2017
Lake Superior Community Partnership

Celebrating 20 years of Economic Development in Marquette County

INTERNATIONAL ECONOMIC DEVELOPMENT COUNCIL
Accredited Economic Development Organization
LSCP Stakeholders,

Happy 20th Anniversary! It is hard to believe that it was 20 years ago that community leaders from across the region came together to create a public-private partnership and make economic development a priority in Marquette County. Many of you have been here every step of the way, and for that, we are grateful. For those who have joined along the way, thank you.

Once again we were able to serve over 400 clients with a variety of business development and talent enhancement services. We have kept our ear to the ground for legislation that affects your business and have advocated for and against it as appropriate. The network we have built across the region, state and country is here to serve your needs.

Some of the most exciting work this year has come from building relationships with our neighbors and collaborating in economic development for the good of the region. In 2017, we entered into service contracts with the Baraga County Economic Development Corporation and the Dickinson Area Economic Development Alliance, which allows us to work more strategically and collaboratively. These efforts strengthen our voice and our presence.

Please enjoy this annual report that takes a little of “then” and adds a lot of “now” over the last 20 years. To steal a famous quote “we've come a long way baby”!

Respectfully,

Amy J. Clickner
Chief Executive Officer

The Lake Superior Community Partnership's mission is to stimulate and sustain a vibrant regional economy by facilitating economic growth and prosperity.
2017 Highlights

Return of Minneapolis Flight to Sawyer International Airport

Regional Collaboration with Baraga & Dickinson County

Nearly One Billion Dollars Invested in Marquette County

Comedy Zone Returns

Data & Research Services Added

Reached Over 3,000 Total Clients Served (Since Tracking Started)

Positive Regional Wealth Indicators

International Speaking Invitation at the 2017 International Economic Development Council Annual Conference

Two Months Operating Reserves

Line Tech Reaches 400+ Graduates From Program
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.
**5 Year Recap**

<table>
<thead>
<tr>
<th></th>
<th>5 Year Total</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overall Clients</td>
<td>2,049</td>
<td>422</td>
<td>461</td>
<td>464</td>
<td>396</td>
<td>306</td>
</tr>
<tr>
<td>Retention Clients</td>
<td>1,567</td>
<td>336</td>
<td>345</td>
<td>395</td>
<td>294</td>
<td>197</td>
</tr>
<tr>
<td>Start-Up Clients</td>
<td>410</td>
<td>66</td>
<td>107</td>
<td>53</td>
<td>89</td>
<td>95</td>
</tr>
<tr>
<td>Attraction Clients</td>
<td>72</td>
<td>20</td>
<td>9</td>
<td>16</td>
<td>13</td>
<td>14</td>
</tr>
<tr>
<td>Jobs Projected</td>
<td>2,361</td>
<td>359</td>
<td>453</td>
<td>372</td>
<td>321</td>
<td>856</td>
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<tr>
<td>Jobs Impacted</td>
<td>54,762</td>
<td>8,976</td>
<td>13,378</td>
<td>15,875</td>
<td>5,890</td>
<td>10,643</td>
</tr>
<tr>
<td>Jobs Retained</td>
<td>366*</td>
<td>135</td>
<td>22</td>
<td>110</td>
<td>99</td>
<td>-</td>
</tr>
</tbody>
</table>

* New metric in 2014 - 4 year total

**Regional Wealth**

<table>
<thead>
<tr>
<th></th>
<th>% of change from '13 to '17</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population</td>
<td>-1.9%</td>
<td>66,477</td>
<td>66,426</td>
<td>67,293</td>
<td>67,749</td>
<td>67,765</td>
</tr>
<tr>
<td>Property Tax Revenue</td>
<td>9.79%</td>
<td>$89,407,925</td>
<td>$89,155,700</td>
<td>$86,894,859</td>
<td>$86,186,551</td>
<td>$81,438,468</td>
</tr>
<tr>
<td>Median Household Income</td>
<td>13.92%</td>
<td>N/A</td>
<td>$51,275**</td>
<td>$48,259</td>
<td>$44,267</td>
<td>$45,011</td>
</tr>
<tr>
<td>Per Capita Income</td>
<td>-1.04%</td>
<td>N/A</td>
<td>$24,275</td>
<td>$24,871</td>
<td>$22,681</td>
<td>$24,529</td>
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<tr>
<td>Median Home Sales</td>
<td>5.77%</td>
<td>$137,500</td>
<td>$135,500</td>
<td>$135,000</td>
<td>$125,000</td>
<td>$130,000</td>
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<tr>
<td>Number of Home Sales</td>
<td>28.71%</td>
<td>816</td>
<td>819</td>
<td>767</td>
<td>657</td>
<td>634</td>
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</tbody>
</table>

* Numbers are based on projection. Subject to change based on actual conditions.
** Wide margin of error +/- $3K based on small sample size

**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.

- **8** 2017 Clients
- **115** Supported jobs in Marquette County
- **$535,000** in loan proceeds

Celebrating 20 years of Economic Development in Marquette County
**Events & Partner Celebrations**

15 LSCP Partners hosted Business After Hours in 2017

The LSCP hosted three major networking events that benefited economic development in Marquette County

The LSCP and Marquette County Ambassadors celebrated 20 Marquette County companies with ribbon cuttings & groundbreaking ceremonies in 2017.

**Talent**

The LSCP works hard as a resource for talent enhancement and workforce development programs as it directly relates to our mission to stimulate and sustain a vibrant regional economy by facilitating economic growth and prosperity.

**Job of the Week**

In 2017 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 encourages 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. 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 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. They have worked on many community projects throughout the Marquette County in the 14 years since this program was established.

**Hands on Michigan**

The UPCDC received a grant from the MEDC to create a marketing campaign promoting career paths in the skilled trades.
The Lake Superior Community Partnership is committed to representing our community and partners when it comes to legislation and regulations that impact industries in our region and may affect our overall economy. We are the advocate; the “eyes, ears and voice” for Marquette County business by tracking proposed legislation, educating our partners and communicating our position on issues of concern for the business climate in Marquette County to legislators and staff. Our positions are guided by task forces and board recommendations.

**Government Relations**

- Government Relations Committee adopted the 2017 State and Federal Policy Agendas
- Northern Michigan Chamber Alliance Member
- Great Lakes Metro Chambers Coalition Member
- Michigan Economic Developers Association (MEDA) Advocacy Committee
- U.P. 200 Legislative Lunch
- 14 Government Networking Visits

**LSCP Policy Issues**

**SB 363**

- **LSCP Opposed**
- Permits the state to pay up to 8% more for road salt from out of state companies.
- Currently, there is only one company in Michigan that provides salt. This bill would allow the bids to always go to the Michigan companies and therefore dominate the market, potentially driving up road salt costs.

**SB 40**

- **LSCP Support**
- Allows businesses to count an individual as a “qualified new job” who is not a resident of the State but is employed by a business that is located in a county in the State that borders another state or country.

**SB 390**

- **LSCP Support**
- Requires money collected from the taxation of low-grade iron ore to be distributed to intermediate school districts that serves the county in which the mining property is located and reclamation funds.

**SB 523**

- **LSCP Support**
- Reinvests existing revenue, improves convention facilities and natural infrastructure, promotes Northern Michigan as the premier venue for hosting youth, amateur and world-class competition, and enhances the economy and quality of life for Michiganders.

**SB 242, 243 & 244**

- **LSCP Support**
- Creates a Personal Income Tax (PIT) withholding abatement to promote the attraction and expansion of high-wage jobs in Michigan.

**SB 111, 112, 113, 114 & 115**

- **LSCP Support**
- To capture state sales and income tax money to help real estate developers finance large projects on contaminated sites.

**Eagle Mine Permits**

- **LSCP Support**
- Mining permits for Eagle East to the DEQ.

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**Key**

- Passed
- Failed

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**Celebrating 20 years**

of Economic Development in Marquette County
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.

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.

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
- 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
- Blue Cross Blue Shield of Michigan
- Champion, Inc.
- Checker Transport
- Cliffs Natural Resources
- Eagle Mine
- Frei Chevrolet
- 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
- Wells Fargo
- Wolverine Power Cooperative
**2018 Budget**

**Income**

- Dues: $217,238 (17%)
- Government Service Fees: 38,862 (14%)
- Contracts: 70,600 (19%)
- Fundraising & Services: 122,086 (33%)
- Regional Partners: 91,532 (11%)
- Grants & Other: 112,700 (6%)

Total Income: $653,018

**Expenses**

- Marketing & Member Services: 103,680 (17%)
- Operations: 160,268 (26%)
- Programs: 346,026 (57%)
- Economic Development: 38,862 (6%)

Total Expense: $609,974

Net Income: $43,044

**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.
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
- Kiwanis Club of Marquette board member
- Lake Superior Leadership Academy
- Marquette Breakfast Rotary
- Economic Club of Marquette County
- TruNorth Credit Union associate board member and supervisory committee
- Career Technical Education committee
- 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) President
- Economic Modeling Specialists International Certification
- Certified Local Labor Market Information User
- International Economic Development Council (IEDC) board member
- Economic Development Research Partners (EDRP) Chair
- Certified Business Solutions Professional

“The Business Partnership is extremely valuable to WLUC. The partnership provides us a great outreach platform to the local business community and the economic drivers in Marquette and across the region. Our employees also enjoy the Keys to the County program and also participate in the educational and networking programs provided on a regular basis. WLUC is proud to be a long standing business partner.”

-Rick Rhoades
WLUC/TV6
# 2017 Board of Directors

**Officers**

- **Chairman**
  - Dennis Smith
  - Upper Peninsula Health Plan

- **Vice Chairman**
  - Michael Fedrizzi
  - Blue Cross Blue Shield of Michigan

- **Treasurer**
  - Roxanne Daust
  - Range Bank

- **Secretary**
  - Peter Richardson
  - Eagle Mine

**Investor Relations Division**

- Stephanie Jones
  - Select Realty

**Economic Development Division**

- Brett French
  - Upper Peninsula Power Company

**Administration Division**

- Jesse Bell
  - Bell Financial

**Strategic Initiatives**

- Dave Aro
  - Superior Rehabilitation & Professional Services

**Directors**

- **Steve Adamini**
  - Marquette County Commission

- **Tom Baldini**
  - Marquette City Commission

- **Stu Bradley**
  - CTE Committee

- **Bryan DeAugustine**
  - NICE Community Schools

- **Tom Edmark**
  - Iron Range Agency

- **Scott Erbisch**
  - Marquette County

- **Fritz Erickson**
  - Northern Michigan University

- **Robert Eslinger**
  - Northern Michigan University

- **Don Gladwell**
  - Charter Communications

- **Kate Havel**
  - 40 Below YP

- **Phil Johnson**
  - Casa Calabria

- **Brian Kerrigan**
  - Michigan Regional Council of Carpenters

- **Scott Knaffla**
  - Barton, Knaffla & Associates

- **E.J. Kutchie**
  - Cliffs Natural Resources

- **Steve Lawry**
  - Chocolay Township

- **Scott Lyman**
  - Iron Range Agency

- **John Marshall**
  - Retired

- **Tom Mogush**
  - WMQT/WZAM

- **Keith Moyle**
  - Upper Peninsula Power Company

- **Ryan Nummela**
  - Elder Agency

- **Amy Quinn**
  - Grow & Lead: Community and Youth Development

- **Don Ryan**
  - The Ryan Report - TV6

- **Jesse Schramm**
  - Checker Transport

- **Brian Sinotte**
  - U.P. Health System - Marquette

- **Deborah Veiht**
  - Marquette-Alger RESA

- **Stephanie Zadroga-Langlois**
  - Northern Michigan University

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**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.