January 2019

Dear Lapeer Development Corporation/Economic Club Member,

On behalf of the Boards of Directors of the Lapeer Development Corporation and the Economic Club of Lapeer County, we would like to thank all our investors who have generously contributed to our ongoing success.

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. That is why Lapeer Development Corporation was established to be a one-stop solution in making connections for business.

Since 1981, we have assisted 477 Lapeer County businesses with numerous services including; site selection, business support, financing, tax incentives, job training and infrastructure improvements. The efforts have brought $831.4 million of private sector investment into the community, resulting in the creation and/or retention of 8,540 jobs.

During the year, Lapeer County continued to collaborate and participate in regional economic development activities. The regional projects completed in 2018 include:

- Second USDA Award of Revolving Loan Fund to the I-69 Thumb Region
- Ontario and Illinois Trade Missions
- Attraction of company from Ontario as part of I-69 Thumb Region initiative
- Business Plan Competition
- Housing Study

With your ongoing support and investment, the Lapeer Development Corporation will continue to provide services that assist with developing and marketing the locality. That effort will help ensure that businesses and communities are maximizing opportunities to attract new investment and encourage job growth.

Sincerely,

Lapeer Development Corporation          Economic Club of Lapeer County

Bruce Cady, Chairman                        Paul Bowman, Chairman

Fran VanHaaften, Office Manager; Nancy Sommerville, Office Assistant
2018 Investors

Public Sector Investors
Almont Township
Attica Township
City of Imlay City
City of Imlay City DDA/TIFA
City of Lapeer LDFA/TIFA/DDA
Lapeer County
Lapeer Township
Mayfield 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.
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
Lapeer Plating & Plastics, Inc.
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
PTL Engineering, Inc.
Quest Industries
Rochester Gear, Inc.
Rowe Professional Services Company
Spicer Group
Spring Dynamics
Taylor, Butterfield, Howell, Churchill & Garner P.C.
Urgent Design & Manufacturing, Inc.
Vidon Plastics, Inc.
Vintech Industries, Inc.
View Newspaper Group
ZF Chassis Components LLC-Lapeer

Lapeer Development Board of Directors

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 School District

Patricia Lucas
Executive Director
Lapeer Development Corporation
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 477 businesses with projects that have impacted the local economy. More than 8,540 jobs have been created or retained. New capital investment since 1981, that the LDC has had direct involvement exceeds $831.4 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.

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:

- 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 in cooperation with the lending community. The interest rate and term are flexible depending on the request.

- 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.

Publishing Lapeer County Information

- Industrial Directory
- Manufacturing Wage and Benefit Survey
Economic Development Services

- **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.

- **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 property tax abatement. 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 $20.8 million has been awarded to local communities for infrastructure development and planning. These grants are based on job creation from the private sector.

### Lapeer Development Corporation Funding Sources ($189,080)

- **Private Funding** 27.1%
- **Economic Club** 15.9%
- **Community** 5.4%
- **County** 5.3%
- **Grant Administration** 10.6%
- **Downtown Development Authority** 12.3%
- **Interest** 1.8%
- **Other** .5%
- **Tax Increment Finance Authority** 21.2%
2018 Highlights

Gallop Brush Company Adds 30,000 Square Feet in Imlay City

Gallop Brush Company, a manufacturer of car wash brushes, was founded in 2000 at the Enterprise Center of Lapeer. The company combined more than 45 years of industry experience with great ideas for improving the carwash industry; improving the products and the way things were done.

The company grew quickly leasing two more buildings before purchasing their current facility in the Imlay City Industrial Park. In 2018, Gallop Brush Company embarked upon a 30,000 square-foot expansion supported by the community. The expansion will result in the creation of seven new jobs! Best wishes to the company for continued success!

Legacy Metal Services Recognized as the Small Business of the Year for Region 6

In 2018, Legacy Metal Services began operations in Imlay City. Lapeer Development Corporation (LDC) and the regional MI Small Business Development Center (SBDC) had the pleasure of working with the company to find a home to set up a laser cutting and fabrication business. Assistance was provided with business planning, developing a marketing strategy, site location and access to capital. The LDC and SBDC continue to provide assistance with access to capital and support to the company.

Legacy Metal Services was recognized as the 2018 Region 6 business of the year from the Michigan Small Business Development Center program for its success and tenaciousness in opening its business and making the owner’s 20 year dream of being an entrepreneur a reality!

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

The I-69 Regional Development Corporation has been awarded an additional $68,900 to the 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 $24,206 from the 2018 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. In 2018, loans were made to Medical Staffing & Consulting Network and Osentoski Insurance Agency.

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 the 2018 Lapeer County Business Competition

Stone’s Throw Theater won first prize and Peaceful Moon Yoga 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, the Economic Development Alliance of St. Clair County, Sanilac & Huron County Economic Development Corporation and Tuscola County Economic Development Corporation.
## Statistical Overview

<table>
<thead>
<tr>
<th>Business Activity</th>
<th>2018</th>
<th>1981-2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Assistance/Expansions</td>
<td>12</td>
<td>375</td>
</tr>
<tr>
<td>Businesses Attracted</td>
<td>2</td>
<td>88</td>
</tr>
<tr>
<td>Jobs Created/Retained</td>
<td>50</td>
<td>8,490</td>
</tr>
<tr>
<td>Business Loans</td>
<td>3</td>
<td>88</td>
</tr>
<tr>
<td>Regional Business Loans</td>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>Business Clients</td>
<td>106</td>
<td>1,615</td>
</tr>
<tr>
<td>Grants Awarded</td>
<td>6</td>
<td>71</td>
</tr>
<tr>
<td>Grant Value</td>
<td>$1,133,767</td>
<td>$19,666,409</td>
</tr>
<tr>
<td>New Investment Value</td>
<td>$4,230,459</td>
<td>$827,163,166</td>
</tr>
</tbody>
</table>

## Grant Information

The Staff of the Lapeer Development Corporation has assisted many Lapeer County Communities in writing grants. To date, $20.8 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:

<table>
<thead>
<tr>
<th>Program</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Community Development Block Grants (27 grants)</td>
<td>$12,703,610</td>
</tr>
<tr>
<td>U. S. Dept. of Commerce Economic Development Administration (EDA)</td>
<td>$215,000</td>
</tr>
<tr>
<td>(One grant)</td>
<td></td>
</tr>
<tr>
<td>Michigan Department of Transportation Economic Development Fund (Eight</td>
<td>$6,891,732</td>
</tr>
<tr>
<td>grants)</td>
<td></td>
</tr>
<tr>
<td>Michigan Department of Transportation Enhancement Activity Program</td>
<td>$81,057</td>
</tr>
<tr>
<td>(One grant)</td>
<td></td>
</tr>
<tr>
<td>Michigan Economic Development Corporation - Job Training/Exporting</td>
<td>$886,777</td>
</tr>
<tr>
<td>(36 grants)</td>
<td></td>
</tr>
<tr>
<td>Foundation Grants (Five grants)</td>
<td>$22,000</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>$20,800,176</td>
</tr>
</tbody>
</table>
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 . . .

### 2018 Speakers

<table>
<thead>
<tr>
<th>Name</th>
<th>Title/Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dr. Charles Ballard</td>
<td>Department of Economics, Michigan State University</td>
</tr>
<tr>
<td>Robert Beekman</td>
<td>FBI Agent, Lead Investigator, Kwame Kilpatrick Case</td>
</tr>
<tr>
<td>Dan Gilmartin</td>
<td>Executive Director &amp; CEO, Michigan Municipal League</td>
</tr>
<tr>
<td>Michael Lee</td>
<td>Managing Editor, Crain’s Detroit Business</td>
</tr>
<tr>
<td>Cynthia Pasky</td>
<td>President &amp; CEO, Strategic Staffing Solutions</td>
</tr>
<tr>
<td>Debbie Stabenow</td>
<td>U.S. Senator</td>
</tr>
</tbody>
</table>

### Past Speakers...

<table>
<thead>
<tr>
<th>Name</th>
<th>Title/Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spencer Abraham</td>
<td>United States Senator</td>
</tr>
<tr>
<td>Walter Adams</td>
<td>Economics Professor and Past MSU President</td>
</tr>
<tr>
<td>Mitch Albom</td>
<td>Sports Writer</td>
</tr>
<tr>
<td>Dennis Archer</td>
<td>Mayor, City of Detroit</td>
</tr>
<tr>
<td>Steve Arwood</td>
<td>CEO, Michigan Economic Development Corporation</td>
</tr>
<tr>
<td>John Austin</td>
<td>President, State Board of Education</td>
</tr>
<tr>
<td>John U. Bacon</td>
<td>Co-Author, Bo’s Lasting Lessons</td>
</tr>
<tr>
<td>Merrily Dean Baker</td>
<td>Director of Athletics, Michigan State University</td>
</tr>
<tr>
<td>Dr. Jay Baron</td>
<td>President &amp; CEO, Center for Automotive Research</td>
</tr>
<tr>
<td>Owen Bieber</td>
<td>President, United Auto Workers</td>
</tr>
<tr>
<td>Dave Bing</td>
<td>CEO, Bing Steel</td>
</tr>
<tr>
<td>Lori Blaker</td>
<td>President &amp; CEO, TTI Global</td>
</tr>
<tr>
<td>James Blanchard</td>
<td>Governor, State of Michigan</td>
</tr>
<tr>
<td>Patricia J. Boyle</td>
<td>Michigan Supreme Court Justice</td>
</tr>
<tr>
<td>David Brandon</td>
<td>Director of Athletics, University of Michigan</td>
</tr>
<tr>
<td>Robert J. Buckler</td>
<td>President and COO, DTE Energy Distribution</td>
</tr>
<tr>
<td>Brian Calley</td>
<td>Lt. Governor, State of Michigan</td>
</tr>
<tr>
<td>Dr. David E. Cole</td>
<td>Chairman, Center for Automotive Research</td>
</tr>
</tbody>
</table>
Economic Club Speakers

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 MccAllister
Midwest Public Relations Manager
Toyota Motor Sales

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

Pat McInnis
Chief Executive Officer
Fathead, LLC

Dr. Robert McMahan
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

Paul Mitchell
United States Congressman

Patricia E. Mooradian
President
The Henry Ford

The Honorable Stephen J. Murphy, III
United States District Judge

Dan Musser III
President
The Grand Hotel

Patrick M. Nowak
Director
Michigan Department of Transportation

L. Brooks Patterson
Oakland County Executive

Gary Peters
United States Senator

George Plimpton
Author & Adventurer

Dick Purtan
Detroit Radio Personality

Senator Donald Riegle
United States Senate
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 2018: 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 Development Corporation
449 McCormick Drive
Lapeer, Michigan 48446
810-667-0080  Fax: 810-667-3541
Email: lapeer@lapeerdevelopment.com
Website: www.lapeerdevelopment.com

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