

## 5-YEAR REPORT TO THE ST. JOSEPH COUNTY COMMISSION

Southwest Michigan First's Activities Focused in St. Joseph County

December 6, 2016

### Business Retention, Expansion and Attraction

#### **Attraction and Expansion Projects**

During 2012-2016, **1,829 direct new jobs** have been announced by **67 projects** that invested over **\$197 million** in St. Joseph County. Of the total projects, 84% were in the manufacturing sector, 10% in the food/ag/forestry sector, and 6% in distribution/logistics.

As of September 2016, the St. Joseph County **jobless rate was 3.5%**, significantly down from an unemployment rate in September 2011 of 10.7%. The September 2011 Civilian Labor Force in St. Joseph County was 27,469 and rose to 29,491 by September 2016, a net gain of 2,022.

*(Source: Michigan Department of Technology, Management & Budget)*

<b>Year</b>	<b>Project</b>	<b>Private Investment</b>	<b>Direct Jobs Created</b>
2012	American Axle	\$78,000,000	400
	Johnson Precision Mold	\$150,000	2
	LTI Printing	\$1,339,000	8
	Mayer Tool & Engineering	\$396,000	4
	Mendon Seed Growers	\$2,100,000	3
	MVB Improvements	\$50,000	3
	NEO Manufacturing	\$187,000	5
	Parma Tube Corporation	\$262,000	0
	Sturgis Molded Products	\$3,500,000	8
	Summit Polymers	\$1,000,000	27
	VCI, Inc.	\$709,500	6
XL Machine	\$888,000	0	
2013	American Axle	n/a	300
	American Metal Fab	\$700,680	5
	Americraft Carton	\$8,000,000	10
	Banks Hardwoods	\$3,070,000	15
	Burr Oak Tool	\$31,000,000	51
	IAC North America	\$4,700,000	95
	Johnson Precision Mold	\$118,876	2
	Manchester Industries	\$282,800	6
	Mayer Tool & Engineering	\$232,875	3
	Michiana Corrugated	\$497,037	3
	Merhow Industries	\$1,000,000	46
	Parma Tube Corporation	\$170,687	4

	Summit Polymers	\$1,500,000	15
	R&H Machine Products	\$1,665,000	13
	Vaupell	\$250,000	20
	WE Slitt	\$650,000	7
2014	Abbott	\$2,000,000	0
	Burr Oak Tool	\$6,397,422	0
	Classic Body & Paint	\$0	16
	Fiber By-Products	\$1,400,000	5
	Johnson Precision Mold	\$172,000	1
	LTI Printing	\$1,237,644	2
	Luttmann Precision Mold	\$465,193	0
	Mayer Tool & Engineering	\$586,811	2
	Midwest Plastic Engineering	\$603,965	15
	Michigan Milk Producers	\$2,725,500	8
	Morgan Olson	\$6,011,748	0
	Ox Paperboard	\$250,000	0
	Parma Tube Corporation	\$450,000	3
	Peterson Spring	\$142,000	25
	Pioneer	\$1,311,554	2
	PKG, Inc.	\$250,000	3
	Summit Polymers	\$3,590,896	91
	Sturgis Molded Products	\$5,000,000	51
	Team Manufacturing Supply	\$1,500,000	10
	VCI, Inc.	\$1,600,000	20
	XL Machine	\$1,026,562	4
	WE Slitt	\$467,701	1
2015	Forest River	\$7,000,000	396
	Morgan Olson	\$0	7
	XL Machine	\$0	24
	Mishler Packing Company	\$200,000	4
	Clinton Aluminum	\$0	3
	Republic Roller	\$0	2
	Hagadorn Mechanical	\$45,000	1
	Clark Logic	\$1,800,000	6
	Unique Truck Accessories	\$330,600	5
	PKG, Inc.	\$350,000	0

2016	Freeman Manufacturing	\$400,000	10
	Metal Technologies	\$1,300,000	10
	Clark Logic	\$1,000,000	8
	Penguin	\$1,100,000	12
	Precision Wire Forms	\$2,800,000	16
	WE Slitt	\$500,000	5
	Kadant	\$1,100,000	0
	<b>TOTAL Project Investment &amp; Jobs</b>	<b>\$197,534,051</b>	<b>1,829</b>

### Grant Funding Procured

Leverage from these private investment projects contributed to successful applications and grant awards of over **\$4 million** for funding in the following areas:

- Road improvement dollars through the Michigan Department of Transportation (MDOT) Transportation Economic Development Fund (TEDF) Category A;
- Workforce training dollars from the Michigan Skilled Trades Training Fund (STTF);
- Job training dollars from Community Development Block Grant (CDBG) funds;
- Brownfield assessment project dollars from the United States Environmental Protection Agency (USEPA);
- Performance incentives from the Michigan Business Development Program (BDP);
- International business development assistance from the Michigan State Trade and Export Promotion (STEP) grant; and
- Technology project assistance from the Sturgis Technology Innovation Fund.

Year	Grant Funding Procured	Grant Amount
2013	MDOT TEDF Category A grant for Progress Street, Sturgis	\$442,000
	STTF Workforce Training grant - Sturgis Molded Products	\$36,683
	STTF Workforce Training grant - Vaupell	\$49,500
2014	MDOT TEDF Category A grant for Wade Street, Sturgis	\$259,040
	MDOT TEDF Category A grant for Dresser Drive, Sturgis	\$76,300
	STTF Workforce Training grant - XL Machine	\$22,665
	Sturgis Technology Innovation Fund grant - Burr Oak Tool	\$8,985
	USEPA Petroleum Assessment Grant	\$200,000
	CDBG Grant - Sturgis Molded Products	\$442,000
2015	STTF Workforce Training grant - Penguin	\$26,000
	STTF Workforce Training grant - Armstrong International	\$64,502
	STTF Workforce Training grant - Burr Oak Tool	\$17,760

STTF Workforce Training grant - XL Machine	\$38,341
STTF Workforce Training grant - Michigan Milk Producers Association	\$4,500
STEP grants - 8 companies	\$41,721
CDBG grant - Forest River	\$1,600,000
Michigan BDP grant - Forest River	\$350,000
 2016 STTF Workforce Training grant - American Axle	 \$339,500
 <b>TOTAL Grant Funding Procured</b>	 <b>\$4,019,497</b>

**Brownfield Assessment Projects**

From 2012-2016, **17 projects** representing over **\$14 million** in private investment, and projected to create **170 jobs** in the retail, service, manufacturing and logistics sectors, were assisted with funding from the St. Joseph County Brownfield Redevelopment Authority.

<u>Year</u>	<u>Brownfield Assessments</u>	<u>Private Investment</u>	<u>New Jobs</u>
2013	Culver's Restaurant, Sturgis	\$2,100,000	35
	Trim-Pac, Inc., Three Rivers	\$97,500	3
	Moso Village, Sturgis	\$7,000,000	50
	Depot and Chamber of Commerce Building, Sturgis	\$250,000	0
2014	NAPA Auto Parts, Sturgis	\$400,000	2
	Wings Etc., Sturgis	\$2,690,000	44
2015	Rental Rehab Apartments, Three Rivers	\$170,000	0
	Downtown Mixed -Use Project, Constantine	\$520,000	15
	Downtown Mixed -Use Project, Three Rivers	\$300,000	5
2016	Mike Oxender, Inc., Sturgis	\$150,000	3
	A&K Printing, Sturgis	\$165,000	1
	Boland Tire, Sturgis	\$150,000	0
	Boland Tire, Three Rivers	\$50,000	0
	Klinger Lake Grille, White Pigeon Township	\$200,000	5
	Clark Logic, Three Rivers	\$120,000	2
	Michigan Milk Producers Association, Constantine	\$150,000	4
	Brokers Towing, Three Rivers	\$55,000	1
 <b>TOTAL Brownfield Assessment Projects</b>	 <b>\$14,567,500</b>	 <b>170</b>	

### **Company Consultations**

We conducted a total of **991 consultations** with St. Joseph County companies since 2012 to understand company needs, wants and desires. In response to these conversations, we provided a number of solutions including, but not limited to:

- Workforce development programs including the Employer Resource Network
- Vocational education, college and internship partnerships
- Expansion project and incentive assistance
- International business development services and STEP grant funding
- Foreign Trade Zones
- Wages and benefits comparisons
- Financing programs
- Demographic research and building/site location assistance
- Training resources and grants, including the Skilled Trades Training Fund
- Utility efficiency studies and rebates
- Networking and supplier connections
- Property tax abatements and Personal Property Tax reform
- Zoning and permitting assistance
- Railroad grant funding
- Brownfield program advice and funding
- Unemployment assistance and human resources programs
- Product licensing counsel
- Succession planning
- Fiber connectivity
- Marketing research services through the Economic Gardening program
- Ombudsman intervention

### **Manufacturer/Business Events:**

From 2012-2016, we organized and/or promoted over **100** events featuring programs to accelerate existing companies, impact leadership, assist with legislative reform and build relationships with municipal partners:

- Continuous Improvement Group Meetings
- First & Foremost Luncheons
- Southwest Michigan Tooling Coalition Meetings
- St. Joseph County Human Resources Council Meetings
- Skilled Trades Training Fund Informational Sessions
- Personal Property Tax Exemption Workshop
- Catalyst University annual leadership Event
- Populous public policy Event
- Legislative Bus Tour
- Public Service Academies