



Lenawee

now

Ideal for business. Perfect for life. Lenawee County.

2014 ANNUAL REPORT



Dear Friends of Lenawee Now:

I have been involved in various businesses in Lenawee County for my entire life, just like many of you. This community has been very good to us — it is a wonderful place to live, work and raise a family. Truly, life in Lenawee is good. Because we have enjoyed the benefits of living here, it is important make the place we call home better for the next generation. That is what we are doing at Lenawee Now — we are working hard to help others who want to invest and thrive in our community. That includes those folks who are already here, and those folks who are looking for a place to build a business or a place to call their home.

Our history is filled with examples of businesses that have thrived in Lenawee County. The list is long and varied, and includes names like Page Fence Company, Tecumseh Products, Merillat Industries, Brazeway, M & S Manufacturing, Blissfield Manufacturing, Primore Inc., Applewood Orchards, Kapnick Insurance Group [I had to add that last one] and many more.

The common denominator in these success stories is Lenawee County. We can create similar successes with your help. If you believe in this community, as I do, and if you want to provide opportunities to the next generation of innovators and entrepreneurs, then I ask you to provide financial support to Lenawee Now. Together we can preserve the entrepreneurial spirit that has made Lenawee County a very special place.

Sincerely,

Doug Kapnick

Chairman of the Board
Lenawee Now



To Our Investors, Stakeholders, Businesses, and Residents:

2014 has been a productive and exciting year for Lenawee Now. In addition to receiving two awards for work in economic development and marketing, we've also seen new education resources come to our community and new businesses open, bringing with them more jobs and opportunities for our residents.

Last year, Michigan was once again among the top in the country for manufacturing job growth. With quality high-tech career training programs and attractive, vibrant communities, Lenawee County is proving itself a strong competitor for manufacturing businesses planning to build new facilities.

In addition to manufacturing, last year we also assisted retail, energy, and medical businesses with adding jobs and investing millions of dollars in Lenawee County.

As you look over this year's annual report, we hope you'll be pleased with our progress. We look forward to continuing to help Lenawee County thrive. Thank you to our supporters, local businesses and investors for making 2014 a successful year for Lenawee Now.

Kind Regards,

Jim Van Doren

Executive Director
Lenawee Now

Tim Robinson, CEcD, EDFP

Director of Operations
Lenawee Now

Bridging the Talent Gap

Lenawee County, like many other communities in Michigan and around the country, is facing a challenge. Baby Boomers, those born between 1946 and 1964, are closing in on retirement age. As they leave the workforce to enjoy days fishing or playing with the grandkids, they take with them valuable skills and talents honed by decades in the workforce. Will those new fresh faces have the knowledge and training that made the previous generation so successful? Lenawee Now is working hard to make sure that the answer is a resounding "Yes!"

With educational opportunities like those offered at the LISD TECH Center, local colleges, and the newly opened Southern Michigan Center for Science and Industry, plus partnerships with local manufacturers, we're identifying the needs of employers and making sure our young people have places to gain the skills and education to meet those needs. A highly skilled workforce attracts other employers to our community, creating jobs that put more money back into the local economy.

2014 Annual Financial Review Public-Private Partnership

The list of Lenawee Now's activities continues to become more robust, which means transparency is even more important. The budget is presented to the community and work is regularly reported through the media and Lenawee Now's online presence. Our marketing budget has more than doubled in the past year. As a result, we have earned multiple awards recognizing the work we do and bringing positive attention to Lenawee County as a whole. The content we produce is of benefit to all of our partners.

ANNUAL EXPENSES
\$422,653

Personnel/Program 59%
Marketing 25%
Operating 12%
Professional Services 4%



ANNUAL INCOME
\$445,875

Private Contribution 34%
Public Contribution 20%
Contractual 35%
Grant 11%



2014

INTERNATIONAL ECONOMIC
DEVELOPMENT COUNCIL
EXCELLENCE
IN ECONOMIC DEVELOPMENT
AWARDS

SILVER

International and State Recognition

Lenawee Now is honored to have been the recipient of two very important awards in 2014. In August, an award from the Michigan Economic Developers Association (MEDA) recognized the increased investment in marketing made by Lenawee Now, noting our "branding is strong, professional, and something to be proud of."

In October, the International Economic Development Council (IEDC) presented Lenawee Now with an Excellence in Economic Development Award for its work in creating a booklet for parents, students, and guidance counselors identifying manufacturing careers within the county.

Being recognized on an international level for the work that we are doing locally is invaluable to our community. It brings positive attention to Lenawee and helps us stand out among others.





Entrepreneurs From Lenawee Invest
in the Same Place They Call Home



Lenawee Success

Tecumseh Brewing Company

The two-man team at Tecumseh Brewing Company is proud to have been the first to use the Michigan Invests Locally Exemption (MILE), otherwise known as equity crowdfunding. By combining traditional bank financing and crowdfunding, Tecumseh Brewing Company was able to raise \$375,000 to open their micro-brewery in Tecumseh.

Insignia

Locally-owned Insignia is a sign and graphics provider. In 2014, one of its key employees was ready to formally take over the business as owner. In order to do this, he worked with Lenawee Now to secure funding by combining bank financing and Lenawee Now's own micro-loan program.

Chomp Burger

Capitalizing on the growth that Adrian is experiencing, the owners of Chomp Burger purchased a downtown site to set up a their new gastro pub. The interesting thing about this property is that it was previously the site of a long abandoned gas station. By working with the County Land Bank Authority and Brownfield Redevelopment Authority, Lenawee Now was able to secure \$225,000 in State and Federal funds to clean the site and make it useable for new development. The restaurant is currently under construction.

Lenawee Success

Ideal for Business. Perfect for Life. Companies from All Over Look to Lenawee County's Talented Workforce and Strong Community

ProMedica

ProMedica, based in Toledo, Ohio, has provided a host of healthcare services in Lenawee County for many years. In 2014, ProMedica announced plans to build a new full-service hospital that will combine two existing hospitals, Adrian's Bixby Hospital and Tecumseh's Herrick Hospital, into a central and state-of-the-art facility. The new facility will house an estimated 80 beds and is scheduled to open in the near future.

Wacker Chemical Corporation

In 2014, Wacker's North American headquarters celebrated its 50-year anniversary in Lenawee County while its German-based parent company celebrated its centennial. Anniversaries were not the only cause of celebration in 2014 as Wacker continued its local investment with \$19M in new equipment for its Lenawee facility.

Tabani Group

The Adrian Mall is now under Tabani Group ownership and direction. The Texas-based company owns nearly 30 successful shopping centers across the country, and chose to invest in the Adrian property expecting to attract new tenants and increase foot traffic to strength the mall's position as the area's primary destination for shopping, dining, and entertainment.

Lily Ann Cabinets

Lily Ann Cabinets, a family-owned business based in Toledo, Ohio, chose to make Madison Township home for part of its growing operations, citing an ideal building and warm community reception as the reasons for choosing Lenawee. The building is perfect for Lily Ann Cabinets because it was the former home of Merillat Cabinets. So once again, Lenawee products are a key ingredient in America's kitchens.



Lenawee Success

Glov Enterprises LLC

With a manufacturing facility located in Tecumseh, GLOV Enterprises has 100 employees supporting its injection molding business, which services the industrial, consumer, and automotive markets. In 2014, GLOV Enterprises expanded its business in Lenawee County with a \$574,000 investment.

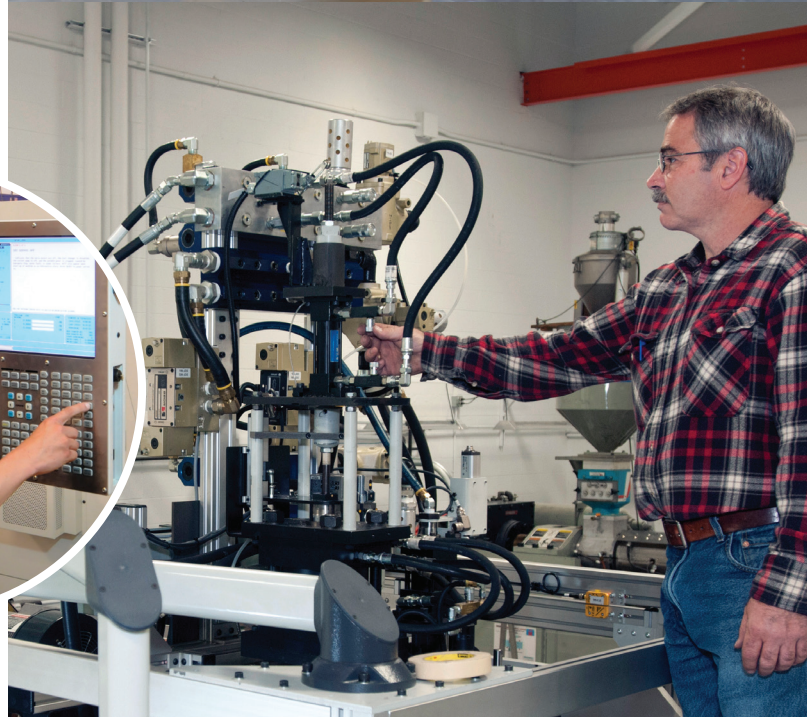
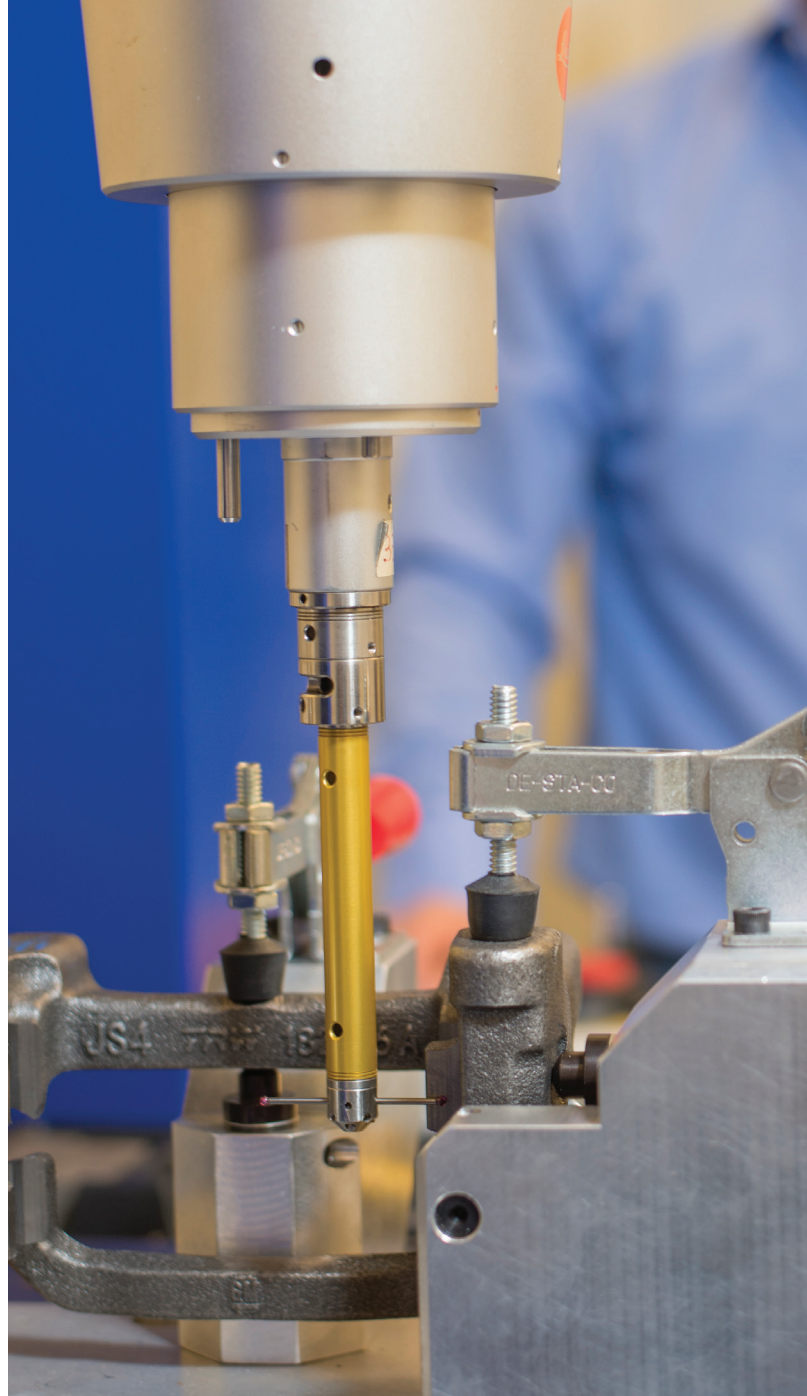
General Broach Company

Boasting over 70 years in the broaching business, General Broach, based in Morenci, invested \$583,000 in its business expansion in 2014. General Broach is the global leader in designing and manufacturing aerospace tooling as well as providing broach tools and machines.

Workforce Development

Talent development and retention: the answer is right in front of you. We know that sometimes searching far and wide is not necessary to find the best workforce. Lenawee County has talented youth and willing adults ready for training and employment.

Ensuring companies like Wacker, GLOV Enterprises, and General Broach have readily available talent is critical to their sustainability as well as attracting new businesses to the area. To lend support to the cause, Lenawee Now is active in the county's Job Readiness Committee and Reverse Job Fair. Both activities are geared toward connecting trained youth with opportunities in the area. Although the efforts are still young, the impact is promising. By the end of 2014, a formalized committee, made up of business leaders and educators, formed to develop a local unified talent system. We look forward to reporting the progress of these activities in next year's annual report.



2014 Economic Development Statistics



\$164
MILLION
Total Investment

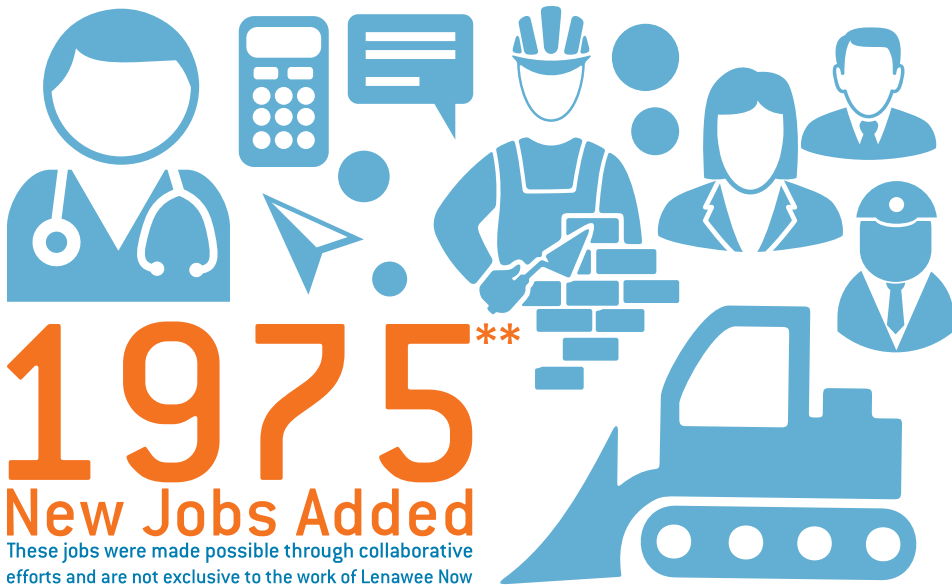
2 
TOTAL BUSINESS ATTRACTIONS



10
Number of
PROJECTS

3 
TOTAL BUSINESS START-UPS

1975 ^{**}
New Jobs Added
These jobs were made possible through collaborative efforts and are not exclusive to the work of Lenawee Now



Companies With
Projects in Lenawee
County
in 2014



Lenawee County
Land Bank Authority

Lily Ann Cabinets



*Data YTD 2014 **Per Bureau of Labor Statistics



BOARD OF DIRECTORS (Above) Back row (L-R): Ken Prior, Jim Philp, Pat Farver, Doug Kapnick, Rick Gurdjian, Joe Williams. Front row (L-R): Barb Mitzel, Jason Hess, Tim Jakacki, Katherine Mohr. Missing: Doug Maxwell, Jeff Wyatt. **STAFF** (Above Right) Kimberly Fryman, Jim Van Doren, Molly Mason, Tim Robinson, Sarah Stanley, Randy Yagiela.

Lenawee Now Board of Directors

Douglas Kapnick
[Chair]
Retired Business Executive,
Kapnick Insurance Agency

Barb Mitzel
[Vice Chair]
Area Manager, Consumers Energy

Kathryn M. Mohr
[Secretary/Treasurer]
Attorney at Law, RCO Law

Pat Farver
President, Blissfield Manufacturing

Rick Gurdjian
President, Gurdjian Insurance Group

Jason Hess
Vice President, Krieghoff Lenawee

Timothy Jakacki
Retired Business Executive

Dave Maxwell
Retired Business Executive,
One Lenawee Chairman

James Philp
Superintendent, Lenawee Intermediate
School District

Ken Prior
Vice President of Manufacturing,
Ervin Industries, Inc.

Joe Williams
Community President,
Old National Bank

Jeffery Wyatt
President, Venchurs Global

Lenawee Now Staff

Jim Van Doren
Executive Director
Tim Robinson
Director of Operations
Kimberly Fryman
Office Manager
Sarah Stanley
Marketing Director

Randy Yagiela
Development
Molly Mason
Graphic Designer

Adrian College Interns
Leah Carswell, Sarah Daniel, Will Davis,
Joslyn Hatfield, Riley Jackson, Allie
Lochart, & Morgan Poole

Lenawee Now Investors

Adrian Animal Clinic
Adrian College
Adrian Fabricare Center/Image Center
Adrian Insurance Agency
Adrian Mall
Adrian Mechanical Services
Adrian Steel
Adrian Symphony Orchestra
Anderson Development Company
Avery Oil & Propane, Inc.
Blissfield Manufacturing Company
Brazeway, Inc.
Brint Electric, Inc.
Charles Gross
Charter Township of Adrian
Charter Township of Madison
Citizens Gas and Fuel Company
City of Adrian
City of Hudson
City of Morenci
City of Tecumseh
Clift Buick GMC
Consumers Energy

County National Bank
Croswell Opera House
Dailey Engineering, Inc.
Dave Knapp Ford Lincoln
Dempsey & Dempsey, P.C.
Donna Baker and Associates
Douglas Kapnick
DTE Energy
Ervin Industries
Evans Street Station
First Federal Bank
Frank & Shirley S. Dick Endowment
Fund
Gleaner Life Insurance Society, Inc.
GLOV Enterprises
GreenStone Farm Credit Services
Greg Bell Chevrolet
Gross, Puckey, Gruel & Roof, P.C.
Gurdjian Insurance Group, Inc.
Hardwoods of Michigan, Inc.
Hathaway House
HB Steele
Hidden Lake Gardens

Iott Insurance Agency - Blissfield
ITC Holdings
Jackson College
Jim Driskill
Kapnick Insurance Group
Keith Ludwig, LLC
Kemner-Iott Insurance Agency
Kiwanis of Adrian
Krieghoff Lenawee Company
Lenawee Christian Ministries
Lenawee County
Lenawee Intermediate School District
M B Electric
MASCO Corporation
Meredith A. Matthews, CPA
Michigan International Speedway
Midwest Energy Cooperative
Milk Source, LLC
Monroe Bank and Trust
Old National Bank
OmniSource Corporation
OSB Community Bank
Primore, Inc.

ProMedica
RCO Law
Rima Manufacturing Company
Robertson, Eaton, & Owen, P.C.
Rowley Inc.
Rudolph/Libbe Companies
Rumors, Inc.
Sage Foundation
Sauce Italian Grill and Pub
Schmidt & Sons Pharmacy
Siena Heights University
South Central Michigan Works!
Spectrum Printers
The Taylor Agency
The Sayre Group
TLC Community Credit Union
Uckele Healthe & Nutrition
Uniloy Milicron
Venchurs Global
Village of Blissfield
Village of Clinton
Wacker Chemical Corporation



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