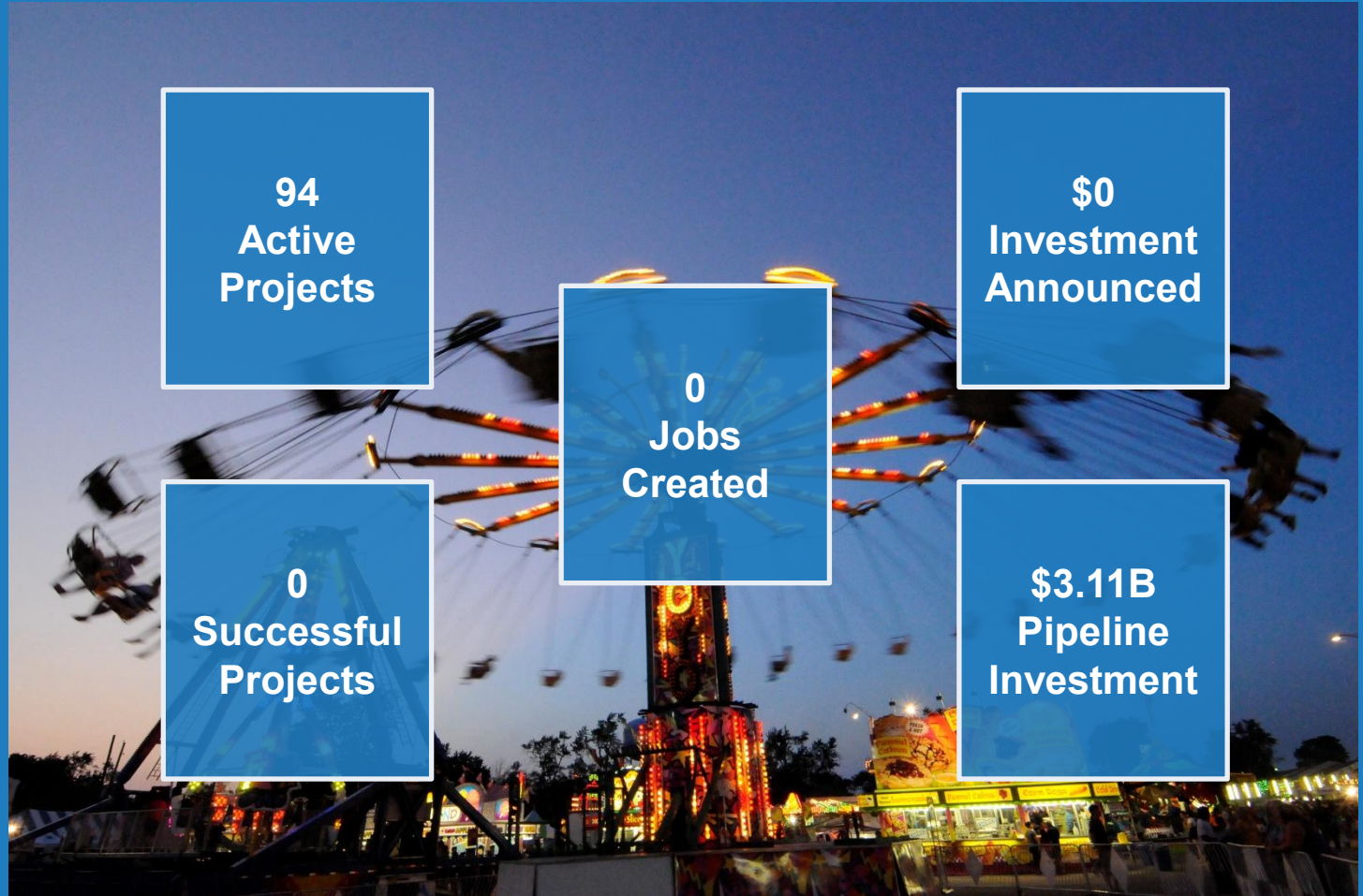


Economic Development Report

March 31, 2026



2026 QUARTER 1



Lenawee Now is a public-private partnership dedicated to economic and business expansion throughout Lenawee County. By attracting new businesses, helping to grow established businesses, and supporting entrepreneurial endeavors in Lenawee, Lenawee Now is creating an economically viable and vibrant region.

What We Do

OUR MISSION:

To preserve existing jobs and foster the creation of more jobs for our citizens and more tax revenue for our communities. To support and collaborate with initiatives to improve the quality of life for all Lenawee County citizens thus making Lenawee County the choice for new and existing business growth.

OUR METHODS:

Lenawee Now functions as a project coordinator for both the communities we support and the companies we serve. Our efforts can be fairly simple, such as compiling information for a company to use in its decision making, or as involved as full project management for large company attractions / expansions.

This can include everything from:

- Connecting clients to proper resources
- Working with clients and or their site selectors to help determine a location for a project
- Managing the incentive paperwork and process
- Advising entrepreneurs on the process to create and grow a business
- Making presentations to key public and private decision makers
- Assist companies in finding and securing financing
- Recruitment of Talent and training efforts

When companies apply for local or state incentives, they fill out applications that require both job creation and investment estimates. Lenawee Now considers these projects a success after they are publicly announced or when the required approval process has taken place for the incentive sought by the company.

Our jobs and investment numbers are based on these project announcements provided by the companies. Whatever role we might play, we report jobs and investments for projects where we have played an active role in helping a company decide to move forward.

What We Do

OUR SERVICES:

1. Business Retention and Expansion (BRE)

- Regular outreach to existing employers to understand and address needs.
- Assistance with navigating local, state, and federal incentive programs.
- Site and infrastructure support for business expansions.
- Crisis intervention to minimize plant closures and layoffs.

2. Business Attraction and Marketing

- National and regional marketing to attract new investment and jobs.
- Site selector engagement, including community tours and data sharing.
- Development of marketing materials and investment pitches.
- Coordination with utility and infrastructure providers on site readiness.

3. Workforce and Talent Development

- Management of talent attraction and retention initiatives.
- Partnerships with local schools, colleges, and training providers.
- Promotion of career awareness and local opportunities for residents and students.
- Development and support of training centers and workforce pipelines.

4. Entrepreneurship and Small Business Support

- Business planning, coaching, and technical assistance for startups.
- Coordination of co-working spaces, incubators, and accelerators.
- Connection to capital, grants, and mentorship resources.
- Facilitation of local and regional business networks.

5. Housing and Community Development

- Leadership and grant support for housing development.
- Collaboration with developers to expand housing inventory across income levels.
- Quality of place investments to attract and retain residents.

What We Do

OUR SERVICES CONTINUED:

6. Infrastructure and Blight Elimination

- Coordination of public-private efforts to improve infrastructure.
- Grant acquisition and project management for brownfield and blight remediation.
- Support for transportation and broadband access projects.

7. Community Revitalization

- Downtown redevelopment and place-based economic strategies.
- Façade improvement programs and small-scale property investments.
- Collaboration with arts, culture, and tourism organizations.

8. Data, Research, and Policy Support

- Provision of economic and demographic data to local governments and partners.
- Support for public policy that enhances regional competitiveness.

9. Regional Collaboration

- Representation of the County in regional economic development initiatives.
- Leveraging multi-county and statewide programs for local benefit.
- Alignment with regional workforce, transportation, and housing strategies.

10. Resident and Stakeholder Engagement

- Public presentations, forums, and updates to increase transparency.
- Collaboration with chambers, schools, nonprofits, and civic groups.
- Grant writing and administrative support for community partners and projects.

Executive Director Update

Dear Partners, Investors, and Community Stakeholders,

As we begin 2026, I am pleased to share that Lenawee County is carrying strong momentum into the new year. The first quarter reflects a high level of activity and continued confidence in our region's economic future.

Lenawee Now is currently supporting 71 active client projects representing the potential for 4,608 new jobs and approximately \$1.78 billion in new private investment. This robust pipeline underscores both the competitiveness of our county and the effectiveness of our collaborative approach to economic development.

In addition to private sector growth, our work in advancing community investment continues to expand. We are proud to be administering a \$15 million enhancement grant on behalf of the City of Adrian, a transformative investment that will strengthen infrastructure and position the community for long-term growth. We are also supporting the administration of a new pedestrian tunnel grant, further enhancing connectivity, accessibility, and quality of place within the community.

Our client activity remains strong, and we anticipate closing two major company expansions in the coming months. These projects will further reinforce Lenawee County's reputation as a place where businesses can grow, invest, and succeed.

As always, our work is grounded in supporting existing employers, attracting new investment, fostering entrepreneurship, and aligning resources to meet the needs of our communities. The progress we are seeing is a direct result of the partnerships we share with local municipalities, regional stakeholders, and state and federal agencies.

Thank you for your continued support and confidence in Lenawee Now. Together, we are building a resilient economy and creating opportunities that will benefit Lenawee County for years to come.

With gratitude,



Patrick Farver
Executive Director

Community Report Card 2021 – 2025

Please join us as we celebrate the successes of the last five years of our collaborative economic development efforts in Lenawee County.

Type	New Jobs	Retained Jobs	Investments
Attractions	279	25	\$36,101,000
Existing Business Growth	77	851	\$39,675,784
Start-Ups	30	1	\$13,884,500
Total	386	877	\$89,661,284

Community Grants Secured 2021 – 2025

Type	State	Federal	Total
Workforce Development	\$10,340,040	\$135,000	\$10,475,040
Community Development	\$18,056,276	\$4,000,000	\$22,056,276
Business Development	\$1,351,225	\$0	\$1,351,225
Total	\$29,747,541	\$4,135,000	\$33,882,541

The Project Pipeline

January 1, 2026 – March 31, 2026

These metrics track projects that are /were in our pipeline this period / YTD.

Project Pipeline

	Q1	YTD
•New Projects	23	23
•Projects in Pipeline	99	99
•Open Projects as of 4/1/26	71	N/A
•Potential New Jobs	4,608	N/A
•Potential New Investment	\$1.78B	N/A

Metrics of success are recorded when Lenawee Now assists projects that successfully create jobs and/or investment in the community.

Success Metrics

•Successful Projects	0	0
•Companies Created	0	0
•New Jobs	0	0
•New Investment	\$0	\$0

RFP Responses: Number of responses to prospect attraction requests. **Other Services:** # of services provided to clients outside of RFP responses. **Attraction Visit:** # of in-person visits from attraction clients.

Activity Metrics

•RFP Responses	11	18
•Other Services Provided	98	98
•Attraction Site Visits	0	0

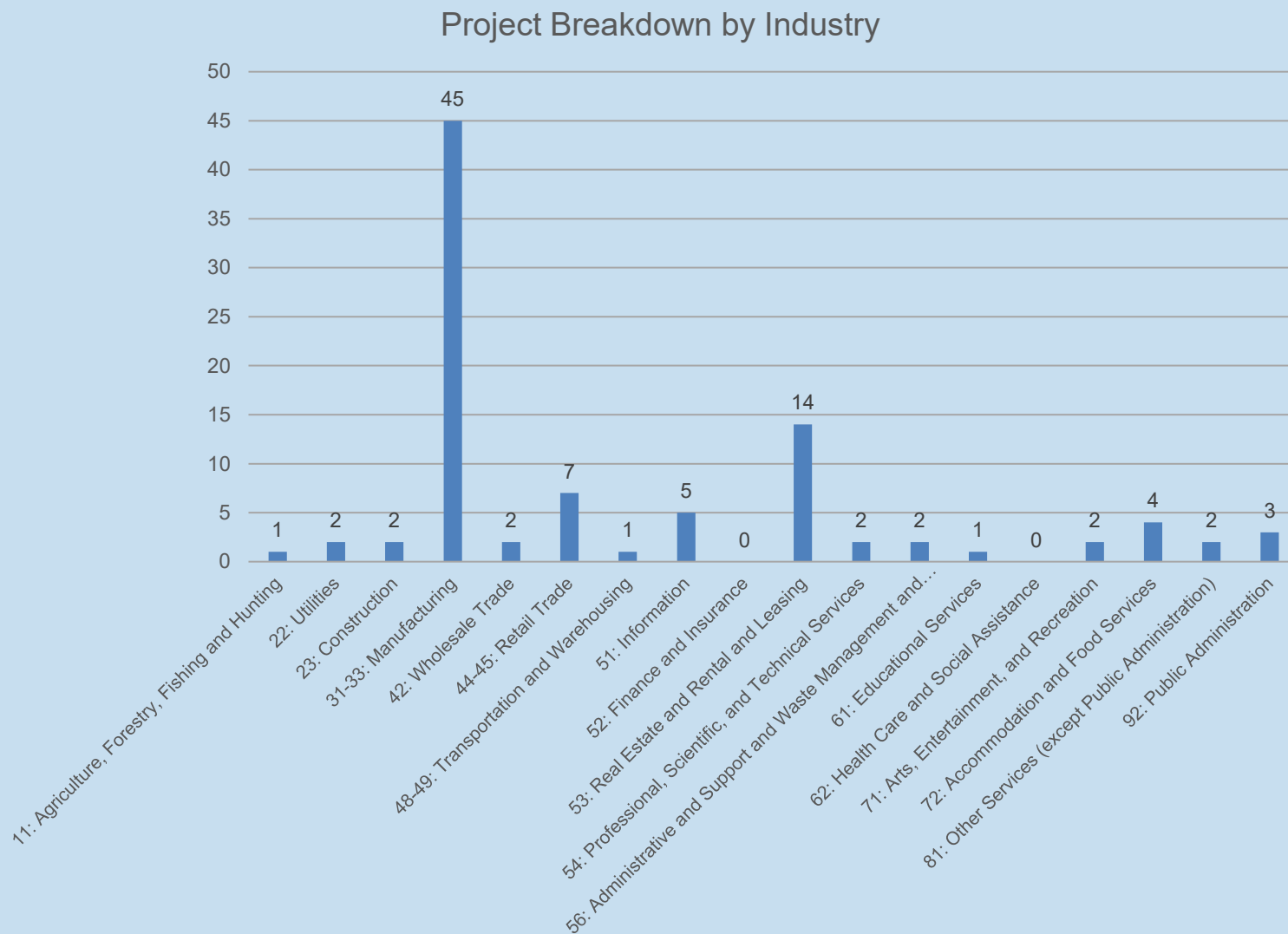
The Call Program is Lenawee Now's outreach program to local employers (private & public). These visits are made to build relationships, identify projects, and connect employers to community resources.

Call Program

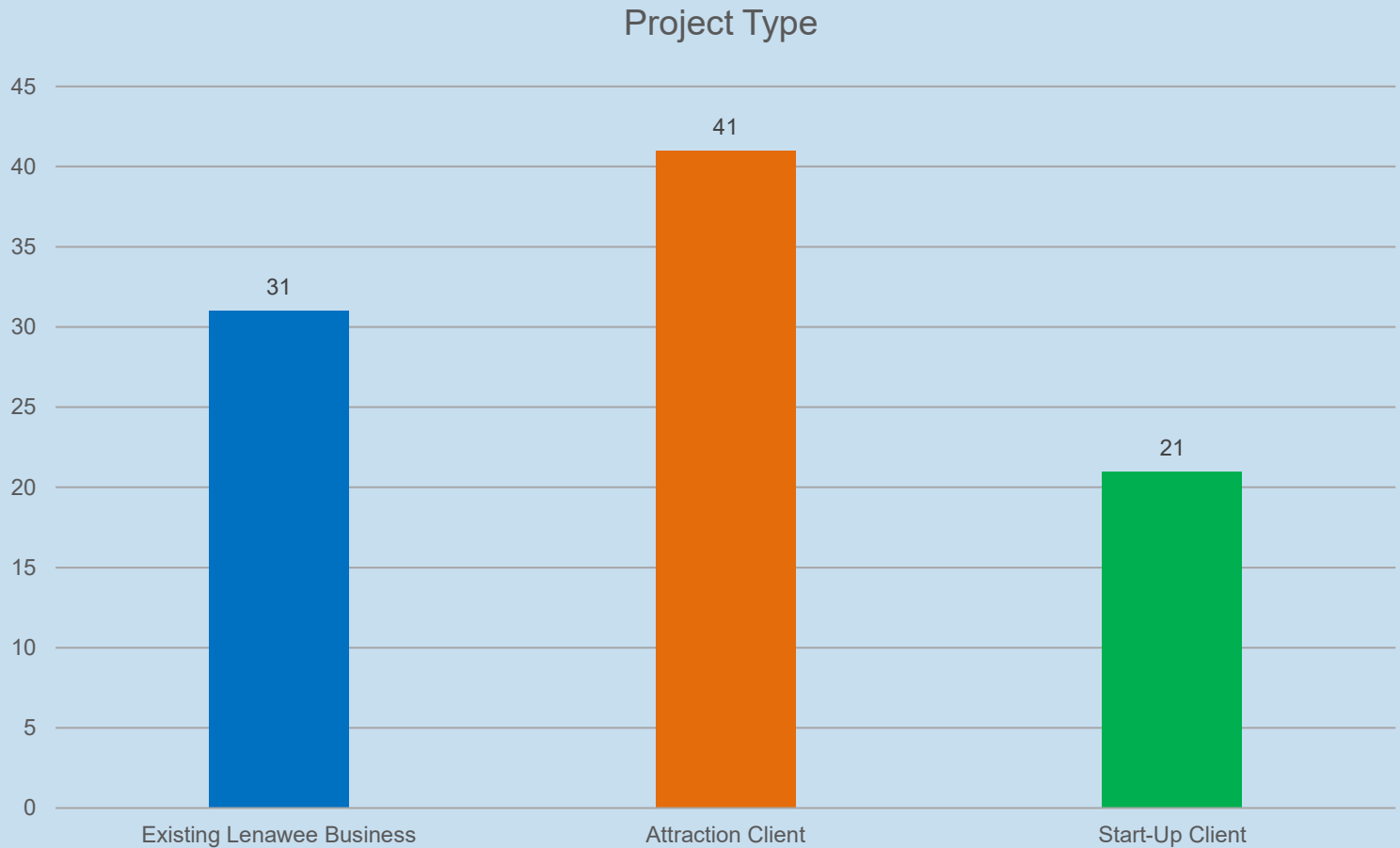
•Company Visits	3	3
•FTEs at Companies Visited	179	179

Lenawee Now celebrates all projects that may have an impact on our county. We do not count jobs and investments where we were not directly involved.

Projects by Cluster – YTD



Projects by Client Type – YTD



Call Program 2026

Client	Location	Sector	Call Date
Aerospace Services and Products, Inc	City of Hudson	31-33: Manufacturing	2/2/2026
Diamond Jims Pool Hall	City of Adrian	71: Arts, Entertainment & Recreation	2/3/2026
Midwest Metals	City of Adrian	31-33: Manufacturing	2/10/2026

The Call Program is a core economic development strategy that involves proactively outreaching and engaging with our existing employer base to determine where they face opportunities and challenges. These calls allow us to:

- Gather information about local businesses that can be aggregated to reveal trends
- Determine valuable resources that can assist in the client's development
- Identify growth projects that require assistance
- Serve as an ombudsman between businesses and government

Proactive outreach helps companies address challenges before they become problems, supports their continued growth and helps them see that our area is invested in their success. Companies go where they are wanted and stay where they are appreciated.

Social Media Analytics



Q1

2026 YTD

Social Media Impressions

231,474

231,474

The number of times a post or story showed up in different users' feeds throughout its lifetime.

Social Media Interactions

5,345

5,345

Number of times that users engaged (liked, commented, shared, etc.) with a post during its lifetime.

Website Visits

7,752

7,752

You Tube Video Views

358

358

New Followers

113

113

Total Followers

5,367

2026 QUARTER 1

Donors

CHAIRMAN'S CLUB



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION



PRESIDENT'S CLUB



PACESETTER

Adrian Insurance Agency
Adrian Mechanical Services
Adrian Steel
Bank of Ann Arbor
Brown & Nofzinger, PC
Charter Township of Adrian
Charter Township of Madison
City of Hudson

City of Morenci
Clift Buick GMC
Dailey Engineering, Inc.
Dempsey & Dempsey, P.C.
GLOV Enterprises
Greater Ann Arbor Region (GAAR)
Gurdjian Insurance Group, Inc.
HB Steele

ITC Holdings
Krieghoff Lenawee Company
Meredith A. Francis, CPA, P.C.
Midwest Energy & Communications
Rima Manufacturing Company
Rudolph / Libbe Companies
Sage Foundation
Spectrum Printers

Uckele Health & Nutrition
Village of Clinton

Contract Details



Lenawee Now

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