

Economic Development Report

June 30, 2026



2026 QUARTER 2



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,

At the midpoint of 2026, Lenawee County continues to demonstrate that strategic collaboration, strong partnerships, and a commitment to long-term growth are producing meaningful results. While economic uncertainty persists in many parts of the country, our community continues to attract investment, support business expansion, and create opportunities for future prosperity.

Lenawee Now is currently assisting **client projects** representing the potential for **5,605 new jobs** and more than **\$3.1 billion in prospective private investment**. These numbers reflect not only a growing pipeline of opportunities but also the confidence that companies continue to place in Lenawee County as a location to invest and expand.

During the second quarter, we celebrated the successful completion of two client projects that will bring **41 new jobs** and more than **\$43 million in private investment** to our region. While these successes are significant, they also represent just a small portion of the many projects currently moving through our development pipeline.

Our work extends well beyond business attraction. We continue administering the State of Michigan's **\$15 million Enhancement Grant**, supporting transformational infrastructure investments throughout the City of Adrian while also assisting with the implementation of the new pedestrian tunnel project. These initiatives strengthen our communities, improve quality of place, and help create the conditions necessary for future private investment.

Behind every project is a network of partners working toward a common goal. We remain grateful for the support of our local governments, investors, businesses, educational institutions,

state and federal partners, and countless community leaders who make this work possible. Economic development has never been the work of one organization, it is the product of communities choosing to invest in their own future.

As we look toward the second half of the year, our pipeline remains exceptionally strong, and we are optimistic about the opportunities ahead. We appreciate your continued confidence in Lenawee Now and your commitment to building a stronger, more resilient Lenawee County.

As I reflect on the progress we have made together this year, I am reminded that economic development is not simply about the projects we announce or the investments we celebrate. It is about creating the conditions that allow businesses to succeed, communities to thrive, and future generations to prosper. This work requires patience, partnership, and a shared vision for what Lenawee County can become. I am grateful to be on that journey with all of you.

With gratitude,



Patrick Farver
Executive Director
Lenawee Now

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 – June 30, 2026

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

Project Pipeline

	Q2	YTD
•New Projects	50	72
•Projects in Pipeline	138	143
•Open Projects as of 7/1/26	113	N/A
•Potential New Jobs	5,605	N/A
•Potential New Investment	\$3.1B	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	2	2
•Companies Created	1	1
•New Jobs	41	41
•New Investment	\$43M	\$43M

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	10	28
•Other Services Provided	162	279
•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	4	8
•FTEs at Companies Visited	478	757

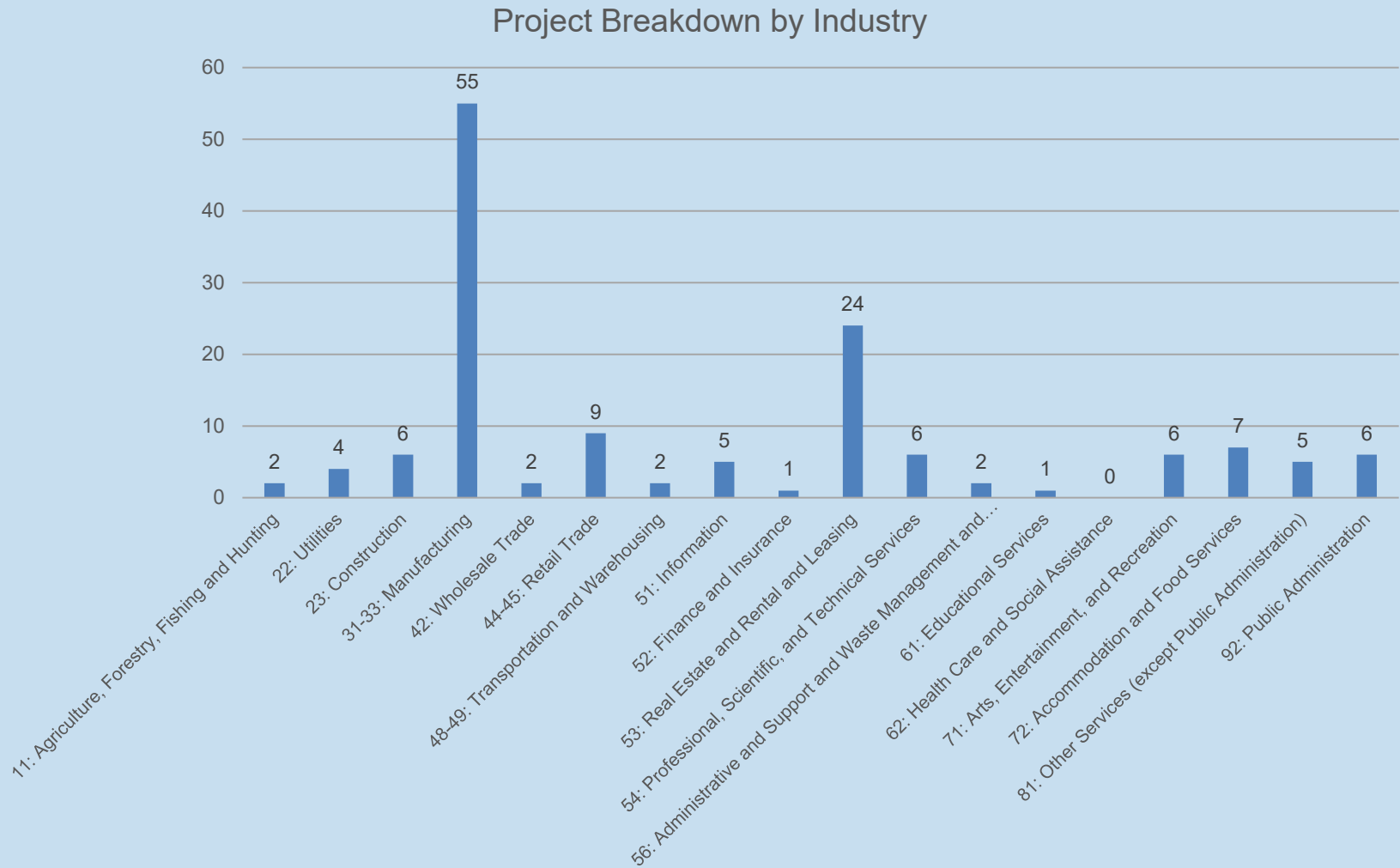
Lenawee Now celebrates all projects that may have an impact on our county. We do not count jobs and investments where we were not directly involved.

2026 Successes

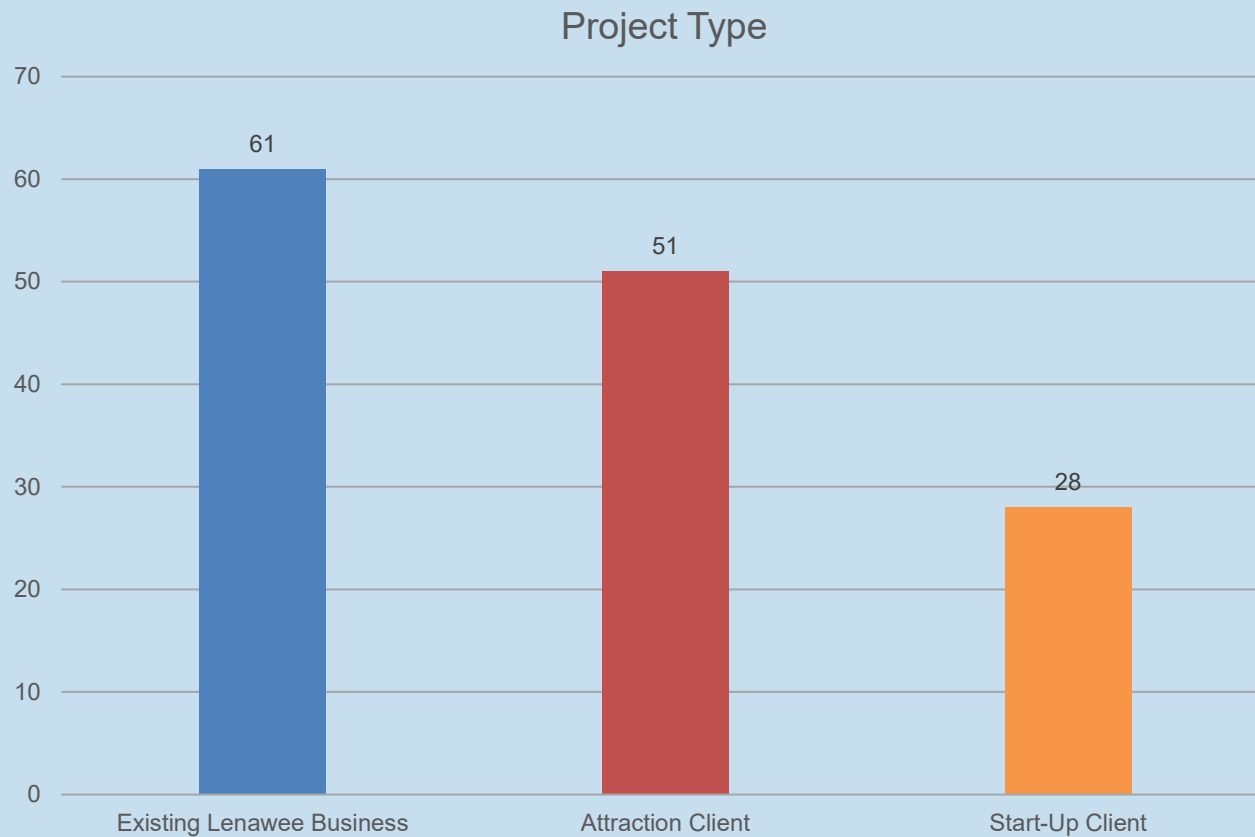
January 1, 2026 – June 30, 2026

Client	Client Type	Sector	New Jobs	Investment
M Cuts	Start-up	61: Educational Services	1	
Adrian Steel	Existing Business	31-33: Manufacturing	40	\$43,453,278
		TOTAL	41	\$43,453,278

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	48-49: Transportation & Warehousing	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
GLOV Enterprises	City of Tecumseh	31-33: Manufacturing	2/26/2026
Adrian Steel	City of Adrian	31-33: Manufacturing	4/9/2026
Slusarski Excavating and Paving	City of Adrian	23: Construction	4/29/2026
Convenient Lab Services	Village of Blissfield	54: Professional, Scientific, Technical Services	5/18/2026
BOR Meats	City of Tecumseh	31-33: Manufacturing	6/23/2026

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



Q2

2026 YTD

Social Media Impressions

97,450

328,924

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

Social Media Interactions

9,478

14,823

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

240

598

New Followers

182

295

Total Followers

5,549

Donors

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Village of Clinton

Contact Details



Lenawee Now

Tim Robinson, CEcD, Director of Operations

tim@lenaweenow.org

517.265.5141