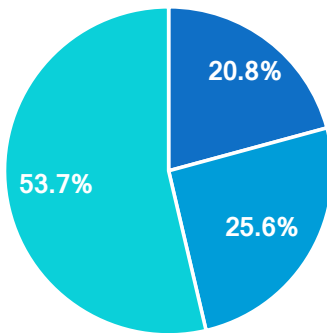
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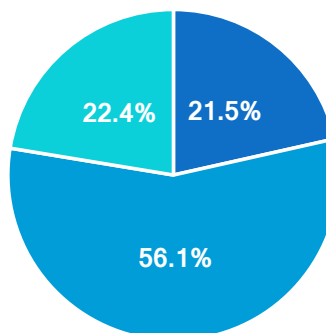
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Benchmarking Preview – Workforce Data

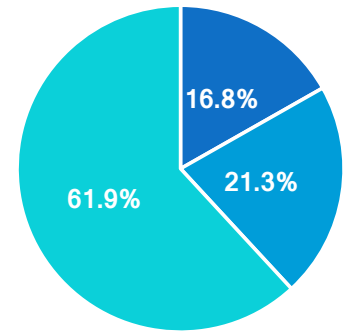
People who live in Livingston County, but work outside of Livingston County



- Workers Earning \$1,250 per month or less
- Workers Earning \$1,251 to \$3,333 per month
- Workers Earning More than \$3,333 per month



- Workers Aged 29 or younger
- Workers Aged 30 to 54
- Workers Aged 55 or older



- Workers in the "Goods Producing" Industry Class
- Workers in the "Trade, Transportation, and Utilities" Industry Class
- Workers in the "All Other Services" Industry Class

Where do Livingston County Residents Work?

County of Employment	
Livingston	25.40%
Oakland	22.60%
Washtenaw	17%
Wayne	12.80%
Ingham	4.20%
Genesee	4.10%
Kent	2.20%
All other locations	11.50%

Distance between work and home (people who live in Livingston County)

Less Than 10mi-	18,278 (22.4%)
10-24mi-	28,985 (35.5%)
25-50mi-	26,103 (32%)
50+mi-	8,315 (10.2%)

Where do Livingston County Workers Live?

County of Residence	
Livingston	38.50%
Oakland	14.20%
Wayne	11.40%
Genesee	7.20%
Washtenaw	5.20%
Macomb	4.30%
Ingham	3.60%
All other locations	15.70%

Distance between work and home (people who work in Livingston County)

Less Than 10mi-	17,040 (31.6%)
10-24mi-	14,841 (27.5%)
25-50mi-	16,036 (29.7%)
50+mi-	6,082 (11.3%)

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

