January 2018

Dear Lapeer Development Corporation/Economic Club Member,

Economic development is a team effort! Lapeer County and the I-69 Thumb Region benefit from the collaboration of public, private, educational and workforce development to accomplish economic development projects. From the smallest start-ups to the world’s leading corporations, companies know that success depends on being connected. We know it too and that is why Lapeer Development Corporation was established to be a one stop solution in making connections for small businesses.

Since its inception in 1981, the Lapeer Development Corporation has assisted 463 Lapeer County businesses with services; including site selection, business support, financing, tax incentives, job training and infrastructure improvements. The efforts have brought $827.2 million of private sector investment into the community, resulting in the creation and/or retention of 8,490 jobs.

During the year, Lapeer County continued to collaborate and participate in regional economic development activities. The regional projects completed in 2017 include:

- USDA Award of Revolving Loan Fund to the I-69 Thumb Region
- Ontario Trade Missions
- Business Plan Competition
- Economic Summit

We are very proud of our metrics and results, but they only tell part of the story. What isn’t reflected in these numbers are the hundreds of businesses, employees and their families that are better off because of these investments. Today, thousands of Lapeer County residents have new careers. Careers that build prosperity and strengthen communities and families throughout our region. This is why economic development exists. It is about making families and communities stronger through the power of a job.

Thank you for your continued support of the Lapeer Development Corporation. Your engagement and investment enable us to continue to strengthen the Lapeer County economy.

Sincerely,

Lapeer Development Corporation

Bruce Cady, Chairman

Economic Club of Lapeer County

Paul Bowman, Chairman

Staff

Patricia Lucas
Executive Director

Fran VanHaaften, Office Manager; Nancy Sommerville, Office Assistant

Lapeer Development Corporation
Board of Directors

CHAIRMAN
Bruce Cady
Chairman & CEO
Lakestone Bank & Trust

VICE CHAIRMAN
Andrew Harrington
President
H & H Tool, Inc.

SECRETARY
Dale Kerbyson
Manager
City of Lapeer

TREASURER
Monique Holliday-Bettie
Principal Account Manager
DTE Energy

John Biscoe
Administrator/Controller
Lapeer County

Paul Bowman
Supervisor
Almont Township

Michael J. Burke, Jr.
President
Lakestone Bank & Trust

Curt Carter
Retired, Chairman of the Board
Lakestone Bank & Trust

Michael Connors
Manager
Village of Almont

Daniel Deshetsky
Production Threaded Parts

Don Dube
President
Vidon Plastics, Inc.

Mary Kulis
Community Affairs Manager
Consumers Energy

Jim Ligon, Jr.
President
Ligon Landlords

Jessica Marco
President
Spring Dynamics

Leanne Panduren
President & CEO
Rowe Professional Services Company

Gary Phillips
Director, Chassis Technology/Plant Manager
ZF Chassis Components LLC-Lapeer

Lenny Schneider
Commissioner
Lapeer County Board of Commissioners

Tom Youatt
Manager
City of Imlay City

Steve Zott
Superintendent
Lapeer County Intermediate Schools

Lapeer Development Corporation Board of Directors
Public Sector Investors
Almont Township
City of Imlay City
City of Imlay City DDA/TIFA
City of Lapeer LDFA/TIFA/DDA
Lapeer County
Lapeer Township
Village of Almont
Village of Almont DDA
Village of Clifford DDA
Village of Columbiaville DDA
Village of Dryden DDA
Village of Metamora DDA
Village of North Branch DDA

Private Sector Investors
Albar Industries, Inc.
Aristo-Cast, Inc.
Baker College
Consumers Energy
Cooperative Elevator Company
DieTech Tool & Manufacturing, Inc.
DTE Energy
D.T. Fowler Manufacturing Co., Inc.
Energy Steel & Supply Company
ESE, LLC
Gallop Brush Company
Grabill Windows & Doors, Inc.
H & H Tool, Inc.
Interpower Induction
ITC Transmission Company
Kamax L.P.
K-M International
Lakestone Bank & Trust
Lesley Elizabeth, Inc.
Lumco Manufacturing Company, Inc.
Mattina, Kent & Gibbons, P.C.
Mclaren - Lapeer Region
Midwest Commercial Construction, LLC
M.K. Chambers Company
Mott Community College
North Lapeer Recycling
OSC, Inc./Opperman Electric
Oxford Bank
PNC
Precision Machining Company
Quest Industries
Rochester Gear, Inc.
Rowe Professional Services Company
Spicer Group
Spring Dynamics
Taylor, Butterfield, Howell, Churchill, Jarvis & Garner P.C.
Toyo Seat USA Corporation
Urgent Design & Manufacturing, Inc.
Vidon Plastics, Inc.
View Newspaper Group
ZF Chassis Components LLC - Lapeer

Lapeer Development Corporation Funding Sources
($184,592)

Private Funding 24.9%
Intercooperative Elevator Company 6.6%
DTE Energy 6.1%
D.T. Fowler Manufacturing Co., Inc. 2.7%
Energy Steel & Supply Company 2.2%
ESE, LLC 2.0%
Gallop Brush Company 1.8%
Grabill Windows & Doors, Inc. 1.7%
H & H Tool, Inc. 1.6%
Interpower Induction 1.5%
ITC Transmission Company 1.4%
Kamax L.P. 1.3%
K-M International 1.2%
Lakestone Bank & Trust 1.1%
Lesley Elizabeth, Inc. 1.0%
Lumco Manufacturing Company, Inc. 0.9%
Mattina, Kent & Gibbons, P.C. 0.8%
Mclaren - Lapeer Region 0.7%
Midwest Commercial Construction, LLC 0.6%
M.K. Chambers Company 0.5%
Mott Community College 0.4%
North Lapeer Recycling 0.3%
OSC, Inc./Opperman Electric 0.2%
Oxford Bank 0.1%
PNC 0.1%
Precision Machining Company 0.1%
Quest Industries 0.1%
Rochester Gear, Inc. 0.1%
Rowe Professional Services Company 0.1%
Spicer Group 0.1%
Spring Dynamics 0.1%
Taylor, Butterfield, Howell, Churchill, Jarvis & Garner P.C. 0.1%
Toyo Seat USA Corporation 0.1%
Urgent Design & Manufacturing, Inc. 0.1%
Vidon Plastics, Inc. 0.1%
View Newspaper Group 0.1%
ZF Chassis Components LLC - Lapeer 0.1%
Economic Development Services

Lapeer Development Corporation Mission:

The Lapeer Development Corporation (LDC) is a community-based, non-profit economic development organization. Its purpose is to lead and coordinate economic development throughout Lapeer County and to provide a link between Federal, State, and Local governments and businesses interested in locating or expanding in Lapeer County. The LDC will act as a liaison between public and private sectors to obtain the necessary assistance for a project. In addition, the Lapeer Development Corporation will work to retain, expand and attract key business sectors including advanced manufacturing, high tech, medical, and business services.

Lapeer Development Corporation Services

The staff has had the pleasure of assisting over 451 businesses with projects that have impacted the local economy. More than 8,454 jobs have been created or retained. New capital investment since 1981, that the LDC has had direct involvement exceeds $824 million.

The Lapeer Development Corporation offers a variety of assistance to small businesses in an effort to make them more successful and profitable and, ultimately, to strengthen the Lapeer County economy. The following assistance highlights some of our programs:

Industry Retention Program

LDC Staff conducts retention calls and communicates with the existing manufacturing base to stay abreast of issues and provide assistance for any expansions under consideration. This has historically been the best source of referrals, not only of existing companies requiring assistance, but also for new companies seeking information on a possible Lapeer County location. Many of these calls are made jointly with a representative of the Michigan Economic Development Corporation (MEDC), our local utilities, and the Michigan Manufacturing Technology Center.

Site Selection

- Developing brochures for available industrial sites and buildings for interested prospects.
- Maintaining and continuously updating an industrial building and site inventory database.
- Conducting industrial building and site tours throughout Lapeer County for interested prospects.

Publishing Lapeer County Information

- Industrial Directory
- Manufacturing Wage and Benefit Survey

Economic Development Financing Options

The Lapeer Development Corporation has the ability to assist industrial/manufacturing prospects with financing a project with a number of financial tools available to the organization. The LDC manages or assists with the following programs:

- Tax Exempt Private Activity Bonds
  For projects that are approximately $1 million or larger, financing is available through Private Activity Bonds. Tax-exempt Private Activity Bond financing makes the cost of borrowing approximately 80%-90% of prime rate and the funds are limited to the purchase of land, buildings, new equipment, engineering costs and infrastructure. The Lapeer County Economic Development Corporation, City of Lapeer Economic Development Corporation and the Michigan Economic Development Corporation can assist firms in utilizing this method of financing for a project.

- I-69 Regional Development Corporation Revolving Loan Funds
  The funds offer small businesses financing for fixed asset or working capital financing in cooperation with the lending community. The interest rate and term are flexible depending on the financing request.
Economic Development Services

- **Imlay City Façade Loan Fund**
  Loans are available for façade improvements in the City of Imlay City Downtown and Commercial Areas. Loans are available for up to $40,000 at 4% for up to ten years.

- **Lapeer Main Street Façade Loan Fund**
  Loans are available for façade improvements in the Lapeer Downtown Development Authority District. Loans are available for up to $20,000 at 3% for up to ten years.

- **City of Lapeer TIFA Revolving Loan Fund**
  The fund offers small businesses financing of up to $100,000 for fixed asset financing or working capital purposes in cooperation with the banking community. The interest rate offered for this type of loan is the lesser of New York Prime, or 4%.

- **Small Business Administration (SBA) Loans**
  The SBA offers numerous loan opportunities to assist in business development, including guarantees for commercial loans and second position loans used to secure financing for up to 90% of the project cost. www.sba.gov

- **Michigan Economic Development Corporation (MEDC)**
  The MEDC offers a variety of business loan programs from line of credit financing to fixed asset financing. Information about the programs can be found at www.michiganadvantage.org

Other Business Incentives

- **Industrial Facilities Exemption Certificates (IFTs)**
  IFTs or tax abatements are available to manufacturing firms under Public Act 198 of 1974, as amended. The Act provides significant tax incentives to eligible firms making capital investment in real property. Companies that are leasing a facility are eligible for the exemption provided they are responsible for the property taxes. For building construction, a 50% abatement on ad valorem taxes may be approved for up to twelve years.

- **I-69 International Trade Corridor Next Michigan Development Corporation**
  The I-69 International Trade Corridor Next Michigan Development Corporation (NMDC) offers economic incentives to growing businesses, both existing and new, that utilize two or more forms of transportation to move their products and are located within the territory of the NMDC. Qualifying businesses in the corridor can benefit from state and local incentives, including real and personal property tax abatements. In certain cases, businesses can qualify for tax-free Renaissance Zones.

- **Small Business Counseling**
  The Lapeer Development Corporation provides small business training, one-on-one counseling and research to assist new ventures and existing small firms. The staff will help answer business questions about licensing, taxation, human resource issues, selling, accounting, business planning and developing a marketing strategy.

Community Grant Writing Assistance

The Staff of the Lapeer Development Corporation has assisted many Lapeer County Communities in writing grants. To date, over $19.6 million has been awarded to local communities for infrastructure development and planning. These grants are based on job creation from the private sector.
Kamax has Completed Their Expansion in Mayfield Township

Kamax, a manufacturer of bolts, rivets, screws and fasteners, has completed their expansion and celebrated the event with Family Day. The latest expansion project has leveraged a grant from the Michigan Department of Transportation Economic Development Fund in the amount of $600,000. The Lapeer County Road Commission provided the local match for the project. Wilder Road will be improved to Class A status from Imlay City Road to the I-69 interchange. Thank you to Mayfield Township, Lapeer Township, the Lapeer County Road Commission and the Michigan Department of Transportation for supporting the company and the road improvement project.

USDA Awards I-69 Thumb Region Dollars to Fund Regional Revolving Loan Fund

The I-69 Regional Development Corporation has been awarded $50,000 to establish a revolving loan fund to benefit businesses in the seven county I-69 Thumb Region from the U.S. Department of Agriculture (USDA). The Genesee County Metropolitan Planning Commission provided $25,767 from the 2017 Regional Prosperity Initiative Program for the local match. The USDA program will assist small businesses in the region with financing working capital, equipment or real estate projects. Loans are available at competitive interest rates and terms.

If you are interested in applying for a loan please contact Patricia Lucas, CEcD – Executive Director of the Lapeer Development Corporation at (810) 667-0080 or patricia@lapeerdevelopment.com.

Winners of 2017 Lapeer County Business Competition

Simply Enjoyable Snacks won first prize and In2Yoga won second prize in the Lapeer County business competition for the I-69 Thumb Region’s Catapult Your Business Competition. The I-69 Thumb Region Catapult Your Business Competition aims to assist entrepreneurs and small business owners to start or grow businesses. The goal of the competition is to help retain and grow Michigan businesses by providing capital to expand production and increase jobs and provide assistance to communities throughout the region.

The I-69 Thumb Region is a partnership of the Flint & Genesee Chamber of Commerce, Shiawassee Economic Development Partnership, Lapeer Development Corporation, Economic Development Alliance of St. Clair County, Sanilac & Huron County Economic Development Corporation and Tuscola County Economic Development Corporation.

All Dogs Can Recognized as the Small Business of the Year for Region 6

In early 2011, Darlene Collings from Lapeer contacted the Lapeer Development Corporation (LDC) and the regional office MI Small Business Development Center (SBDC) for assistance to start a dog training and agility center. She requested assistance with business planning, site location and possible building purchase, and access to capital.

On a steady growth curve, Ms. Collings was a regular client of LDC and SBDC, needed ongoing assistance preparing for several loans over the years to purchase equipment and make building improvements. Start-up loan assistance was provided by Lapeer Development Corporation’s Revolving Loan Fund. SBDC provided financial and operational guidance through an economic downturn and a challenging partner buyout. By 2014, this determined and gutsy client was up to 8 jobs and receiving cash flow projection and lending options assistance as she considered buying her leased space or relocating in order to double the size of her facility. The LDC and SBDC continued to provide assistance with access to capital and support as client worked through purchase hurdles for a new location in Lapeer. The client was able to secure an SBA 504 loan for her new 17,900 square foot building from Lakestone Bank & Trust.

Darlene Collings, owner of All Dogs Can was recognized as the 2017 Region 6 business of the year from the Michigan Small Business Development Center program for her success and tenaciousness in making her dream a reality!
## Statistical Overview

<table>
<thead>
<tr>
<th>Business Activity</th>
<th>2017</th>
<th>1981-2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Assistance/Expansions</td>
<td>9</td>
<td>366</td>
</tr>
<tr>
<td>Businesses Attracted</td>
<td>3</td>
<td>85</td>
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<tr>
<td>Jobs Created</td>
<td>36</td>
<td>7,575</td>
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<tr>
<td>Jobs Retained</td>
<td>0</td>
<td>879</td>
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<tr>
<td>Business Loans</td>
<td>1</td>
<td>87</td>
</tr>
<tr>
<td>Regional Business Loans</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Business Clients</td>
<td>104</td>
<td>1,511</td>
</tr>
<tr>
<td>Grants Awarded</td>
<td>6</td>
<td>65</td>
</tr>
<tr>
<td>Grant Value</td>
<td>$2,552,802</td>
<td>$17,113,607</td>
</tr>
<tr>
<td>New Investment Value</td>
<td>$3,108,336</td>
<td>$824,054,830</td>
</tr>
</tbody>
</table>

## Community Grant Writing Assistance

The Staff of the Lapeer Development Corporation has assisted many Lapeer County Communities in writing grants. To date, $19.6 million has been awarded to our local communities and companies for infrastructure development, planning and job training. The programs utilized and the amounts awarded are as follows:

## Grant Information

<table>
<thead>
<tr>
<th>Program</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Community Development Block Grants (26 grants)</td>
<td>$11,612,771</td>
</tr>
<tr>
<td>U. S. Dept. of Commerce Economic Development Administration (EDA) (One grant)</td>
<td>$215,000</td>
</tr>
<tr>
<td>Michigan Department of Transportation Economic Development Fund (Eight grants)</td>
<td>$6,891,732</td>
</tr>
<tr>
<td>Michigan Department of Transportation Enhancement Activity Program (One grant)</td>
<td>$81,057</td>
</tr>
<tr>
<td>Michigan Economic Development Corporation - Job Training/Exporting (30 grants)</td>
<td>$843,849</td>
</tr>
<tr>
<td>Foundation Grants (Five grants)</td>
<td>$22,000</td>
</tr>
</tbody>
</table>

**Total** $19,666,409
The Economic Club luncheon programs have provided enthusiasm and motivation in the building of Lapeer County. The membership benefits from ideas and information gained from leaders in areas of business, government and entertainment. Speakers have included...

**2017 Speakers**

- Mark Hackel
  Macomb County Executive

- Brandon Hofmeister
  VP Governmental & Public Affairs
  Consumers Energy

- Paul Mitchell
  United States Congressman

- Dan Musser III
  President
  The Grand Hotel

- Paul Traub
  Business Economist
  Federal Reserve Bank of Chicago

- Dr. Beveraly Walker-Griffea
  President
  Mott Community College

**Past Speakers...**

- Spencer Abraham
  United States Senator

- Walter Adams
  Economics Professor and Past MSU President

- Mitch Albom
  Sports Writer

- Dennis Archer
  Mayor
  City of Detroit

- Steve Arwood
  CEO
  Michigan Economic Development Corporation

- John Austin
  President
  State Board of Education

- John U. Bacon
  Co-Author
  Bo's Lasting Lessons

- Merrily Dean Baker
  Director of Athletics
  Michigan State University

- Dr. Charles Ballard
  Economist
  Michigan State University

- Dr. Jay Baron
  President & CEO
  Center for Automotive Research

- Owen Bieber
  President
  United Auto Workers

- Dave Bing
  NBA Hall of Famer
  CEO, Bing Steel

- Lori Blaker
  President & CEO
  TTi Global

- James Blanchard
  Governor
  State of Michigan

- Patricia J. Boyle
  Michigan Supreme Court Justice

- David Brandon
  Director of Athletics
  University of Michigan

- Robert J. Buckler
  President and COO
  DTE Energy Distribution

- Brian Calley
  Lt. Governor
  State of Michigan
Economic Club Speakers

Mary L. Kramer  
Publisher  
Crain's Detroit Business

Bill Laimbeer  
President & Chief Operating Officer  
Laimbeer Packaging

Terri Lynn Land  
Secretary of State  
Michigan

Trevor Lauer  
Vice President of Marketing & Renewables  
DTE Energy

Senator Carl Levin  
United States Senator

Dr. Stan Liberty  
President  
Kettering University

David Littman  
Senior Vice President & Chief Economist  
Comerica Bank

Malcolm R. Lovell, Jr.  
Undersecretary of Labor, U.S. Department of Labor

Cardinal Maida  
Archdiocese of Detroit

Timothy M. Manganello  
Chairman & CEO  
BorgWarner Inc.

Dennis Mannion  
President & CEO  
Palace Sports & Entertainment

Justice Stephen Markman  
Michigan Supreme Court Justice

Ron Mason  
Athletic Director  
Michigan State University

Curt McAllister  
Midwest Public Relations Manager  
Toyota Motor Sales

Walter J. McCarthy  
C.E.O.  
Detroit Edison

Pat McChnis  
Chief Executive Officer  
Fathead, LLC

Dr. Robert McMaham  
President  
Kettering University

Peter McPherson  
President  
Michigan State University

Frederik G.H. Meijer  
Chairman of the Board  
Executive Committee  
Meijer, Inc.

Heath Meriwether  
Publisher of the Detroit Free Press

Candice Miller  
U.S. Congresswoman

Patricia E. Mooradian  
President  
The Henry Ford

The Honorable Stephen J. Murphy, III  
President  
United States Senate

Pat McInnis  
Chief Executive Officer  
Fathead, LLC

Dr. Robert McMahan  
President  
Kettering University

Peter McPherson  
President  
Michigan State University

L. Brooks Patterson  
Oakland County Executive

Gary Peters  
United States Senator

George Plimpton  
Author & Adventurer

Dick Purran  
Detroit Radio Personality

Senator Donald Riegle  
United States Senate

M. Joseph Roberson  
Director of Athletics  
University of Michigan
The Economic Club of Lapeer County promises its members an opportunity to make new acquaintances, obtain information and ideas from leaders in business and related fields and an opportunity to contribute to the economic development of Lapeer County.

The Lapeer Development Corporation wishes to extend a special thank you to the Economic Club Committee members for 2017: Paul Bowman, Chairman, John Biscoe, Michael J. Burke, Jr., Bruce Cady, Curt Carter, Andrew Harrington, Monique Holliday-Bettie, Dale Kerbyson, Mary Kulis, Don Mosher and Leanne Panduren.

Speaker recommendations from the membership are strongly encouraged.

Titles represent speaker’s position at time of speaking engagement.
Lapeer Industrial & Research Park
50 acres available  $40,000 per acre
City owned property

Imlay City Industrial Park
18 acres available  $25,000 per acre
City owned property

North Branch Industrial Park
28 acres available  $10,000 per acre
Village owned property

Almont Industrial Park
35 acres available  Price Negotiable
Privately owned property

Lapeer Development Corporation
449 McCormick Drive
Lapeer, Michigan 48446
810-667-0080  Fax: 810-667-3541
Email: lapeer@lapeerdevelopment.com
Website: www.lapeerdevelopment.com