



LAPEER DEVELOPMENT CORPORATION

2018
ANNUAL REPORT

From The Chairmen



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

Bruce Cady, Chairman

Economic Club of Lapeer County

Paul Bowman, Chairman

Fran VanHaften, Office Manager; Nancy Sommerville, Office Assistant

Lapeer Development Board of Directors



Bruce Cady, Chairman
Chairman & CEO
Lakestone Bank & Trust



Andrew Harrington,
Vice Chairman
President
H & H Tool, Inc.



Dale Kerbyson, Secretary
Manager
City of Lapeer



Monique Holliday-Bettie,
Treasurer
Principal Account Manager
DTE Energy



John Biscoe
Administrator/Controller
Lapeer County



Paul Bowman
Supervisor
Almont Township



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



Curt Carter
Retired, Chairman of the Board
Lapeer County Bank & Trust



Michael Connors
Manager
Village of Almont



Daniel Deshetsky
Production Threaded Parts

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

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

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.

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.

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:

- **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.

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. 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

- **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.

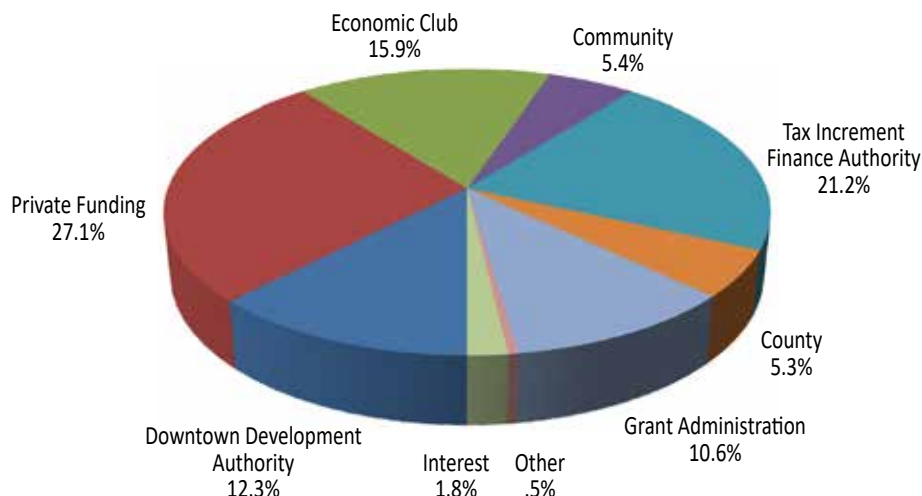
Other Business Incentives

- **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.

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)



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.



Gallop Brush Company

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

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.



Stone's Throw Theater, 1st Prize



Peaceful Moon Yoga, 2nd Prize

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.

Helping Business Grow & Succeed

Statistical Overview

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

Community Grant Writing Assistance

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:

Grant Information

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

Economic Club Speakers

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



Dr. Charles Ballard
Department of Economics
Michigan State University



Robert Beekman
FBI Agent, Lead Investigator
Kwame Kilpatrick Case



Dan Gilmartin
Executive Director & CEO
Michigan Municipal League



Michael Lee
Managing Editor
Crain's Detroit Business



Cynthia Pasky
President & CEO
Strategic Staffing Solutions



Debbie Stabenow
U.S. Senator

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. 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



Dr. David E. Cole
Chairman
Center for Automotive
Research

Economic Club Speakers



Mary Sue Coleman
President
University of Michigan



Rob Collier
President & CEO
Council of Michigan
Foundations



Charles Conaway
CEO
Kmart Corporation



Mort Crim
Senior News Editor
& Senior Anchor
WDIV-TV4



Ric DeVore
Regional President
PNC Bank



Dr. James J. Duderstadt
President
University of Michigan



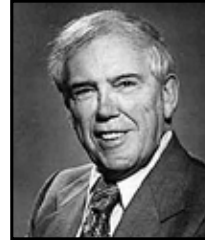
Tony Fernandez
EVP and Chief Supply
Chain Officer
Pinnacle Foods Group LLC



Craig Fitzgerald
Partner
Strategic Planning &
Global Services
Plante & Moran, PLLC



**Barbara
Hackman Franklin**
29th U.S. Secretary
of Commerce



Douglas A. Fraser
Former President
United Auto Workers



George Fulton, Ph.D.
Director, Center for Labor
Market Research,
Dept. of Economics
University of Michigan



Dan Gaydou
President
MLive Media Group



Ron Gettelfinger
President
UAW International



Tom Goss
Athletic Director
University of Michigan



Jennifer Granholm
Governor
State of Michigan



Mark Hackel
Macomb County Executive



Ernie Harwell
Major League Sports
Broadcaster



Wen Hemingway
President
Baker College of Flint



Brandon Hofmeister
VP Governmental
& Public Affairs
Consumers Energy



Mark Hollis
Athletic Director
Michigan State University



David C. Hollister
Director, Michigan Dept. of
Labor & Economic Growth
Consumer & Industry Services



Carole Leigh Hutton
Publisher & Executive Editor
The Detroit Free Press



Christopher Ilitch
President & CEO
Ilitch Holdings, Inc.



Philip Incarnati
President & CEO
McLaren Health Care Corp.



George Jackson
President & CEO
Detroit Economic Growth
Corporation



David W. Joos
President & CEO
CMS Energy



Samuel Kahan
Senior Economist
Federal Reserve Bank of
Chicago's Detroit Branch



Bill Keenist
Vice President of
Communications,
Sales & Marketing
The Detroit Lions



Marilyn Kelly
Michigan Supreme
Court Justice



Mary L. Kramer
Publisher
Crain's Detroit Business

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 Littner
Senior Vice President &
Chief Economist
Comerica Bank



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



Cardinal Maida
Archdiocese of Detroit



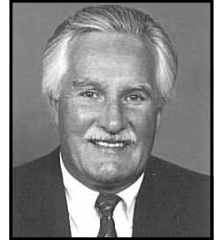
Timothy M. Manganello
Chairman & CEO
BorgWarner Inc.



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 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



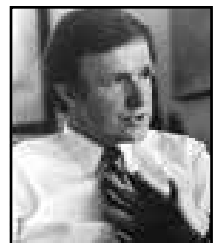
Gary Peters
United States Senator



George Plimpton
Author & Adventurer



Dick Purtan
Detroit Radio Personality



Senator
Donald Riegler
United States Senate

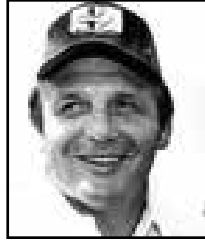
Economic Club Speakers



M. Joseph Roberson
Director of Athletics
University of Michigan



Doug Rothwell
President & CEO
Business Leaders for
Michigan



Joseph P. Schmidt
NFL Hall of Famer
President, Joe Schmidt
Sales, Inc.



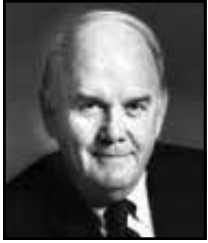
Bill Schuette
United States
Congressman



Dr. Richard Shaink
President
Mott Community College



JoAnne Shaw
President
The Coffee Beanery, Ltd.



Neal Shine
Publisher
Detroit Free Press



Richard Shoemaker
Vice President
UAW International



Lou Anna K. Simon
President
Michigan State University



Paul W. Smith
WJR



David G. Sowerby
Senior Portfolio Manager
Investment Economist
Beacon Investment Co.



Christopher J. Steffen
Executive Vice
President - Finance
Chrysler Motors



Robert C. Stempel
Executive Director
Energy Conversion
Devices, Inc.



Kirk Steudle, P.E.
Director
Michigan Department
of Transportation



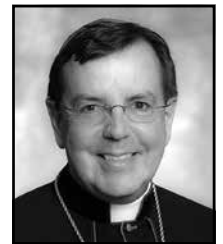
Clifford W. Taylor
Michigan Supreme
Court Justice



Mark Taylor
President and CEO
Genesys Health System



Paul Traub
Business Economist
Federal Reserve
Bank of Chicago



His Excellency
Allen H. Vigneron
Archbishop of Detroit



Dr. Beverly Walker-Griffea
President
Mott Community College



Al Warren, Jr.
Vice President,
Industrial Relations Staff
General Motors



Brian Whiston
Superintendent of
Public Instruction
Michigan Department
of Education



Craig Williams
Director
Bishop International Airport



Tom Wilson
President & CEO Palace
Sports & Entertainment



Robert P. Young, Jr.
Chief Justice
Michigan Supreme Court

Economic Club of Lapeer County

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 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

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Lapeer, Michigan 48446
810-667-0080 Fax: 810-667-3541
Email: lapeer@lapeerdevelopment.com
Website: www.lapeerdevelopment.com