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February 13, 2018

Mr. Lourenco Goncalves
Chairman, President and CEO
Cleveland-Cliffs Inc.
200 Public Square
Suite 3300
Cleveland, OH -44114-2544

Dear Mr. Goncalves:

The Lake Superior Community Partnership (LSCP) is a private-public partnership in Marquette County, Michigan whose mission is focused on the promotion and advancement of economic and community development. We are an Accredited Economic Development Organization through the International Economic Development Council (IEDC) and serve as Marquette County's leading resource for economic development. The LSCP is committed to facilitating job creation, retaining existing business, assisting with business growth and attracting new businesses to our region. Our partner businesses, 400 strong, are committed to this mission through the investment of time and resources.

Our organization is celebrating its 20th anniversary this year, providing economic development services to Marquette County. We are proud to say that Cleveland-Cliffs has been a partner of ours, working together for the betterment of our region, since the beginning. Needless to say, your recent visit and announcement about expansion plans potentially including Michigan is an economic developer's dream come true!

For over 170 years Cleveland Cliffs has mined iron ore on the range in Michigan's beautiful Upper Peninsula. In fact, it started right here in Marquette County. It is part of our heritage and our culture. We understand the ups and downs of the industry, but more importantly, we understand all that it has significantly contributed to our economy and the lives of our citizens. At the time of the idle, our economic impact study showed an annual loss to the community of \$180 million, not to mention the lost jobs.

Faced with the potential to reopen the Empire Mine, we stand strong in our commitment to mining and urge Cleveland Cliffs to expand operations in Michigan. We will work diligently to prove that Michigan, in particular Marquette County, is where you want to be!

Sincerely,

A handwritten signature in black ink, which appears to read 'Amy J. Clickner', is placed below the word 'Sincerely,'.

Amy J. Clickner
Chief Executive Officer