Economic Development Partners,

You will see on the following pages of this report, that because of your continued commitment to economic development, we have been able to work with over 460 clients this past year, setting an all time record for the LSCP. Without your support, our team would not have the expertise and resources to provide these critical business development services.

In 2015, we saw our talent development efforts really blossom in response to our investor’s needs and we see this continue to be an area of focus into 2016 along with expanding our legislative advocacy to the federal level.

Collaboration continues to be the name of the game and we recognize that the successes we are sharing here in our annual report could not be accomplished without our investors and partners across the region.

At the end of the day, successful economic development generates wealth in the community. As you review the information contained in this annual report, take note of the stability in Marquette County’s wealth indicators over the last five years.

I am sure you will agree that this is no time to get complacent in our development efforts and keeping the pedal to the floor in 2016 will be important. From the board of directors and staff of the LSCP, we truly thank you for your continued support and look forward to working with you in the new year.

Respectfully,

Amy J. Clickner
Chief Executive Officer

Core Values

Leadership
Consistently lead economic development efforts across the region, leveraging its staff, resources and partners to spearhead major project efforts, secure collaborative support for key initiatives and deliver measurable value to its constituents.

Expertise
Regionally recognized and respected for its economic development expertise, its track record of delivering tangible results and its highly capable, credible staff.

Focus
Maximize its positive impact on the region by remaining clearly and consistently focused on its core economic development mission, and by relentlessly pursuing its carefully crafted, publicly stated agenda.

Integrity
Consistently earn the respect and trust of its clients, partners and peers by acting with honesty, integrity and professionalism in all business dealings.

The Lake Superior Community Partnership's mission is to stimulate and sustain a vibrant regional economy by facilitating economic growth and prosperity.
The LSCP had many reasons to celebrate this year...

Became Career Jump Start’s Region 1 resource for promoting skilled trades training programs

Recognized 38 businesses who created a total of 484 new jobs through the Plus One program

Range Bank & Mike Skytta won Distinguished Service Awards at the Annual Dinner

Ambassadors travel to Lansing with six counties to meet with government officials

12th Line Tech class graduates

17th Lake Superior Leadership Academy class graduates

Swanberg achieves Certified Economic Developer status

Three team members completed the Michigan Economic Developers Association (MEDA) Basic Course

Marquette County Ambassadors take their first fall trip to Lansing

O’Brien becomes Certified Local Labor Market Information User

Clickner elected VP of MEDA board

Business Development team set a record for client visits with 464
The LSCP provides a full range of business development services that address the challenges and opportunities that businesses face in all stages of their development. The economic development team works collaboratively with public and private sector partners in assisting our business development clients.

### 2015 IN NUMBERS

<table>
<thead>
<tr>
<th>Service</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>General business development/Consulting</td>
<td>424</td>
</tr>
<tr>
<td>Retention of existing businesses</td>
<td>395</td>
</tr>
<tr>
<td>Business financing</td>
<td>62</td>
</tr>
<tr>
<td>Business plan development</td>
<td>84</td>
</tr>
<tr>
<td>Site location services</td>
<td>80</td>
</tr>
</tbody>
</table>

- Marketing assistance: 86
- Talent development: 65
- Technical assistance: 73
- Advocacy: 10

Total Clients: 464
Economic Development Corporation

The LSCP provides support and staff to the Economic Development Corporation (EDC) of Marquette County, who holds and administers a revolving loan fund to provide capital to businesses not served by traditional lending sources.

Served 9 clients

$1,015,000 in loan proceeds

Supported 329 jobs in Marquette County
Jensen Case Management continued to grow in 2015 with the help of LSCP.

The Business Development team works hard to help client ideas turn into thriving businesses.

Pike Distributors, Inc. and Lakestate Industries worked together on a fundraising promotion after meeting at Business After Hours.

Our events help partners make the connections that matter.

“The LSCP marketing department assisted with many details of the U.P. Energy Summit including marketing, registration and day of logistics. Their support saved our staff quite a bit of time. This event is very important to our region and we are pleased to know we can trust that the LSCP will execute all of the details in a timely and professional manor. All of the attendees were very pleased with the event and we are so thankful to the LSCP team for all of their hard work.”

Brett French, American Transmission Company
**GROW**

We have the tools to help businesses find the perfect location.

The Marketing Department, Inc. found an office location in Marquette with the help of the LSCP Business Development Team.

**ADVOCATE**

The LSCP team advocates for companies in Marquette County at the state and federal level.

“Cliffs Natural Resources has had a long and valued affiliation with the LSCP. Over the years, the LSCP has played a critical role in helping Cliffs build collaborative relationships with community leaders in Marquette County. The strong support that Cliffs enjoys from our U.P. communities has enabled the company to make substantial investments in its Michigan Operations with the confidence that Marquette County will remain a great place to do business for decades to come.”

Jim Kochevar, Cliffs Natural Resources Michigan Operations

---

2015 Governor’s Economic & Education Summit
The LSCP and Marquette County Ambassadors celebrated 43 Marquette County companies with ribbon cuttings and ground breaking ceremonies in 2015.

“As a legislator, it is important to have strong relationships with the business community. I applaud the efforts of the LSCP for making this a priority. By taking the time and resources necessary to be in Lansing and engaged in advocacy efforts affecting the well being of the region, the LSCP is an organization I can connect with and rely on for the pulse of local businesses. Their efforts to collaborate with like organizations across the U.P. have been noticed in Lansing.”

Tom Casperson, State Senator – 38th District

GOVERNMENT RELATIONS

- Government Relations Committee adopted the 2015 Policy Agenda
  - Regulatory
  - Infrastructure
  - Talent
- Northern Michigan Chamber Alliance Member
- Mackinac Policy Conference Planning Committee Member
- Mackinac Policy Conference Attendee
- Governor’s Economic Summit Attendee
- State of the State Attendee
- Great Lakes Metro Chambers Coalition Member
- Marquette County Ambassadors
  - Lansing Spring Trip with Delta County Task Force, Dickinson County, Houghton County, Baraga County and Keweenaw County (26 Meetings)
- U.P. 200 Legislative Reception (approximately 150 in attendance)
- Lansing Fall Trip with Delta County Task Force (13 Meetings)
<table>
<thead>
<tr>
<th>Bill Number</th>
<th>Summary</th>
<th>LSCP</th>
<th>Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>HB 4909</td>
<td>Limits the ability to pursue anti-competitive strategies by placing restrictive deeds on properties that might compete with the retailers business. (Dark Store Issue)</td>
<td>Supported</td>
<td>In Process</td>
</tr>
<tr>
<td>SB 0524</td>
<td>Requires accessors and taxpayers to use accepted appraisal methods longstanding in Michigan and limit the use of speculative methods. (Dark Store Issue)</td>
<td>Supported</td>
<td>In Process</td>
</tr>
<tr>
<td>SB 282</td>
<td>To establish a process for the state to choose an electric utility power line operator that would connect the Upper and Lower Peninsulas into a single electric grid.</td>
<td>Neutral</td>
<td>In Process</td>
</tr>
<tr>
<td>SB 437</td>
<td>Energy plan to keep the 10% choice market but would require the energy supplier in that market to prove to Michigan Public Service Commission that they have enough supply to meet peak demand, plus growth factor.</td>
<td>Neutral</td>
<td>In Process</td>
</tr>
<tr>
<td>HB 4297</td>
<td>Would amend the Clean, Renewable, and Efficient Energy Act. The title would be amended to authorize the establishment of energy improvement programs by providers of electric or natural gas for energy consumers.</td>
<td>Neutral</td>
<td>In Process</td>
</tr>
<tr>
<td>HB 4298</td>
<td>Amends the Michigan Public Service Commission Enabling Act, Public Act 3 of 1939 (MCL 460.1 et al.).</td>
<td>Neutral</td>
<td>In Process</td>
</tr>
<tr>
<td>County Road 595/EPA Lawsuit</td>
<td>Proposed County Road 595 offers a shortcut to commercial trucks by completing a new Class A road over the 21-mile road.</td>
<td>Supported</td>
<td>In Process</td>
</tr>
<tr>
<td>Department of Labor Overtime Rules</td>
<td>Updating the Fair Labor Standards Act minimum wage and overtime pay to raise the current salary threshold.</td>
<td>Opposed</td>
<td>In Process</td>
</tr>
<tr>
<td>Transportation Funding</td>
<td>$1.2 billion road funding package which would: hike fuel taxes, registration fees and take $600 million a year from the state's general fund to fix and maintain roads and bridges.</td>
<td>Neutral</td>
<td></td>
</tr>
<tr>
<td>HB 4607</td>
<td>Would amend the Michigan Trust Fund Act to allocate $75 million from tobacco settlement revenue to the Michigan Transportation Fund.</td>
<td>Opposed</td>
<td></td>
</tr>
<tr>
<td>HB 4608</td>
<td>Would amend the Michigan Strategic Fund Act to earmark $60 million from Indian Gaming Compact receipts and other resources for the Michigan Transportation Fund.</td>
<td>Opposed</td>
<td></td>
</tr>
<tr>
<td>SB 418, SB 425, SB 426, SB 612, SB 613 &amp; SB 614</td>
<td>All six bills are tie-barred to each other. Airports in the state would receive state funding to help with repair and maintenance costs under legislation.</td>
<td>Supported</td>
<td></td>
</tr>
<tr>
<td>Open Skies Agreement</td>
<td>An agreement between the United States and other countries to expand flights by eliminating government interference in commercial airline decisions about routes, capacity and pricing giving the carriers more availability to provide affordable, convenient and efficient air service.</td>
<td>Supported</td>
<td>In Process</td>
</tr>
<tr>
<td>HR 1295</td>
<td>Makes important improvements to the anti-dumping and countervailing duty laws.</td>
<td>Supported</td>
<td></td>
</tr>
</tbody>
</table>

**KEY**

- **Passed**
- **Failed**
Talent Development E-Newsletter

Our bi-monthly talent newsletter debuted featuring job postings, training opportunities and many helpful resources. Have a job posting or want to share a resource? Let us know!

Explore Careers

The “Explore Careers” tab on the LSCP website allows students to find out what skilled trades jobs match their skills and abilities, check on the job outlook for these positions and find out wage ranges.

Pathways to Your Future Career Day

The LSCP Foundation once again participated in Pathways to Your Future Career Day with Marquette-Alger Regional Educational Service Agency. Career Day welcomed 675 high school students hearing from 121 working professionals in 89 career sessions.

Electrical Line Technician School

This Program is a partnership between NMU, the Midwest Skills Development Center and the LSCP Foundation. They graduated their 12th class in May 2015.

Job of the Week

In 2015 we featured 52 LSCP partner job openings on social media and on the “Working Here” tab on our website.
CAREER TECHNICAL EDUCATION (CTE)

The CTE committee continues to work hard to increase, improve and promote CTE opportunities. They now have 29 enrolled in the Marquette-Alger Technical Middle College.

CAREER JUMP START

The LSCP took the lead for Region 1 on the statewide program, Career Jump Start. This initiative supports the great work of our states Career and Tech Education Centers and is a resource for students, parents and educators throughout the U.P.

HANDS ON MICHIGAN CAMPAIGN

The UPCDC received a grant from the MEDC to create a marketing campaign promoting career paths in the skilled trades. The LSCP has managed that process and has created a website (www.handsonmichigan.com) and advertising campaign that will begin running in winter/spring 2016.

LAKE SUPERIOR LEADERSHIP ACADEMY (LSLA)

Last year 20 individuals graduated from the LSLA program. The academy brings together potential leaders from the area to address pertinent community needs, strengthen individual leadership abilities and encourage participants to personally commit to assuming new leadership roles in the community.
The Lake Superior Community Partnership Foundation’s Chairman’s Circle provides an opportunity to join other visionary leaders making economic development in Marquette County a top priority. Together we can create greater capacity and achieve a higher level of success for today and future generations. Exclusive benefits and discounts are available to this group. Each investment is tax deductible and will be applied to the LSCP Foundation, a 501(c)3 corporation.

A. Lindberg & Sons
Acuitas
Advanced Center for Orthopedics
American Transmission Company
Blue Cross Blue Shield of Michigan
Champion, Inc.
Checker Bus
Cliffs Natural Resources
Eagle Mine
Frei Chevrolet
Holiday Stationstores
Integrated Designs
Iron Range Agency
JM Longyear, LLC
mBank
Marquette Board of Light & Power
Northern Michigan University
Range Bank
Semco Energy
The Mining Journal
TriMedia Environmental & Engineering Services
U.P. Home Health & Hospice
UP Health System - Marquette
Upper Peninsula Health Plan
Upper Peninsula Power Company
VAST
Veridea Group
Wells Fargo
Wolverine Power Company

Thank you to our Superior Level Partners

Superior Partners get it all - our most valuable, extensive collection of business development services, the ability to customize their package to fit their needs, unparalleled access, maximum influence and a seat at the table for major decisions. We are grateful for their investment in economic development in Marquette County. Join the true leaders of our regional economy by becoming a Superior Partner.
**2016 BUDGET**

### Income

- **Dues**: $217,750
- **Government Service Fees**: 55,587
- **Contracts**: 71,780
- **Fundraising & Services**: 130,340
- **Grants & Other**: 112,630
- **Total Income**: $588,087

### Expenses

- **Staff**: 452,489
- **Operations**: 49,975
- **Programs**: 78,977
- **Total Expense**: $581,441
- **Net Income**: $6,646

---

### RECENT ACCOLADES

- **#8 Best Small City in America – Marquette**
  (NerdWallet)

- **#10 Best Place for Young Families – Ishpeming**
  (NerdWallet)

- **#23 Best Place for Millennial Job Seekers in the Midwest – Marquette**
  (NerdWallet)

- **25 Best Places to Travel in 2015 – The Adventure List – Marquette**
  (Gear Patrol)

- **Best Paddling Towns - Marquette**
  (Canoe & Kayak Magazine)

- **#1 State in America – Michigan**
  (Thrillist)

- **10 Underrated U.S. Adventure Destinations – Upper Peninsula**
  (Yahoo Travel)
COMMUNITY INVOLVEMENT
At the LSCP, we feel it is important to give back to our community. Below is a list of the ways we stay involved.

- 40 Below Marquette County Young Professionals
- Evergreen Awards selection committee
- Iron Ore Industry Museum board member
- Ishpeming-Negaunee Rotary Club
- Kiwanis Club of Marquette
- Lake Superior Leadership Academy
- Marquette Breakfast Rotary
- Economic Club of Marquette County
- Marquette Symphony Orchestra President, Treasurer
- MooseWood Nature Center board member
- TruNorth Credit Union associate board member and supervisory committee
- Career Technical Education committee
- Upper Peninsula Community Rowing Club
- YMCA of Marquette County board member
- Western Marquette County Health Foundation board member
- Regional Prosperity Initiative Advisory board
- Big Brothers Big Sisters board member and event chair

CREDENTIALS
The LSCP strives to stay educated and informed. Below is a list of certifications our staff members have and awards/designations we’ve worked to achieve:

Lake Superior Community Partnership
- Accredited Economic Development Organization (AEDO)
- Lead for Region 1 of the Collaborative Development Council

Staff Credentials
- Certified Economic Developers
- Certified Global Business Professional
- Certified Fund Raising Manager
- Certified Economic Gardening Specialist
- Michigan Economic Development Association Vice President
- Economic Modeling Specialists International Certification
- Certified Local Labor Market Information User
- International Economic Development Council board member
Community Involvement

At the LSCP, we feel it is important to give back to our community. Below is a list of the ways we stay involved.

- 40 Below Marquette County Young Professionals
- Evergreen Awards selection committee
- Iron Ore Industry Museum board member
- Ishpeming-Negaunee Rotary Club
- Kiwanis Club of Marquette
- Lake Superior Leadership Academy
- Marquette Breakfast Rotary
- Economic Club of Marquette County
- Marquette Symphony Orchestra President, Treasurer
- MooseWood Nature Center board member
- TruNorth Credit Union associate board member and supervisory committee
- Career Technical Education committee
- Upper Peninsula Community Rowing Club
- YMCA of Marquette County board member
- Western Marquette County Health Foundation board member
- Regional Prosperity Initiative Advisory board
- Big Brothers Big Sisters board member and event chair

Chairman
Dennis Smith
Upper Peninsula Health Plan

Vice Chairman
Mike Fedrizzi
Blue Cross Blue Shield of Michigan

Treasurer
Roxanne Daust
Range Bank

Secretary
Barb Siehr
Upper Peninsula Power Company

Economic Development Division
Brett French
American Transmission Company

Administration Division
Jesse Bell
Bell Financial

Investor Relations Division
Dave Aro
Superior Rehabilitation & Professional Services

Trustee
Fritz Erickson
Northern Michigan University

Ex-Officio
Tom Edmark
Iron Range Agency

Dan Amberg
International Extrusion

Tom Baldini
Marquette City Commission

Stu Bradley
Retired

Gerry Corkin
Marquette County Commission

Bryan DeAugustine
NICE Community Schools

Joe Derocha
Marquette County Commission

Sam Elder
Elder Agency

Scott Erbisch
Marquette County

Bob Estlinger
Northern Michigan University

Don Gladwell
Charter Communications

Bruce Helkkila
Marquette County Commission

Robert Jamros
WLUC-TV6

Phil Johnson
Casa Calabria

Stephanie Jones
Select Realty

Brian Kerrigan
Michigan Regional Council of Carpenters

E.J. Kutchie
Cliffs Natural Resources

Steve Lawry
Chocolaty Township

Scott Lyman
Iron Range Agency

John Marshall
Retired

Hugh Miller
Upper Peninsula Medical Center

Tom Mogush
WMQT/WZAM

Keith Moyle
Upper Peninsula Power Company

Lisa Mongiat
Prudential

Ryan Nummela
Elder Agency

Jeff Nyquist
NeuroTrainer

Rick Peterson
Hampton Inn

Amy Quinn
GLCYD

James Reeves
The Mining Journal

Don Ryan
The Ryan Report - TV6

Jesse Schramm
Checker Transport

Joel Schultz
CUPPAD

Deborah Veihnt
Marquette-Alger RESA

Mike Zinis
New York Life Insurance Co.
YEAR IN REVIEW

2015

WWW.MARQUETTE.ORG