

2025 Quarter 3  
Economic Development Report



16	New Projects this Qtr
107	Open Projects this Qtr
\$1.9 B	Potential Project Investment
6,888	Potential new jobs

**10.01.2025**

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 we close the third quarter of the year, I am pleased to share an update on the continued momentum and measurable progress taking place at Lenawee Now and across our county.

Economic development is ultimately about turning vision into action and this year, that action is translating into results. Through the first three quarters, Lenawee Now has supported 107 active projects, including 71 new projects launched this year alone. Together, these opportunities represent \$1.9 billion in potential new private investment in Lenawee County, underscoring the growing interest in our community as a place to do business, invest, and grow.

Equally important is the progress being made at the community level. Through collaborative efforts with local partners, municipalities, and stakeholders, we have helped secure more than \$9 million in successful community investment year-to-date. These investments strengthen the foundation needed for long-term growth, supporting infrastructure, site readiness, housing, and quality-of-life improvements that benefit residents and employers alike.

Our focus remains consistent and intentional: supporting existing employers, advancing small business growth, preparing industrial sites, developing talent, and aligning resources to meet the evolving needs of our communities. We continue to deepen regional and state partnerships to ensure that opportunities move from planning to implementation, delivering real and lasting impact throughout the county.

To our investors and partners, your confidence and continued support are vital to this work. We remain committed to accountability, transparency, and delivering meaningful returns on your investment, measured not only in projects and dollars, but in stronger communities and expanded opportunity for future generations.

Thank you for your continued partnership and belief in the future of Lenawee County. We look forward to finishing the year with purpose and momentum, working together to build a resilient and prosperous economy for all.

Sincerely,



Patrick Farver  
Executive Director

# 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 – Sept 30, 2025

	QTR	YTD	
Project Pipeline	New Projects	16	71
	Projects in Pipeline	107	136
	Open Projects as of 10-1-25	84	N/A
	Potential New Jobs	6,888	N/A
	Potential New Investment	\$1.9 B	N/A
Success Metrics	Successful Projects	2	3
	Companies Created	1	1
	New Jobs	7	7
	New Investment	\$9.0M	\$9.05M
Activity Metrics	RFP Responses	8	28
	Other Services Provided	107	356
	Attraction Site Visits	0	1
Call Program	Company Visits	3	8
	FTEs at Companies Visited	292	533

# Pipeline

As of 10-01-2025

Client ID	Client Type	Sector	New Jobs	Investment
C-1637	Attraction Client	22: Utilities	6	\$300,000,000
C-2243	Attraction Client	22: Utilities		\$0
C-2191	Attraction Client	31-33: Manufacturing	350	\$300,000,000
C-2196	Attraction Client	31-33: Manufacturing	50	\$0
C-2197	Attraction Client	31-33: Manufacturing	600	\$0
C-2200	Attraction Client	31-33: Manufacturing	62	\$0
C-2201	Attraction Client	31-33: Manufacturing	1500	\$0
C-2203	Attraction Client	31-33: Manufacturing		\$0
C-2212	Attraction Client	31-33: Manufacturing	100	\$0
C-2215	Attraction Client	31-33: Manufacturing	15	\$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-2231	Attraction Client	31-33: Manufacturing	145	\$4,000,000
C-2237	Attraction Client	31-33: Manufacturing		\$0
C-2238	Attraction Client	31-33: Manufacturing	60	\$10,000,000
C-2239	Attraction Client	31-33: Manufacturing	67	\$22,400,000
C-2246	Attraction Client	31-33: Manufacturing		\$0
C-2257	Attraction Client	31-33: Manufacturing		\$0
C-2260	Attraction Client	31-33: Manufacturing	500	\$300,000,000

# Pipeline

As of 10-01-2025

Client ID	Client Type	Sector	New Jobs	Investment
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-2264	Attraction Client	31-33: Manufacturing	50	\$300,000
C-2265	Attraction Client	31-33: Manufacturing	75	\$10,500,000
C-2268	Attraction Client	31-33: Manufacturing		\$0
C-2270	Attraction Client	31-33: Manufacturing		\$0
C-2279	Attraction Client	31-33: Manufacturing	120	\$0
C-2283	Attraction Client	31-33: Manufacturing	30	\$15,000,000
C-2284	Attraction Client	31-33: Manufacturing	50	\$0
C-2291	Attraction Client	31-33: Manufacturing	120	\$50,000,000
C-2293	Attraction Client	31-33: Manufacturing	800	\$100,000,000
C-2290	Attraction Client	31-33: Manufacturing	250	\$500,000,000
C-2266	Attraction Client	42: Wholesale Trade		\$0
C-2206	Attraction Client	44-45: Retail Trade		\$0
C-2240	Attraction Client	48-49: Transportation		\$0
C-2226	Attraction Client	54: Professional	25	\$20,000,000
C-2244	Attraction Client	54: Professional		\$0
C-2199	Attraction Client	56: Administrative Services	85	\$0
C-2208	Attraction Client	56: Administrative Services	100	\$3,500,000

# Pipeline

As of 10-01-2025

Client ID	Client Type	Sector	New Jobs	Investment
C-1285	Existing Lenawee Business	31-33: Manufacturing		\$500,000
C-1146	Existing Lenawee Business	31-33: Manufacturing	65	\$110,000,000
C-1821	Existing Lenawee Business	31-33: Manufacturing	0	\$0
C-1076	Existing Lenawee Business	31-33: Manufacturing		\$200,000
C-1076	Existing Lenawee Business	31-33: Manufacturing		\$0
C-1047	Existing Lenawee Business	31-33: Manufacturing		\$0
C-2050	Existing Lenawee Business	31-33: Manufacturing	40	\$30,000,000
C-1416	Existing Lenawee Business	31-33: Manufacturing	2	\$454,926
C-1285	Existing Lenawee Business	31-33: Manufacturing		\$0
C-1139	Existing Lenawee Business	31-33: Manufacturing	40	\$50,000,000
C-2271	Existing Lenawee Business	31-33: Manufacturing		\$0
C-1127	Existing Lenawee Business	31-33: Manufacturing	450	\$72,000,000
C-1257	Existing Lenawee Business	31-33: Manufacturing	25	\$3,000,000
C-1076	Existing Lenawee Business	31-33: Manufacturing	25	\$3,000,000
C-2245	Existing Lenawee Business	42: Wholesale Trade		\$0
C-2218	Existing Lenawee Business	44-45: Retail Trade		\$0
C-2236	Existing Lenawee Business	53: Real Estate		\$0
C-2241	Existing Lenawee Business	53: Real Estate		\$0
C-2247	Existing Lenawee Business	53: Real Estate		\$0
C-2248	Existing Lenawee Business	53: Real Estate		\$30,000,000

# Pipeline

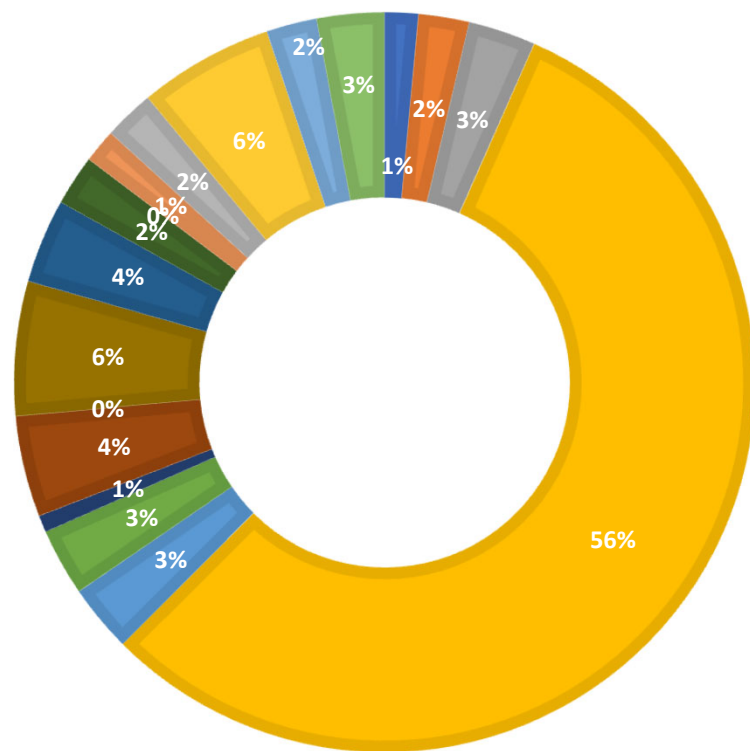
As of 10-01-2025

Client ID	Client Type	Sector	New Jobs	Investment
C-2295	Existing Lenawee Business	53: Real Estate		\$0
C-2152	Existing Lenawee Business	54: Professional	5	\$650,000
C-2182	Existing Lenawee Business	62: Health Care and Social Assistance		\$600,000
C-1666	Existing Lenawee Business	72: Accommodation and Food Services		\$0
C-2292	Existing Lenawee Business	72: Accommodation and Food Services		\$0
C-2280	Existing Lenawee Business	92: Public Administration		\$0
C-1627	Non-Lenawee Business	51: Information		\$0
C-1627	Non-Lenawee Business	51: Information		\$0
C-2269	Start-Up Client	11: Agriculture		\$0
C-2232	Start-Up Client	23: Construction		\$0
C-2242	Start-Up Client	23: Construction		\$1,000,000
C-2282	Start-Up Client	31-33: Manufacturing		\$0
C-2285	Start-Up Client	31-33: Manufacturing		\$0
C-2202	Start-Up Client	44-45: Retail Trade		\$0
C-2253	Start-Up Client	44-45: Retail Trade		\$0
C-2255	Start-Up Client	51: Information	1	\$75,000
C-2140	Start-Up Client	53: Real Estate		\$0
C-2188	Start-Up Client	53: Real Estate		\$0
C-2233	Start-Up Client	53: Real Estate		\$0
C-2258	Start-Up Client	56: Administrative and Support		\$0



# Projects by Cluster

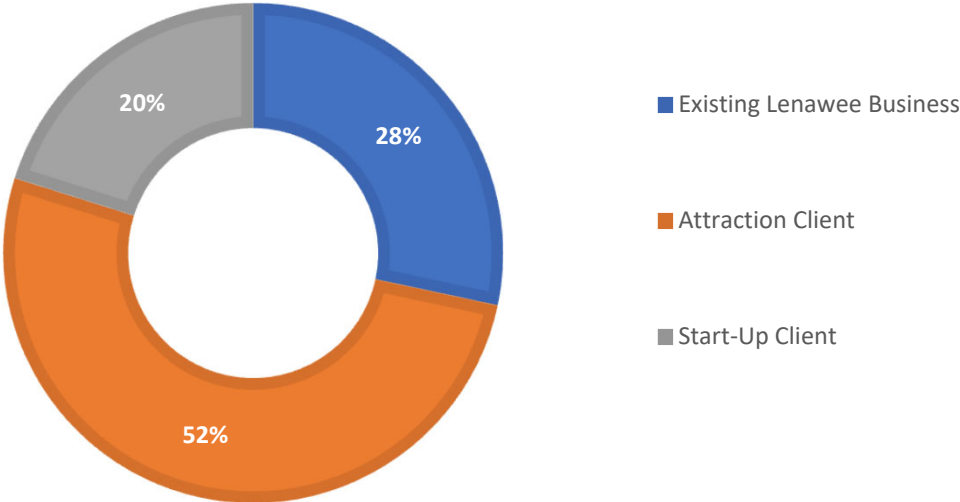
## YTD Projects



- 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

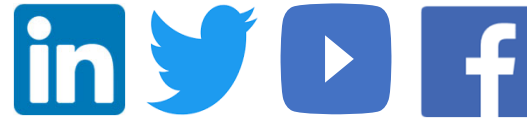
YTD Projects





## Social Media Analytics

As of Sept 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	Q3 2025
Social Media Impressions	80,201
Social Media Interactions	4,740
Website Visits	10,178
You Tube Video Views	1,282
New Followers	99
Total Followers	5,227

# Donors



## Chairman's Club



## President's Club



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 Adrian Mechanical Services  
 Adrian Steel  
 Ann Arbor Spark  
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 Sedco, Inc. (division of Primore)  
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 TLC Community Credit Union  
 Village of Clinton

\*In kind donation

## Contact Details



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