

## 2025 Quarter 2 Economic Development Report



2025

Q2

|         |                              |
|---------|------------------------------|
| 27      | New Projects this Qtr        |
| 101     | Open Projects this Qtr       |
| \$2.1 B | Potential Project Investment |
| 5,472   | Potential new jobs           |

**7.02.2025**

Lenawee Now is a public-private partnership dedicated to economic and business expansion throughout Lenawee County. By attracting new businesses, helping to grow established businesses, and supporting entrepreneurial endeavors in Lenawee, Lenawee Now is creating an economically viable and vibrant region.

## What We Do

### **Our Mission:**

To preserve existing jobs and foster the creation of more jobs for our citizens and more tax revenue for our communities. To support and collaborate with initiatives to improve the quality of life for all Lenawee County citizens thus making Lenawee County the choice for new and existing business growth.

### **Our Methods:**

Lenawee Now functions as a project coordinator for both the communities we support and the companies we serve. Our efforts can be fairly simple, such as compiling information for a company to use in its decision making, or as involved as full project management for large company attractions / expansions.

This can include everything from:

- Connecting clients to proper resources
- Working with clients and or their site selectors to help determine a location for a project
- Managing the incentive paperwork and process
- Advising entrepreneurs on the process to create and grow a business
- Making presentations to key public and private decision makers
- Assist companies in finding and securing financing
- Recruitment of Talent and training efforts

When companies apply for local or state incentives, they fill out applications that require both job creation and investment estimates. Lenawee Now considers these projects a success after they are publicly announced or when the required approval process has taken place for the incentive sought by the company.

Our jobs and investment numbers are based on these project announcements provided by the companies. Whatever role we might play, we report jobs and investments for projects where we have played an active role in helping a company decide to move forward.

# What We Do

## Our Services:

### 1. Business Retention and Expansion (BRE)

- Regular outreach to existing employers to understand and address needs.
- Assistance with navigating local, state, and federal incentive programs.
- Site and infrastructure support for business expansions.
- Crisis intervention to minimize plant closures and layoffs.

### 2. Business Attraction and Marketing

- National and regional marketing to attract new investment and jobs.
- Site selector engagement, including community tours and data sharing.
- Development of marketing materials and investment pitches.
- Coordination with utility and infrastructure providers on site readiness.

### 3. Workforce and Talent Development

- Management of talent attraction and retention initiatives.
- Partnerships with local schools, colleges, and training providers.
- Promotion of career awareness and local opportunities for residents and students.
- Development and support of training centers and workforce pipelines.

### 4. Entrepreneurship and Small Business Support

- Business planning, coaching, and technical assistance for startups.
- Coordination of co-working spaces, incubators, and accelerators.
- Connection to capital, grants, and mentorship resources.
- Facilitation of local and regional business networks.

### 5. Housing and Community Development

- Leadership and grant support for housing development.
- Collaboration with developers to expand housing inventory across income levels.
- Quality of place investments to attract and retain residents.

## What We Do

### Our Services Continued:

#### 6. Infrastructure and Blight Elimination

- Coordination of public-private efforts to improve infrastructure.
- Grant acquisition and project management for brownfield and blight remediation.
- Support for transportation and broadband access projects.

#### 7. Community Revitalization

- Downtown redevelopment and place-based economic strategies.
- Façade improvement programs and small-scale property investments.
- Collaboration with arts, culture, and tourism organizations.

#### 8. Data, Research, and Policy Support

- Provision of economic and demographic data to local governments and partners.
- Support for public policy that enhances regional competitiveness.

#### 9. Regional Collaboration

- Representation of the County in regional economic development initiatives.
- Leveraging multi-county and statewide programs for local benefit.
- Alignment with regional workforce, transportation, and housing strategies.

#### 10. Resident and Stakeholder Engagement

- Public presentations, forums, and updates to increase transparency.
- Collaboration with chambers, schools, nonprofits, and civic groups.
- Grantwriting and administrative support for community partners and projects.

## Executive Director Update

Dear Partners, Investors, and Community Stakeholders,

As the days grow longer and brighter, I'd like to take a moment to highlight the progress we are making at Lenawee Now and the path we're charting for the future.

Economic development is fundamentally about building a resilient and prosperous future for our communities. This year, we are continuing to focus on the essentials: strengthening relationships with our local employers, supporting small business growth, attracting meaningful investment, and fostering an environment where job creation is both strategic and sustainable.

These priorities continue to guide our efforts. Across Lenawee County, we are making progress on several important initiatives, from industrial site readiness and business retention visits to talent development and housing expansion. Our focus remains aligned with the needs of our communities, employers, and partners.

We are also deepening our collaboration with regional stakeholders, local municipalities, and state agencies to turn plans into real progress that benefits the entire county.

To our supporters: your trust and patronage make all of this possible. We are committed to ensuring that your investment in Lenawee Now brings measurable returns, not just in job numbers and business attractions, but in the enhanced quality of life and opportunity we're building together for generations to come.

Thank you for believing in the future of Lenawee County. We look forward to continuing this journey with you, stronger, and more united than ever.

Sincerely,



Patrick Farver  
Executive Director  
Lenawee Now

# Community Report Card

## 2020-2024

Please join us as we celebrate the successes of the last five years of our collaborative economic development efforts in Lenawee County.

| Type                     | New Jobs   | Retained Jobs | Investment           |
|--------------------------|------------|---------------|----------------------|
| Attractions              | 334        | 25            | \$40,205,100         |
| Existing Business Growth | 202        | 2,327         | \$46,826,334         |
| Start-Ups                | 31         | 1             | \$13,884,500         |
| <b>Total</b>             | <b>567</b> | <b>2,353</b>  | <b>\$100,915,934</b> |

## Community Grants Secured 2020-2024

| Type                  | State               | Federal            | Total               |
|-----------------------|---------------------|--------------------|---------------------|
| Workforce Development | \$10,662,000        | \$290,000          | \$10,952,000        |
| Community Development | \$18,000,000        | \$4,000,000        | \$22,000,000        |
| Business Development  | \$730,000           | \$680,000          | \$1,410,000         |
| <b>Total</b>          | <b>\$29,392,000</b> | <b>\$4,970,000</b> | <b>\$34,362,000</b> |

# Lenawee Now Metrics

These metrics track projects that are /were in our pipeline this period / YTD.

Metrics of Success are recorded when Lenawee Now assists projects that successfully create jobs and/or investment in the community.

### Activity Metrics:

**RFP Responses:** Number of responses to prospect attraction requests.

**Other Services:** # of services provided to clients outside of RFP responses.

**Attraction Visit:** # of in-person visits from attraction clients.

The Call Program is Lenawee Now's outreach program to local employers (private & public). These visits are made to build relationships, identify projects, and connect employers to community resources.

**Lenawee Now celebrates all projects that may have an impact on our county. We do not count jobs and investments where we were not directly involved.**

## The project pipeline January 1, 2025 – June 30, 2025

|                         | QTR                        | YTD     |       |
|-------------------------|----------------------------|---------|-------|
| <b>Project Pipeline</b> | New Projects               | 27      | 55    |
|                         | Projects in Pipeline       | 101     | 121   |
|                         | Open Projects as of 7-1-25 | 90      | N/A   |
|                         | Potential New Jobs         | 5,472   | N/A   |
|                         | Potential New Investment   | \$2.1 B | N/A   |
| <b>Success Metrics</b>  | Successful Projects        | 1       | 1     |
|                         | Companies Created          | 0       | 0     |
|                         | New Jobs                   | 0       | 0     |
|                         | New Investment             | \$56k   | \$56k |
| <b>Activity Metrics</b> | RFP Responses              | 13      | 20    |
|                         | Other Services Provided    | 103     | 223   |
|                         | Attraction Site Visits     | 0       | 1     |
| <b>Call Program</b>     | Company Visits             | 3       | 5     |
|                         | FTEs at Companies Visited  | 36      | 241   |

# Pipeline

As of 7-01-2025

| Client ID | Client Type               | Sector                                 | New Jobs | Investment    |
|-----------|---------------------------|--|----------|---------------|
| C-1285    | Existing Lenawee Business | 31-33: Manufacturing                   |          | \$500,000     |
| C-2255    | Start-Up Client           | 51: Information                        | 1        | \$75,000      |
| C-1146    | Existing Lenawee Business | 31-33: Manufacturing                   | 65       | \$110,000,000 |
| C-2050    | Existing Lenawee Business | 31-33: Manufacturing                   | 40       | \$10,000,000  |
| C-2242    | Start-Up Client           | 23: Construction                       |          | \$1,000,000   |
| C-2236    | Existing Lenawee Business | 53: Real Estate and Rental and Leasing |          | \$0           |
| C-2264    | Attraction Client         | 31-33: Manufacturing                   | 50       | \$300,000     |
| C-1637    | Attraction Client         | 22: Utilities                          | 6        | \$300,000,000 |
| C-1139    | Existing Lenawee Business | 31-33: Manufacturing                   | 7        | \$9,500,000   |
| C-1416    | Existing Lenawee Business | 31-33: Manufacturing                   | 2        | \$454,926     |
| C-1139    | Existing Lenawee Business | 31-33: Manufacturing                   | 40       | \$50,000,000  |
| C-1627    | Non-Lenawee Business      | 51: Information                        |          | \$0           |
| C-1627    | Non-Lenawee Business      | 51: Information                        |          | \$0           |
| C-1860    | Start-Up Client           | 72: Accommodation and Food Services    | 45       | \$1,700,000   |
| C-1888    | Start-Up Client           | 51: Information                        |          | \$0           |
| C-1821    | Existing Lenawee Business | 31-33: Manufacturing                   | 0        | \$0           |
| C-1717    | Existing Lenawee Business | 72: Accommodation and Food Services    |          | \$356,000     |
| C-2088    | Start-Up Client           | 72: Accommodation and Food Services    | 3        | \$84,000      |
| C-1076    | Existing Lenawee Business | 31-33: Manufacturing                   |          | \$200,000     |
| C-1076    | Existing Lenawee Business | 31-33: Manufacturing                   |          | \$0           |

# Pipeline

As of 7-01-2025

| Client ID | Client Type               | Sector                              | New Jobs | Investment    |
|-----------|---------------------------|-------------------------------------|----------|---------------|
| C-2136    | Existing Lenawee Business | 42: Wholesale Trade                 |          | \$0           |
| C-2138    | Existing Lenawee Business | 81: Other Services                  |          | \$0           |
| C-2140    | Start-Up Client           | 53: Real Estate                     |          | \$0           |
| C-2152    | Existing Lenawee Business | 54: Professional, Scientific        | 5        | \$650,000     |
| C-2153    | Attraction Client         | 31-33: Manufacturing                |          | \$0           |
| C-2155    | Start-Up Client           | 54: Professional, Scientific,       |          | \$0           |
| C-2159    | Start-Up Client           | 71: Arts, Entertainment             |          | \$120,000     |
| C-1249    | Existing Lenawee Business | 31-33: Manufacturing                |          | \$25,000,000  |
| C-2163    | Start-Up Client           | 23: Construction                    | 1        | \$0           |
| C-2165    | Attraction Client         | 31-33: Manufacturing                |          | \$0           |
| C-2167    | Attraction Client         | 31-33: Manufacturing                | 50       | \$0           |
| C-2169    | Start-Up Client           | 31-33: Manufacturing                | 2        | \$450,000     |
| C-2172    | Attraction Client         | 31-33: Manufacturing                | 100      | \$840,000,000 |
| C-2173    | Attraction Client         | 31-33: Manufacturing                | 100      | \$5,000,000   |
| C-2174    | Existing Lenawee Business | 23: Construction                    |          | \$0           |
| C-2176    | Start-Up Client           | 72: Accommodation and Food Services |          | \$0           |
| C-2177    | Start-Up Client           | 71: Arts, Entertainment             |          | \$0           |
| C-2181    | Existing Lenawee Business | 72: Accommodation and Food Services |          | \$0           |
| C-2184    | Start-Up Client           | 31-33: Manufacturing                |          | \$0           |
| C-2185    | Start-Up Client           | 54: Professional, Scientific        | 1        | \$0           |

# Pipeline

As of 7-01-2025

| Client ID | Client Type               | Sector                                 | New Jobs | Investment    |
|-----------|---------------------------|--|----------|---------------|
| C-2186    | Attraction Client         | 31-33: Manufacturing                   | 45       | \$8,000,000   |
| C-2187    | Start-Up Client           | 81: Other Services                     |          | \$150,000     |
| C-2188    | Start-Up Client           | 53: Real Estate and Rental and Leasing |          | \$0           |
| C-2191    | Attraction Client         | 31-33: Manufacturing                   | 350      | \$300,000,000 |
| C-2196    | Attraction Client         | 31-33: Manufacturing                   | 50       | \$0           |
| C-2199    | Attraction Client         | 56: Administrative and Support         | 85       | \$0           |
| C-2200    | Attraction Client         | 31-33: Manufacturing                   | 62       | \$0           |
| C-2202    | Start-Up Client           | 44-45: Retail Trade                    |          | \$0           |
| C-2203    | Attraction Client         | 31-33: Manufacturing                   |          | \$0           |
| C-2208    | Attraction Client         | 56: Administrative and Support         | 100      | \$3,500,000   |
| C-2210    | Start-Up Client           | 72: Accommodation and Food Services    |          | \$0           |
| C-2212    | Attraction Client         | 31-33: Manufacturing                   | 100      | \$0           |
| C-2215    | Attraction Client         | 31-33: Manufacturing                   | 15       | \$0           |
| C-2218    | Existing Lenawee Business | 44-45: Retail Trade                    |          | \$0           |
| C-2219    | Attraction Client         | 31-33: Manufacturing                   | 10       | \$0           |
| C-2221    | Attraction Client         | 31-33: Manufacturing                   | 1000     | \$0           |
| C-2222    | Attraction Client         | 31-33: Manufacturing                   | 15       | \$10,000,000  |
| C-2226    | Attraction Client         | 54: Professional, Scientific           | 25       | \$20,000,000  |
| C-2231    | Attraction Client         | 31-33: Manufacturing                   | 145      | \$4,000,000   |
| C-2237    | Attraction Client         | 31-33: Manufacturing                   |          | \$0           |

# Pipeline

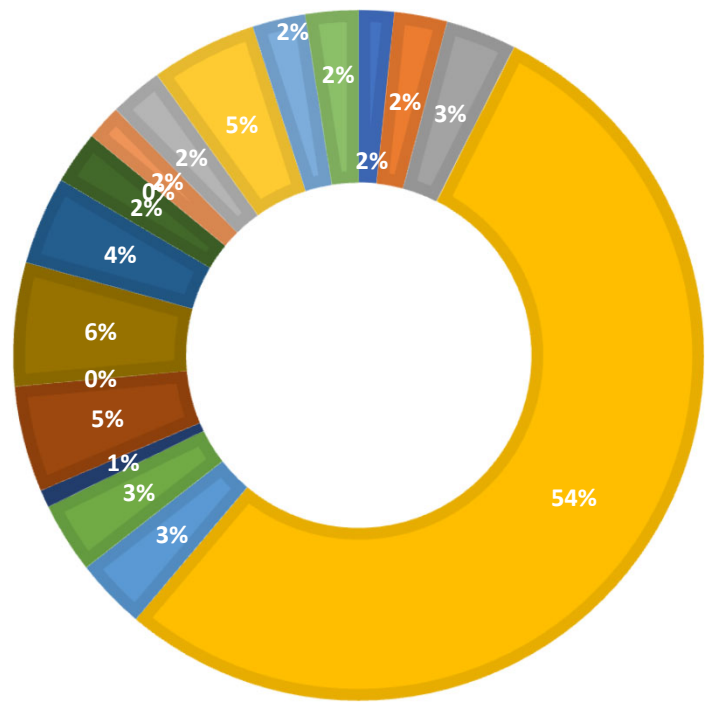
As of 7-01-2025

| Client ID | Client Type               | Sector                                 | New Jobs | Investment    |
|-----------|---------------------------|--|----------|---------------|
| C-2238    | Attraction Client         | 31-33: Manufacturing                   | 60       | \$10,000,000  |
| C-1285    | Existing Lenawee Business | 31-33: Manufacturing                   |          | \$0           |
| C-2240    | Attraction Client         | 48-49: Transportation and Warehousing  |          | \$0           |
| C-2243    | Attraction Client         | 22: Utilities                          |          | \$0           |
| C-2244    | Attraction Client         | 54: Professional, Scientific           |          | \$0           |
| C-2247    | Existing Lenawee Business | 53: Real Estate and Rental and Leasing |          | \$0           |
| C-2248    | Existing Lenawee Business | 53: Real Estate and Rental and Leasing |          | \$30,000,000  |
| C-2253    | Start-Up Client           | 44-45: Retail Trade                    |          | \$0           |
| C-2257    | Attraction Client         | 31-33: Manufacturing                   |          | \$0           |
| C-2258    | Start-Up Client           | 56: Administrative and Support         |          | \$0           |
| C-2260    | Attraction Client         | 31-33: Manufacturing                   | 500      | \$300,000,000 |
| C-2261    | Attraction Client         | 31-33: Manufacturing                   |          | \$0           |
| C-2262    | Attraction Client         | 31-33: Manufacturing                   |          | \$0           |
| C-2263    | Attraction Client         | 31-33: Manufacturing                   | 50       | \$30,000,000  |
| C-2265    | Attraction Client         | 31-33: Manufacturing                   | 75       | \$10,500,000  |
| C-2266    | Attraction Client         | 42: Wholesale Trade                    |          | \$0           |
| C-2268    | Attraction Client         | 31-33: Manufacturing                   |          | \$0           |
| C-2269    | Start-Up Client           | 11: Agriculture, Forestry              |          | \$0           |
| C-2270    | Attraction Client         | 31-33: Manufacturing                   |          | \$0           |
| C-2271    | Existing Lenawee Business | 31-33: Manufacturing                   |          | \$0           |



# Projects by Cluster

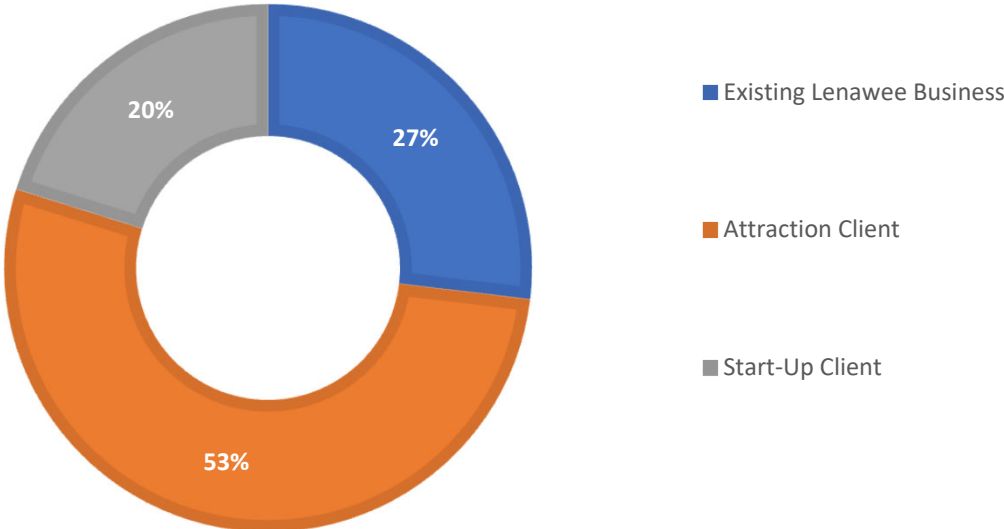
## YTD Projects



- 11: Agriculture, Forestry, Fishing and Hunting
- 22: Utilities
- 23: Construction
- 31-33: Manufacturing
- 42: Wholesale Trade
- 44-45: Retail Trade
- 48-49: Transportation and Warehousing
- 51: Information
- 52: Finance and Insurance
- 53: Real Estate and Rental and Leasing
- 54: Professional, Scientific, and Technical Services
- 56: Administrative and Support and Waste Management and Remediation Services
- 61: Educational Services
- 62: Health Care and Social Assistance
- 71: Arts, Entertainment, and Recreation
- 72: Accommodation and Food Services
- 81: Other Services (except Public Administration)
- 92: Public Administration

# Projects by Client Type

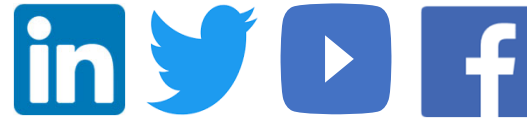
YTD Projects





## Social Media Analytics

As of June 30, 2025



The number of times a post or story showed up in different users' feeds throughout its lifetime.

Number of times that users engaged (liked, commented, shared, etc.) with a post during its lifetime.

| Analytic                  | Q2 2025 |
|---------------------------|---------|
| Social Media Impressions  | 57,678  |
| Social Media Interactions | 4,012   |
| Website Visits            | 6,772   |
| You Tube Video Views      | 940     |
| New Followers             | 69      |
| Total Followers           | 5,197   |

# Donors



## Chairman's Club



## President's Club



## Pacesetters

Adrian Insurance  
 Adrian Mechanical Services  
 Adrian Steel  
 Ann Arbor Spark  
 Charter Township of Adrian  
 Charter Township of Madison  
 City of Morenci  
 Clift Buick GMC  
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 Greg Bell Automotive  
 Gurdjian Insurance Group, Inc.  
 HB Steele  
 ITC Holdings  
 Kriehoff Lenawee Company  
 Lenawee Christian Ministries

Meredith A. Francis, CPA\*  
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 Rima Manufacturing Company  
 Rudolph/Libbe Companies  
 Sage Foundation  
 Sayre Group  
 Sedco, Inc. (division of Primore)  
 Spectrum Printers  
 TLC Community Credit Union  
 Village of Clinton

\*In kind donation

## Contact Details



## Contact Details

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