



Economic Development
Council of Livingston County

QUARTERLY ECONOMIC
DEVELOPMENT REPORT 2023

Q2

28 Projects in
Pipeline

1813 Potential New
Job Commitments

Work Skill Corp.
Celebrates 50 Years

Detroit Regional
Partnership VIP Sites

ANN ARBOR
SPARK

Ann Arbor SPARK will advance the economy of the Ann Arbor region by establishing it as a desired place for innovation, business location and growth, and for talented people to live and work. The Ann Arbor region will be recognized for its academic, business, and community resources, and its collaborative culture. For more information visit: www.annarborusa.org

Quarterly Highlights



Michigan Works! Southeast Hires Livingston Business Services Representative

SPARK enjoys a close working relationship with Michigan Works! Southeast and the resources they make available for local businesses. MI Works recently hired Will Williamson as the newest Livingston County Business Services representative. In this role, Will works with local businesses to assist in their workforce development needs using the tools of MI Works including training grants, job placement services, and many other more tailored workforce programs. Originally from New Smyrna Beach Florida, Will is a people-oriented leader with over 10 years' experience in Sales, Operations, Account Management and Business Development within various industries. He lives in the Howell area with his family. Will can be reached directly at wwilliamson@mwse.org.



Work Skills Corporation Celebrates 50 Years of Assisting in Workforce Development

Work Skill Corporation (WSC), headquartered in Brighton MI, provides services focused on helping individuals identify, secure and retain employment. WSC exists to serve people with disabilities and other employment barriers by offering progressive educational and vocational development opportunities based on a person-centered approach. This year marks the 50th Anniversary of WSC and their work in the Brighton area community and across the region.

During a recent anniversary celebration event, President & CEO Tina Jackson accepted a prestigious Congressional award and a special tribute from the State of Michigan on behalf of WSC for its outstanding contributions to empowering individuals with disabilities with employment opportunities.

The SPARK-Livingston team enjoys a great working partnership with WSC. Their leadership team leads various employer-led groups supporting local businesses, their job-placement and training programs are often referred to businesses during retention visits. To read more about WSC and their services go to www.wskills.com.



Quarterly Highlights



Local Sites Ready for Development

SPARK partners with the Detroit Regional Partnership (DRP) to bring national and international business attraction opportunities into our region. DRP has staff that travel the world meeting with businesses in key industries promoting our region as well as availability for future locations.

Site selection is an important part of a company’s decision in choosing a region to locate or expand into. While there is land available and for sale for development, businesses usually need a lot of information about the site and surrounding area as part of their due diligence.

As a response to this need, the DRP created the Verified Industrial Property (VIP) Program, where they partnered with civil and environmental engineers to collect and verify critical site data. This data is assessed to evaluate site conditions and suitability for future development. From there, the DRP creates marketing material for each verified site before adding it to a searchable database. Since the creation of the VIP program, three Livingston sites have been added to the regional database, including the Handy Township industrial site which was one of the initial sites to go through the VIP process in 2019. This year, the DRP added the 300-acre site along Latson Rd, as well as 60 acres along Pleasant Valley and I-96. You can see the information available on these sites and more at <https://verifiedindustrialproperties.com/search-properties/>.



Hartland Polo Classic

The SPARK-Livingston team was in full attendance at the 6th annual Hartland Polo Classic. This fun and unique event moved locations and was held at Heritage Park in Hartland. The event also grew to include a second day of fun called the Festival of Polo and Family Picnic.

Among the 400 attendees SPARK was able to network with, we were happy to connect with EDCLC funders Hartland Insurance, Lake Trust Credit Union, and Trinity Health. SPARK staff Marcia Gebarowski, Denise Murray, and Tami Salisbury were able to hold many brief conversations to check-in with local business owners. In addition to the polo match itself, the event included a hat parade and contest, and surprise marriage proposal on the field!



Quarterly Highlights



Village of Pinckney EV Charging Stations

On June 12th, the Village of Pinckney held a ribbon cutting event to mark the instillation of two new electric vehicle charging stations.

The two Level 2 Blink charging stations are capable of charging four vehicles at the same time, with the ability to reach 65 miles in one hour of charging. Installed on the corner of Marion and Livingston streets, the prices for charging will be based on actual electrical costs.

The Downtown Development Authority wanted to be a participating partner in the charging capacity across the state and add Pinckney as a destination stop for travelers. These stations will provide the community for area residents to charge their vehicles while shopping, dining, or participating in activities around the village.

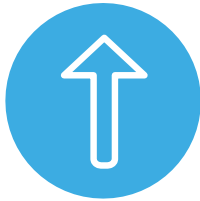
The Village of Pinckney was recognized by Congresswoman Elissa Slotkin as a congressional recognition for community service for the instillation of the EV chargers.



Local Dashboard



The local dashboard tracks demographic trends that are important measures of economic growth. **Please note: this data does not reflect the impact of the COVID-19 Crisis as the data is constantly being updated.** The data is compiled from a range of sources, including the Bureau for Labor Statistics, the Census, the Livingston County Association of Realtors, and more. The trend arrow reflects the change in quarterly data, using the most recent data available. Timing of updates vary by source.



Unemployment

Q1 2023

Michigan: 4.2%
Livingston: 2.9%

The unemployment rate in Livingston County increased by 16.2% from Q4 2022 to Q1 2023. The local unemployment rate remains lower than the state unemployment rate which decreased by 3.1% from Q4 2022 to Q1 2023.

Source: BLSLAUS



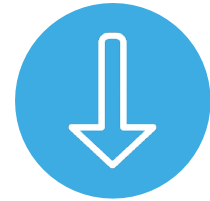
Wages

Q4 2022

Michigan: \$1,274
Livingston: \$1,101

The average weekly wage in Livingston County increased by 5.6% from Q3 to Q4 2022. The average weekly wage in Livingston County remains lower than the average weekly wage statewide which increased by 3.2% from Q3 to Q4 2022.

Source: BLSQCEW



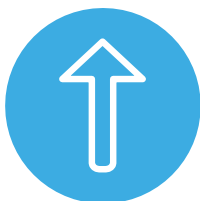
Labor Force

Q1 2023

Michigan: 4,843,304
Livingston: 101,864

The labor force in Livingston County decreased by 0.7% or 714 jobs from Q4 2022 to Q1 2023. Meanwhile, Michigan's labor force increased by 0.21% or 10,005 jobs from Q4 2022 to Q1 2023. The labor force consists of individuals working or seeking employment.

Source: BLSLAUS



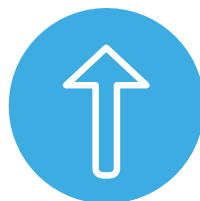
MFG Employment

Q4 2022

Michigan: 609,176
Livingston: 10,380

Employment in manufacturing increased by 0.91% or 94 jobs in Livingston County from Q3 to Q4 2022. Employment in manufacturing statewide increased by 0.5% or 3,011 jobs during the same time period.

Source: BLSQCEW



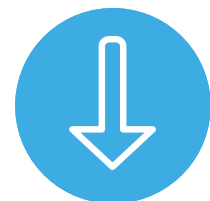
Job Postings

Q2 2023

Livingston: 7,807

The total number of job postings in Livingston County increased by 3.02% or 229 jobs from Q1 to Q2 2023.

Source: Workforce Intelligence Network



Home Sales

Q2 2023

Livingston: 624

The number of cumulative residential and condo sales in Livingston County increased by 56.4% from Q1 to Q2 2023, or 225 sales. However, sales decreased by 24% from Q2 2022 to Q2 2023, or about 194 sales.

Source: LCAR

SPARK Metrics



The project pipeline April 1, 2023 – June 30, 2023

PROJECT PIPELINE

Pipeline metrics track projects that SPARK staff are currently working to complete. If and when these projects are complete, they will contribute additional jobs and capital investment into the local economy.



28

Projects in Pipeline

813

Potential New Job Commitments

\$72.5M

Potential Capital Investment

SUCCESS METRICS

Metrics of success are recorded when SPARK assists projects that successfully create jobs and/or investment in the community.



0

Successful Projects

0

New Job Commitments

\$0

Capital Investment

CALL PROGRAM

The Call Program is SPARK's outreach program to local employers. Company visits are made to build relationships, identify projects, and connect employers to community resources.



13

Company Visits

1,439

FTEs at Companies Visited

24

Referrals

Events

The Economic Development Council of Livingston County (EDCLC) will host its **Annual Meeting on Thursday, November 9** at Crystal Gardens Banquet Center in Howell. The panel discussion topic is **Driving Economic Success: Strategies, Resources, Results**. Panel members will share their Livingston County economic development success stories and the resources that were utilized to make those projects happen. The cost to attend is \$40 for individuals and \$300 for a table (8 seats) and will be available to purchase in late September. Confirmed sponsors include Lake Trust Credit Union, ITC Holdings, Comcast and many more. Please reach out if interested in event sponsorship opportunities or scan the QR code for more information.

ECONOMIC DEVELOPMENT COUNCIL OF LIVINGSTON COUNTY
Annual Meeting Sponsorship Opportunities 2023

Sponsor the Economic Development Council of Livingston County's 2023 Annual Meeting! The event will be held on Thursday, November 9, 2023 and focuses on the theme of **Driving Economic Success: Strategies, Resources, Results**

Proceeds from this event will support economic development programs and activities in Livingston County.

Below are the 2023 Annual Meeting Sponsorship levels and benefits:

premier sponsor \$5,000

- Industry exclusive category
- Opportunity to introduce panel speakers or participate on panel (if applicable)
- Recognition in media communications
- Company logo included on event invitations*
- Recognition during opening or closing remarks
- Opportunity to introduce panel speakers
- Logo placement on all event and sponsorship promotions, including website
- Opportunity to have display table in priority area
- Reserved complimentary seating for eight (8) guests

silver sponsor \$1,000

- Logo placement on all event and sponsorship promotions, including website
- Opportunity to have display table in priority area
- Reserved complimentary seating for four (4) guests

gold sponsor \$2,500

- Recognition in media communications
- Company logo included on event invitations*
- Recognition during opening or closing remarks
- Logo placement on all event and sponsorship promotions, including website
- Opportunity to have display table in priority area
- Reserved complimentary seating for six (6) guests

bronze sponsor \$500

- Logo placement on all event and sponsorship promotions, including website
- Reserved complimentary seating for two (2) guests

To confirm your sponsorship commitment, please complete the form on the back. If you have any questions about the 2023 EDCLC Annual Meeting, please contact Tami Salisbury at tami@annarborusa.org or +1 (248) 514 1082.

The Economic Development Council of Livingston County, in partnership with Ann Arbor SPARK, is a nonprofit agency dedicated to providing Livingston County with quality and sustainable economic development programming. It is a one-stop resource for businesses seeking growth in Livingston County.

*** Commitment must be made by October 13, 2023.**

EDCLC WOULD LIKE TO EXPRESS OUR APPRECIATION FOR OUR BOARD OF DIRECTORS, THAT GENEROUSLY SUPPORTS OUR MISSION.

JOHN VOORHORST, BOARD CHAIR
DTE ENERGY

NATHAN BURD, IMMEDIATE PAST CHAIR / TREASURER
LIVINGSTON COUNTY

JANELLE BEST, VICE CHAIR / SECRETARY
HOWELL CHAMBER OF COMMERCE

ED ALVERSON
HANDY TOWNSHIP

MINDY BRADISH-ORTA
CONSUMERS ENERGY

SUSAN DAUGHERTY
GREEN OAK TOWNSHIP

ROGER DEATON
LIVINGSTON COUNTY

LINDA LAVEY
VILLAGE OF PINKNEY

GRETCHEN COMOLKA
CITY OF BRIGHTON

STACEY MACEK
CORRIGAN OIL CO.

PAUL HARMON
VILLAGE OF FOWLERVILLE

PAT HOHL
HAMBURG TOWNSHIP

DR. MICHAEL HUBERT
LIVINGSTON COUNTY EDUCATIONAL SERVICE AGENCY

AMANDA HUSZTI-VICKERS
LAKE TRUST CREDIT UNION

ANDY KLEIN
RAND CONSTRUCTION

KATE LITWIN
CITY OF HOWELL

GEORGE KING
BANK OF ANN ARBOR

KYLE MAZUREK
ITC HOLDINGS

PAM MCCONEGHY
GREATER BRIGHTON CHAMBER OF COMMERCE

BILL ROGERS
GENOA TOWNSHIP

DONNA ZALEWSKI
COMMON SAIL

REPRESENTATIVE BOB BEZOTTE
STATE OF MICHIGAN

REPRESENTATIVE ANN BOLIN
STATE OF MICHIGAN

SENATOR LANA THEIS
STATE OF MICHIGAN

REPRESENTATIVE JENNIFER CONLIN
STATE OF MICHIGAN

July 14, 2023

ANN ARBOR SPARK
ANNARBORUSA.ORG

Events

a2TECH360 September 14 – 22, 2023

A Week-long Celebration of Innovation

A series of events bringing together entrepreneurs, researchers, investors, businesses, academic institutions, and job seekers. Discover the latest in innovation and collaborate with like-minded tech enthusiasts!



Registration is open!

Visit a2Tech360.com to learn more and make your own event schedule.

Brought to you by



Upcoming Events

[The Greater Livingston County Chamber Alliance Speaker Series](#) Understanding Generations in the Workforce – 10/25/23

[Howell Chamber Golf Classic](#) – 9/25/23

Report Definitions



COMPANY VISITS:

Company visits are meetings with local businesses regarding their current business outlook. This is a core “economic gardening” strategy that provides opportunities for referrals like workforce development training, state-level resources, tax incentives, business development opportunities, cost reduction strategies, access to capital, etc.

EMPLOYMENT MULTIPLIER:

Employment multiplier is a figure calculated by economic modeling through Regional Economic Models, Inc., which quantifies the indirect assistance provided through new job creation. For example, an employment multiplier of 2.0 would indicate that one new job would affect two total jobs (the new job itself, and another indirect job). Employment multipliers are based on the company’s industry and investment, among other factors.

PROJECT PIPELINE:

The project pipeline represents potential projects that have been identified, along with their current status and probability of completion.

REFERRALS:

Referrals to outside resources or value-added services provided by staff. This could include a referral regarding a state-level program, a review to determine the feasibility of entry into a new sector, or technical assistance with local or state-level programs.

