



MAY 1, 2019 TO JULY 31, 2019

ACTIVITIES FOCUSED IN ST. JOSEPH COUNTY

Business Retention, Expansion and Attraction

Company Consultations:

We conducted **32** visits with St. Joseph County companies during the period of May to July 2019, for a total of **93** visits year-to-date, to understand company needs. In response to these conversations, we provided a number of solutions encompassing:

- Talent development programs including Apprenticeship 101 sessions and Internship 101 sessions
- Workforce resources including the Employer Resource Network (ERN), Jobs Ready Michigan program and September Part-Time Career Fair
- Expansion project and incentive assistance utilizing property tax abatements, Border County Incentives, the Spec Building Development Program and the Michigan Business Development Program
- Redevelopment project advice and funding utilizing Brownfield tax capture
- Michigan Department of Ag and Rural Development grants
- Zoning and permitting assistance
- International business development services and STEP grant funding
- Utility efficiency studies and rebates
- Networking and supplier connections
- New customer grant for Efficiency and Lean programs through the Michigan Manufacturing Technology Center (MMTC)
- Student project resources through the Western Michigan University Bronco Force and Bronco Connect
- Foreign Trade Zones
- Company culture and leadership tools

Manufacturer/Business Events:

We organized and/or promoted events featuring programs to accelerate existing companies:

- May 28: Apprenticeship 101 session
- June 5 and July 10: Intern Mixers
- June 20: Catalyst University

Attraction Initiatives:

Southwest Michigan First focused its attraction efforts from May to July 2019 on several key markets with high concentrations of site selectors. We interacted with **36** site consultants during the following events:

- May 16-17: New York Summit with Consultant Connect
- June 6-7: Chicago Summit with Consultant Connect

Attraction, Expansion and Brownfield Redevelopment Project Pipeline:

During May to July 2019:

- **9** projects have been opened:
 - Project Cream—Existing regional company expansion project, investment and job creation to be determined
 - Project Cogen—Existing regional logistics company considering the start-up of a cogeneration facility, investment and job creation to be determined
 - Project Intermediary II—Existing regional back-office operation expansion investing \$1.75 million and creating 75 jobs
 - Project Bright Alloy—Attraction project with potential investment of \$15 million and 30 new jobs
 - Project Homestead—Attraction project with potential investment of \$10 million and 125 new jobs
 - Project Cirrus—Attraction project with investment to be determined and 30 new jobs
 - Project H—Attraction project with investment to be determined and 300 new jobs
 - Project TR Parks—Two \$100,000 grant requests to extend broadband infrastructure
 - Project Stapleton—\$51,000 grant request for wastewater engineering study
- **22** open projects are currently being worked through our pipeline.

Special Initiatives

Talent and Training projects:

- Southwest Michigan First encouraged area company interns to network at a series of **Intern Mixers** held June 5, July 10 and August 14. The events provided opportunities for interns to grow their professional networks and strengthen their ties to the community.
- In partnership with Michigan Works! Southwest, we held an **Apprenticeships and Talent Development Seminar** on May 28. The session focused on how to set up and operate an apprenticeship program with a special focus on how a company might modify an existing program to best fit its needs.

Michigan Site Readiness Improvement Program:

The Michigan Economic Development Corporation (MEDC) is accepting applications from local and regional economic development or community partners that will demonstrate a pathway to a “vetted site.” We are working with the cities of Sturgis and Three Rivers on applications requesting funding for infrastructure engineering design and fiber extension.

269 MAGAZINE:

269 MAGAZINE tells the positive stories surrounding business expansions, entrepreneurship, leadership, philanthropy and quality of life in Southwest Michigan. The magazine is designed to build a culture of positive change in our seven-county region and has included a story this quarter about this St. Joseph County company and its employees:

- Clark Logic—“Jobs Report,” JUN/JUL 2019

EDGE Investor Relations Meetings:

On July 19 and 23, Southwest Michigan First staff and EDGE board members continued visiting and seeking investor support from companies/organizations including the City of Sturgis and Consumers Energy. The amount of \$15,000 was pledged.

EDGE board members began providing periodic updates on EDGE activities to the County Commission with Chris Orłowski doing the first presentation on July 31. More presentations are scheduled in the coming months.

Board Membership and Community Service Involvement:

- Three Rivers Industrial Development Authority Board member
- Michigan Works! Southwest Workforce Development Board member
- Serving as staff for St. Joseph County EDGE, facilitating full board meetings and administrative functions
- Sturgis and Three Rivers Area Chambers of Commerce member and events participant
- Sturgis Improvement Association participant
- Sturgis Rotary volunteer
- Michigan Economic Developers Association Education Committee member
- City of Sturgis Zoning Board of Appeals Board member