

# Lenawee **now**



## INITIATE



## CULTIVATE



## CELEBRATE



*Ideal for Business. Perfect for Life. Lenawee County.*

**2012-2013 Annual Report**  
The Lenawee Economic Development Corporation

# Lenawee 2012-2013

## Dear friends of Lenawee Now,

Lenawee County has seen some exciting growth in 2012 and 2013. Over the last two years in continuing efforts to strengthen our state's economy, our region has initiated a partnership of resources within the Greater Ann Arbor Region. This collaboration creates unity that benefits each part of our region.

Furthermore, we have cultivated our strengths through the investments in our community. Starting up new businesses in Lenawee County and the developing expansion has brought positive attraction to the county.

Now, we celebrate our prosperous region by endorsing businesses and increasing entrepreneurial culture presence in Lenawee County. We thank you for your continued support in growing opportunities for all of Lenawee County.

Sincerely,

*Doug Kapnick*

Chairman of the Board  
Lenawee Now



## To our investors, stakeholders, businesses, and residents:

As an organization dedicated to continuously improving the business economy in Lenawee, we have rebranded our name to Lenawee Now. Lenawee Now accurately reflects our intense passion for Lenawee and our dedication to the region and its future working specifically with businesses and companies to create jobs!

With the rebound of the automotive industry, we saw substantial growth in our area including an increased number of jobs, population growth, company expansions, and new companies to the region. We have continued to successfully encourage new companies and ventures, specifically agricultural and manufacturing companies that will be assets to our region and the county. ***In 2013, Michigan was considered the #1 state in the nation for manufacturing job creation.***

As you peruse through our report, we believe you will be genuinely pleased with our results. It is not "if" a substantial manufacturing company will locate to Lenawee, it is "when"!

Thank you to our contributors, local businesses and funders for your faithful assistance in making our success possible.

Kind regards,

*Jim Van Doren*

Executive Director  
Lenawee Now

*Tim Robinson*, CECD

Director of Operations  
Lenawee Now



Lenawee Now: (l-r) Jim, Kimberly, Tim, Sarah and Randy.



Building Local, Regional, and Statewide Partnerships

**INITIATE**

## INITIATING PARTNERSHIPS



The Greater Ann Arbor Region (GAAR) is a collaborative effort that includes Ann Arbor SPARK, Hillsdale County Economic Development Partnership, The Enterprise Group of Jackson, Monroe County Business Development Corp, and Lenawee Now. Funded by the Michigan Economic Development Corporation (MEDC), GAAR partners work together to attract growing businesses seeking a destination for relocation or expansion. While the partnership was announced in October 2011, the formal name of GAAR was adopted in 2013.

Outreach efforts are designed to highlight the region's unique assets specifically in manufacturing, life sciences, automotive, software, and IT. They also promote the region's robust university and college system. The GAAR website includes a suite of research data, available properties and other tools used to evaluate location options. For more information, visit [www.GreaterAnnArborRegion.org](http://www.GreaterAnnArborRegion.org).



Lenawee Now has a close working relationship with MEDC for incentives from the State of Michigan. These are critical for attracting and retaining companies, workforce development and training.

South Central Michigan Works! plays an important part of economic development in Lenawee County. The relationship with SCMW! has grown over the last few years lending itself to workforce recruitment, training opportunities, and access to labor data. These are critical resources not only to existing companies in the area, but to new start-ups on which Lenawee Now is working.



## Annual Budget Review

Within Lenawee County, support for economic development has been evolving within the community. Lenawee Now reorganized its team and business objectives to work most efficiently. The balance between assisting existing businesses and attracting new ones has been optimized and Lenawee Now is actively working to keep the public informed of activities through a new website and social media channels.

### INCOME

	2012	2013
Private Contribution	61%	36%
Contractual	17%	41%
Government	15%	11%
Grant	7%	12%
<b>Annual Income</b>	<b>331,000</b>	<b>430,000</b>

### EXPENSE

	2012	2013
Personnel/Program	80%	66%
Operating	15%	17%
Marketing	2%	13%
Professional Services	3%	4%
<b>Annual Expenses</b>	<b>100%</b>	<b>100%</b>





Stimulating Economic Growth in Lenawee County

## CULTIVATE

### BLISSFIELD MANUFACTURING COMPANY

Blissfield Manufacturing Company, located in the Village of Blissfield, is a fourth generation family owned business. The company specializes in heat transfer technology within the automotive, off-highway vehicle, commercial refrigeration, and industrial equipment markets. In 2013, the company increased their operations by installing more than \$1 million in new equipment and adding 73 new jobs.

### INTEVA PRODUCTS

The Inteva Products facility can trace its rich heritage as an auto supplier in Lenawee County. The Lenawee facility manufactures automotive interior parts and is one of Inteva Product's 42 locations throughout 18 countries and 4 continents. In 2012, Inteva Products added \$23.8M in new equipment and 110 new jobs to the Lenawee County facility.

### VAN-ROB TECUMSEH

Van-Rob Tecumseh is a stamping and assembly tier-one supplier for the automotive industry. In 2011, this facility joined the Kirchoff Group and became one of their 42 manufacturing facilities throughout 16 countries. In 2012, this facility received assistance from the State of Michigan and the City of Tecumseh to expand its operations and add 46 new jobs to Lenawee County.

### RIMA MANUFACTURING COMPANY

Rima Manufacturing Company is a third generation family owned business in the City of Hudson. They design and manufacture high volume, precision tuned products primarily for the auto industry. In 2012, the company utilized the Lenawee County Business Revolving Loan Fund to help finance an expansion that created 15 new jobs.

### WACKER CHEMICAL

The Wacker Chemical operation in Lenawee County is not only one of this company's 25 worldwide production sites, it is also their North American Headquarters. In 2012, Wacker invested \$15.3M to improve the manufacturing capacity and maintain the 500+ jobs at this Raisin Township facility.





*The LISD Center for a Sustainable Future introduces students to sustainability concepts such as building healthy soil, conserving and protecting water, preserving biodiversity and food security, protecting human health and the environment, producing bio fuels, and producing food year round.*

## Cultivating Knowledge

Adrian College, Jackson College and Siena Heights University: all institutes of higher learning that call Lenawee home and produce hundreds of graduates each year. All three are great Lenawee assets for the erudition, entertainment and energy they add to our community.

The Lenawee Intermediate School District (LISD) is an excellent preparation for these collegiate programs. Beyond college prep coursework, the LISD offers technical training, which is of particular benefit to local manufacturing companies. Lenawee Now has a vested interest in helping bridge the gap between training students and job placement. In 2013, Lenawee Now interns from Adrian College conducted and published a labor study highlighting the basic skills required by area manufacturers and the wages/benefits available to new hires. This study is currently available to students, parents and businesses.

The LISD Center for a Sustainable Future is the first net-zero energy, LEED Platinum certified, K-12 school in the state of Michigan. This state of the art facility, located in Adrian Township, supports knowledge, growth and skill development in the rapidly growing fields of sustainable agriculture and alternative energy production.

## Cultivating Entrepreneurial Spirit

“Mighty oaks from little acorns grow,” and so it is with new businesses that germinate from a single idea. Lenawee Now looks toward the future through the nurturing of these ideas by building an entrepreneurial spirit in conjunction with other organizations.

- Adrian College dedicated the Adrian Innovation Center in 2013, a business incubator that supports start-ups launched by students and the greater community. This incubator will foster new start-up companies that, according to statistics, are 87 percent more likely to stay in business and 84 percent more likely to stay in the community.
- The Michigan Small Business Development Center (MSBDC) signed an agreement with Lenawee Now to have a satellite office in Adrian, Michigan. This will allow for consulting and programming to be provided at a central location for the Lenawee Community. Entrepreneurs working with MSBDC to develop their ideas continue on to the next steps through close collaboration with Lenawee Now.
- Michigan is the leading state in the nation for intrastate investment crowdfunding as a result of the recent passage of the Michigan MILE – Michigan Invests Locally Exemption. The legislature overwhelmingly endorsed the legislation and Governor Snyder signed it into law on December 30, 2013. Lenawee County played a key role in the passage of this game changing way to finance businesses and is now being recognized as the birthplace of Michigan crowdfunding.

## Economic Development Programs

### Lenawee County Revolving Loan Fund

Provides access to millions of dollars of “gap” financing funds for businesses of all kinds in Lenawee County. These loans have numerous criteria; the most important being job creation. Currently, these loans offer up to \$35,000 per new full time job created and can constitute 50% of the total project funding.

### Lenawee County Land Bank

A public authority created to efficiently hold, manage, develop and turn tax-foreclosed properties back into usable parcels that reinvest in the community’s long-term vision for its neighborhoods. It acts as an economic and community development tool to revitalize blighted neighborhoods and business districts.

### Lenawee County Brownfield Redevelopment Authority

Reviews proposals for the redevelopment of Brownfield properties and can establish a Tax Increment Finance program to reimburse certain development costs associated with Brownfield properties.

### Lenawee Now USDA Loan Program

Has the funding necessary to assist small businesses initiate, grow and create jobs in Lenawee County. Conceived in 2013, this program works in concert with private financing to provide micro-financing for projects. Loans are particularly tailored for businesses that have found it difficult to meet traditional lending institution requirements.

### Lenawee Now

A local conduit to state attraction and expansion incentives through the Michigan Economic Development Corporation. Furthermore, Lenawee Now can connect businesses in need of labor services such as finding, recruiting and training talent with the right team at South Central Michigan Works!.

Visit [LenaweeNow.org](http://LenaweeNow.org) to learn more about the economic development programs in place.





Uptown Opera in Downtown Adrian



New Business in Lenawee County

**CELEBRATE**



### **MILK SOURCE, LLC**

Milk Source, LLC is a Wisconsin dairy run by three multi-generational dairy farmers. In 2013, Milk Source, LLC made the decision to expand to the Hudson area by purchasing three former dairy farms. These will create 100 new jobs and be operational in the summer of 2014.

### **COMSTAR AUTOMOTIVE USA**

Comstar Automotive USA designs and manufactures starting and charging systems for passenger cars and commercial vehicles. The leading multi-national company, based in India, set up its North American Headquarters in the City of Tecumseh in 2012. With cooperation from the city, they settled in quickly manufacturing Ford engine starters and creating 25 jobs in the process.

### **HOMETOWN HARDWARE**

Hometown Hardware is the City of Morenci's local hardware store. New ownership and continued operation was made possible when a local tile and marble expert was able to use the Lenawee County Business Revolving Loan Fund to help finance the purchase of the store.

### **HOOLIGAN'S GRILL**

Hooligan's Grill is a new restaurant in downtown Adrian that is committed to great food and craft beers especially from regional farmers and breweries. Hooligan's opened in 2012 and was financed in part by the Lenawee County Business Revolving Loan Fund. This investment has added new jobs and even more vibrancy to Adrian's developing downtown.

### **METCAN, INC.**

Metcan, Inc. is a Canadian firm that manufactures additives for steel production. In 2013, Metcan, Inc. created their first U.S. operation in Lenawee County by purchasing a building in the City of Adrian and adding 30 new jobs.

# Celebrating Success

Supporting Local Business Success and Job Growth in Lenawee County

**239**  
NEW JOBS



TOTAL INVESTMENT

TOTAL BUSINESS ATTRACTIONS

**3**

**2012**

NUMBER OF PROJECTS

**14**

NUMBER OF PROJECTS

**15**

**2013**

**5**

TOTAL BUSINESS ATTRACTIONS



TOTAL INVESTMENT

**414**  
NEW JOBS

## The Following Companies are Recognized for Their Projects Within Lenawee County in 2012-2013



# Board of Directors

Dedicated to Initiating, Cultivating and Celebrating Business in Lenawee

**Douglas Kapnick (Chair)** 2012-2014  
Retired Business Executive, Kapnick Insurance Agency

**Paul J. Heidbreder (Vice-Chair)** 2012-2014  
Publisher, The Daily Telegram

**David S. Hickman (Sec/Treas)** 2012-2013  
Chairman of the Board. United Bank & Trust

**Kathryn M. Mohr (2014 Sec/Treas)** 2012-2014  
Attorney at Law, Robison, Curphey & O'Connell, LLC

**Pat Farver** 2013-2014  
President, Blissfield Manufacturing Company

**Rick Gurdjian** 2012-2014  
President, Gurdjian Insurance Group Inc.

**Joe Greulich** 2013  
President, Anderson Development Company

**Timothy Jakacki** 2012-2014  
President, ProMedica Health System

**Steve Krusich** 2012-2013  
Retired Superintendent, Lenawee Intermediate School District

**Dave Maxwell** 2012-2014  
Retired Business Executive, One Lenawee Chairman

**Barb Mitzel** 2012-2014  
Area Manager, Consumer Energy

**James Philp** 2012-2014  
Superintendent, Lenawee Intermediate School District

**Ken Prior** 2013-2014  
VP Manufacturing, Ervin Industries, Inc.

**Joe Williams** 2012-2014  
Community President, United Bank & Trust

**Jeffery Wyatt** 2013, 2014  
President, Venchurs Global

## LENAWEE NOW STAFF

**Jim Van Doren** Executive Director  
**Tim Robinson** Director of Operations  
**Kimberly Fryman** Office Manager  
**Sarah Stanley** Marketing  
**Randy Yagiela** Development

Thank You for Your Support of Economic Development in Lenawee County

# Investors

Adrian Animal Clinic-2012, 2013  
Adrian College-2012, 2013  
Adrian Fabricare Center/Image Center-2012  
Adrian Insurance Agency-2012, 2013  
Adrian Mall-2013  
Adrian Mechanical Services-2013  
Adrian Steel-2012, 2013  
Anderson Development Company-2012, 2013  
Applewood Orchards, Inc.-2012  
Avery Oil & Propane, Inc.-2012, 2013  
Blissfield Manufacturing Company-2012, 2013  
Brazeway, Inc.-2012, 2013  
Charles Gross-2013  
Charter Township of Adrian-2012, 2013  
Charter Township of Clinton-2012  
Christian Family Centre-2012, 2013  
Citizens Gas Fuel Company-2012, 2013  
City of Adrian-2012, 2013  
City of Hudson-2012, 2013  
City of Morenci-2013  
City of Tecumseh-2012, 2013  
Coin-Op Canteen Services, Inc.-2012, 2013  
Consumers Energy-2012, 2013  
County National Bank-2012, 2013  
Dailey Engineering Inc.-2012, 2013  
The Daily Telegram-2012, 2013  
Dave Knapp Ford Lincoln-2012, 2013  
David & Jeanette Maxwell-2012  
Dempsey & Dempsey, P.C.-2012  
Donna Baker & Associates-2012  
Douglas Kapnick-2012, 2013  
Dr. John Lark, DDS-2012  
Ervin Industries-2012, 2013  
Eye Care Center of Lenawee, PC-2012  
First Federal Bank-2012, 2013  
Frank & Shirley S. Dick Endowment Fund -2012, 2013  
Frickers of Adrian-2012  
Gil Henry & Associates-2012, 2013

Gleaner Life Insurance Society, Inc.-2012, 2013  
GLOV Enterprises- 2012, 2013  
Goedert Real Estate-2012, 2013  
Greener Planet Solutions North America-2013  
Greg Bell Chevrolet-2012, 2013  
Gross, Puckey, Gruel & Roof, P.C.-2012, 2013  
Gurdjian Insurance Group, Inc.-2012, 2013  
Hathaway House-2012, 2013  
Hardwoods of Michigan, Inc.-2012, 2013  
Homer Donaldson Company-2013  
Huntington Bank-2012  
Iott Insurance Agency-Blissfield-2013  
ITC Holdings-2013  
Jackson College-2012, 2013  
Jim Driskill-2013  
Jim Sayre-2013  
Kapnick Insurance Group-2012, 2013  
Kemmer-Iott Insurance Agency-2012, 2013  
Kiwanis of Adrian-2012, 2013  
Krieghoff Lenawee Company-2012, 2013  
L&W Engineering-2012  
Legacy Printing-2013  
Lenawee County-2013  
Lenawee Intermediate School District-2012, 2013  
Madison Charter Township-2013  
MASCO Corporation-2012, 2013  
M B Electric-2013

Michigan Gas Utilities-2012  
Michigan International Speedway- 2013  
Midwest Energy Cooperative-2012, 2013  
Milk Source, LLC-2013  
OmniSource Corporation-2012, 2013  
OSB Community Bank- 2013  
ProMedica-2012, 2013  
Rima Manufacturing Company-2012, 2013  
Robertson, Eaton & Owen, P.C.-2012  
Robison, Curphey & O'Connell-2012, 2013  
Rowley Inc.-2012, 2013  
Rudolph/Libbe Companies-2012, 2013  
Sage Foundation-2012, 2013  
Schmidt & Sons Pharmacy-2012, 2013  
SEDCO Division of Primore, Inc.-2012, 2013  
Siena Heights University-2012, 2013  
South Central Michigan Works!-2012, 2013  
Spectrum Printers-2012, 2013  
The Taylor Agency-2013  
TLC Community Credit Union-2012  
Uckele Health & Nutrition-2012, 2013  
United Bank and Trust-2012, 2013  
Uniloy Millicron- 2013  
Venchurs-2012  
Village of Blissfield-2012, 2013  
Village of Clinton-2012, 2013  
Wacker Chemical Corporation-2012, 2013



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