

**2017- Q3 Report**  
JULY- SEPTEMBER 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 find the tools that they need to succeed. Here are a few programs that we want you to know about this quarter:

### Have you heard about the Going Pro campaign?



Going Pro is Michigan's newest campaign to highlight the value of Skilled Trades and share the stories of students with a passion for career technical education. This campaign helps to correct outdated perceptions of these fields and provide information on the opportunities they can present students. Check out the [website](#) to watch videos of students sharing their personal experiences. [Read more.](#)



### Veteran Job Seeker Registration is Now Open for Veterans and their Families!

The Third Annual Hire MI Vet Hiring Event will be held on Tuesday, November 7, 2017 from 10am to 1pm at Washtenaw Community College in Ann Arbor, Michigan. You may register at <http://hiremivet.org/he2017/>. There will be about 30 Veteran-Friendly employers at this years event, and participating employers have information on their career opportunities linked to the event registration page. [Sign up today!](#)



## Tips and Tricks

### REGISTER FOR THE ECONOMIC DEVELOPMENT COUNCIL OF LIVINGSTON COUNTY'S ANNUAL MEETING:

Join the EDCLC and our Sponsors, St Joseph Mercy Hospital, Lake Trust Credit Union, and Consumer's Energy for an evening of networking, hors d'oeuvres, and cocktails, celebrating the economic development accomplishments in the region.

**November 8, 2017, 5:00-7:00PM**

[www.annarborusa.org/LivingstonCountyAnnualMeeting](http://www.annarborusa.org/LivingstonCountyAnnualMeeting)

### Check Out Who is Hiring in Livingston County:

Eberspaecher North America:

<https://www.eberspaecher.com/en/jobs-career/careers-with-eberspaecher.html>

Thai Summit America Corporation:

<http://www.thaisummit.us/careers/>

Carcoustics

<https://www.carcoustics.com/careers/>

MI Talent Connect

<http://www.mitalent.org>

### Use Ann Arbor SPARK's Job Portal, Powered by TrueJob:



Whether you are looking to hire or find a new position, Ann Arbor SPARK's job portal will help facilitate a successful match. Upload your resume today to connect with the Greater Ann Arbor Area's top employers!

<http://www.annarborusa.org/work-here>



# Transportation Study

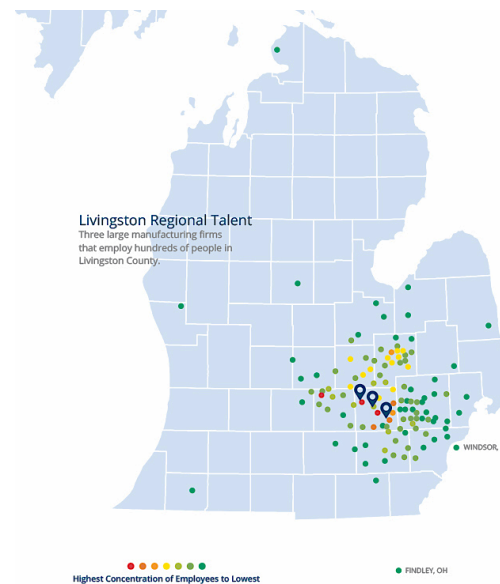
In July, the Economic Development Council of Livingston County directed SPARK staff to provide a report on the County’s needs for transportation. The completed report included a comparative analysis of the following metrics: Average Commute Time, Licensed Drivers, Means of Transportation to Work, Vehicles per Household, County Health Rankings, Percent of Total Population with a Disability, Poverty Status, Age, Population Density, Population Change, Median Household Income, and Average Annual Wage. These metrics are benchmarked against other communities in the region.

## Findings

After the data was analyzed, two opposing narratives surfaced in support and in opposition of increasing public transit and transportation options. The final report presents both narratives, offering the pros and cons associated with each metric.

### Livingston County needs to increase public transportation options.

- Few alternatives to auto in Livingston County
- Highly auto-dependent, environmental/land use challenges
- Inaccessible for individuals without a vehicle
- Transportation options improve accessibility and inclusivity



### Livingston County does not need additional transportation options.

- High level of auto-dependency, most households have 2+ cars
- Large commuter population working outside Livingston County
- Low representation of populations in-need in Livingston



# Community Outreach

## Municipal Services

In addition to providing services to the private sector, Ann Arbor SPARK’s expert staff has a broad range of municipal services to provide support for economic growth within the private sector.

<b>COMMUNITY/ ECONOMIC DEVELOPMENT</b>	<b>DATA</b>	<b>DEAL STRUCTURING/ NEGOTIATION</b>
<ul style="list-style-type: none"> <li>• Redevelopment Ready Communities</li> <li>• Economic Development Strategies</li> <li>• Brief Economic Impact Studies</li> <li>• Economic Development Technical Assistance</li> <li>• Grant Support and Technical Assistance</li> <li>• EPA Brownfields Assistance</li> <li>• Workforce Development Strategies</li> <li>• Resources for State Incentive Programs</li> </ul>	<ul style="list-style-type: none"> <li>• Demographics and Economic Indicators</li> <li>• Graphics</li> <li>• GIS/Mapping</li> <li>• Retail Market Gap Identification</li> <li>• Location Quotients/ Shift Share Analysis</li> </ul>	<ul style="list-style-type: none"> <li>• TIF Projections</li> <li>• Pro-Formas</li> <li>• PA 198’s</li> </ul>

## Continuing Community Partnerships

Since the beginning of summer 2017, the EDCLC Executive Committee began fundraising efforts for the 2018-2020 contract period. SPARK Staff helped the EDCLC Executive Committee manage municipal outreach and prepare the new contracts. In addition, SPARK staff led community presentations in front of municipal boards and councils in order to build support for contract approval.

### Confirmed 2018-2020 Partnerships

Green Oak Township  
Hartland Township  
City of Brighton  
City of Howell  
Village of Pinckney

### Pending 2018-2020 Partnerships

Tyrone Township  
Oceola Township  
Genoa Township  
Hamburg Township  
Putnam Township

### Potential New 2018-2020 Partnerships

Village of Fowlerville  
Handy Township  
Howell Township  
Brighton Township

## Regional News & Updates

### Thai Summit Invests \$7 Million in their McPherson Plant

Thai Summit is expanding once again. The longtime Howell employer is constructing a 35,000 square foot “connector,” which will connect Plant 1 and Plant 2 on their campus in the McPherson Industrial Park. Ann Arbor SPARK staff provided assistance with a PA 198 tax abatement, which the City of Howell approved in support of the \$7 million investment. The company will hire 33 new jobs directly related to this expansion. Overall, Thai Summit is in need to hire up to 100 new workers for the facility and replace 40 open vacancies. SPARK staff helps Thai Summit address talent needs by connecting them with Flint workers through the Flint MTA partnership. [Read more here.](#)



### Pitch Livingston was a Great Success!

The first annual Pitch Livingston event was held on September 28<sup>th</sup> at Brewery Becker. Using a ‘Shark Tank’ style approach, Livingston County entrepreneurs & businesses pitched to a panel of judges to take home a \$5,000 cash prize and in-kind services. Five companies were chosen to make a pitch including Annie D’s Raw Organic Bars, Gyve, Just Duckin Hunting Chairs, LLC, Motor City Smokers, and RV Park Products, LLC. After an hour of pitches and answering questions from the



panel of five judges, the company with the highest score and winner of the evening was Just Duckin’ Hunting Chairs. Ann Arbor SPARK was a sponsor for the event and Mike Flanagan, SPARK’s Director of Capital Programs, served on the panel of judges.

The prize money will allow Just Duckin’ Hunting Chairs to purchase ad space in Ducks Unlimited and other high profile hunting publications, while the in-kind donations will aid in website redesign, financial and legal counseling.

## ***Regional News & Updates***

### **CZ Cartage Breaks Ground in Fowlerville**

A husband and wife team from Iosco Township broke ground on a 131,000 square foot facility to bring their trucking company, CZ Cartage, to Fowlerville. The \$6.5 million investment will add approximately 50 new jobs once the facility is open, expected next March. The Fowlerville facility will enable CZ Cartage to consolidate their smaller operations in Belleville and Novi under a single roof, and closer to home for owners Paul and Sherri Cornell. The Village of Fowlerville approved a 12 year PA 198 tax abatement in support of the project. [Read more here.](#)

### **New Flex Space Under Construction**

Rand Construction recently broke ground in Fowlerville, MI on a 50,000 square foot investment development for E & M Fowlerville Investments, LLC. The building is designed for maximum flexibility in order to accommodate multiple users from manufacturing companies to warehouse and distribution firms. The building is designed around the Butler pre-engineered building system and its industry leading MR-24 standing seam roof. The building is being offered for lease or sale and will be completed by year-end. Ann Arbor SPARK is partnering with Rand Construction to help fill the space and bring new jobs to the community.

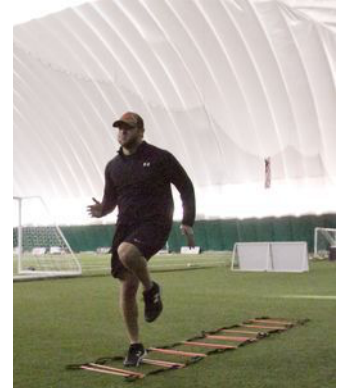




## Regional News & Updates

### Legacy Baseball Expansion Makes Way for new Tournaments and Teams

The Legacy Center is Livingston County’s biggest sports complex, with two field houses and thousands of visitors each year. In July, the Center held an unveiling for six new outdoor baseball and softball fields, making way for hundreds of teams to participate in tournaments here in Livingston County. Future plans for the facility include a 60,000 square foot medical wellness building and a 50,000 square foot basketball and volleyball facility. Ann Arbor SPARK’s staff is working with the Legacy Center to address traffic and infrastructure needs surrounding the facility to mitigate congestion related to growth. [Read more here.](#)



### MADCAT Meets at the Pinckney Cyber Training Institute



MADCAT, or the Macomb Automotive and Defense Cyber Assurance Team (MADCAT) recently held their quarterly meeting at the Pinckney Cyber Training Institute (PCTI). Not only was this excellent exposure for PCTI, it also helped Macomb County community leaders identify strategies to emulate something similar to PCTI in their own community. Ultimately, this event helped to strengthen collaboration across County lines and promote the Michigan Cyber Range. There were 20-30 attendees, including representatives from the cyber security industry, educators, public sector employees, and more! [Learn more about MADCAT here.](#)



### Ann Arbor SPARK’s Healthcare Roundtable Exceeds Expectations

In early August, Ann Arbor SPARK held the first iteration of its healthcare roundtable. The healthcare roundtable provided a platform to discuss growth in the healthcare sector in Livingston County and address talent concerns among the healthcare providers. The group consisted of over twenty different representatives from both the healthcare and education sector, Michigan Works! South East, and MI Bright Future.. A follow-up survey that was shared after the healthcare roundtable indicated that the group was interested in continuing to meet, and the SPARK team is working to plan a fall/winter meeting. The following organizations were represented:

- St Joseph Mercy
- The University of Michigan
- Michigan Medicine
- Wellbridge
- Ann Arbor SPARK
- Eastern Michigan University
- Livingston Educational Service Agency
- Workforce Intelligence Network
- Michigan Works! Southeast
- Mott Community College
- Lansing Community College
- Washtenaw Community College

## Regional News & Updates

### Manufacturing Day Exposes Students to Skilled Trades

On October 6, students in Livingston County celebrated National Manufacturing Day as an opportunity to learn more about careers in the manufacturing sector. High school students from the Career and Technical Education (CTE) programs were able to tour three companies, Chassix, Hatch Stamping, and Bekum America Corporation, in coordination with the Capital Area Manufacturing Council. Student groups visited Mott Community College in Livingston to be introduced to their programs and enjoy a quick lunch (provided by Ann Arbor SPARK).



### Livingston Daily Highlights County Unemployment Rate

The screenshot shows a news article from Livingston Daily. The headline is "County's lowest-in-the-state jobless rate pinching employers". The author is Laura Colvin, published on August 7, 2017. The article includes a "WE'RE HIRING" sign image and a quote from Pat Convery, Howell Area Chamber President: "It's difficult to hire people." It also mentions that 70% of employed county residents commute beyond Livingston's borders.

Livingston County's unemployment rate continues to be low; in fact, at 2.7%, Livingston County had the lowest unemployment rate in the state of Michigan during the month of June. The Livingston Daily highlighted the County's low unemployment rate in an August interview with Congressman Mike Bishop, Howell Chamber Director, Pat Convery, and Michigan Works! Southeast Director, Bill Sleight. While low unemployment means the economy is strong, it also indicates a high demand for talent and presents challenges for employers. [Check out the article here](#) or read more about Livingston County's economic climate in the [Livingston County Economic Action Plan](#).

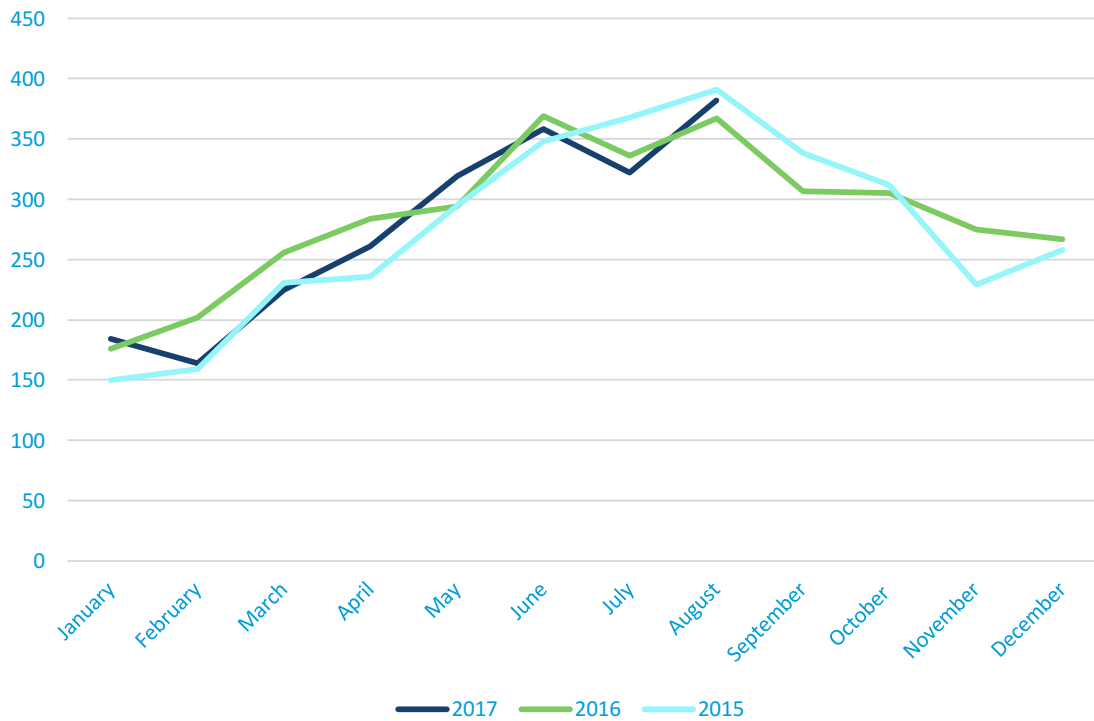
### Michigan Tech Career Fair Visit Provides Talent Leads for Local Employers

Michigan Tech was packed with students and business alike as they hosted their annual Fall Career Fair. On Wednesday September 26<sup>th</sup>, more than 350 companies from across the country were recruiting engineers from Michigan Tech University. Hundreds of them were from lower Michigan or other parts of the Midwest. Ann Arbor SPARK helped sponsor two Livingston County companies, Arc Engineering Solutions from Howell and FlexDex Surgical from Brighton, to attend and meet with job seekers. This was Ann Arbor SPARK's second major effort to attract Michigan Tech talent to our region, following a company mixer at last year's student showcase in April.



## Data and Demographics

Number of Residential Housing Sales per Month in Livingston



**Total Residential Housing Sales (Annual)**

- 2015 - 3,315
- 2016 - 3,438
- 2017 YTD – 2,215

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

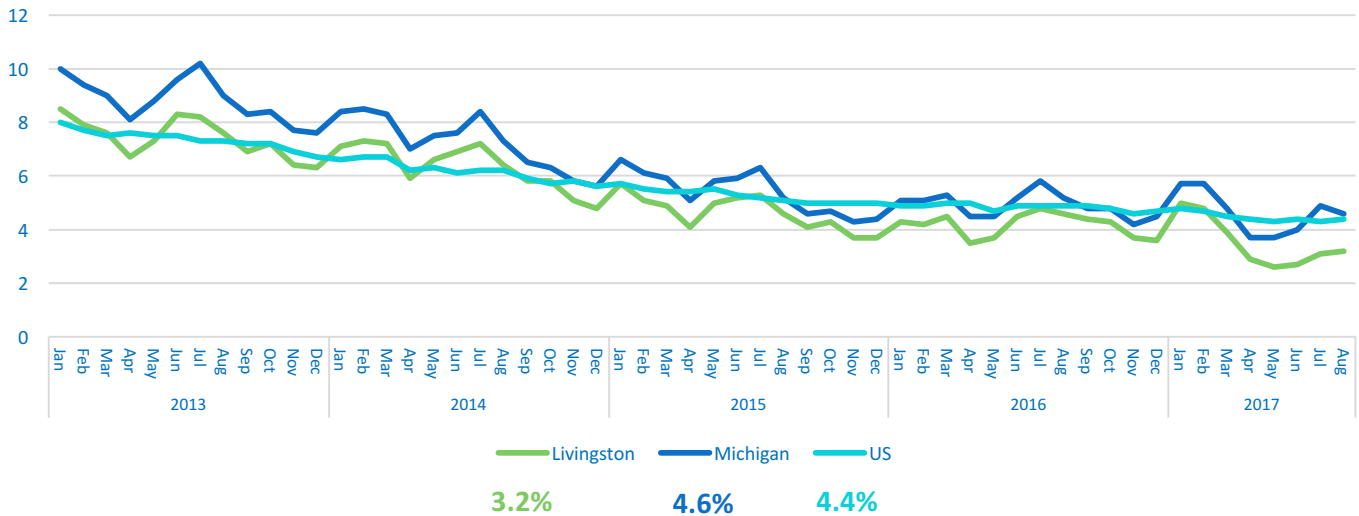
2013	14.4%
2014	13.0%
2015	13.0%
2016	13.0%

### WARN Notices

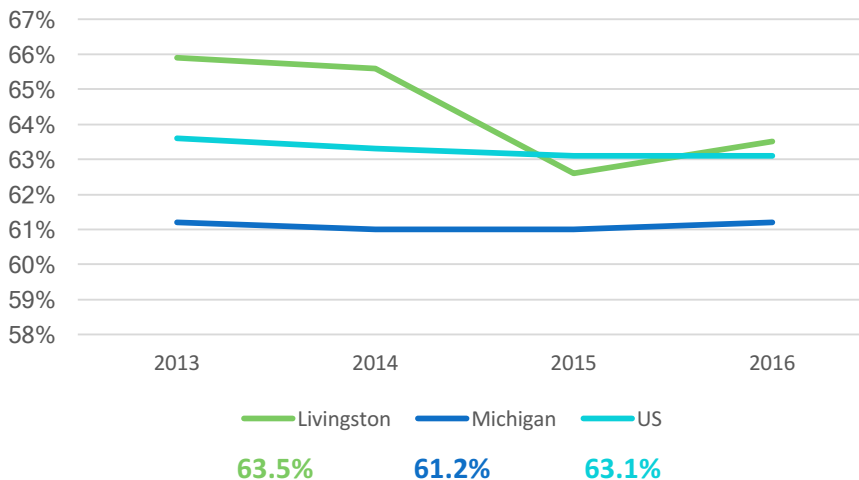
No new WARN notices in the region. “WARN” is the Worker Adjustment and Retraining Notification and helps ensure advance notice in cases of qualified plant closings and mass layoffs.

# Data and Demographics

Unemployment Rate



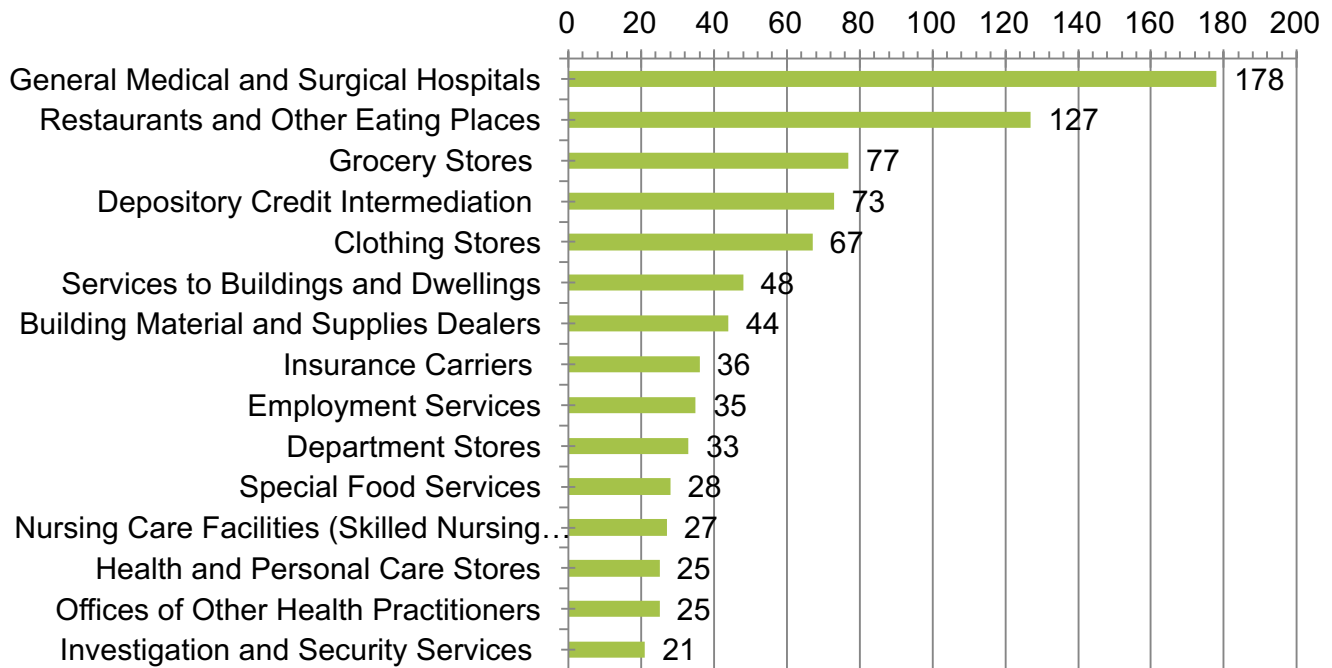
Labor Force Participation Rate



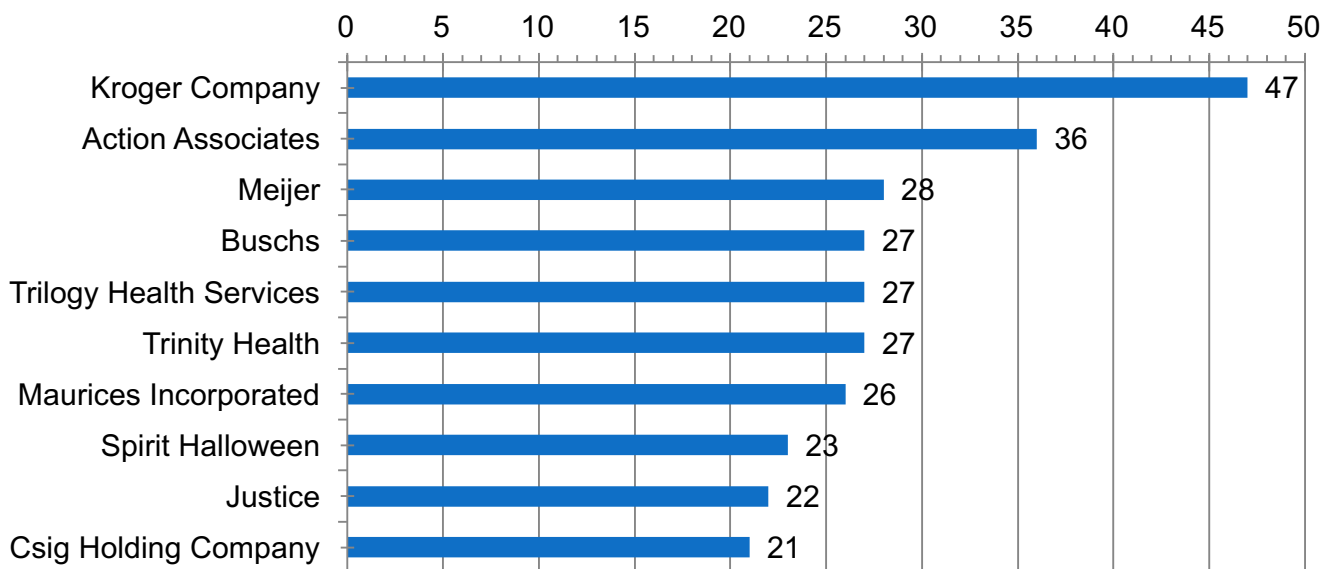
Unemployment in Livingston County has remained below 4%, and is lower than the unemployment rate in Michigan (4.6%) and the US (4.4%). Unemployment in Livingston County has consistently trended downwards since 2013. Labor Force participation also decreased during the same time period, indicating that although fewer people were looking for work, more people were exiting the labor market. In 2016, Labor Force Participation increased slightly.

# Workforce Data

**Top Detailed Industries by Number of Job Postings- Q2**

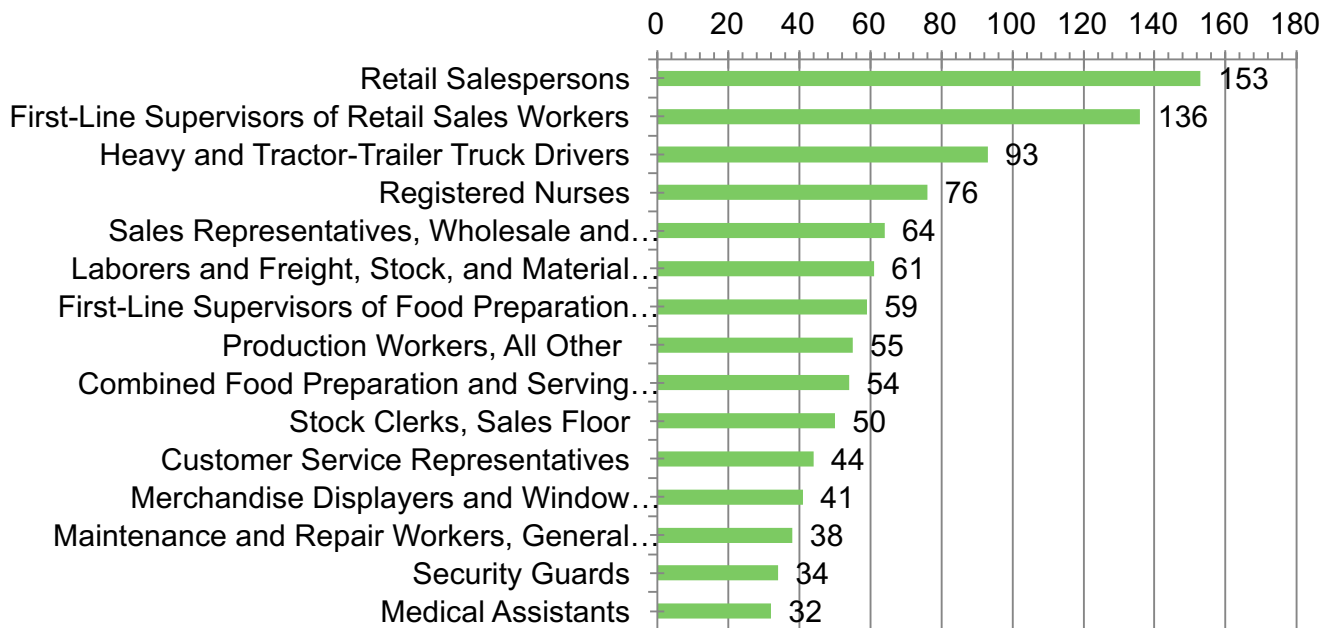


**Employers with the Most Job Openings- Q2**

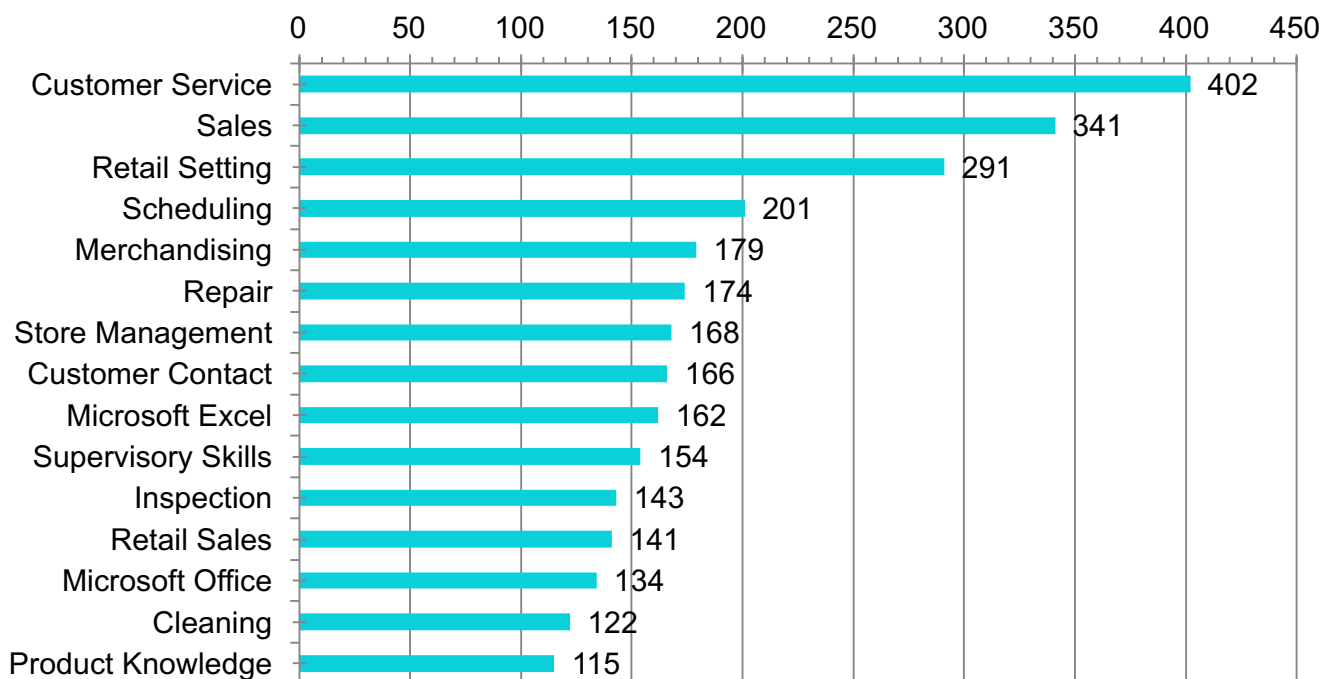


# Workforce Data

**Top Occupations by Number of Job Postings- Q2**



**Skills in Greatest Demand by Number of Job Postings- Q2**



## 2017 Growth & Retention Program – Q2

Account Name	Taxing Municipality
Ignite XDS	City of Brighton
Hug-A-Plug, Inc.	Brighton Township
A & F Wood Products, Inc.	Genoa Township
Aberrant Ales	City of Howell
Express Employment Professionals	Genoa Township
Templar Integrated Security Solutions, LLC	Brighton Township
AZ Shmina	Brighton Township
Carl Zeiss Industrial Metrology, LLC	Green Oak Township
TG Fluid Systems	City of Brighton
Spiral Industries	Hartland Township
ALG Tax Solutions	City of Howell
Dunnage Engineering	City of Brighton
Armor Protective Packaging, Inc.	Howell Township
Insulgard Security Products	City of Brighton
Additive Manufacturing Solutions LLC	Hamburg Township
Legacy Center LLC	Green Oak Township
Tribar Manufacturing	Howell Township
Brighton NC Machine Corporation	Green Oak Township
Brightline Technologies	City of Brighton
Key Plastics	City of Howell
Export Corporation	Green Oak Township
Koppert	Hartland Township
Koppert	Hartland Township
Pepsi Bottling	City of Howell
t2 designs inc.	Brighton Township
Thai Summit America Corporation	City of Howell
Smart Technologies, LLC	Genoa Township
CRW	Genoa Township
Ashland Aluminum Company, LLC	Village of Fowlerville
General Motors Milford Proving Grounds	Brighton Township
Peaker Services	Green Oak Township
AIRman Products, Inc.	Green Oak Township
Oxford Recovery Center, Brighton	Green Oak Township
Pop Daddy	Green Oak Township
Weld Mold	City of Brighton
AKTV8, LLC	Livingston County
Corrigan Oil Company	City of Brighton
Hatch Stamping Company	Howell Township
Chem-Trend	City of Howell
Asahi Kasei Plastics North America	Village of Fowlerville
Extreme Machine	Hamburg Township
Vconverter Corporation	Green Oak Township
Work Skills Corporation	City of Brighton
ARC Engineering Solutions	City of Howell

### Company Visits, Successes & On-Going Projects

Company Visits	44
Total Full Time Employees at Companies Visited	10,706
Number of Successes	4
Employment Multiplier	3
Job Creation Assistance	79
Capital Investment	\$19 Million

## 2017 Project Pipeline

<b>Number of Projects</b>	<b>20</b>
Potential New Job Creation	370
Potential Capital Investment	\$727,020,000
Average Age	267

Uniq ID	Age	Probability (%)	Total Project Cost	Total Opportunity New FTE Jobs
8517	140	10	TBD	TBD
8600	77	10	TBD	TBD
8536	128	10	TBD	150
101	22	10	TBD	TBD
4622	43	20	TBD	TBD
4704	58	20	TBD	TBD
7600	111	20	TBD	TBD
8606	64	20	TBD	TBD
8642	54	25	\$700,000,000.00	33
7950	313	25	TBD	20
8470	159	25	TBD	TBD
6321	257	30	TBD	TBD
7702	548	50	TBD	TBD
4659	43	50	TBD	TBD
4618	1023	50	\$5,000,000.00	20
7645	824	50	\$7,000,000.00	12
8443	184	50	TBD	6
3060	210	50	TBD	TBD
4726	13	50	TBD	TBD
3280	1072	50	\$15,020,000.00	129



## Events

### EDCLC Annual Meeting



*November 8, 2017 5:00-7:00*

This year's Annual Meeting of the Economic Development Council of Livingston County will take place at the Cleary University Johnson Center. The keynote speaker will be Jeff Mason, CEO of the Michigan Economic Development Corporation. For registration information, visit:

[www.annarborusa.org/LivingstonCountyAnnualMeeting](http://www.annarborusa.org/LivingstonCountyAnnualMeeting)

#### Pure Michigan Business Connect Matchmaking Summit Helps Small Veterans Meet Buyers

*November 8, 2017 8:00 am- 5:00 pm*

The Pure Michigan Business Connect Matchmaking Summits are a way to help Michigan buyers and suppliers find procurement opportunities within the state. The upcoming PMBC summit will have an emphasis on Veteran matchmaking and will help Veteran-Owned Businesses meet with participating corporate and government buyers. For more information, visit:

<http://www.michiganbusiness.org/grow/pure-michigan-business-connect/summits/veteran-business-matchmaker/>

#### MEDA Toolbox

*November 30, 2017*

Join the Michigan Economic Development Association in a conference-style discussion between state and local professionals to understand key economic development tools from both an information and implementation aspect.

<https://www.medaweb.org/falltoolbox>

## 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





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