LSCP Stakeholders,

Celebrating our 20th anniversary in 2018, allowed us many opportunities to look back and appreciate how far we have come as an organization. More diversified revenue sources; regional collaboration; trained and professional staff and the ability to be nimble in our service offerings to businesses of all sizes and sectors.

Looking back, we were able to honor those that have been committed to economic development over the years and those that lead us today. All in all, the reason we continue to thrive.

On top of several celebrations our team served nearly 500 businesses, from small to large in size, by providing a variety of services and connections. You will see in the pages to follow the types of services we provided, the geographic areas that were covered and how this directly connects to our regional wealth indicators.

Thank you to all who continue to support our mission and understand that economic development touches all our lives, our businesses and our communities in a meaningful way.

Respectfully,

Amy J. Clickner
Chief Executive Officer

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.
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.  
Champion, Inc.  
Holiday Stationstores  
Marquette Alger RESA  
Marquette Board of Light & Power  
Range Bank

SEMCO ENERGY Gas Company  
The Mining Journal  
TriMedia Environmental & Engineering Services, LLC  
UP Health System - Bell  
Upper Peninsula Power Company

A special thank you to Blue Cross Blue Shield of Michigan for supporting 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.
### REGIONAL WEALTH

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>POPULATION</td>
<td>-2.2% 66,272*</td>
<td>66,477*</td>
<td>66,426*</td>
<td>67,293</td>
<td>67,749</td>
</tr>
<tr>
<td>PROPERTY TAX REVENUE</td>
<td>5.7% $91,349,159</td>
<td>$89,407,925</td>
<td>$89,155,700</td>
<td>$86,894,859</td>
<td>$86,186,551</td>
</tr>
<tr>
<td>MEDIAN HOUSEHOLD INCOME</td>
<td>9.7% N/A</td>
<td>$49,008**</td>
<td>$51,275**</td>
<td>$48,259</td>
<td>$44,267</td>
</tr>
<tr>
<td>PER CAPITA INCOME</td>
<td>14% N/A</td>
<td>$26,374</td>
<td>$24,275</td>
<td>$24,871</td>
<td>$22,681</td>
</tr>
<tr>
<td>MEDIAN HOME SALES</td>
<td>16.4% $149,500</td>
<td>$137,500</td>
<td>$135,500</td>
<td>$135,000</td>
<td>$125,000</td>
</tr>
<tr>
<td>NUMBER OF Home SALES</td>
<td>24.9% 875</td>
<td>816</td>
<td>819</td>
<td>767</td>
<td>657</td>
</tr>
</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.

**5 2018 CLIENTS $330,000 IN LOAN PROCEEDS**

### DEVELOPMENT STAGE OF BUSINESS SERVED

- **5%** RETENTION/EXPANSION OF EXISTING BUSINESS
- **13%** START-UPS
- **82%** ATTRACTION/PROSPECTS

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5 Year Recap:

<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>2,234</td>
<td>491</td>
<td>422</td>
<td>461</td>
<td>464</td>
</tr>
<tr>
<td>1,774</td>
<td>404</td>
<td>336</td>
<td>345</td>
<td>395</td>
</tr>
<tr>
<td>378</td>
<td>63</td>
<td>66</td>
<td>107</td>
<td>53</td>
</tr>
<tr>
<td>85</td>
<td>27</td>
<td>20</td>
<td>9</td>
<td>16</td>
</tr>
<tr>
<td>2,877</td>
<td>1,372</td>
<td>359</td>
<td>453</td>
<td>372</td>
</tr>
<tr>
<td>53,954</td>
<td>9,835</td>
<td>8,976</td>
<td>13,378</td>
<td>15,875</td>
</tr>
<tr>
<td>366</td>
<td>0</td>
<td>135</td>
<td>22</td>
<td>110</td>
</tr>
</tbody>
</table>

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ANNUAL REPORT | 4
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 2018, 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.

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 high school students throughout Marquette and Alger Counties.

ELECTRICAL LINE TECHNICIAN SCHOOL

This program is a partnership between Northern Michigan University, the Midwest Skills Development Center and the LSCP Foundation. In the 15 years since the program was established, they have worked on many community projects throughout Marquette County.

GOVERNMENT RELATIONS

- 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
- U.S. Senator Debbie Stabenow Breakfast
- Congressman Jack Bergman Breakfast
- Marquette County Ambassadors
  - Lansing Spring Trip (28 Meetings)
  - U.P. 200 Legislative Reception (approximately 150 in attendance)
The Lake Superior Community Partnership is committed to representing our community and partners when it comes to legislation and regulations that affect 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. Task forces and board recommendations guide our positions.

### LSCP POLICY ISSUES

The Lake Superior Community Partnership is committed to representing our community and partners when it comes to legislation and regulations that affect 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. Task forces and board recommendations guide our positions.

<table>
<thead>
<tr>
<th>Bill/Item</th>
<th>Description</th>
<th>Neutral/Support/Opposed</th>
<th>Passed/Failed/Died</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB 396</td>
<td>Provides new exceptions to current size and load limits for vehicles transporting forest products and to special mobile equipment used in silvicultural operations.</td>
<td>Neutral</td>
<td>Failed</td>
</tr>
<tr>
<td>HB 6049 and SB 1025</td>
<td>Property tax assessment bills that amend sections that define the state's property tax assessment process.</td>
<td>Neutral</td>
<td>Died</td>
</tr>
<tr>
<td>SB1197</td>
<td>Allows the Mackinac Bridge Authority to acquire, construct, operate, maintain, improve, repair and manage a utility tunnel at the Straits of Mackinac.</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td>Proposal 1</td>
<td>Legalize, regulate and tax the use of marijuana for agricultural, personal, recreational, commercial or other purposes.</td>
<td>Opposed</td>
<td>Passed</td>
</tr>
<tr>
<td>Proposal 2</td>
<td>Constitutional Amendment to establish a commission of citizens with exclusive authority to adopt district boundaries for the Michigan Senate, Michigan House of Representatives and U.S. Congress, every 10 years.</td>
<td>Neutral</td>
<td>Passed</td>
</tr>
<tr>
<td>Proposal 3</td>
<td>Adds several voting policy amendments including: straight-ticket voting, automatic voter registration, same-day voter registration and no-excuse absentee voting.</td>
<td>Neutral</td>
<td>Passed</td>
</tr>
<tr>
<td>Minimum Wage Law</td>
<td>Increase minimum wage from $10 per hour in 2019 to $12 by 2022. In addition, the minimum wage for tipped employees would increase from $4.80 in 2019 to $9.60 by 2022.</td>
<td>Submitted suggested revisions</td>
<td>Passed</td>
</tr>
<tr>
<td>Earned Sick Time Act</td>
<td>Requiring businesses to provide employees with a minimum of an hour of earned sick time for every 30 hrs worked, up to 40 hrs.</td>
<td>Neutral</td>
<td>Passed</td>
</tr>
<tr>
<td>Michigan Rural Jobs Act</td>
<td>To attract capital and equity investment to rural businesses, in the State, promote the retention and expansion of existing jobs, stimulate the creation of new jobs, and bring new businesses and industry to rural areas in the state by providing $100 million of flexible growth capital to existing businesses in high-growth sectors.</td>
<td>Support</td>
<td>Died</td>
</tr>
<tr>
<td>Sales Tax</td>
<td>Supreme Court case to allow states to collect sales tax from e-commerce retailers even if the vendor doesn't have a physical presence in the state.</td>
<td>Neutral</td>
<td>Passed</td>
</tr>
<tr>
<td>SB 390</td>
<td>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.</td>
<td>Support</td>
<td>Failed</td>
</tr>
<tr>
<td>North American Free Trade Agreement (NAFTA)</td>
<td>A negotiated agreement between Canada, Mexico and the United States to reduce trading costs, increase business investment and help North America become more competitive in the global marketplace.</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td>Soo Locks</td>
<td>Have federal legislators take appropriate action to expedite the U.S. Army Corp of Engineers updated study and release approved funding for the project for another lock.</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td>SB 40</td>
<td>Allows businesses to count an individual as a &quot;qualified new job&quot; who is not a resident of the State but is employed by a business that is located in a county in the State and borders another state or country.</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td>SB 523</td>
<td>Reinvests existing revenue, improves convention facilities and natural infrastructure, and enhances the economy and quality of life for Michiganders.</td>
<td>Support</td>
<td>Passed</td>
</tr>
</tbody>
</table>
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, LLC.
Advanced Center for Orthopedics & Plastic Surgery
Blue Cross Blue Shield of Michigan
Champion, Inc
Cleveland-Cliffs, Inc.
Deb Muchmore Consulting
Eagle Mine
Enbridge, Inc.
Frei Chevrolet
Holiday Stationstores
Integrated Designs, Inc.
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, LLC
UP Health System - Marquette
Upper Peninsula Health Plan
Upper Peninsula Power Company
VAST
Wells Fargo
Wolverine Power Cooperative

**EVENTS & PARTNER CELEBRATIONS**

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

The creation of a new fundraiser, Family Feud - Partnership Edition was created in 2018 and will become an annual event in the future.

15 LSCP Partners hosted Business After Hours in 2018.

The LSCP and Marquette County Ambassadors celebrated 20 Marquette County companies with ribbon cuttings & groundbreaking ceremonies in 2018.
2019 BUDGET

INCOME

- DUES: 31%
- GOVERNMENT FEES FOR SERVICE: 17%
- CONTRACTS: 14%
- FUNDRAISING & SERVICES: 21%
- REGIONAL PARTNERS: 10%
- GRANTS & OTHER: 7%

TOTAL INCOME: $662,475

EXPENSES

- MARKETING & MEMBER SERVICES: 52%
- OPERATIONS: 25%
- PROGRAMS: 23%

DUES: $203,000
GOVERNMENT SERVICE FEES: $41,612
CONTRACTS: $69,280
FUNDRAISING & SERVICES: $140,150
REGIONAL PARTNERS: $93,133
GRANTS & OTHER: $115,300
TOTAL EXPENSE: $643,092
NET INCOME: $19,383
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.

• Connect Marquette
• Evergreen Award selection committee
• Kiwanis Club of Marquette 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
• 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) since 2011

Staff Credentials
• Certified Economic Developers
• Certified Global Business Professional
• Certified Fund Raising Manager
• Certified Economic Gardening Specialist
• Michigan Economic Developers Association (MEDA) Immediate Past President
• Economic Modeling Specialists International Certification
• Certified Local Labor Market Information User
• International Economic Development Council (IEDC) Board Member
• Governance Committee
• Planning and Business Development Committee Chair
• Economic Development Research Partners (EDRP) Immediate Past Chair
• Certified Business Solutions Professional
• Economic Development Finance Professional
2018 BOARD OF DIRECTORS

OFFICERS
Chairman
Brett French
Upper Peninsula Power Company

Vice Chairman
Michael Fedrizzi
Blue Cross Blue Shield of Michigan

Treasurer
Roxanne Daust
Range Bank

Secretary
Dave Aro
Superior Rehabilitation & Professional Services

DIRECTORS
Steve Adamini
Marquette County Commission

Stu Bradley
CTE Committee

Patrick Callahan
Connect Marquette

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
City of Negaunee

Nate Heffron
City of Negaunee

Phil Johnson
Casa Calabria

Jon Kangas
Chocolay Township

Brian Kerrigan
Michigan Regional Council of Carpenters

Investor Relations Division
Brigitte LaPointe-Dunham
Upper Peninsula Health Plan

Administration Division
Scott Lyman
Iron Range Agency

Kristen Mariuzza
Eagle Mine

John Marshall
Retired

Tom Mogush
WMQT/WZAM

Keith Moyle
Upper Peninsula Power Company

Ryan Nummela
Elder Agency

Rick Rhoades
WLUC/TV6

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

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