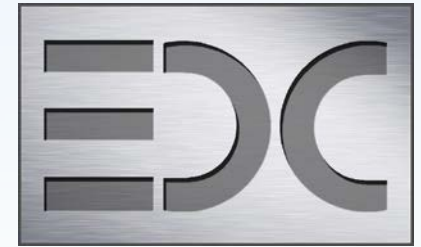


Tyrone Township

August 15, 2017



SPARK
@nn arbor usa



1. The Role of SPARK/EDCLC
2. Our Work in Tyrone Township
3. Looking ahead

AGENDA

A photograph of a calm lake at dawn or dusk. A wooden dock with several vertical posts extends from the left side into the water. The water is very still, reflecting the sky and the surrounding trees. A light mist hangs over the water's surface. In the background, there is a line of green trees under a clear, light blue sky.

“Ann Arbor SPARK will advance the economy of the Ann Arbor region by establishing the area as a desired place for business expansion and location... by identifying and meeting the needs of business at every stage, from those that are established to those working to successfully commercialize innovations.”

MISSION STATEMENT

Our work in Livingston County has resulted in...



\$272.5
Million in new investment commitments



1162
New job commitments



\$6.9
Million in state funds leveraged



17,279
Employees at companies visited by SPARK



\$167
Million in total payroll impact



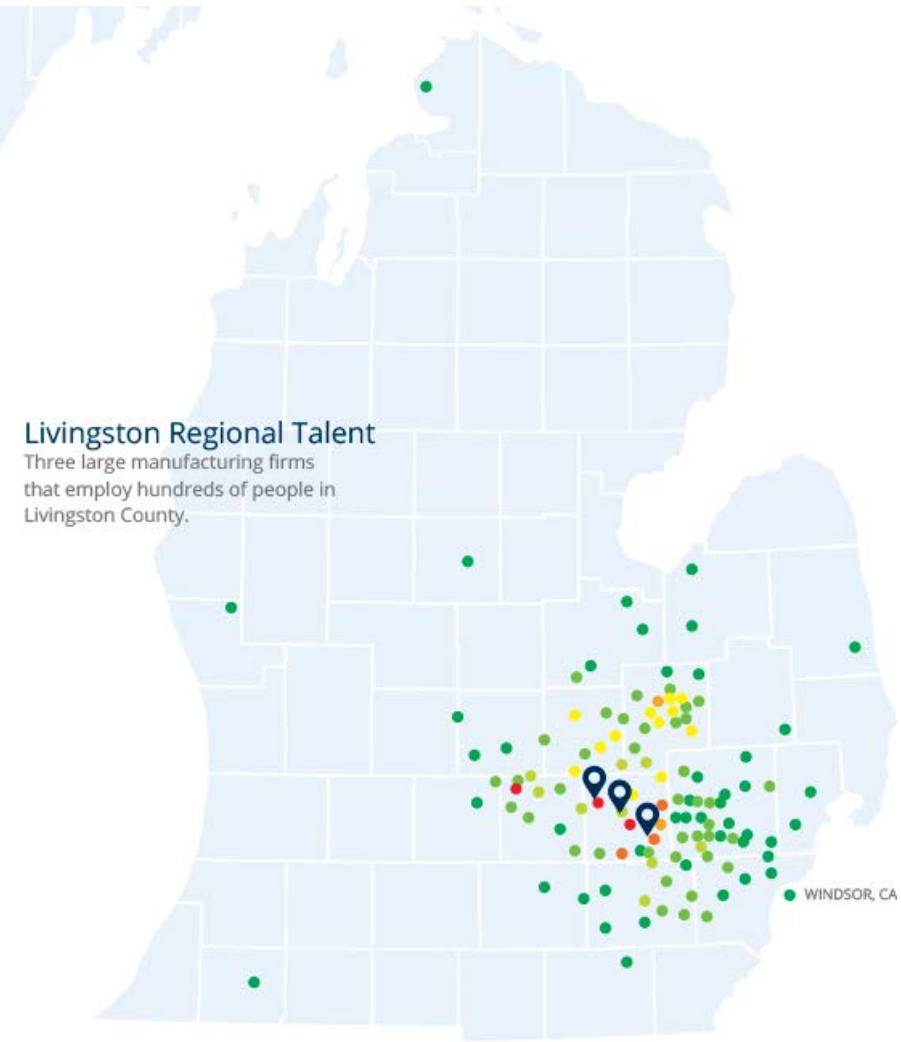
Budget per resident for Economic Development in MI

VS



Livingston Regional Talent

Three large manufacturing firms that employ hundreds of people in Livingston County.



Highest Concentration of Employees to Lowest

● FINDLEY, OH



BUSINESS ENGAGEMENT

Private sector outreach and support to ensure company retention



TURNKEY PROJECT MANAGEMENT

Incentive identification and management, resources and referrals



TALENT SERVICES AND SOLUTIONS

Finding the right people



COMMUNITY ASSISTANCE

Collaborate to achieve public sector goals



Ann Arbor SPARK helps companies
FIND THE BEST

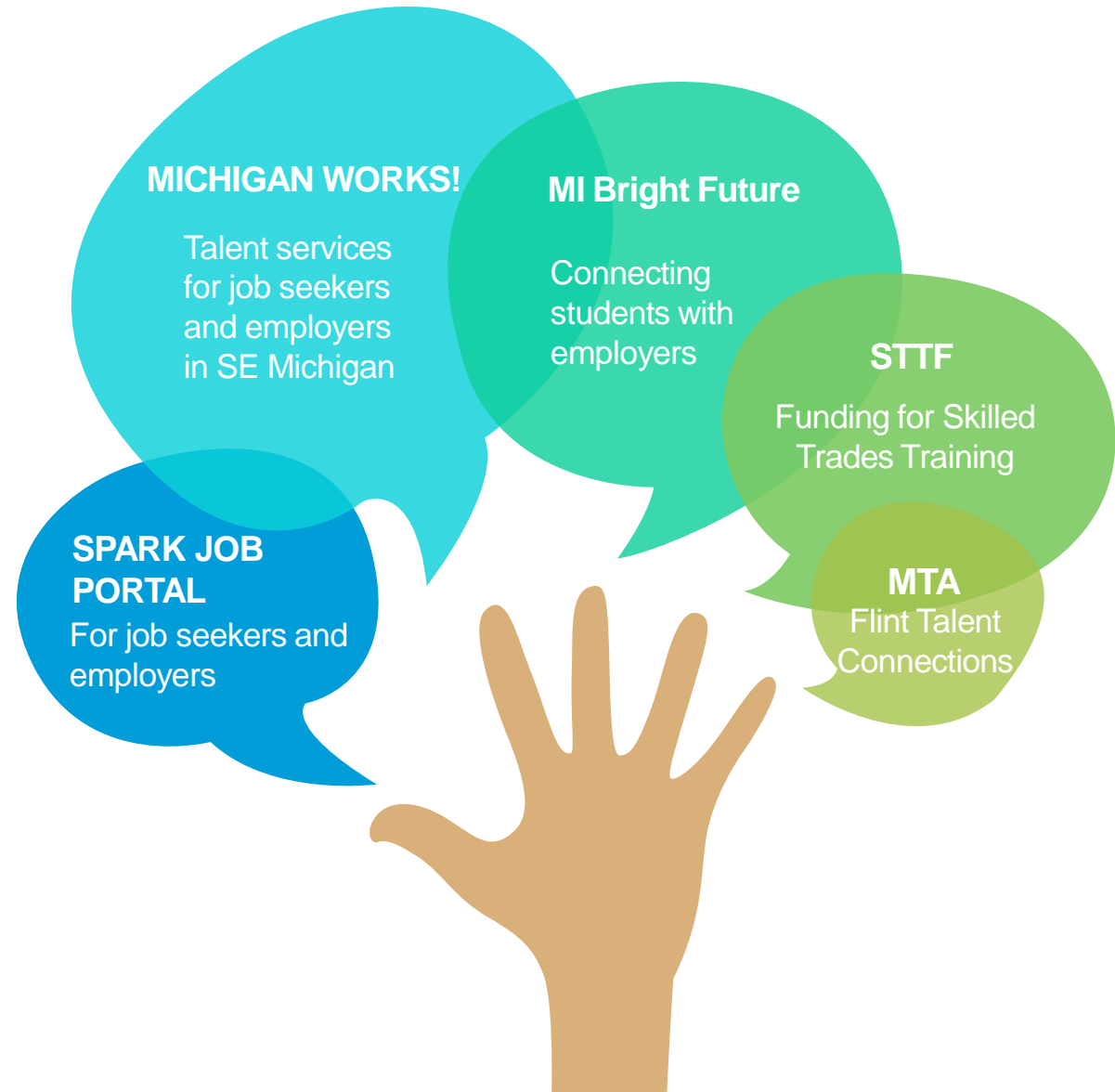
TALENT

CLOSING THE TALENT GAP

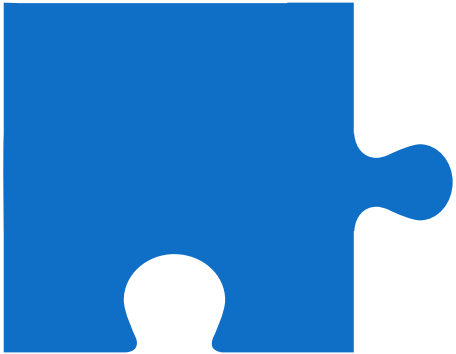
SPARK's staff works closely with a wide range of partners to ensure our workforce is trained to meet the needs of the community.

Looking Ahead...

- The **Livingston County Early College** program will make it possible for high school students to graduate with credit toward an Associate's Degree if they choose to take a (free!) fifth year of classes
- Governor Rick Snyder recently released a list of **Career Pathway** recommendations to address the talent needs of employers

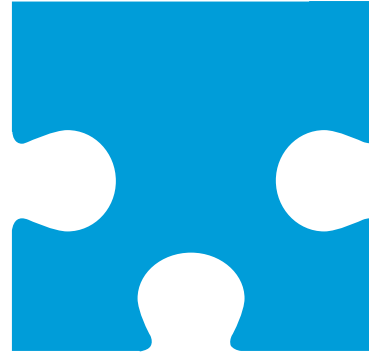


MUNICIPAL SERVICES



COMMUNITY/ ECONOMIC DEVELOPMENT

- Redevelopment Ready Communities
- Economic Development Strategies
- Brief Economic Impact Studies
- Economic Development Technical Assistance
 - Grant Support and Technical Assistance
 - EPA Brownfields Assistance
- Workforce Development Strategies
- Resources for State Incentive Programs



DATA

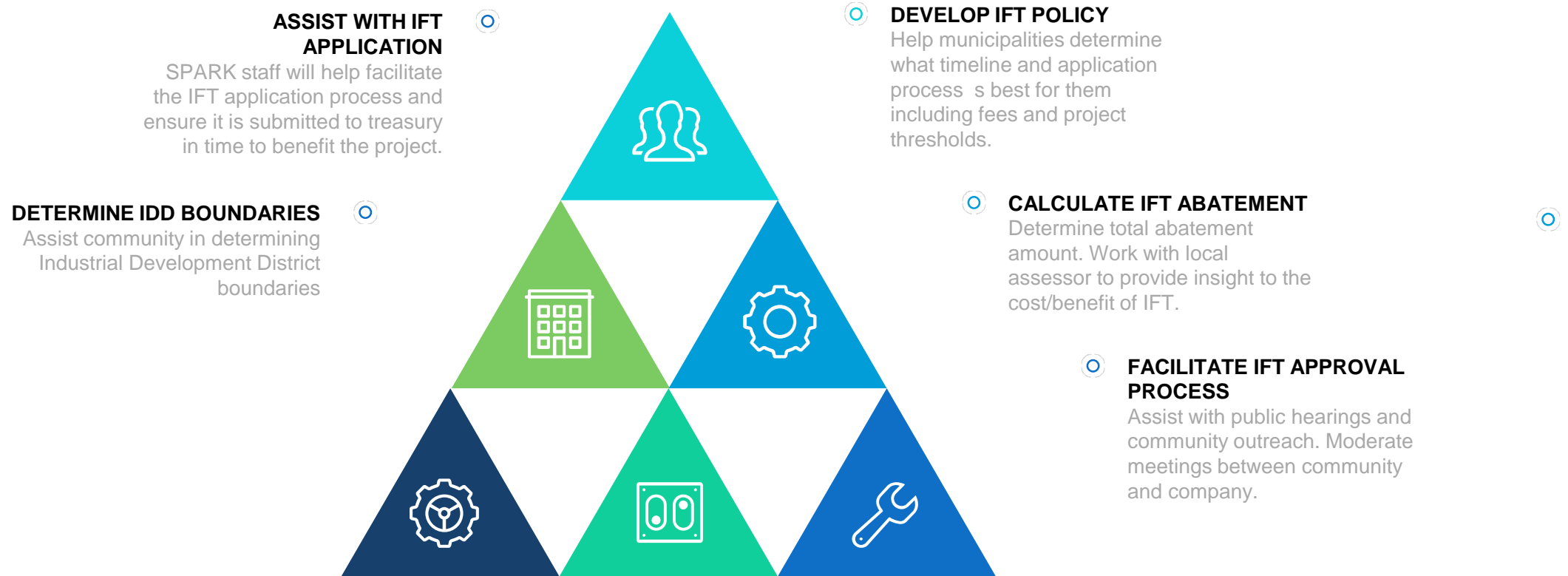
- Demographics and Economic Indicators
 - Graphics
 - GIS/Mapping
- Retail Market Gap Identification
- Location Quotients/ Shift Share Analysis



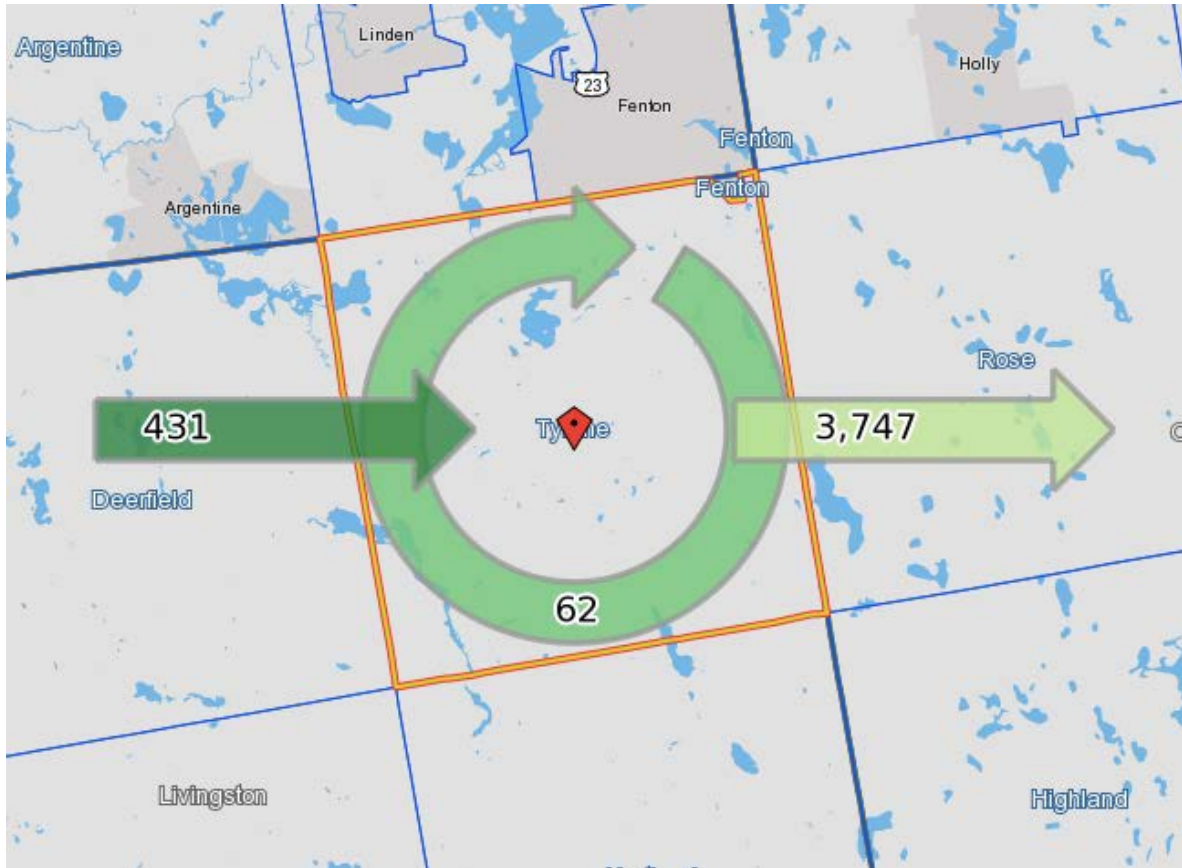
DEAL STRUCTURING/ NEGOTIATION

- TIF Projections
- Pro-Formas
- PA 198's

PA-198 INDUSTRIAL FACILITIES TAX EXEMPTION



HOW THE EDCLC SERVES TYRONE TOWNSHIP



Tyrone Township is a bedroom community

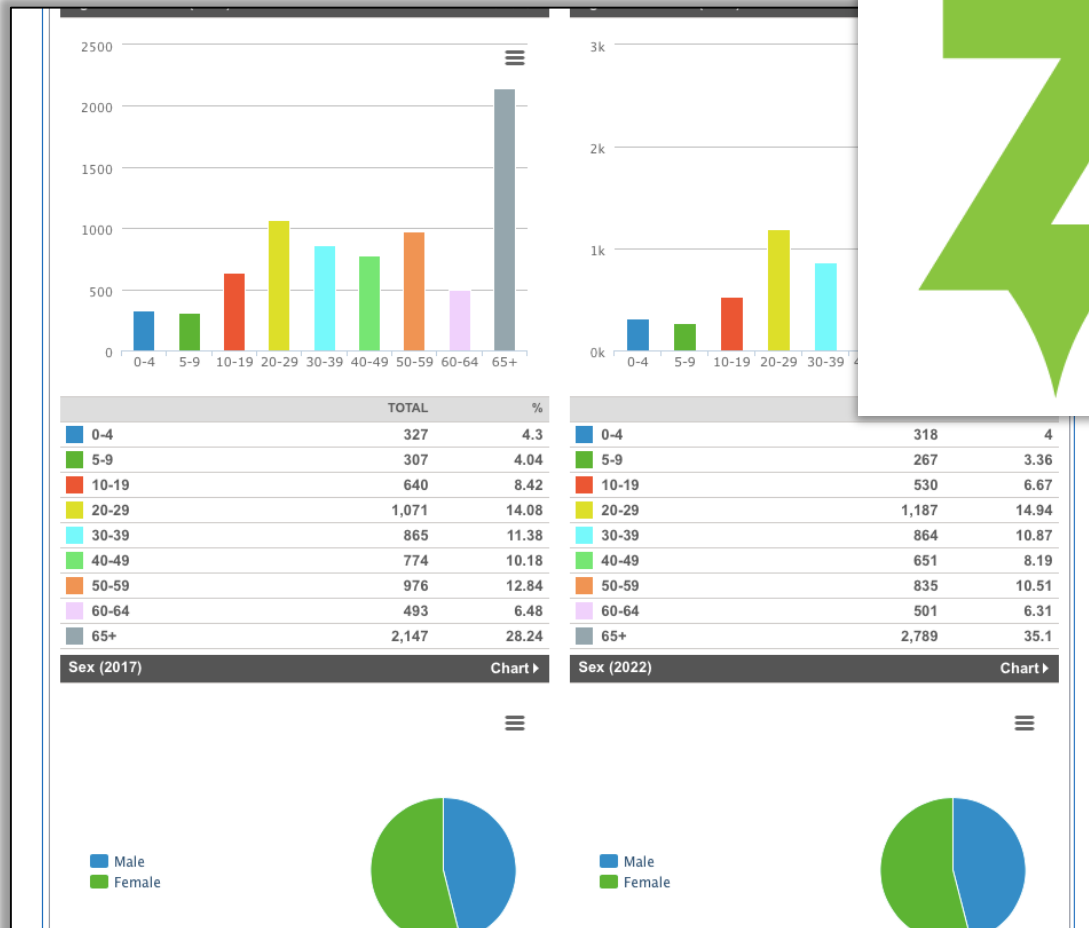
98.4% of Tyrone Township residents commute outside of the Township for work.

County-wide economic development efforts keep Tyrone Township residents employed



Using data from Zoom Prospector, SPARK's team can provide assistance with:

- Data and demographics for business attraction and marketing
- Labor market overview
- Retail gap analysis/ leakage reports, consumer expenditures
- Inventory of commercial/industrial property listings
- Talent needs analysis
- Company information and NAICS classification



Looking Ahead...

Livingston County ECONOMIC ANALYSIS



TALENT

The local job market does not adequately serve residents with a Bachelor's Degree or higher

Focus business attraction efforts on companies with high-wage and high-skill opportunities



LAND USE

Livingston County lacks "shovel-ready" greenfield sites for large job-creating projects

Identify potential barriers for large job-creating projects and develop strategies to mitigate them



BENCHMARKING

Workers who are employed in Livingston County often reside elsewhere. Residents who live in Livingston County often work elsewhere.

Develop strategies to reduce the commuting burden for workers and residents.

ALEX WEST

Director of
Research
alex@annarborusa.org

**JENNIFER
OLMSTEAD**

Senior Business
Development Manager
jennifer@annarborusa.org

**SPARK HQ
TEAM**

**LIVINGSTON
COUNTY
TEAM**

**MARCIA
GEBAROWSKI**
Director of Business
Development
marcia@annarborusa.org

JULIA UPFAL
Business Development
Manager
julia@annarborusa.org

ANNA ZINKEL
Lead Business
Development
Manager
anna@annarborusa.org

PHIL SANTER
SVP of Business
Development
phil@annarborusa.org

**MICHIGAN
ECONOMIC
DEVELOPMENT
CORPORATION**

RYAN HUNDT
Region 9 Business
Development
Hundtr1@michigan.org

**UTILITY
PARTNERS**

CAROLYN BENNETT
DTE Energy, Economic
Development Manager
bennettc@dteenergy.com

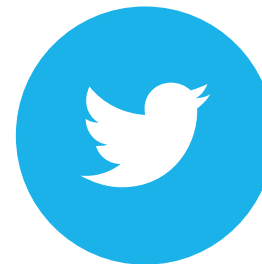
MICHELE EATON
Consumers Energy,
Economic Development
Manager
Michele.Eaton@cmsenergy.com



THANK YOU



Ann Arbor SPARK



@AnnArborSPARK



www.LivingstonEDC.org