LSCP Stakeholders

As we close out the decade and head into 2020, know that your team at the Lake Superior Community Partnership has hit the ground running! Over the years we have fine tuned our strategies that allow us to provide comprehensive business development services to all sectors and all size businesses/organizations.

In 2019, we did a soft launch of three new services to meet the ever changing needs of business. Workforce Insight allows us to customize talent recruitment and retention strategies; our Succession Planning Toolkit is available and we are now able to do economic impact studies for businesses, organizations and events. Now that these services are tested and staff fully trained, you will be hearing much more on the subject.

I am also proud to report that we broke a couple records in 2019. We provided services to over 500 clients and kicked off the Lake Superior Leadership Academy with a high of 28 students. Our work in legislative advocacy, in particular the promotion of the needs of rural Michigan, has been strengthened due to strategic partnerships built across the state.

At the end of the day, if economic development is successful, we should experience positive improvement in our Regional Wealth Indicators, which you notice in this report are mostly trending in a positive direction.

To all of our investors, we couldn’t do this without your tremendous gift of time, talent and treasure. For this, I am extremely grateful and thank you for your continued support.

Respectfully,

Amy J. Clickner
Chief Executive Officer

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.

![Superior Partners Logos]

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

- Champion, Inc.
- Envoy Air, 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
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.

### BUSINESS DEVELOPMENT RECAP

<table>
<thead>
<tr>
<th>Service</th>
<th>5 Year Total</th>
<th>10 Year Total</th>
<th>2019</th>
<th>2018</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>OVERALL CLIENTS</td>
<td>2,339</td>
<td>3,668</td>
<td>501</td>
<td>491</td>
<td>422</td>
<td>461</td>
<td>464</td>
</tr>
<tr>
<td>RETENTION CLIENTS</td>
<td>1,900</td>
<td>2,706</td>
<td>423</td>
<td>401</td>
<td>336</td>
<td>345</td>
<td>395</td>
</tr>
<tr>
<td>START-UP CLIENTS</td>
<td>353</td>
<td>776</td>
<td>64</td>
<td>63</td>
<td>66</td>
<td>107</td>
<td>53</td>
</tr>
<tr>
<td>ATTRACTION CLIENTS</td>
<td>86</td>
<td>186</td>
<td>14</td>
<td>27</td>
<td>20</td>
<td>9</td>
<td>16</td>
</tr>
<tr>
<td>JOBS PROJECTED</td>
<td>3,915</td>
<td>9,490</td>
<td>1,359</td>
<td>1,372</td>
<td>359</td>
<td>453</td>
<td>372</td>
</tr>
<tr>
<td>JOBS IMPACTED</td>
<td>61,001</td>
<td>88,899</td>
<td>12,937</td>
<td>9,835</td>
<td>8,976</td>
<td>13,378</td>
<td>15,875</td>
</tr>
<tr>
<td>JOBS RETAINED</td>
<td>267</td>
<td>366</td>
<td>0</td>
<td>0</td>
<td>135</td>
<td>22</td>
<td>110</td>
</tr>
</tbody>
</table>

### REGIONAL WEALTH

<table>
<thead>
<tr>
<th>Category</th>
<th>% of change from ‘15 to ‘19</th>
<th>2019</th>
<th>2018</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>POPULATION</td>
<td>-1.4%</td>
<td>66,322*</td>
<td>66,272*</td>
<td>66,477*</td>
<td>66,426*</td>
<td>67,293*</td>
</tr>
<tr>
<td>PROPERTY TAX REVENUE</td>
<td>6.2%</td>
<td>$92,276,034</td>
<td>$91,349,159</td>
<td>$89,407,925</td>
<td>$89,155,700</td>
<td>$86,894,859</td>
</tr>
<tr>
<td>MEDIAN HOUSEHOLD INCOME</td>
<td>13.5%</td>
<td>N/A***</td>
<td>$54,779**</td>
<td>$49,008**</td>
<td>$51,275**</td>
<td>$48,259</td>
</tr>
<tr>
<td>PER CAPITA INCOME</td>
<td>8.5%</td>
<td>N/A***</td>
<td>$26,982</td>
<td>$26,374</td>
<td>$24,275</td>
<td>$24,871</td>
</tr>
<tr>
<td>MEDIAN HOME SALES</td>
<td>22.2%</td>
<td>$165,000</td>
<td>$149,500</td>
<td>$137,500</td>
<td>$135,500</td>
<td>$135,000</td>
</tr>
<tr>
<td>NUMBER OF HOME SALES</td>
<td>8.5%</td>
<td>832</td>
<td>875</td>
<td>816</td>
<td>819</td>
<td>767</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
*** Data lags by one year
2019 DISTRIBUTION OF CLIENTS

- 17% of population - 84 clients
- 72% of population - 359 clients
- 8% of population - 40 clients

Non-region Specific: 18 Clients (3%)

DEVELOPMENT STAGE OF BUSINESS SERVED

84% RETENTION/EXPANSION OF EXSISTING BUSINESS
13% START-UPS
3% ATTRACTION/PROSPECTS

63 TALENT DEVELOPMENT
11 ADVOCACY
11 SUCESSION PLANNING
37 DATA & RESEARCH

501 Total Clients

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 2019 CLIENTS
$263,000 IN LOAN PROCEEDS
GOVERNMENT RELATIONS

- Government Relations Committee adopted the (2019) 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 Luncheon
- 41 Government Networking Visits
- Marquette County Ambassadors
  - Lansing Spring Trip (21 Meetings)
  - U.P. 200 Legislative Reception (approximately 150 in attendance)
  - Lansing Fall Trip (17 Meetings)

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.

WORKFORCE INSIGHT

This tool can analyze your region’s alumni and take talent attraction and retention to another level. It is compiled of a database of over 100 million online professional profiles in the US to allow you to glean deeper insights on your available workforce.

WAGE STUDIES

An overview of an occupation with data related to jobs, earnings, programs, demographics and much more!

JOB OF THE WEEK

In 2019, we featured 55 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 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 16 years since the program was established, they have worked on many community projects throughout Marquette County. To date, over 489 students have graduated from the program.
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

<table>
<thead>
<tr>
<th>Bill/Item</th>
<th>Description</th>
<th>Neutral/Support/Opposed</th>
<th>Passed/Failed/In Process</th>
</tr>
</thead>
<tbody>
<tr>
<td>Department of Labor Overtime Rules</td>
<td>Increase minimum salary threshold for executive, administrative and professional exemptions from $455 per week ($23,660 annually) to $684 per week ($35,568 annually).</td>
<td>Opposed</td>
<td>Passed</td>
</tr>
<tr>
<td>County Budget Supplemental</td>
<td>Restoration of line item vetoes.</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td>Funding Pure Michigan</td>
<td>Restoration of line item vetoes.</td>
<td>Support</td>
<td>In Process</td>
</tr>
<tr>
<td>Great Lakes Tunnel</td>
<td>Support for the proposed concrete-walled tunnel to be placed below the lakebed, reducing the risk of a spill in the Straits to zero.</td>
<td>Support</td>
<td>In Process</td>
</tr>
<tr>
<td>MDOT Build Application</td>
<td>Grant to fund the construction of a roundabout at the intersection of U.S. Highway 41 and Lakeshore Drive in the City of Ishpeming.</td>
<td>Support</td>
<td>In Process</td>
</tr>
<tr>
<td>MI Launch Initiative</td>
<td>Establishing a spaceport at Sawyer International Airport.</td>
<td>Support</td>
<td>In Process</td>
</tr>
<tr>
<td>City of Ishpeming DNR Trust Fund</td>
<td>Aims to increase access to the City of Ishpeming’s existing trail system, to the tennis courts and to the entire “playground” park area.</td>
<td>Support</td>
<td>In Process</td>
</tr>
<tr>
<td>Marquette County Solid Waste Management Authority</td>
<td>Materials Recovery Facility improvement project. Recycling program, which aims to increase access to recycling and reduce overall recycling costs in the region.</td>
<td>Support</td>
<td>In Process</td>
</tr>
<tr>
<td>Rural Affairs and Development (RAAD) Coalition</td>
<td>The RAAD Coalition was formed by the LSCP, InvestUP and the Northern Michigan Chamber Alliance on the premise that despite the state’s emergence from the recession a decade ago, many rural areas have been even slower to recover, and nearly all are losing population, especially in key workforce age demographics. Many of the programs and incentives the state uses to target and grow major business are not well suited for rural communities and businesses. They have proposed a cabinet level position be created to focus attention on rural areas.</td>
<td>Support</td>
<td>In Process</td>
</tr>
<tr>
<td>Going Pro</td>
<td>Restoration of line item vetoes. This talent fund provides competitive awards to employers to assist in training, developing and retaining current and newly hired employees.</td>
<td>Support</td>
<td>In Process</td>
</tr>
<tr>
<td>HB 4227</td>
<td>Create a committee on Michigan’s Mining Future within the Department of Environment, Great Lakes, and Energy (DEGLE). This committee would evaluate government policies that affect the mining and minerals industry and recommend actions to strengthen and develop a sustainable industry.</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td>Central Upper Peninsula Housing Action Plan</td>
<td>Grant funding for strategic planning and action steps regarding housing development in our region.</td>
<td>Support</td>
<td>Failed</td>
</tr>
</tbody>
</table>
The LSCP hosted three major networking events, the LSCP Annual Dinner, Golf Outing and Family Feud-Partnership Edition, that benefited economic development in Marquette County.

The second annual Family Feud - Partnership Edition was held in November of 2019. Flourish Financial Partners took home the Family Feud Champion title. Each team was able to fundraise for a non-profit of their choice as a part of the Feud Favorite competition. Upper Peninsula Power Company raised the most for this part of the competition and took home the Feud Favorite title.

15 LSCP Partners hosted Business After Hours in 2019.

341 businesses invested in the LSCP in 2019

The LSCP and Marquette County Ambassadors celebrated 28 Marquette County companies with ribbon cuttings, anniversary & groundbreaking ceremonies in 2019.

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, 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.
        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
2020 BUDGET

INCOME

**DUES**
$214,926

**GOVERNMENT FEES FOR SERVICE**
$39,162

**CONTRACTS**
$125,280

**FUNDRAISING & SERVICES**
$116,525

**REGIONAL PARTNERS**
$78,993

**GRANTS & OTHER**
$110,130

**TOTAL INCOME**
$685,016

EXPENSES

**MARKETING & MEMBER SERVICES**
$153,343

**OPERATIONS**
$169,309

**PROGRAMS**
$342,342

**TOTAL EXPENSE**
$664,994

**NET INCOME**
$20,022
COMMUNITY INVOLVEMENT
At the LSCP, we believe 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
- 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
- UPCDC
- Big Brother Big Sisters
- Marquette West Rotary
- UP 200 Volunteer

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

- Accredited Economic Development Organization (AEDO) since 2011

Staff Credentials
- Certified Economic Developers (CeCD)
- Certified Fund Raising Manager (CFM)
- Certified Economic Gardening Specialist
- Michigan Economic Developers Association (MEDA) Secretary; 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) Past Chair
- Certified Business Solutions Professional
- Economic Development Finance Professional (EDFP)
- MEDA Mike Conboy Professional Development Award 2019
2019 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
Tom Edmark
Iron Range Agency
Scott Erbisch
Marquette County
Robert Eslinger
Northern Michigan University
Nate Heffron
City of Negaunee
Phil Johnson
Retired
Brian Kerrigan
Michigan Regional Council of Carpenters
Brigitte LaPointe-Dunham
Upper Peninsula Health Plan
Scott Lyman
Iron Range Agency
Kristen Mariuzza
Eagle Mine
John Marshall
Retired

Investor Relations Division
Stephanie Jones
Select Realty
Administration Division
Jesse Bell
Bell Financial
Scott Knaffla
Flourish Financial Partners
Bryan DeAugustine
NICE Community Schools
Rick Rhoades
WLUC/TV6

Tom Mogush
WMQT/WZAM
Don Ryan
The Ryan Report - TV6
Steven Salyer
UP Health System - Marquette
Jesse Schramm
Checker Transport
Ruth Solinski
RTI Surgical
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.
A special thank you to Blue Cross Blue Shield of Michigan for supporting Economic Development!