

YEAR IN REVIEW



**LAKE SUPERIOR
COMMUNITY PARTNERSHIP**

Economic Development Partners,

Honestly, I have no idea where the year has gone. It seems like only yesterday we were wrapping up 2015. Make no mistake, while the time has flown by your team at the LSCP has once again served hundreds of clients, produced high quality business and educational events, implemented economic and talent development programs, communicated with our stakeholders and built the relationships that matter to be successful.

One of the most note worthy accomplishments of the year was our work with Sawyer International Airport, along with our private sector funders, to enhance air service with additional flights, lower fares and the reintroduction of a Minneapolis flight in early 2017.

From providing business services and financing to leading a team of stakeholders working to mitigate the effects of a major layoff, we have been a partner in it all. This year we served 461 clients.

I hope you will review this annual report and share in our pride of the year's accomplishments knowing that it would not happen without your support. Economic development is a team sport and here in Marquette County we have a great team!

Thank you for your continued commitment to making a difference.

Respectfully,



Amy J. Clickner
Chief Executive Officer



2016

MQT > MSP FLIGHT

Marquette County and the LSCP announced the return of non-stop air service from Sawyer International Airport to Minneapolis-St. Paul International Airport via SkyWest Airlines, operating as Delta Connection. This service begins in March 2017 and connects to over 500 flights worldwide.



Amy Clickner and Duane Duray, Sawyer Int. Airport Manager, at SkyWest Airlines Corporate Offices.

MATCH UP

In collaboration with the Michigan Economic Development Corporation (MEDC), the LSCP and UPWARD Talent Council have offered Empire Mine displaced workers access to a job portal to assist with securing new employment opportunities. The portal, Match UP, allows employers to search resumes and connect with skilled and trained workforce with a goal of keeping these employees in the U.P.

Match UP
your direct connect

The Lake Superior Community Partnership's mission is to stimulate and sustain a vibrant regional economy by facilitating economic growth and prosperity.

HIGHLIGHTS

MAJOR INVESTMENTS IN MARQUETTE COUNTY

Marquette County has seen many development projects in 2016. From the UP Health System – Marquette hospital and Board of Light and Power Energy Center breaking ground to the completion of Upper Peninsula Health Plan’s headquarters and Staybridge Suites at Liberty Way, we’ve seen nearly \$1 billion in investment over the course of the past year.



The LSCP hosted 3 major fundraising events that benefited economic development in Marquette County



BUSINESS EXPO & WORKSHOP

In October, the LSCP hosted their first Business to Business Expo and Workshop. U.P. Businesses had the opportunity to learn about relevant topics to their company, network with other businesses and showcase the products and services they have to offer. The event offered 8 breakout sessions, a keynote speaker Deb Muchmore of Kandler Reed Khoury & Muchmore and a Pure Michigan Business Connect presentation. Forty U.P. wide businesses were showcased in the expo portion of the day.

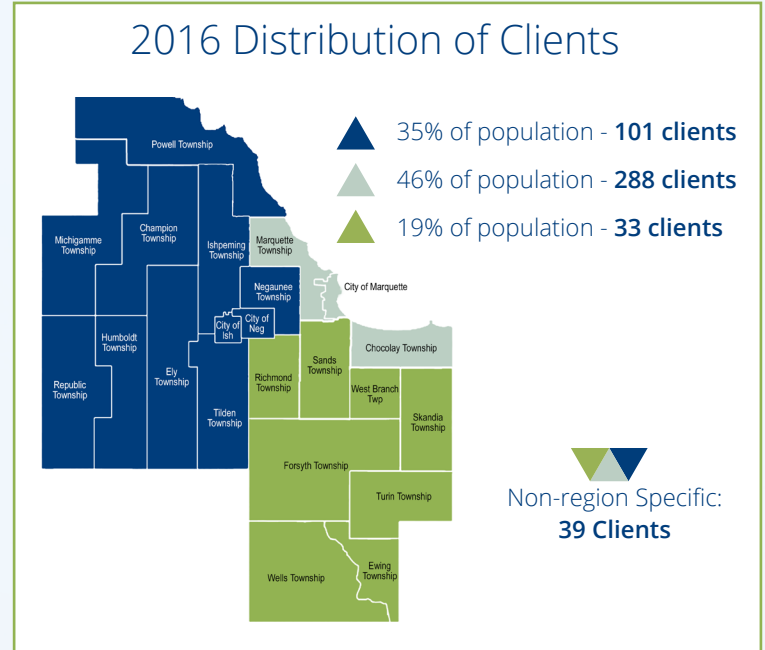


The LSCP and Marquette County Ambassadors celebrated 27 Marquette County companies with ribbon cuttings & groundbreaking ceremonies in 2016.



ECONOMIC DEVELOPMENT

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.



2016 IN NUMBERS

458



General Business Development/ Consulting

345



Retention of Existing Businesses

42



Business Financing

88



Business Plan Development

51



Site Location Services

84



Marketing Assistance

98



Talent Development

67



Technical Assistance

19



Advocacy

TOTAL CLIENTS

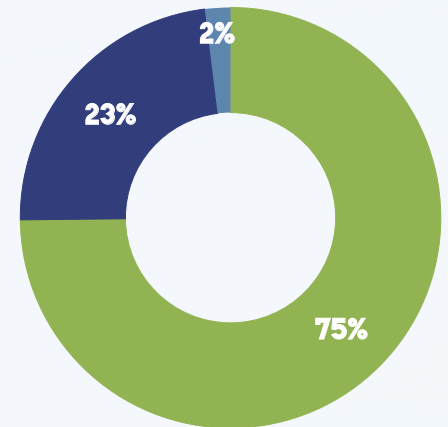
461

5 YEAR RECAP

	5 Year Total	2016	2015	2014	2013	2012
Overall Clients	1,892	461	464	396	306	265
Retention Clients	1,372	345	395	294	197	141
Start-Up Clients	441	107	53	89	95	97
Attraction Clients	79	9	16	13	14	27
Jobs Projected	3,068	453	372	321	856	1,066
Jobs Impacted	50,069	13,378	15,875	5,890	10,643	4,283
Jobs Retained	231*	22	110	99	-	-

* New metric in 2014 - 3 year total

DEVELOPMENT STAGE OF BUSINESS SERVED



- ▲ Retention/Expansion of Existing Services
- ▲ Start-Ups
- ▲ Attraction/Prospects

REGIONAL WEALTH

	% of change from '11 to '15	2015	2014	2013	2012	2011
Population	1.86%	68,829*	67,676	68,416	67,930	67,570
Property Tax Revenue	18.65%	\$89,155,700	\$86,186,551	\$81,438,468	\$80,375,036	\$73,239,080
Median Household Income	17.33%	\$48,259	\$44,267	\$45,011	\$45,149	\$41,130
Per Capita Income	14.77%	\$24,871	\$22,681	\$24,529	\$22,621	\$21,669
Median Home Sales	14.40%	\$135,000	\$125,000	\$130,000	\$129,000	\$118,000
Number of Home Sales	43.36%	767	657	634	619	535

* Numbers are based on projection. Subject to change based on actual conditions.

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.

10 Total Clients

329 Supported jobs in Marquette County

\$1,060,000 in loan proceeds



TALENT



JOB OF THE WEEK

In 2016 we featured 52 LSCP partner job openings on social media and on the "Working Here" tab of our website. This is a benefit that is offered to LSCP partners.

COME BACK UP

This program is to encourage individuals and families with a love for the region to return to the Upper Peninsula and reintegrate back into our workforce.

TALENT DEVELOPMENT NEWSLETTER

Our talent newsletter continues to feature job postings, training opportunities, many helpful resources and interesting articles. Have a job posting or want to share a resource? Let us know!

CAREER TECHNICAL EDUCATION (CTE)

The CTE committee continues to work hard to increase, improve and promote CTE opportunities. Geometry in Construction programs are now in 4 U.P. High Schools, and soon to be more! The CTE Magazine was produced again this year to help promote CTE opportunities. It was included as an insert in The Mining Journal and was given to many high school level students throughout Marquette and Alger Counties.

ELECTRICAL LINE TECHNICIAN SCHOOL

This Program is a partnership between NMU, the Midwest Skills Development Center and the LSCP Foundation. The Line Tech school worked on 2 community projects in 2016. They lit the Noquemanon trail parking lot and the Negaunee ski trail in 2016. This year marked the 13th graduating class.

HANDS ON MICHIGAN










The UPCDC received a grant from the MEDC to create a marketing campaign promoting career paths in the skilled trades.



"It has been a pleasure working with the entire Lake Superior Community Partnership team. When I need a connection to the U.P., they are one of the first groups that come to mind. They are extremely knowledgeable, understand the local dynamics of their region, and work tirelessly in both the public and private sectors."

-Nicole G. Nystrom, Owner/Managing Partner at Midwest Strategy Group

LSCP POLICY ISSUES

Bill Number	Summary	LSCP	Outcome
Dark Store/Tax Fairness HB 5578	This bill would amend the Tax Tribunal Act to spell out the criteria that must be applied in an assessment dispute before the "Entire Tribunal" as to the true cash value of real or personal property.	Supported	
Pacific Legal Foundation Support	Proposed County Road 595 offers a shortcut to commercial trucks by completing a new Class A road over the 21-mile dirt road.	Supported	
Department of Labor Overtime Rules	Proposal to update the regulations governing which executive, administrative, and professional employees are entitled to the Fair Labor Standards Act's minimum wage and overtime pay protections. As proposed, this would raise the salary threshold from \$455 a week (the equivalent of \$23,660 a year) to about \$970 a week (\$50,440 a year) in 2016.	Opposed	
DOL S2707/HR 4772	These would nullify the proposed department of labor overtime rules, require the DOL to first conduct a comprehensive economic analysis on the impact of mandatory overtime expansions, prohibit automatic increases in salary threshold, and require that any future changes to the duties test be subject to notice and comment.	Supported	In Process
DDA Legislation HB 5851 to HB 5856	Each bill would amend a different statute dealing with tax increment financing authorities. Would prevent the capture of revenues from millages approved by voters after December 31, 2016, limit the amount of time a TIFA can hold revenues to 5 years with additional requirements.	Neutral	
Transformational TIF	To capture state sales and income tax money to help real estate developers finance large projects on contaminated sites.	Supported	
HB 5862	Exempt small-scale noncommercial gold mining from the permit requirement.	Neutral	
SB 591	Would add Part 634 (Small Native Copper Mines) to the Natural Resources and Environmental Protection Act to establish regulations specific to elemental copper mining operations involving the generation of 10,000 to 75,000 tons of waste rock or the disturbance of one to 10 acres of land per year.	Supported	
Michigan Jobs Coalition- SB 1153, SB 1154, SB 1155	These bills create a Personal Income Tax (PIT) withholding abatement to promote the attraction and expansion of high-wage jobs in Michigan	Supported	
Back 40 Permits	Mining permits submitted by Aquila Resources to the DEQ for a metallic sulfide mine proposed for the bank of the Menominee River.	Supported	

KEY

 Passed  Failed

GOVERNMENT RELATIONS

- Government Relations Committee adopted the 2016 State and Federal Policy Agendas
- Northern Michigan Chamber Alliance Member
- Governor's Economic Summit Attendee
- State of the State Attendee
- Great Lakes Metro Chambers Coalition Member
- Michigan Economic Developers Association (MEDA) Advocacy Committee
- Marquette County Ambassadors
 - Lansing Spring Trip with Delta County, Dickinson County, Marquette County, Houghton County, Baraga County, Keweenaw County, Gogebic County, Iron County and Ontonagon County (**33 Meetings**)
 - U.P. 200 Legislative Reception (approximately **150 in attendance**)
 - Lansing Fall Trip with Delta County Task Force (**17 Meetings**)



THANK YOU TO OUR SUPERIOR & PREMIUM LEVEL PARTNERS

Superior Partners get it all - our most valuable, extensive collection of business development services, the ability to customize a 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.



NORTHERN MICHIGAN UNIVERSITY



a subsidiary of **lundin mining**



A Duke LifePoint Hospital



The **Premium Partner** package is ideal for budding entrepreneurs of businesses branching out and looking to expand their community involvement and scope.

Envoy Air, Inc.
Hampton Inn/Ramada/Holiday Inn
Holiday Stationstores
Marquette Alger RESA
Marquette Board of Light & Power

Range Bank
SEMCO ENERGY Gas Company
Spectrum Business
The Mining Journal
TriMedia Environmental & Engineering Services, LLC

UP Health System - Bell
Upper Peninsula Power Company
Wal*Mart
Westwood Mall Merchants Association

CHAIRMAN'S CIRCLE

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.

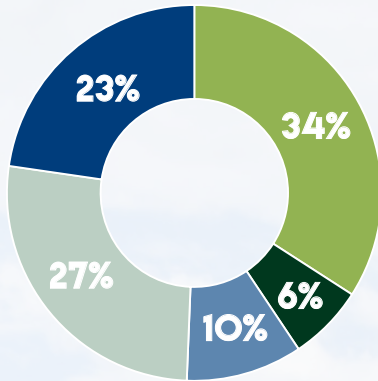
A. Lindberg & Sons
Acuitas
Advanced Center for Orthopedics and Plastic Surgery
American Transmission Company
Blue Cross Blue Shield of Michigan
Champion, Inc.
Checker Transport
Cliffs Natural Resources
Eagle Mine
Frei Chevrolet
Hampton Inn/Ramada/Holiday Inn
Holiday Stationstores
Integrated Designs
Iron Range Agency
JM Longyear, LLC

Marquette Board of Light & Power
mBank
Northern Michigan University
Range Bank
SEMCO ENERGY Gas Company
The Mining Journal
TriMedia Environmental & Engineering Services
UP Health System - Marquette
Upper Peninsula Health Plan
Upper Peninsula Power Company
VAST
Veridea Group
Wells Fargo
Wolverine Power Cooperative



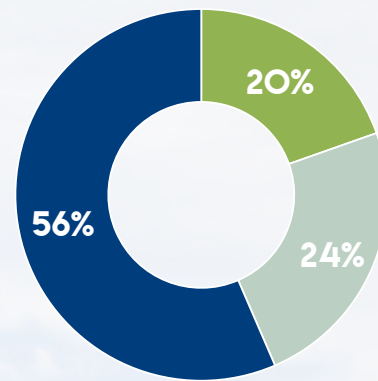
2017 BUDGET

INCOME



- ▲ Dues
- ▲ Government Fees for Service
- ▲ Contracts
- ▲ Fundraising & Services
- ▲ Grants & Other

EXPENSES



- ▲ Marketing & Member Services
- ▲ Operations
- ▲ Economic Development

Dues	\$214,180
Government Service Fees	41,000
Contracts	63,085
Fundraising & Services	167,493
Grants & Other	<u>142,675</u>
Total Income	\$628,433
Marketing & Member Services	118,654
Operations	144,608
Programs	<u>341,907</u>
Total Expense	<u>\$605,169</u>
Net Income	<u><u>\$ 23,264</u></u>

BRAND PILLARS

We are the region's leading economic development resource.

We provide a wide variety of affordable and effective development services - for businesses and municipalities.

We help make the connections that matter - between businesses, organizations, leaders and legislators.

We provide a powerful legislative voice, advocating for programs and policies that strengthen our regional economy.



LSCP PROFESSIONAL TEAM



Amy Clickner
Chief Executive Officer



Caralee Swanberg
Vice President of
Economic Development



Betsy Morais
Director of Marketing
& Communications



Sue Heliste
Controller



Mary VanTilburg
Business Development
Representative



Amy Kuivanen
Business Development
Representative



Ashley Szczepanski
Marketing & Events
Coordinator

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 board member
- Lake Superior Leadership Academy
- Marquette Breakfast Rotary
- Economic Club of Marquette County
- Marquette Symphony Orchestra
- TruNorth Credit Union associate board member and supervisory committee
- Career Technical Education committee
- YMCA of Marquette County board member
- Western Marquette County Health Foundation board member
- Regional Prosperity Initiative Advisory board
- Big Brothers Big Sisters board member
- Accelerate UP Resource Member

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)

Staff Credentials

- Certified Economic Developers
- Certified Global Business Professional
- Certified Fund Raising Manager
- Certified Economic Gardening Specialist
- Michigan Economic Developers Association (MEDA) Vice President
- Economic Modeling Specialists International Certification
- Certified Local Labor Market Information User
- International Economic Development Council (IEDC) board member
- Economic Development Research Partners (EDRP)
- Certified Business Solutions Professional

INTERNATIONAL ECONOMIC
DEVELOPMENT COUNCIL



Accredited Economic Development Organization

"When Michigan Broadband Services expanded operations into Marquette County, we realized that we needed to network with businesses on a face to face basis. We chose to put our Lake Superior Community Partnership membership to work for us and we hosted a Business After Hours. Betsy made it so easy for us to put together our BAH and we certainly got a return on the minimal investment to host. We received a lot of inquiries into our products and services and increased our business footprint as a direct result of the event. We were so impressed with the results of the BAH that we decided to participate in the Business to Business Expo, which totally exceeded our expectations...so much that we have already discussed sponsoring the event for next year. The LSCP has created fantastic opportunities for business owners to showcase their products and services and I would definitely encourage others to take advantage of these events."

-Tammy Johnson, Michigan Broadband Services

2016 BOARD OF DIRECTORS

Officers

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

Directors

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

Robert Eslinger

Northern Michigan University

Don Gladwell

Charter Communications

Bruce Heikkila

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

Chocolay Township

Victoria Leonhardt

GLCYD/ 40 Below YP

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

Don Ryan

The Ryan Report - TV6

Jesse Schramm

Checker Transport

Joel Schultz

CUPPAD

Deborah Veiht

Marquette-Alger RESA

Stephanie Zadroga- Langlois

Northern Michigan University

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.





2016

WWW.MARQUETTE.ORG

