Thank you! To LEAP’s 73 Board members from the private and public sector, who have come together at one remarkable leadership table for the last ten years, to build a more competitive, opportunity-filled, entrepreneurial, wealthy, healthy, productive and happy economic region for people and business in every corner of Clinton, Eaton and Ingham counties.

In 2017, LEAP played a major, value-added role in 17 Business Development projects, which together promise to create $723 million in private investment and 607 direct private jobs. Some of the developers and businesses that we proudly assisted were: McLaren, Tecomet, XG Sciences, Neogen, Center City and The Venue at East Town.

LEAP’s New Economy Division substantially assisted with 22 company formations, creating 36 direct jobs. The team delivered $21.6 million in follow on funding from the private and public sector to start-up companies, and we held 34 entrepreneurial events which attracted 2,600 attendees. Finally, LEAP finished second in Michigan for successful attainment of Business Accelerator Funds (BAF) for high-tech, university-related startup companies in our region.

Cumulatively, since 2012, LEAP has worked on 65 Business Development projects throughout our three-county region and those projects represent $1.9 billion in private investment and 4,850 new direct jobs. LEAP has also assisted with 116 new company formations, creating 258 direct jobs.

It all adds up: More business, more people, and more wealth and happiness across Ingham, Eaton and Clinton counties. Our LEAP members, together with many great local and state partners including CAMWI, LCC, Lansing Regional Chamber of Commerce, MSU, SBDC, MEDC, and DEQ, are moving the big needle!

In 2017:

- We moved from #98 to #21 nationally for GDP growth of high tech businesses.
- We became the 14th Most educated community in America.
- 4th Best Place in the Midwest for College Graduates to live and work.
- 18th Best Place out of 200 for small business.
- #1 in America for mobile network performance.
- 2016 GDP was 4%, double the national average and best in all of Western Michigan.

In 2017, LEAP’s Programmatic achievements include:

- Developed Lansing PROTO, a startup equity investment fund for the region.
- Created an enhanced business recruitment program to the three counties.
- Held our 4th Annual Youth Entrepreneurial Expo.
- Conducted over 100 retention visits in three-county area.
- Created the region’s 1st ever Poet Laureate.
- Completed the region’s Under the Bridge (US-127/Michigan Ave) Placemaking project.
- Completed our 6th year of $10,000 permanent public art placements across three counties.
- Played a critical leadership role in the passage of both the state Transformation Brownfield and Good Jobs for Michigan laws.
- Created the ENGAGE Placemaking program for the region.
- Played a key thought leadership role for the T3 Regional Workforce Development initiative.
- Announced a new service contract with Ingham County to serve as their economic development department, as well as continued contracted service with the City of Lansing and Lansing Regional SmartZone.

2017 was a remarkable year for LEAP and our region!
LEAP ORGANIZATIONAL STRUCTURE

EXECUTIVE COMMITTEE

STEERING COMMITTEE

BOARD OF DIRECTORS

BOB TREZISE
President & CEO

STEVE WILLOBEE
COO

TEDI PARSONS
Executive Administrator & Director of Diversity and Inclusion

MARCHELLE SMITH
Controller

VICTORIA MEADOWS
Director of Marketing, Communications, & Talent

RAECHEL MARKS (Contractor)
Graphic Design

LEAP Internships

KEITH LAMBERT
VP of Business Attraction

JOSH HOLLIDAY
Tri-County Projects & Placemaking Manager

MARCHA MADLE (Contractor)
Business Retention Specialist

Management of Ingham County Contact

KARL DORSHIMER
Director of Business Development

KRIS KLEIN
Economic Development Specialist

VACANT
Economic Development Specialist

Management of Lansing EDC, LBRA, & TIFA

TONY WILLIS
Director of New Economy Division

JOE CARR
Startup Innovation Manager

MELEENA HERRING (LEDC)
Runway Operations Coordinator

SISO DHLADHLA
New Economy Development Specialist

JERRY NORRIS (Contractor)
Business Accelerator Manager

Management of Regional SmartZone

2018 LEAP EXECUTIVE COMMITTEE

April Clobes, Chair
President and CEO
MSU Federal Credit Union

Edythe Hatter-Williams, Vice Chair
President and CEO
Capital Area Michigan Works!

Jim Robinson, Treasurer
Executive Vice President
Farm Bureau Insurance

Daryl Adams, Secretary
President and CEO
Spartan Motors, Inc.

Steve Reynolds
Vice President
Corporate Secretary & Services
AF Group

Deanna Swisher
Shareholder
Foster, Swift, Collins & Smith, PC.

Tim Salisbury
Regional President
Mid Michigan PNC Bank

Don McNabb
CEO & Principal Scientist
Triterra

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

LEAP COMMITTEES & WORKGROUPS

Agriculture and Food Processing Workgroup

Accelerating Capital Region Workgroup

Attraction Committee

Lansing PROTO Advisory Committee

LEAP Tri-County Regional Economic Partners Placemaking Committee

LEDC Runway Advisory Committee
2018 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 & CEO, Lansing Regional Chamber of Commerce

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

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

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

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

EDUCATION
Dr. Brent Knight, President, Lansing Community College
John Engler, Interim President
Bill Beekman, Vice President & Secretary of the Board of Trustees
Michigan State University

ENGINEERING, ARCHITECTURE, PLANNING & SURVEYING
Dennis Louney, Public Affairs Representative, Spicer Group, Inc.

ENVIRONMENTAL
Don McNabb, CEO & Principal Scientist, Triterra

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

FINANCIAL INSTITUTIONS
Jeffery Benson, President & 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 & CEO, Lake Trust Credit Union
Patrick Spyke, CEO, LAFCU
April Clobes, President & CEO, MSU Federal Credit Union
Tim Salisbury, Regional President, Mid Michigan PNC Bank

FINANCIAL/INVESTMENT SERVICES
Mark McDaniel, President & CEO, Cinnaire
Brian J. Leffer, Managing Director, Public Finance, Robert W. Baird and Company, Inc.

FOUNDATIONS
Dennis Fliehman, President & CEO, Capital Region Community Foundation

HEALTH CARE
Matthew Rush, President & CEO, Hayes Green Beach Memorial Hospital
Casey Kandow, Chief Operating Officer, 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
Goran Jurkovic, Chief Operating Officer, CFO & CRO, Delta Dental
James Robinson, CEO, Farm Bureau Insurance Company
David Zylka, Assistant VP of Government Relations, Jackson National Life Insurance Company

LEGAL SERVICES
Jarrod T. Smith, Attorney
Deanna Swisher, Shareholder, Foster, Swift, Collins & Smith, P.C.
Mick Grewel, Sr. Attorney at Law, Grewel Law PLLC
Jack Davis, Partner, Loomis, Ewert, Parsley, Davis & Gotting, P.C.
Alan G. Wallace, Principal, Miller, Canfield, Paddock & Stone, P.L.C

MANUFACTURING
Mitch Tomlinson, President, Peckham
Daryl Adams, President & 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 & CEO, CBRE|Martin
Marsha Zimmerman, Marketing Manager, Dart Development
Colin Cronin, Vice President, DTN Management
Mark Clouse, CFO & General Counsel, George F. Eyde Family LLC
Pat Gillespie, President, Gillespie Group
Brent Forsberg, President, TA Forsberg Inc.

TRANSPORTATION
Brad Funkhouser, CEO & Executive Director, Capital Area Transportation Authority (CATA)
Wayne Sieloff, President & CEO, Capital Region Airport Authority
Kellie Dean, President & CEO, Dean Transportation, Dean Railways 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. Kalmi Smith, Mayor, City of Grand Ledge
Sarah Anthony, County Commissioner, Ingham County
Andy Schor, 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 Maaha, Trustee, Watertown Charter Township
Rachel Poynter, Interim City Manager/City Treasurer, City of Williamston
Marcus Braman, Supervisor, Windsor Township

*Members as of 3/30/18. For updated list visit purelansing.com/Board
2017: BY THE NUMBERS

Total Private Investment

$725,442,948

<table>
<thead>
<tr>
<th>Jobs Created</th>
<th>Jobs Retained</th>
<th>Total Number of Projects</th>
</tr>
</thead>
<tbody>
<tr>
<td>643</td>
<td>2,912</td>
<td>39</td>
</tr>
</tbody>
</table>

Projects By Sector

- 31% High Tech Startup
- 26% Traditional Startup
- 18% Commercial
- 15% Advanced Manufacturing
- 10% Mixed Use

Total 2017 Business Development & New Economy Division Projects
# 2012-2017: By the Numbers

<table>
<thead>
<tr>
<th>Total Number of Companies Formed since 2012</th>
<th>Total Number of Business Development projects since 2012</th>
<th>Private Jobs Created since 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>116</td>
<td>65</td>
<td>4,859</td>
</tr>
</tbody>
</table>

## Jobs Created

<table>
<thead>
<tr>
<th>Year</th>
<th>Jobs Created</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>780 Jobs</td>
</tr>
<tr>
<td>2013</td>
<td>2,105 Jobs</td>
</tr>
<tr>
<td>2014</td>
<td>463 Jobs</td>
</tr>
<tr>
<td>2015</td>
<td>470 Jobs</td>
</tr>
<tr>
<td>2016</td>
<td>398 Jobs</td>
</tr>
<tr>
<td>2017</td>
<td>643 Jobs</td>
</tr>
</tbody>
</table>

## Private Investment In Millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Investment In Millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>$99</td>
</tr>
<tr>
<td>2013</td>
<td>$466</td>
</tr>
<tr>
<td>2014</td>
<td>$271</td>
</tr>
<tr>
<td>2015</td>
<td>$137</td>
</tr>
<tr>
<td>2016</td>
<td>$201.8</td>
</tr>
<tr>
<td>2017</td>
<td>$725.4</td>
</tr>
</tbody>
</table>

## Total Private Investment

$1,900,242,948
REAL ESTATE REDEVELOPMENT

Total Private Investment For Real Estate Redevelopment

$133,950,194

Jobs Created

134

Total Number of Projects*

4

*Detailed list of projects included in map foldout on page 13
## BUSINESS EXPANSION, RETENTION & ATTRACTION

### Total Private Investment for Business Expansion

$588,856,192

### Summary Statistics

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Number of Jobs Created</td>
<td>473</td>
</tr>
<tr>
<td>Total Number of Projects*</td>
<td>13</td>
</tr>
<tr>
<td>Total Number of Jobs Retained</td>
<td>2,912</td>
</tr>
<tr>
<td>Number of Retention Visits</td>
<td>115</td>
</tr>
<tr>
<td>Number of Site Searches</td>
<td>57</td>
</tr>
<tr>
<td>Number of Active Projects from Site Visits</td>
<td>4</td>
</tr>
<tr>
<td>Number of LEAP Searches that Resulted in Site Visit</td>
<td>30%</td>
</tr>
<tr>
<td>Number of Announced Projects from Site Visits</td>
<td>2</td>
</tr>
</tbody>
</table>

### Percentage of direct LEAP Searches vs. MEDC Searches

- **40%** LEAP (23)
- **60%** MEDC (34)

---

*Note: Figures rounded for simplicity.*
## NEW ECONOMY

### 2017 NEW COMPANIES FORMED

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Friends Host</td>
<td>1</td>
</tr>
<tr>
<td>Gadi Photo</td>
<td>1</td>
</tr>
<tr>
<td>Michigan Apparel Manufacturing LLC</td>
<td>2</td>
</tr>
<tr>
<td>Kudo, LLC</td>
<td>1</td>
</tr>
<tr>
<td>Trust Me Score LLC</td>
<td>1</td>
</tr>
<tr>
<td>Switched Source</td>
<td>4</td>
</tr>
<tr>
<td>Barber2Beauty</td>
<td>2</td>
</tr>
<tr>
<td>OverLake</td>
<td>1</td>
</tr>
<tr>
<td>Campus Cards</td>
<td>2</td>
</tr>
<tr>
<td>Escapade VR</td>
<td>1</td>
</tr>
<tr>
<td>TemperFit LLC</td>
<td>2</td>
</tr>
<tr>
<td>Creator Power Studios</td>
<td>2</td>
</tr>
<tr>
<td>Moki Skincare LLC</td>
<td>1</td>
</tr>
<tr>
<td>Unity EMS</td>
<td>1</td>
</tr>
<tr>
<td>BackHack</td>
<td>2</td>
</tr>
<tr>
<td>Chopr Inc</td>
<td>2</td>
</tr>
<tr>
<td>Spinning Speakers</td>
<td>1</td>
</tr>
<tr>
<td>GlowShop LLC</td>
<td>3</td>
</tr>
<tr>
<td>Patten Place</td>
<td>0</td>
</tr>
<tr>
<td>Write About LLC</td>
<td>1</td>
</tr>
<tr>
<td>FARE, Eat Differently LLC</td>
<td>3</td>
</tr>
<tr>
<td>Naomi’s Dish LLC</td>
<td>2</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Companies Formed</th>
<th>Jobs Created</th>
</tr>
</thead>
<tbody>
<tr>
<td>22</td>
<td>36</td>
</tr>
</tbody>
</table>

**Public Investment**

$2,035,062

**Private Investment**

$601,500

**Regional BAF Standing**

#2

**Total Amount of Funding for BAF**

$75,500
LEAP's youth focused entrepreneurship programming reached 389 STUDENTS from across the tri-county area, awarding $12,400 in prize money:

*Newcomers New Ideas are all students new to US/Lansing

**YOUTH ENTREPRENEURSHIP**

**5 Minutes Tops 50**

**Youth Expo 269**

**Newcomers New Ideas 70***

**Total Amount of Investment Over Three Years**

$60,000

**COMPANIES SELECTED AND FUNDED**

4

**COMPANIES COMMERCIALIZED**

3

**RECEIVED VENTURE CAPITAL INVESTMENT**

1

**RUNWAY**

23

37

51
LEAP’s funding, influence, and project management have facilitated 25 projects with a total investment of $646,997 into regional placemaking over 5 years.

<table>
<thead>
<tr>
<th>Number of Projects Completed in 2017</th>
<th>Public Art for Communities Pieces</th>
<th>Number of ENGAGE Program Projects</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>3</td>
<td>2</td>
</tr>
</tbody>
</table>

LEAP Public Art for Communities program places permanent public art in strategic locations across the region.

<table>
<thead>
<tr>
<th>Years</th>
<th>Pieces</th>
<th>Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>24</td>
<td>$180,000</td>
</tr>
</tbody>
</table>

Arts Impact Grants – As part of LEAP’s contract with the City of Lansing, we designed and developed a program to fund major, permanent art pieces.

<table>
<thead>
<tr>
<th>Years</th>
<th>Pieces</th>
<th>Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Over Three Years</td>
<td>3</td>
<td>$225,000</td>
</tr>
</tbody>
</table>

**DIVERSITY**

Awarded the 3rd annual Regional Diversity Star Award to Foster Swift, Collins, and Smith, P.C.

Board Chair Steve Curran and LEAP President & CEO, Bob Trezise, signed LEAP’s Annual Equity & Diversity Statement

Over the past five years, LEAP and its many partners saw Diversity Lansing grow from a conversation, to a regional initiative that brought more than 2,500 individuals together to discuss diversity and inclusion in the metro-Lansing area. In the fall of 2017, LEAP transitioned its diversity programming to unite with the Economy Team of the W.K. Kellogg Foundation Truth, Racial Healing, and Transformation (TRHT) grant in partnership with the City of Lansing and MSU.
### CREATIVE PLACEMAKING PROJECTS 2017*

<table>
<thead>
<tr>
<th>NAME OF PIECE</th>
<th>ARTIST</th>
<th>YEAR</th>
<th>LOCATION</th>
<th>TYPE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under The Bridge</td>
<td>Brian Whitfield</td>
<td>2017</td>
<td>Lansing Twp., Underneath US-127 bridge overpass along the Michigan Avenue corridor</td>
<td></td>
</tr>
<tr>
<td>Portrait of a Dreamer</td>
<td>Ivan Iler</td>
<td>2017</td>
<td>City of Lansing Museum Drive</td>
<td>Arts Impact</td>
</tr>
<tr>
<td>Keys to the Cities</td>
<td>Various</td>
<td>2017</td>
<td>City of Charlotte</td>
<td>ENGAGE</td>
</tr>
<tr>
<td>Penn4People</td>
<td>Various</td>
<td>2017</td>
<td>City of Lansing, Pennsylvania Road Railroad Overpass</td>
<td>ENGAGE</td>
</tr>
<tr>
<td>Prosperity</td>
<td>Fritz Olsen</td>
<td>2017</td>
<td>City of Lansing, W. Saginaw/W. Oakland Intersection</td>
<td>PAFC</td>
</tr>
<tr>
<td>Artistic Bike Racks</td>
<td>Flatlander’s Sculpture Supply &amp; Gardens</td>
<td>2017</td>
<td>City of Grand Ledge, N. Bridge St.</td>
<td>PAFC</td>
</tr>
<tr>
<td>Artistic Fence Panels</td>
<td>Maureen Bergquist Gray</td>
<td>2017</td>
<td>City of East Lansing, Artist Alley</td>
<td>PAFC</td>
</tr>
<tr>
<td>Charlotte Rising</td>
<td>Frank Balluff</td>
<td>2017</td>
<td>City of Charlotte, corner of Lovett St. &amp; Cochran</td>
<td>PAFC</td>
</tr>
</tbody>
</table>

### CREATIVE PLACEMAKING PROJECTS 2012-16*

<table>
<thead>
<tr>
<th>NAME OF PIECE</th>
<th>ARTIST</th>
<th>YEAR</th>
<th>LOCATION</th>
<th>TYPE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Splash</td>
<td>Ivan Iler</td>
<td>2015</td>
<td>City of St. Johns, at the spray park inside St. Johns city park</td>
<td>PAFC</td>
</tr>
<tr>
<td>Greetings From Lansing Mural</td>
<td>Matthew Sharum</td>
<td>2015</td>
<td>City of Lansing, S. Cedar St./E. Michigan</td>
<td>PAFC</td>
</tr>
<tr>
<td>The Ledges</td>
<td>Ivan Iler</td>
<td>2015</td>
<td>City of Grand Ledge, N. Bridge St.</td>
<td>PAFC</td>
</tr>
<tr>
<td>Dream Mobile No. 1</td>
<td>Lee J. Kronenbogen</td>
<td>2014</td>
<td>City of East Lansing, near E. Grand River</td>
<td>PAFC</td>
</tr>
<tr>
<td>Budget Friendly</td>
<td>Todd Kime</td>
<td>2014</td>
<td>City of East Lansing, near M.A.C. Ave.</td>
<td>PAFC</td>
</tr>
<tr>
<td>Peace Tree</td>
<td>Randolph Dunn and Dunn Hill Autoworks</td>
<td>2014</td>
<td>City of East Lansing, near E. Grand River Ave./Daun Ave.</td>
<td>PAFC</td>
</tr>
<tr>
<td>Circle Back</td>
<td>Paul Such</td>
<td>2014</td>
<td>City of East Lansing, E. Grand River Ave. near Clever Clover</td>
<td>PAFC</td>
</tr>
<tr>
<td>GBC</td>
<td>Fred Hammond &amp; David Such</td>
<td>2014</td>
<td>City of East Lansing, E. Grand River Ave., near Chipotle</td>
<td>PAFC</td>
</tr>
<tr>
<td>Bicycle Yoga</td>
<td>Doug DeLind</td>
<td>2014</td>
<td>City of East Lansing, E. Grand River Ave./Division St. Intersection</td>
<td>PAFC</td>
</tr>
<tr>
<td>Holt Farmers Mkt. Sign</td>
<td>Craig Mitchell Smith</td>
<td>2014</td>
<td>Delhi Twp., Holt Farmers Market on Cedar St.</td>
<td>PAFC</td>
</tr>
<tr>
<td>Stop and Smell the Roses</td>
<td>Craig Mitchell Smith</td>
<td>2014</td>
<td>Delta Twp., Canal Rd/West Saginaw Hwy Intersection</td>
<td>PAFC</td>
</tr>
<tr>
<td>Opolis</td>
<td>Timothy Higgins</td>
<td>2013</td>
<td>City of St. Johns, Railroad St. between the Northern Clinton Railway Museum and the Rotary Pavilion</td>
<td>PAFC</td>
</tr>
<tr>
<td>Mendius Prime</td>
<td>Timothy Higgins</td>
<td>2013</td>
<td>Meridian Twp., Hamilton Rd</td>
<td>PAFC</td>
</tr>
<tr>
<td>Brilliant</td>
<td>Dace Koenigsknct</td>
<td>2013</td>
<td>City of DeWitt, S. Bridge St./W. Dill Dr. intersection</td>
<td>PAFC</td>
</tr>
<tr>
<td>Silver Respite</td>
<td>Dace Koenigsknct</td>
<td>2012</td>
<td>City of Mason, South Jefferson St.</td>
<td>PAFC</td>
</tr>
<tr>
<td>Great Place To Start</td>
<td>Tom Sheerin</td>
<td>2012</td>
<td>DeWitt Twp., Sheridan/Old U.S. 27 intersection</td>
<td>PAFC</td>
</tr>
</tbody>
</table>

### BUSINESS EXPANSION & ATTRACTION PROJECTS 2017*

<table>
<thead>
<tr>
<th>OPPORTUNITY NAME</th>
<th>CITY/CHARTER TWP.</th>
<th>MI COUNTY</th>
<th>INVESTMENT</th>
<th>FTE JOBS CREATED</th>
<th>FTE JOBS RETAINED</th>
</tr>
</thead>
<tbody>
<tr>
<td>25. XG Sciences, Inc.</td>
<td>Vevay Twp.</td>
<td>Ingham</td>
<td>$15,343,900</td>
<td>75</td>
<td></td>
</tr>
<tr>
<td>26. Neogen Corporation</td>
<td>City of Lansing</td>
<td>Ingham</td>
<td>$3,000,000</td>
<td>50</td>
<td></td>
</tr>
<tr>
<td>27. Dream Rods EB-5</td>
<td>Dewitt Twp.</td>
<td>Clinton</td>
<td>$500,000</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>28. Tecomet</td>
<td>City of Lansing</td>
<td>Ingham</td>
<td>$14,500,000</td>
<td>160</td>
<td></td>
</tr>
<tr>
<td>29. American Tooling Center</td>
<td>City of Lansing</td>
<td>Ingham</td>
<td>$2,000,000</td>
<td>80</td>
<td>75</td>
</tr>
<tr>
<td>30. Sleepwalker Spirits &amp; Ale</td>
<td>City of Lansing</td>
<td>Ingham</td>
<td>$224,033</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>31. McLaren Greater Lansing</td>
<td>City of Lansing</td>
<td>Ingham</td>
<td>$450,000,000</td>
<td>0</td>
<td>2,500</td>
</tr>
<tr>
<td>32. Cintas Corporation</td>
<td>Delta Twp.</td>
<td>Eaton</td>
<td>$18,900,000</td>
<td>70</td>
<td></td>
</tr>
<tr>
<td>33. LorAnn Oils</td>
<td>City of Lansing</td>
<td>Ingham</td>
<td>$1,623,259</td>
<td>9</td>
<td>45</td>
</tr>
<tr>
<td>34. Cameron Tool Corp.</td>
<td>City of Lansing</td>
<td>Ingham</td>
<td>$4,000,000</td>
<td>15</td>
<td>83</td>
</tr>
<tr>
<td>35. LBWL HQ2 on Verlinden</td>
<td>City of Lansing</td>
<td>Ingham</td>
<td>$75,000,000</td>
<td>200</td>
<td></td>
</tr>
<tr>
<td>36. 506 S. Hosmer OPRA</td>
<td>City of Lansing</td>
<td>Ingham</td>
<td>$2,990,000</td>
<td>3</td>
<td></td>
</tr>
</tbody>
</table>
| 37. Former Fire Station Kindsvatter, Dalling & Assoc. | City of Lansing | Ingham | $775,000 | 2 | 9 |}

### REAL ESTATE REDEVELOPMENT PROJECTS 2017*

<table>
<thead>
<tr>
<th>OPPORTUNITY NAME</th>
<th>CITY/CHARTER TWP.</th>
<th>MI COUNTY</th>
<th>INVESTMENT</th>
<th>FTE JOBS CREATED</th>
<th>FTE JOBS RETAINED</th>
</tr>
</thead>
<tbody>
<tr>
<td>38. Washington &amp; Elm</td>
<td>City of Lansing</td>
<td>Ingham</td>
<td>$507,800</td>
<td>9</td>
<td></td>
</tr>
<tr>
<td>39. Provident Place</td>
<td>City of Lansing</td>
<td>Ingham</td>
<td>$7,000,000</td>
<td>20</td>
<td></td>
</tr>
<tr>
<td>40. Former Belen Floral Bldg.</td>
<td>City of Lansing</td>
<td>Ingham</td>
<td>$1,442,394</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>41. Center City District</td>
<td>East Lansing</td>
<td>Ingham</td>
<td>$125,000,000</td>
<td>100</td>
<td></td>
</tr>
</tbody>
</table>

* Project locations on map are approximate.
THE SOUL OF A CITY

Dennis Hinrichsen, Lansing Poet Laureate
representing Clinton, Ingham and Eaton Counties

Because we transform where we live, where we breathe, how we work, where we drive and walk, we are this river, these streets, these buildings,
this day,
this moment.

Because we embody and give voice to what we believe, we are a greeting and a promise—to endeavor together—for ourselves and those near to us, our neighbors.

Here, in this city of languages and corridors, pathways, avenues of pride, historical presence, avenues and wards and zones of work left to do.
Spheres of living left to improve, people to welcome and enfold,
spheres of industry and commerce,
spheres of children at play, children empowered to learn and discover their talents—their citizenry.
To value this.
To envision, to bring everyone within this vision.
To add vitality, our enterprise and challenge.
A whole person challenge, whole woman, whole man, child, street, river, sidewalk, business challenge.
The soul of a city is this: the labor and breathing.
The soul is life—your life, mine, and then another, yet still another—cascading, embracing, celebrating, diverse life.
A grand spectacle of neighborhoods and energies and peoples—alert and willing and hopeful—in this shared moment—
where we intend to live with purpose, engage with purpose, build with purpose,
where we intend to thrive.
ACCOLADES

THE NATION RECOGNIZES THE HOT LANSING REGIONAL ECONOMY

#1 best most affordable places to live
livability.com

#1 in U.S. for mobile network performance
Root Metrics

2nd best college town in America in 2017
WalletHub

#4 best places to live for college grads
Mid-America Careers

Led West Michigan with 4% GDP growth in 2016
U.S. Department of Commerce’s Bureau of Economic Analysis

High-tech GDP Growth rose to #21 from #98 in 2017
Milken Institute

4 consecutive years of population growth in urban core
City of Lansing

14th most educated community in America
WalletHub

10 MSU graduate programs top 10 in US
US News and World Report

Midwest hub for Fortune 500 insurance companies’
national headquarters

#18 out of 200 for Best Cities for Small Business
US News and World Report
ARE WE MOVING THE NEEDLE?

EDUCATIONAL ATTAINMENT 2017

- 2016 Regional Population With a College Degree: 43.41%
- Bachelor’s Degree: 19.50%
- Graduate Degree: 13.89%
- Associates Degree: 10.02%

Source: GIS Planning Inc. [ZoomProspector]

KNOWLEDGE SECTOR: PERCENT CHANGE 2005-2016

The change in occupations classified within the “knowledge sector,” compared to change in total occupations.

-2.66% All Occupations

+6.50% Knowledge Sector Occupations


PRIVATE SECTOR GDP VS. GOVT. SECTOR GDP

(Billions of 2016 dollars)

<table>
<thead>
<tr>
<th>Year</th>
<th>Private Sector</th>
<th>Government Sector</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>$4.065</td>
<td>$15.332</td>
</tr>
<tr>
<td>2013</td>
<td>$4.169</td>
<td>$15.933</td>
</tr>
<tr>
<td>2015</td>
<td>$4.374</td>
<td>$16.512</td>
</tr>
<tr>
<td>2016</td>
<td>$4.422</td>
<td>$17.594</td>
</tr>
</tbody>
</table>

Source: US Bureau of Economic Analysis
### PER CAPITA INCOME

<table>
<thead>
<tr>
<th>Year</th>
<th>Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>$34,505</td>
</tr>
<tr>
<td>2013</td>
<td>$35,459</td>
</tr>
<tr>
<td>2014</td>
<td>$36,317</td>
</tr>
<tr>
<td>2015</td>
<td>$34,505</td>
</tr>
<tr>
<td>2016</td>
<td>$36,659</td>
</tr>
<tr>
<td>2017</td>
<td>$37,863</td>
</tr>
</tbody>
</table>

Source: US Bureau of Economic Analysis

### NUMBER OF PEOPLE IN THE WORKFORCE (LABOR FORCE)

<table>
<thead>
<tr>
<th>Year</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>197,240</td>
</tr>
<tr>
<td>2013</td>
<td>195,360</td>
</tr>
<tr>
<td>2014</td>
<td>225,250</td>
</tr>
<tr>
<td>2015</td>
<td>266,477</td>
</tr>
<tr>
<td>2016</td>
<td>244,646</td>
</tr>
<tr>
<td>2017</td>
<td>243,906</td>
</tr>
</tbody>
</table>

Source: GIS Planning Inc. (ZoomProspector)

### POPULATION GROWTH

<table>
<thead>
<tr>
<th>Year</th>
<th>Population</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>464,189</td>
</tr>
<tr>
<td>2011</td>
<td>465,984</td>
</tr>
<tr>
<td>2012</td>
<td>466,660</td>
</tr>
<tr>
<td>2013</td>
<td>467,828</td>
</tr>
<tr>
<td>2014</td>
<td>469,585</td>
</tr>
<tr>
<td>2015</td>
<td>471,076</td>
</tr>
<tr>
<td>2016</td>
<td>474,310</td>
</tr>
<tr>
<td>2017</td>
<td>477,656</td>
</tr>
</tbody>
</table>

Source: U.S. Census Bureau, Population Division

### NET MIGRATION (3 COUNTY)

<table>
<thead>
<tr>
<th>Year</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>+336</td>
</tr>
<tr>
<td>2016</td>
<td>+2,038</td>
</tr>
<tr>
<td>2017</td>
<td>+1,818</td>
</tr>
</tbody>
</table>

### MIGRATION 2010-2017 (SINCE 2010 CENSUS)

<table>
<thead>
<tr>
<th></th>
<th>TOTAL</th>
<th>INTERNATIONAL</th>
<th>DOMESTIC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>1,807</td>
<td>+14,460</td>
<td>-12,653</td>
</tr>
</tbody>
</table>

Source: U.S. Census Bureau, Population Division
Small-town twins go from Grand Ledge to ‘Project Runway’

City of Lansing Introduces Façade Improvement Matching Grant Opportunity
City Seeks to Improve Non-Downtown Commercial Corridors With Façade Grants

$7M PLAN FOR E. MICHIGAN AVE.
Pourous, Prismatic Plate would feature 53 residential units, plus 9,500 square feet of retail space on the ground floor.

Meridian Township welcomes giant food truck rally this summer

Brewpub to open across from Jackson National HQ

New Lansing seed capital fund to invest in startups

Business booming in Metro Lansing, as multiple projects come to fruition in 2017

BREWING UP A REPUTATION
Williamston brewery could break into state’s top 10

$11M project to add riverfront apartments

What’s more American than apple pie? Lansing-made SUVs

Council OKs “The Hub of East Lansing”

McLaren to build $450M hospital adjacent to MSU

MSU vet school gets $12.6 million gift

On a dozen films shot inside the Broad and quickly, too

SWEET!
Special Report: Lansing emerges as hub of IT opportunity

Auto-Owners Holds Steady In Fortune 500 Listing

New McLaren great for region

LEAP Funds New Public Art in East Lansing’s “Artist Alley”

Saddleback BBQ to open Okemos location later this year

New Outback to open in Delta; drive-thru Starbucks locating next door

Kindergartners learn Chinese with their ABCs at Lansing’s Post Oak

LENSCITY DISTRICT PROJECT
Development to serve as a catalyst for future economic growth

EAST LANSING CITY COUNCIL
UNANIMOUSLY APPROVES CENTER CITY DISTRICT PROJECT

Lansing start-ups use fund to breed success

GM is bringing a new Cadillac to Lansing

Lansing-Based Neogen Corporation Plans New $1.3 Million Rehab of Lansing Building to House Ideal® Instruments Subsidiary

New Charlotte sculpture celebrates unity, growth

List: Lansing bests Chicago as a top city for college grads

GlowShop Takes Home $10,000 Prize at LEAP’s Hatched Event

Get ready, there’s a ‘new’ Unicorn coming to town

$1.6M Old Town project will transform historic building into lofts

Sparrow unveils cancer center

Historic DeWitt church to become brewery

‘Labor of love:’ Church turned brewery in Grand Ledge set to open

Lansing has the best mobile performance in US

Sparrow’s $10M lab to speed up test results

Cintas Corporation to invest $17M, add 70 jobs

Next Enclave Likely To Be Built In Lansing

Momentum is building; future is bright

Innovative Infant Phototherapy Device Wins at InnovateHER Challenge Event

LCC’S FOCUS: STUDENT SUCCESS

POWERING UP
BWL to build 9,500 million dollar gas power plant in Delta Twp.

LOCAL UNITED WAYS MERGE
Capital Area United Way’s regional strategy is a win for tri-county residents

Why are New York execs investing in Lansing’s fledgling fashion industry?

Tattoos, coffee and beer: Delta Township building could be home to all 3

New Outback Steakhouse restaurant planned for Delta

East Lansing OKs Center City high rise project

Sculpture draws eyes toward Lansing’s Museum District

The Runway signs five fashion start-ups, alumni gains national recognition

$12M hotel project planned for Trowbridge Road

10 years later, LEAP has lots to celebrate

Ingham County Signs Contract With LEAP For Economic Development Services

Lansing Population Increases for Fourth Straight Year

A dozen films shot inside the Broad and quickly, too

$8.5M apartment project proposed for former grocery store site

GM is bringing a new Cadillac to Lansing

Lansing-Based Neogen Corporation Plans New $1.3 Million Rehab of Lansing Building to House Ideal® Instruments Subsidiary

New Charlotte sculpture celebrates unity, growth

List: Lansing bests Chicago as a top city for college grads

GlowShop Takes Home $10,000 Prize at LEAP’s Hatched Event

Get ready, there’s a ‘new’ Unicorn coming to town
FORSBERG BRINGS MILLENNIAL HOUSING TO REO TOWN
Chicago developer proposes 10-story apartment building at site of East Lansing 7-Eleven

Solar power plant to open next summer in Delta Twp.
Costco in East Lansing sets opening date

Demolition underway in E.L. Park District

MichiGrain distillery to open in Stadium District

Half-ton sculpture creates buzz
Southwest Lansing Arts Impact Project kicks off with community charrette

Transforming the corridor
The Village at East Town promises to help shape new developments along Michigan Avenue

FORMER MSU STAR OPENS MEGA-GYM IN DEWITT
More efficient than paradise
MSU solar carport array will be the big talk

Michigan Avenue Bridge begins transformation this summer
Tri-County Students “LEAP” Into Business Start Up Competition

Developer has big plans for small homes on site of derelict mobile home park in Eaton Rapids
Midwest League All-Star game coming to Lansing in 2018

$12M project in downtown Holt will add restaurants, apartments

LEAP PROMISE DELIVERS
Michigan Avenue Bridge Overpass to be Begin Transformation This Spring
130-acre marijuana park to be largest east of Mississippi, developer says

Renovations to begin on long-vacant Oliver Towers
Dart Container to invest $40.2 million, create 136 jobs in Mid-Michigan

Hotel in Heights LEAP landed $200M in investment projects in 2016
at Eastwood to open in mid-December

$132M project would bring 12-story buildings to downtown East Lansing
Consumers Energy to Spend $250 Million With Michigan Small Businesses

LEAP Kicks Off New Community-Driven Placemaking Initiative With Painted Pianos In Charlotte

Two Men and a Truck to hire 200 in Lansing area
Okemos ranked as a 2017 best place to live in U.S.

Granger sells energy division to Australian company

$1.6M Old Town project will transform historic building into lofts
Coffee cocktail bar opens in DeWitt next week
Eaton Rapids Medical Center celebrates 60 years with $6 million expansion
New theaters launching in Lansing area

Two Lansing Runway Designers to Compete on Project Runway

Viewpoint: Capitol Council of Governments ushers in new era of regional collaboration

MSU business school aims for Google
In Greater Lansing, housing subdivisions make a comeback 10 years after crash
Teen CEOs: Young entrepreneurs take home $20K in prizes

Lululemon now open at Eastwood Towne Center
Poynter: Sparrow investment a positive for region

Starbucks opens in Sparrow Hospital
Lansing City adds kick to mid-Michigan with professional futsal team

GM supplier to hire 79 in Lansing
Michigan State endowment hits $3 billion as university passes fundraising goal

Broad Museum signs lease for space on Grand River
Costco in East Lansing draws hundreds in the first hour

HOTEL BOOM
Greater Lansing’s $1 billion tourism industry spurs development

LAFCU invests in Michigan-based fintech company, offers software to small businesses

LANSING LOVES VENTURE CAPITAL
Trezise: Michigan Avenue corridor is key to Lansing’s future

Community Foundation commits $1M for riverfront

LEAP lands $12M project in downtown East Lansing

Eaton Federal marks 80 years with Delta Twp. expansion

LANSING YOUTH STARTUP
LCC ranked No. 1 in online programs offered by Michigan two-year colleges

Aerospace manufacturer employs over 700 here

LEAP joins with Patent office for startup, entrepreneur seminar
Center City Development
Downtown East Lansing
Supported by LEAP Members Christman, MSUFCU, City of East Lansing, M3 Group, Robert W. Baird & Co., Dykema Gossett PLLC (Lansing)