Lansing Economic Area Partnership (LEAP) is a coalition of area leaders committed to building a prosperous and vibrant region where businesses can thrive. To do this, we help entrepreneurs start new businesses, help existing businesses grow, and attract new businesses to the region.

PHOTO CREDITS

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Page 11: Amanda Lipsey, Henwood Studio
Page 19 & 20: Travis McKinney, High Angle Images
2017 LEAP
Board of Directors

PRIVATE SECTOR

ACCOUNTING
Jeffrey J. Fineis, Partner, Andrews Hooper & Pavlik, P.L.C.

ASSOCIATIONS
Deborah Mikula, Executive Director, Arts Council of Greater Lansing
Tim Daman, President and CEO, Lansing Regional Chamber of Commerce

BIOTECHNOLOGY
Adam Havey, EVP, BioDefense Division Emergent BioSolutions, Inc.

CONSTRUCTION/DEVELOPMENT
Steve Roznowski, President and CEO, The Christman Company
Michael Marks, President, MacKenzie Companies

CONVENTIONS & TOURISM
Jack Schripsema, President and CEO, Greater Lansing Convention and Visitors Bureau

CREATIVE
Steve Curran, President and Creative Director, Harvest Creative Services
Tiffany Dowling, President and CEO, M3 Group

EDUCATION
Dr. Brent Knight, President, Lansing Community College
Dr. Lou Anna K. Simon, President, Michigan State University

ENVIRONMENTAL
Don McNabb, CEO and Principal Scientist, Triterra

ENVIRONMENTAL & ENGINEERING
Mark Quimby, Senior Project Consultant, Soil & Materials Engineers, Inc.

FINANCIAL INSTITUTIONS
Jeffery Benson, President and CEO, CASE Credit Union
Peter Kubacki, President, The Dart Bank
Timothy Jewell, President, Eaton Federal Savings Bank
Tom Ruis, Mid Michigan Market President, Fifth Third Bank
David Snodgrass, President and CEO, Lake Trust Credit Union
Patrick Spyke, CEO, LAFCU
April Clobes, President and CEO, MSU Federal Credit Union
Tim Salisbury, Regional President, Mid Michigan PNC Bank

FINANCIAL SERVICES
Brian J. Leffer, Managing Director, Public Finance Robert W. Baird and Company, Inc.

FOUNDATIONS
Dennis Fieldman, President and CEO, Capital Region Community Foundation

HEALTH CARE
Matthew Rush, President and CEO, Hayes Green Beach Memorial Hospital
Tom Mee, President and CEO, McLaren Greater Lansing
Dennis Swan, President & CEO, Sparrow Health System

HOTELS
Kenric Hall, General Manager, Radisson Hotel Lansing/Churchill Companies

INSURANCE
Steve Reynolds, Vice President, Corporate Secretary & Services, AF Group
William F. Woodbury, Senior Vice President, Secretary & General Counsel, Auto-Owners Insurance Company
B.J. Puchala, Sr. Community Liaison, Community Responsibility, Blue Cross Blue Shield of MI
Lu Battagliere, Sr. VP, Chief Public Affairs Officer, and Chief of Operations, Delta Dental
James Robinson, CEO, Farm Bureau Insurance Company
David Zyble, Assistant VP of Government Relations, Jackson National Life Insurance Company

LEGAL SERVICES
Deanna Swisher, Shareholder, Foster, Swift, Collins & Smith, P.C.
Jack Davis, Partner, Loomis, Ewert, Parsley, Davis & Gotting, P.C.
Alan G. Wallace, Principal, Miller, Canfield, Paddock & Stone, P.L.C.

MANUFACTURING
Bill Demmer, President, Demmer Corporation
Mitch Tomlinson, President, Peckham
Daryl Adams, President and CEO, Spartan Motors, Inc.
Scott VanWagenen, President, Triton Industries

MEDIA
Rebecca Poynter, President & Publisher, Lansing State Journal
Chris Holman, Founder, Michigan Business Network

REAL ESTATE & DEVELOPMENT
Van W. Martin, Chairman and CEO, CBRE/Martin
Marsha Zimmerman, Marketing Manager, Dart Development
Colin Cronin, Vice President, DTN Management
Mark Clouse, CFO and General Counsel, George F. Eydle Family LLC
Pat Gillespie, President, Gillespie Group
Brent Forsberg, President, TA Forsberg Inc.

RELOCATION SERVICES
Jeff Wesley, CEO, Two Men and A Truck

RETAIL
Kristine Schaeding, Lansing Market Director, Meijer Inc.

TRANSPORTATION
Sandra Draggo, CEO & Executive Director, Capital Area Transportation Authority (CATA)
Wayne Sieff, President & CEO, Capital Region Airport Authority
Kellie Dean, President & CEO, Dean Transportation, Dean Trailways of MI

UTILITIES
Chris Thelen, Area Manager, Consumers Energy
Richard Peffley, CEO, Lansing Board of Water & Light

WORKFORCE DEVELOPMENT
Edythe Hatter-Williams, CEO, Capital Area Michigan Works!

PUBLIC SECTOR

Robert Showers, Commissioner & Chair, Clinton County
John Hayhoe, Supervisor, Delhi Charter Township
Ken Fletcher, Supervisor, Delta Charter Township
Sue Leeming, Mayor, City of DeWitt
Rick Galardi, Supervisor, DeWitt Charter Township
Mark Meadows, Mayor, City of East Lansing
Blake Mulder, Commissioner & Chair, Eaton County
Dr. Kalmin Smith, Mayor, City of Grand Ledge
Deb Nolan, County Commissioner, Ingham County
Virg Bernero, Mayor, City of Lansing
Russ Whipple, Mayor, City of Mason
Patricia Herring-Jackson, Trustee, Meridian Charter Township
Dana Beaman, Mayor, City of St. Johns
John Maahs, Trustee, Wintertown Charter Township
Marcus Braman, Supervisor, Windsor Township

2017 LEAP EXECUTIVE COMMITTEE

Steve Curran, Chair
President and Creative Director, Harvest Creative Services

Jeff Wesley, Vice-Chair
CEO, Two Men and A Truck

April Clobes, Treasurer
President and CEO, MSU Federal Credit Union

Jim Robinson, Secretary
Executive Vice President, Farm Bureau Insurance

Edythe Hatter-Williams, At-Large
President and CEO, Capital Area Michigan Works!

Daryl Adams, At-Large
President and CEO, Spartan Motors, Inc.

Steve Reynolds, At-Large
President and CEO, Spartan Motors, Inc.

Steve Roznowski, Past Chair
President and CEO, Christman Company
2016 was a very strong year for LEAP and our entire three county region! And 2017 may be an even bigger year.

Since 2012, LEAP projects across the region have reached nearly the $1.2 billion private investment level, and helped the private sector create over 4,200 direct jobs (families).

In 2016, LEAP projects helped the private sector create over $201.8 million in investment, creating nearly 400 direct, permanent, good jobs. Working with our partners at the Michigan Economic Development Corporation (MEDC) and with our amazing local leaders, together we were able to consistently win the competition and land and/or expand many businesses including Gestamp in Mason, Spartan Motors in Charlotte, the SkyVue and Venue projects on Michigan Avenue in Lansing, Looking Glass Brewery in DeWitt, Elevation (Okemos Pointe) in Meridian Township and M3 Group in Lansing.

LEAP also created the region’s first EPA Brownfield Coalition grant, which helped environmentally assess and prepare 40 sites across the entire three county region for development.

But we didn’t stop with projects.

With critical key stakeholders like the MSU Foundation, Spartan Innovations and the Small Business Development Center (SBDC), LEAP’s New Economy Division (NED) continues to reshape our business startup ecosystem.

- #1 in the state for writing Business Accelerator Fund (BAF) grants to the MEDC to impact start up high tech university-related companies.
- #2 in the state for high tech business startup formations.
- #3 in state for new high tech job growth.
- LEAP created the region’s first Business Accelerator/Equity Investment Fund for product-related startups, called Lansing PROTO. In fact, it’s the only one in the state like it.
- LEAP was the only Business Accelerator in Michigan to receive the U.S. Small Business Administration’s $50,000 grant investment.
- The 2016 LEAP Youth Startup Expo reached nearly 200 middle and high school students who created over 90 business ideas.
- LEAP played a lead role, partnering with Spartan Innovations, each month producing the Hatching Business Pitch Competition.
- LEAP produces many additional entrepreneurial support events like Boot Camps, Startup Weekends and New Americans pitch competitions.

LEAP’s Business Attraction unit is systematically developing a pipeline full of foreign and out-of-state investment leads. Specifically, we target Particle Accelerator firms, Insurance companies, auto suppliers, agro-businesses and talent portal companies.

LEAP is also very active with Talent and Placemaking initiatives, including the Diversity Lansing program, which sold out all five of its Executive Leadership training sessions. LEAP delivered another three permanent Placemaking art pieces in public spaces (Charlotte, Delhi and Lansing), partnered with the Capital Area Michigan Works! and Lansing Regional Chamber of Commerce to create the new T3 workforce development model for the region and, with our friends at the Arts Council of Greater Lansing, created the new Lansing Placemaking Impact art grant.

I can report to you, that all three counties and municipalities that make up the Global Lansing community, have serious momentum going into 2017.

LEAP celebrates our many valuable partnerships that allow for an excellent economic development program to run well. Most importantly, though, we thank our LEAP members, for investing in LEAP, and making all of the results possible. LEAP is 10 years old this year, and most proud that we have helped so many families and communities to live better every day.

THANK YOU!

Robert L. Trezise, Jr.
President and CEO, LEAP

Steve Curran
LEAP Executive Board Chair
President and CEO
Harvest Creative Services
WHY DOES ECONOMIC DEVELOPMENT MATTER?

Helping Families And Communities to Live Better Every Day

Economic development plays a vital role in securing the prosperity of our region, now and into the future.

LEAP brings partners together to attract new businesses to our region, help existing businesses grow, develop the regional entrepreneurial ecosystem, improve our public spaces, invest in talent development, and promote a diverse and inclusive region where business, families, and communities can thrive!

Together, our economic development efforts aim to help regional communities by:

- Helping citizens get good jobs.
- Creating new revenue for local governments.
- Cleaning up contaminated sites.
- Putting obsolete properties and buildings back on the tax rolls.
- Changing skylines.
- Removing blight from every corner.
- Creating better places for people to enjoy.
- Creating an international culture to better retain and attract a creative, world-class workforce.
- Developing diversity and inclusion programs to strengthen our economy, help businesses attract and retain world-class talent and create opportunities for all the residents of Clinton, Eaton and Ingham counties.

2016 BUSINESS DEVELOPMENT RESULTS

2016 TOTAL PRIVATE INVESTMENT

$201,796,567

2016 JOBS CREATED

398

2016 JOBS RETAINED

545

2016 PRIVATE DIRECT JOBS CREATED

Cumulative 2012 $99 2013 $466 2014 $271 2015 $137 2016 $201.8

Cumulative Cumulative

$1,174,800,000

PRIVATE INVESTMENT In Millions

17% Commercial

33% Advanced Manufacturing

7% Food & Beverage

15% Mixed-Use

28% Software

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<table>
<thead>
<tr>
<th>Year</th>
<th>Number of People Moving to the Region</th>
<th>Source: Geographic Migration</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>13,379</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>12,701</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>11,795</td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td>11,864</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>14,431</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>13,032</td>
<td></td>
</tr>
</tbody>
</table>

**PER CAPITA INCOME**

<table>
<thead>
<tr>
<th>Year</th>
<th>Per Capita Income</th>
<th>Source: U.S. Bureau of Economic Analysis</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$34,500</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>$35,459</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>$36,317</td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td>$36,659</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>$37,863</td>
<td></td>
</tr>
</tbody>
</table>

**AVERAGE MEDIAN HOUSEHOLD SALE PRICE**

<table>
<thead>
<tr>
<th>Year</th>
<th>Average Median Household Sale Price</th>
<th>Source: Realtor.com</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$138,300</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>$122,800</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>$123,000</td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td>$122,900</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>$132,600</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>$138,900</td>
<td></td>
</tr>
</tbody>
</table>

**POPULATION GROWTH**

<table>
<thead>
<tr>
<th>Year</th>
<th>Population</th>
<th>Source: GIS Planning Inc. (ZoomProspector)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>464,158</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>465,980</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>470,458</td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td>472,412</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>474,518</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>476,999</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>481,438</td>
<td></td>
</tr>
</tbody>
</table>

**ARE WE MOVING THE NEEDLE?**

**Looking Glass Brewery, DeWitt**
ARE WE MOVING THE NEEDLE?

2016 BUSINESS DEVELOPMENT

<table>
<thead>
<tr>
<th>LEAP Projects</th>
<th>Jobs Created</th>
<th>Jobs Retained</th>
<th>Private Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Potter Flats Redevelopment</td>
<td>5</td>
<td>-</td>
<td>$1,505,735</td>
</tr>
<tr>
<td>Spartan Motors Expansion</td>
<td>58</td>
<td>-</td>
<td>$6,640,920</td>
</tr>
<tr>
<td>East Town Flats Redevelopment</td>
<td>20</td>
<td>-</td>
<td>$3,893,738</td>
</tr>
<tr>
<td>Elevation (Okemos Pointe)</td>
<td>30</td>
<td>-</td>
<td>$67,000,000</td>
</tr>
<tr>
<td>Mr. Taco</td>
<td>2</td>
<td>-</td>
<td>$235,000</td>
</tr>
<tr>
<td>Washington Ave REO</td>
<td>5</td>
<td>5</td>
<td>$303,500</td>
</tr>
<tr>
<td>Washington Ave REO II</td>
<td>1</td>
<td>-</td>
<td>$415,000</td>
</tr>
<tr>
<td>M3 Expansion/Redevelopment</td>
<td>5</td>
<td>25</td>
<td>$816,500</td>
</tr>
<tr>
<td>Newby Teas</td>
<td>3</td>
<td>-</td>
<td>$50,000</td>
</tr>
<tr>
<td>Fluid Chillers</td>
<td>20</td>
<td>25</td>
<td>$2,000,000</td>
</tr>
<tr>
<td>Urban Beat Redevelopment</td>
<td>3</td>
<td>-</td>
<td>$300,000</td>
</tr>
<tr>
<td>Gestamp Expansion</td>
<td>40</td>
<td>450</td>
<td>$91,000,000</td>
</tr>
<tr>
<td>Everstream</td>
<td>5</td>
<td>30</td>
<td>$300,000</td>
</tr>
<tr>
<td>Old Town Redevelopment</td>
<td>15</td>
<td>-</td>
<td>$1,441,340</td>
</tr>
<tr>
<td>The Regency Redevelopment</td>
<td>10</td>
<td>15</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>Looking Glass Brewery</td>
<td>16</td>
<td>-</td>
<td>$800,000</td>
</tr>
<tr>
<td>Hope Sports Complex</td>
<td>30</td>
<td>-</td>
<td>$20,000,000</td>
</tr>
<tr>
<td><strong>Grand Total</strong></td>
<td><strong>268</strong></td>
<td><strong>545</strong></td>
<td><strong>$197,951,733</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>41% Mixed-Use</td>
<td></td>
</tr>
<tr>
<td>18% Advanced Manufacturing</td>
<td></td>
</tr>
<tr>
<td>18% Food &amp; Beverage</td>
<td></td>
</tr>
<tr>
<td>23% Commercial</td>
<td></td>
</tr>
</tbody>
</table>

The Outfield
Named #1 professional baseball stadium renovation project for $10 million and above category in United States by Baseball Digest.

Regional Leadership
Co-managed Regional Prosperity Initiative
Managed regional MEDC Retention Program and $75,000 in grant funding
Managed City of Lansing Economic Development Efforts including LEDC, TIFA, and LBRA Boards and programs

Agricultural Wheat Study Completed
Crowdfunding
Under The Bridge:
Led and completed $100,000 campaign

Beacon Soccer Field:
Assisted in completing $220,000 campaign

Supporting the Charlotte Rising Tide Campaign

“We could not have gotten this project ready for development without the help of the Township, the County, ICRA and LEAP, in working through the pre-development brownfield process with us.”
Will Randle, Project Manager for Elevation

Source: Census - Building Permits Survey
Source: ACS 1-year Estimates
BUSINESS EXPANSION

In 2016, expansions of Spartan Motors in Charlotte and Gestamp in Mason, were prime examples of successful LEAP attraction efforts. Spartan Motors could have opened new operations in Indiana, South Dakota, or Pennsylvania. Gestamp could have chosen to invest in another location in Michigan or any of their other 121 locations worldwide. Instead, LEAP’s attraction efforts landed Gestamp in Mason.

BUSINESS ATTRACTION

In 2017, LEAP’s attraction efforts will continue to focus on our region’s strengths:

• Automotive suppliers and manufacturing firms
• Insurance and financial services
• Particle accelerator related companies
• Agriculture/food innovation companies

75 RETENTION VISITS
LEAP/MEDC
17 SITE SEARCHES
4 SITE VISITS
21 PRIORITY SITES CREATED WITH ZOOM PROSPECTOR
- Received a $12,000 grant from the Regional Prosperity Initiative to purchase and implement Zoom Prospector site search software.

ARE WE MOVING THE NEEDLE?

![Number of Business Establishments](chart.png)

Source: Census 2014 County Business Patterns
THE NATION RECOGNIZES A RED HOT METRO LANSING ECONOMY

NEW IN 2016
Lansing Community College named #1 community college in Michigan, Schools.com
East Lansing earns perfect Municipal Equality Index score from Human Rights Campaign
Tri-county region #2 in Michigan for high-tech company formations, MEDC
Lansing-East Lansing MSA listed #9 for housing health and third most improved housing market in the Nation, Nationwide
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CONTINUED POINTS OF PRIDE
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Lansing region named one of 10 best and affordable places to live, Livability.com
2.4% growth in 2013
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BROWNFIELD REDEVELOPMENT PROJECTS
POTENTIAL INVESTMENT VALUE
$2,344,834
POTENTIAL JOBS CREATED
66
TOTAL NUMBER OF PROJECTS
40

BROWNFIELD REDEVELOPMENT PROJECTS BY COUNTY
INGHAM
EATON
CLINTON
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POTENTIAL JOBS CREATED
66
TOTAL NUMBER OF PROJECTS
40
BROWNFIELD PROJECTS
BY COUNTY
INGHAM
EATON
CLINTON
5
12
26
2

Elevation (Formerly Okemos Pointe), Meridian Township
Michigan State Capitol Building
**NEW ECONOMY**

**Selected Accomplishments**

**Business Accelerator Fund Grants (BAF)**
- Finished #1 in Michigan for writing BAF grants for high-tech, university/SmartZone-related business startups.

**Business Formations**
- Finished #2 in Michigan for new high-tech business formations.

**Business Incubation and Acceleration**
- Provided $16,000 in funding to five incubators in the region: TIC, Grand Ledge Fledge, The Runway, Allen Street Food Hub, and Lansing Makers Network.
- Executed the region’s first physical product focused Equity Investment Fund, Lansing PROTO, and supported two firms with funding, and an intensive 8-month mentoring program.
- The only business accelerator in the state to receive a $50,000 Business Accelerator Grant from the US Small Business Agency (Lansing PROTO).
- Received a new $100,000 MEDC grant to continue the work of Jerry Norris as the region’s Business Accelerator Manager through 2018.

**Support for Entrepreneurship**
- Held the 3rd annual Youth Entrepreneurship Expo bringing 200 high school and middle school students from across the region to present 90 business ideas.
- Hosted and managed 12 Hatching events resulting in 82 ideas submitted, 57 total presenters, 810 attendees, and 11 startups formed.
- Held four Business Start Up Boot Camp events with 122 participants and worked with two companies directly from the events.
- Hosted three new business pitch competitions for new audiences: Olivet College, women entrepreneurs, and youth refugees.

**Regional Leadership**
- Completed a transfer of the East Lansing Technology Innovation Center (TIC) to the MSU Foundation while retaining the contract to operate the Lansing Regional SmartZone. This allows LEAP to focus more resources on regional entrepreneurial programs while maintaining a close relationship with MSU entrepreneurial programming.
- Finished #2 in Michigan for tech, university/SmartZone-Related Business Startups.
- Finished #1 in Michigan for writing BAF grants for high-tech, university/SmartZone-related business startups.

**NEW ECONOMY**

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### 2016 Companies Formed

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Jobs Created</th>
</tr>
</thead>
<tbody>
<tr>
<td>AddMe</td>
<td>4</td>
</tr>
<tr>
<td>C6Materials, LLC</td>
<td>4</td>
</tr>
<tr>
<td>Skrude Up LLC</td>
<td>2</td>
</tr>
<tr>
<td>Coders Farm</td>
<td>3</td>
</tr>
<tr>
<td>Kopess AgTech</td>
<td>2</td>
</tr>
<tr>
<td>GLADs Tours</td>
<td>1</td>
</tr>
<tr>
<td>SymPill LLC</td>
<td>5</td>
</tr>
<tr>
<td>Connect and Haul</td>
<td>1</td>
</tr>
<tr>
<td>LooUQ</td>
<td>2</td>
</tr>
<tr>
<td>GoSpot LLC</td>
<td>2</td>
</tr>
<tr>
<td>PRO Bottle LLC</td>
<td>2</td>
</tr>
<tr>
<td>Door2Door</td>
<td>2</td>
</tr>
<tr>
<td>LENS</td>
<td>-</td>
</tr>
<tr>
<td>Artificially Intelligent Machineshop</td>
<td>2</td>
</tr>
<tr>
<td>Orindi (Orindi Ventures)</td>
<td>3</td>
</tr>
<tr>
<td>AerBots Inc</td>
<td>2</td>
</tr>
<tr>
<td>Infinite Hair Growth Products LLC</td>
<td>1</td>
</tr>
<tr>
<td>Wavez</td>
<td>1</td>
</tr>
<tr>
<td>Sumaq Life</td>
<td>3</td>
</tr>
<tr>
<td>Food Design Headquarters</td>
<td>-</td>
</tr>
<tr>
<td>Fun Furrys</td>
<td>2</td>
</tr>
<tr>
<td>MyCar</td>
<td>3</td>
</tr>
<tr>
<td>Vertexer</td>
<td>3</td>
</tr>
<tr>
<td>Milk Ca$h Software</td>
<td>3</td>
</tr>
<tr>
<td>RS Improvements</td>
<td>2</td>
</tr>
<tr>
<td>Receipt to Table, LLC</td>
<td>1</td>
</tr>
<tr>
<td>Pylon, LLC</td>
<td>2</td>
</tr>
<tr>
<td>io-Balance</td>
<td>1</td>
</tr>
<tr>
<td>AvidCor</td>
<td>5</td>
</tr>
</tbody>
</table>

**29 COMPANIES FORMED**  **64 JOBS CREATED**

### 2016 Statewide Funding from Business Accelerator Fund (BAF) Grants

- **LEAP**: $155,380
- **OU Inc**: $97,500
- **MTEC**: $77,555
- **Lakeshore Adv**: $72,194
- **MMIC**: $59,700
- **Mifub**: $50,380.67
- **Nicola**: $48,000
- **SMPH**: $47,500
- **Automation Alley**: $44,526.71
- **MAC Inc**: $35,940
- **Tech Sown**: $30,000
- **CMURC**: $24,237.50
- **MAREC**: $22,500
- **SMIC**: $14,990
- **SMC**: $14,920
- **GB Current**: $11,505
- **MTEC/Innovate**: $8,850

Source: MEDC
ARE WE MOVING THE NEEDLE?

INTERNATIONAL STUDENT POPULATION
Number of international students (undergrad, graduate, & non-degree) attending Michigan State University

2016 Regional Population With a College Degree
Source: GIS Planning Inc. (ZoomProspector)

2016
2015
2014
2013
2012
2011
2010

10.34% Associates Degree
43.12% Bachelor’s Degree
14.09% Graduate Degree

PRIVATE SECTOR GDP VS. GOVERNMENT SECTOR GDP

Source: U.S. Bureau of Economic Analysis

2012
2013
2014
2015

$4,065
$4,169
$4,346
$4,374

$16,512
$16,407
$15,933
$15,332

$5,351
$5,898
$6,599
$7,611

Source: Michigan State University

2014
2013
2012
2011
2010

2012
2013
2014
2015

6,599
7,494
7,568
7,264

5,898
6,599
7,611
7,264

4,346
4,374
4,065
4,169

2014
2013
2012
2011
2010

5,351
5,898
6,599
7,611

Source: Michigan State University

2010
2011
2012
2013

5,351
5,898
6,599
7,611

$15,332
$16,407
$16,512

$4,065
$4,169
$4,346
$4,374
NEW ECONOMY DIVISION
2016 EVENTS

LEAP hosted the 3rd annual Youth Startup Expo in March 2016, bringing together more than 200 students from across the region to share their innovative business ideas.

Additionally, LEAP’s New Economy Division continued to comprehensively develop an entrepreneurial business support ecosystem across all three counties.

Nikki Thompson-Frazier
Owner of Sweet Encounter, Hatching Winner
REGIONAL PLACEMAKING INITIATIVE

PLACE = TALENT = BUSINESS

22 SCULPTURES PLACED BY LEAP ACROSS THE REGION OVER 5 YEARS
“Diversity Lansing provides a forum for organizations to speak openly, and with courage about the realities of diversity and inclusion in the workplace by offering solution-based best practices to navigate complex conversations in an effort to develop a robust workforce.”

Feliz Rodriguez | SPHR, SHRM-SCP
Human Resources Specialist II
Community Mental Health Authority of Clinton, Eaton, Ingham Counties

DIVERSITY LANSING

Diversity Lansing, a LEAP led initiative, continued its mission of celebrating and embracing the core values of a diverse, welcoming and affirming region with the wrap-up of the four-part Executive Leadership Workgroup series in March 2016. To date, over 750 individuals have taken part in Diversity Lansing events and over 235 volunteer hours have been completed by our regional partners.

Diversity Lansing presented its 2nd Annual Regional Diversity Star Award to Sparrow Health System at the LEAP Board of Directors and Annual Meeting in December 2016. “Sparrow believes that diversity and inclusion, ethics and principles reflect our fundamental belief at Sparrow and we work-hard to reflect the people we are honored to care for and serve,” said Dennis Swan, President & CEO of Sparrow. This prestigious regional award was first presented to AF Group at the kick-off of the Diversity Education Series in November 2015.

2017 will welcome a new initiative, Diversity Star Events, which allows Diversity Lansing to promote its high-quality programming and events around the state and across the nation. New programming includes trainings for HR professionals and diversity practitioners with a focus on creating, enhancing and implementing core diversity strategies into the workplace along with a one-of-a-kind Diversity Summit planned for the fall of 2017. Diversity Lansing continues to offer its services throughout the Lansing region, helping to build a stronger workforce and vibrant communities.

“HGB has found great value by being part of the Diversity Lansing initiative. The education and tools gained through Diversity Lansing are invaluable in helping us continue to work toward a more diverse and inclusive organization. Serving on the Diversity Lansing Advisory Committee is important in my role as HGB’s Chief Experience Officer.”

Jennifer C. Bucinski, SPHR, SHRM-SCP
Chief Experience Officer
Hayes Green Beach Memorial Hospital

The Diversity Lansing Advisory Committee’s mission is to encourage and leverage partnerships that celebrate and embrace the core values of a diverse, welcoming, and affirming region.

Learn more at www.diversitylansing.com.

LEAP Board of Directors show commitment to Diversity and Inclusion with an annual Diversity and Equity Statement
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BROWNFIELD
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BY COUNTY
INGHAM
12
EATON
26
CLINTON
5
14
BROWNFIELD REDEVELOPMENT PROJECTS
ORGANIZATIONAL STRUCTURE

BOB TREZISE  
President & CEO

STEVE WILLOBEE  
COO

TEDI PARSONS  
Executive Administrator  
Diversity & Inclusion Director

MARCHELLE SMITH  
Controller

VICTORIA MEADOWS  
Marketing, Communications,  & Talent Director  
  RAECHEL MARKS  
  Graphic Designer

BRENT CASE  
Vice-President of Business Attraction

JOSH HOLLIDAY  
Tri-County Development &  Placemaking Manager

KARL DORSHIMER  
Director of Business Development

ERIC PRATT  
Lansing Project Manager

KRIS KLEIN  
Economic Development Specialist

MARSHA MADLE  
Business Retention Specialist

TONY WILLIS  
Director of New Economy Division

JOE CARR  
Startup Innovation Manager

MELEENA HERRING  
Runway Operations Coordinator

SISO DHLADHLA  
New Economy Development Specialist

JERRY NORRIS  
Business Accelerator Manager

COMMITTEES & WORKGROUPS

Agriculture and Food Processing Development Workgroup  
Accelerating Capital Region Workgroup  
Attraction Committee  
Diversity Lansing Advisory Committee

Placemaking Committee  
Runway Advisory Committee  
Lansing PROTO Advisory Committee  
LEAP Tri-County Regional Partners
ARE WE MOVING THE NEEDLE?

NUMBER OF NEW HOUSING STARTS

<table>
<thead>
<tr>
<th>Year</th>
<th>Multi-Family</th>
<th>Single-Family</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>187</td>
<td>167</td>
</tr>
<tr>
<td>2013</td>
<td>455</td>
<td>508</td>
</tr>
<tr>
<td>2014</td>
<td>300</td>
<td>560</td>
</tr>
<tr>
<td>2015</td>
<td>475</td>
<td>560</td>
</tr>
<tr>
<td>2016</td>
<td>412</td>
<td>496</td>
</tr>
</tbody>
</table>

Source: Census - Building Permits Survey

NUMBER OF PEOPLE IN THE WORKFORCE

<table>
<thead>
<tr>
<th>Year</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>240,706</td>
</tr>
<tr>
<td>2013</td>
<td>243,635</td>
</tr>
<tr>
<td>2014</td>
<td>242,806</td>
</tr>
<tr>
<td>2015</td>
<td>241,752</td>
</tr>
<tr>
<td>2016</td>
<td>244,646</td>
</tr>
</tbody>
</table>

Source: ACS 1-year Estimates

“We could not have gotten this project ready for development without the help of the Township, the County, ICBRA and LEAP, in working through the pre-development brownfield process with us.”

Will Randle, Project Manager for Elevation

18% Advanced Manufacturing

2016 Business Development Projects by Industry

18% Food & Beverage

23% Commercial

41% Mixed-Use

The Outfield

Named #1 professional baseball stadium renovation project for $10 million and above category in United States by Baseball Digest.


Agricultural Wheat Study Completed

Crowdfunding Under The Bridge: Led and completed $100,000 campaign

Beacon Soccer Field: Assisted in completing $220,000 campaign

Supporting the Charlotte Rising Tide Campaign

2016 BUSINESS DEVELOPMENT LEAP Projects

<table>
<thead>
<tr>
<th>Project</th>
<th>Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Potter Flats Redevelopment 5</td>
<td>$1,505,735</td>
</tr>
<tr>
<td>Spartan Motors Expansion 58</td>
<td>$6,640,920</td>
</tr>
<tr>
<td>East Town Flats Redevelopment 20</td>
<td>$3,893,738</td>
</tr>
<tr>
<td>Elevation (Okemos Pointe) 30</td>
<td>$67,000,000</td>
</tr>
<tr>
<td>Mr. Taco 2</td>
<td>$235,000</td>
</tr>
<tr>
<td>Washington Ave REO 5 5</td>
<td>$303,500</td>
</tr>
<tr>
<td>Washington Ave REO II 1</td>
<td>$415,000</td>
</tr>
<tr>
<td>M3 Expansion/Redevelopment 5 25</td>
<td>$816,500</td>
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<tr>
<td>Newby Teas 3</td>
<td>$50,000</td>
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<tr>
<td>Fluid Chillers 20 25</td>
<td>$2,000,000</td>
</tr>
<tr>
<td>Urban Beat Redevelopment 3</td>
<td>$300,000</td>
</tr>
<tr>
<td>Gestamp Expansion 40 450</td>
<td>$91,000,000</td>
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<tr>
<td>Everstream 5 30</td>
<td>$300,000</td>
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<tr>
<td>Old Town Redevelopment 15</td>
<td>$1,441,340</td>
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<tr>
<td>The Regency Redevelopment 10 15</td>
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<tr>
<td>Looking Glass Brewery 16</td>
<td>$800,000</td>
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<tr>
<td>Hope Sports Complex 30</td>
<td>$20,000,000</td>
</tr>
<tr>
<td>Grand Total 268 545</td>
<td>$197,951,733</td>
</tr>
</tbody>
</table>

Selected Accomplishments

Regional Leadership

Co-managed Regional Prosperity Initiative

Managed regional MEDC Retention Program and $75,000 in grant funding

Managed City of Lansing Economic Development Efforts including LEDC, TIFA, and LBRA Boards

Continued to lead state-wide Investing in Manufacturing Communities Partnership

Continued to lead Corridor Improvement Authorities

Completed $50,000 Southwest Lansing MEDC grant action plan and implementation
MSU's century-old barley revived to make Michigan beer

EnVie will offer casual, upscale dining in downtown Lansing

Gander Mountain proposing bigger store in Delta Township

Spartan Motors to buy fire-truck maker Smeal

Blue Jays extend Lansing affiliation

EL art festival draws thousands

Coffee cocktails Institution of ambient learning

GROWING CULTURE OF INNOVATION

Mayor Bernero welcomes New Tier One GM Supplier

Sweet Encounters opens gluten free bakery

Everstream Invests in Historic Knapp's Center

U-M grad gives MSU largest individual gift in history

SPARTAN FOOTBALL:

GAME DAY DRIVES JOBS AND TOURISM

Lansing named one of 10 best cities for blacks

MSU, McLaren in discussions to build a teaching hospital southwest of campus

$583K Jackson Teen Zone opens in Lansing

McGee's of 'Food Court Wars' open new eatery

SBA EMPOWERS LANSING PROTO FOR ECONOMIC DEVELOPMENT WITH $50,000 ACCELERATOR AWARD

Lansing PROTO receives a $50,000 grant from the United States Small Business Administration

PRUDENT SUPPORT OF RED CEDAR

Officials say the Lansing Delta Township Assembly plant is investing $620M to manufacture new products

Region gets an education about agri-business

Investments reflect region's strength

Lansing skyline featured in Milky Way TV ad

Gestamp to invest $105M in Mason

Transforming a campus with art

NEW DEVELOPMENTS ALTER LANSING'S LANDSCAPE

Lansing's 7,300 insurance employees are 20 percent of industry workforce

Hotel, domed field proposed for sports complex

Lansing airport gets $3.3M in federal funds to rehabilitate runways

$67M Okemos project to start in January

Constructors-in-chief: Christian to build presidential inauguration platform — again

Greater Lansing is going global

Developer buying ex-GM property

Lansing employs 20 percent of state's insurance industry

Environmental microbiologist looks to go big with startup

'One heck of a STRONG MARKET'

MSUFCU invests $500K for intern center

Spartan Motors to acquire parts supplier for $36M

Economic footprint of insurance industry significant in region

Alexander Theresa of the Lansing-Jackson housing market ranked 8th best in the U.S.
Emergent BioSolutions Receives BARDA Task Order Valued at Up to $21.9 Million to Develop and Manufacture a Zika Vaccine

Starbucks coming to south Lansing

Lansing, Charlotte, Delhi Twp. receive $10K art grants

Broad Art Museum shines

City's purchase of kayak, canoe rental spot at promoting Grand River

Apartments are just a home run away

Mid-Michigan needs $1B in investments since 2012

for visitors, community

New GM plant likely in Lansing region, Hollister says

Best community colleges in Michigan

Emergent BioSolutions gives $500K to Lansing Promise

More flights from Lansing to Chicago start Tuesday

The top 10 community colleges in Michigan

Want to try roller derby?

Lansing's league is recruiting

1. Lansing Community College (Lansing)

Lansing Named 2nd Best City for African Americans by Livibility.com

Daily Lansing Initiative

$16M Holiday Inn planned for Heights at Eastwood

Uber competitor Lyft launches in Lansing today

EMBRACE SPIRIT OF INNOVATION

$38M Apartment Complex Gets Under Way in Holt

Lansing - East Lansing MSA 3rd Most Improved in Nation for Housing Health

$60M apartment complex in Okemos gets green light

Alro Steel gets OK for Charlotte expansion

Jackson National to add 300 jobs with $2.3M state grant

UrbanBeat Event Center opens in downtown Lansing

Students show off their locker-opening device

Microbrewery to open in Old Town this spring

Have case from wanting to offer help for students with disabilities

Lansing’s Neogen Acquires Livestock, Food Processing Disinfectant Developer

CHURCH COULD BE BOUTIQUE INN

DC flights to Milan

Sparrow’s $20M health center now open

2017 Camaro ZL1 in pre-production in Lansing

from Lansing Economic Area Partnership Leads Regional Mission to Italy

Spartan Motors to build plant, add jobs

Lansing Economic Development, & New Economy Division

Michigan Avenue Gets A $300,000 MAKEOVER

Mr. Taco sign back, creates optimism

East Lansing solar project promises lower energy bills

MSU to invest $100K in startup businesses

Direct Flight Good for Airport

Chamber gives $65,000 to Lansing Promise

MSU gets taste of international soccer

Lansing-made video game's AI will adapt to players' actions

Trying to keep pace with growth

Whipped Bakery to open in downtown Lansing

Horizon Pitches Winning Business Idea at Hatched

Auto-Owners expects to expand to 4 more states, add jobs

Retro RENOVATION

SILICON VALLEY OF PARTICLE ACCELERATION

BWL's 1st. S.T.E.P. helps launch careers for students

Zip line proposed over Grand River

MSUFCU Named #1 on 2016 Detroit Free Press Top Workplaces List

Rally House opens in downtown East Lansing

Lansing 5:01 strives to show grads it's cool to live here

Jackson-area upscale pizzeria expanding to Mason

Home grown manufacturer of industrial chillers opts to expand in Lansing

Planet Fitness club to open in Holt

STUDENTS SHOOT ‘HOOPS,’ ROBOT STYLE

Developer retains interest in RACER sites

Mclaren Greater Lansing makes $1.5M gift to MSU

GM's Grand River plant launches third shift

1800 art project on US 127 bridge set for spring

LEAP has a strategy for 'Ag-traction'

Auto supplier opens near airport, looks to add jobs

Meridian Township, East Lansing reach deal on Costco site

Owners aim to revive marquees at 1930s Charlotte movie theater

Meridian Township, East Lansing reach deal on Costco site

Loving Lansing can help region prosper

Press Event: The Runway Hosts Two-Day Fabric Showcase Featuring The Sourcing District & Mikan Print

GM Sites Ready To REDEVELOP

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2016 was a very strong year for LEAP and our entire three county region! And 2017 may be an even bigger year.

Since 2012, LEAP projects across the region have reached nearly the $1.2 billion private investment level, and helped the private sector create over 4,200 direct jobs (families).

In 2016, LEAP projects helped the private sector create over $201.8 million in investment, creating nearly 400 direct, permanent, good jobs. Working with our partners at the Michigan Economic Development Corporation (MEDC) and with our amazing local leaders, together we were able to consistently win the competition and land and/or expand many businesses including Gestamp in Mason, Spartan Motors in Charlotte, the SkyVue and Venue projects on Michigan Avenue in Lansing, Looking Glass Brewery in DeWitt, Elevation (Okemos Pointe) in Meridian Township and M3 Group in Lansing.

LEAP also created the region's first EPA Brownfield Coalition grant, which helped environmentally assess and prepare 40 sites across the entire three county region for development.

But we didn't stop with projects.

With critical key stakeholders like the MSU Foundation, Spartan Innovations and the Small Business Development Center (SBDC), LEAP's New Economy Division (NED) continues to reshape our business startup ecosystem.

• #1 in the state for writing Business Accelerator Fund (BAF) grants to the MEDC to impact start up high tech university-related companies.
• #2 in the state for high tech business startup formations.
• #3 in state for new high tech job growth.
• LEAP created the region's first Business Accelerator/Equity Investment Fund for product-related startups, called Lansing PROTO. In fact, it's the only one in the state like it.
• LEAP was the only Business Accelerator in Michigan to receive the U.S. Small Business Administration's $50,000 grant investment.
• The 2016 LEAP Youth Startup Expo reached nearly 200 middle and high school students who created over 90 business ideas.
• LEAP played a lead role, partnering with Spartan Innovations, each month producing the Hatching Business Pitch Competition.
• LEAP produces many additional entrepreneurial support events like Boot Camps, Startup Weekends and New Americans pitch competitions.

LEAP's Business Attraction unit is systematically developing a pipeline full of foreign and out-of-state investment leads. Specifically, we target Particle Accelerator firms, Insurance companies, auto suppliers, agro-businesses and talent portal companies.

LEAP is also very active with Talent and Placemaking initiatives, including the Diversity Lansing program, which sold out all five of its Executive Leadership training sessions. LEAP delivered another three permanent Placemaking art pieces in public spaces (Charlotte, Delhi and Lansing), partnered with the Capital Area Michigan Works! and Lansing Regional Chamber of Commerce to create the new T3 workforce development model for the region and, with our friends at the Arts Council of Greater Lansing, created the new Lansing Placemaking Impact art grant.

I can report to you, that all three counties and municipalities that make up the Global Lansing community, have serious momentum going into 2017. LEAP celebrates our many valuable partnerships that allow for an excellent economic development program to run well. Most importantly, though, we thank our LEAP members, for investing in LEAP, and making all of the results possible. LEAP is 10 years old this year, and most proud that we have helped so many families and communities to live better every day.

THANK YOU!

Robert L. Trezise, Jr.
President and CEO, LEAP

Steve Curran
LEAP Executive Board Chair
President and CEO
Harvest Creative Services
Sparrow Health System
Dennis Swan, President and CEO, Beach Memorial Hospital
Matthew Rush, HEALTH CARE FOUNDATIONS
Robert W. Baird and Brian J. Lefler, FINANCIAL SERVICES
Mid Michigan PNC Bank
Tim Salisbury, MSU Federal Credit Union
April Clobes, CEO, LAFCU
David Snodgrass, President, Fifth Third Bank
Mid Michigan Market
Tom Ruis, Federal Savings Bank
Timothy Jewell, President, Eaton
Peter Kubacki, CASE Credit Union
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Insurance Company & General Counsel, Auto-Owners
Senior Vice President, Secretary
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Grand Ledge
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Commissioner &
Blake Mulder,
Mayor, City of East Lansing
Mark Meadows,
Charter Township
Supervisor, DeWitt
Rick Galardi,
Mayor, City of DeWitt
Sue Leeming,
Charter Township
Supervisor, Delta
Ken Fletcher,
Charter Township
Supervisor, Delhi
Chair, Clinton County
Commissioner &
Capital Area Michigan Works!
CEO,
Wayne Sieloff,
Authority (CATA)
Director, Capital Area Transportation
CEO & Executive Sandra Draggoo,
Lansing Market
RETAIL CEO, Two Men and A Truck
Jeff Wesley,
RELOCATION SERVICES
The Lansing Economic Area Partnership (LEAP) is a coalition of area leaders committed to building a prosperous and vibrant region where businesses can thrive. To do this, we help entrepreneurs start new businesses, help existing businesses grow, and attract new businesses to the region.

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