

Lenawee

now

2025 Quarter 4 Economic Development Report



14	New Projects this Qtr
99	Open Projects this Qtr
\$1.88B	Potential Project Investment
4,513	Potential new jobs

12.31.2025

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 conclude the fourth quarter and reflect on the close of 2025, I want to share our appreciation for your continued partnership and highlight the meaningful progress achieved throughout the year at Lenawee Now.

This year demonstrated the strength of Lenawee County's economic potential and the power of collaboration. In 2025, Lenawee Now supported 151 open projects, including 86 new projects initiated during the year. Together, these efforts represent \$1.88 billion in potential new private investment, an indicator of sustained interest in our county and confidence in its long-term growth.

Equally significant is the impact made at the community level. Through coordinated efforts with municipalities, regional partners, and state agencies, more than \$9.5 million in successful community investment was secured during the year. These resources are helping advance site readiness, infrastructure improvements, housing initiatives, and quality-of-life projects that strengthen the foundation for future development.

This year also marked progress on the global stage. We welcomed two foreign attraction clients to Lenawee County, reinforcing our position as a competitive and welcoming location for international investment and expanding our reach beyond domestic markets.

Throughout 2025, our focus remained steady: supporting existing employers, fostering small business growth, advancing talent development, and aligning investment with the needs of our communities. The results achieved this year reflect not only strong project activity, but a commitment to strategic, sustainable growth that benefits residents today and for generations to come.

To our investors and partners, thank you for the trust you place in Lenawee Now. Your support enables us to deliver results that matter, measured not only in dollars and projects, but in stronger communities, expanded opportunity, and a resilient regional economy.

As we look ahead to the new year, we remain optimistic and committed to building on this momentum. Together, we are shaping a future for Lenawee County that is prosperous, inclusive, and positioned for long-term success.

With gratitude,



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
Total	567	2,353	\$100,915,934

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
Total	\$29,392,000	\$4,970,000	\$34,362,000

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 – December 31, 2025

	QTR	YTD	
Project Pipeline	New Projects	14	86
	Projects in Pipeline	99	151
	Open Projects as of 1-1-26	70	N/A
	Potential New Jobs	4,513	N/A
	Potential New Investment	\$1.88 B	N/A
Success Metrics	Successful Projects	2	4
	Companies Created	1	1
	New Jobs	2	9
	New Investment	\$454K	\$9.5M
Activity Metrics	RFP Responses	6	33
	Other Services Provided	80	436
	Attraction Site Visits	1	2
Call Program	Company Visits	1	9
	FTEs at Companies Visited	38	571

Pipeline

As of 01-01-2026

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-2291	Attraction Client	31-33: Manufacturing	120	\$50,000,000
C-2260	Attraction Client	31-33: Manufacturing	500	\$300,000,000
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-2290	Attraction Client	31-33: Manufacturing	250	\$500,000,000
C-2293	Attraction Client	31-33: Manufacturing	800	\$100,000,000
C-2296	Attraction Client	31-33: Manufacturing	40	\$80,000,000
C-2298	Attraction Client	31-33: Manufacturing	250	\$85,000,000
C-2301	Attraction Client	31-33: Manufacturing	100	\$6,000,000
C-2303	Attraction Client	31-33: Manufacturing		\$0
C-2304	Attraction Client	31-33: Manufacturing	1016	\$68,000,000

Pipeline

As of 01-01-2026

Client ID	Client Type	Sector	New Jobs	Investment
C-2305	Attraction Client	31-33: Manufacturing	155	\$40,000,000
C-2313	Attraction Client	31-33: Manufacturing	250	\$0
C-2266	Attraction Client	42: Wholesale Trade		\$0
C-2206	Attraction Client	44-45: Retail Trade		\$0
C-2240	Attraction Client	48-49: Transportation and Warehousing		\$0
C-2307	Attraction Client	53: Real Estate		\$0
C-1285	Existing Lenawee Business	31-33: Manufacturing		\$500,000
C-1821	Existing Lenawee Business	31-33: Manufacturing	0	\$0
C-1146	Existing Lenawee Business	31-33: Manufacturing	65	\$110,000,000
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-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

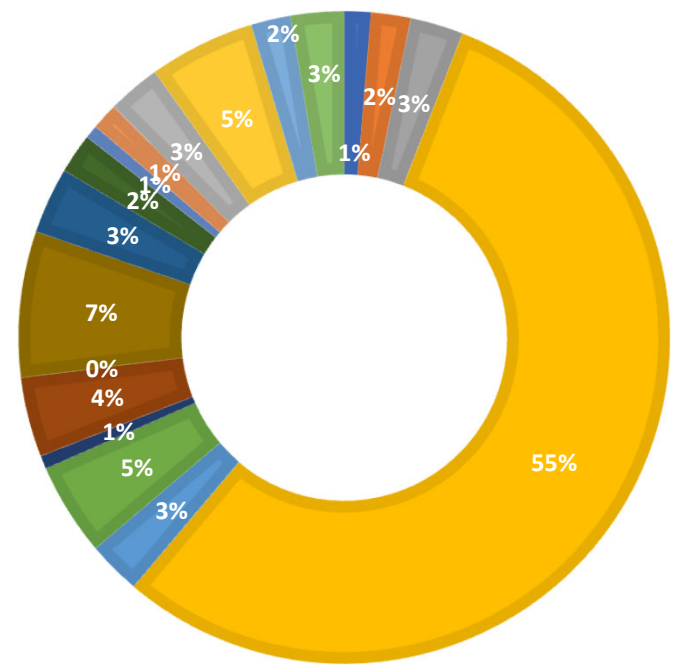
Pipeline

As of 01-01-2026

Client ID	Client Type	Sector	New Jobs	Investment
C-2245	Existing Lenawee Business	42: Wholesale Trade		\$0
C-2218	Existing Lenawee Business	44-45: Retail Trade		\$0
C-2299	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
C-2295	Existing Lenawee Business	53: Real Estate		\$0
C-2152	Existing Lenawee Business	54: Professional, Services	5	\$650,000
C-1720	Existing Lenawee Business	71: Arts, Entertainment		\$150,000
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-2285	Start-Up Client	31-33: Manufacturing		\$0
C-2253	Start-Up Client	44-45: Retail Trade		\$0

Projects by Cluster

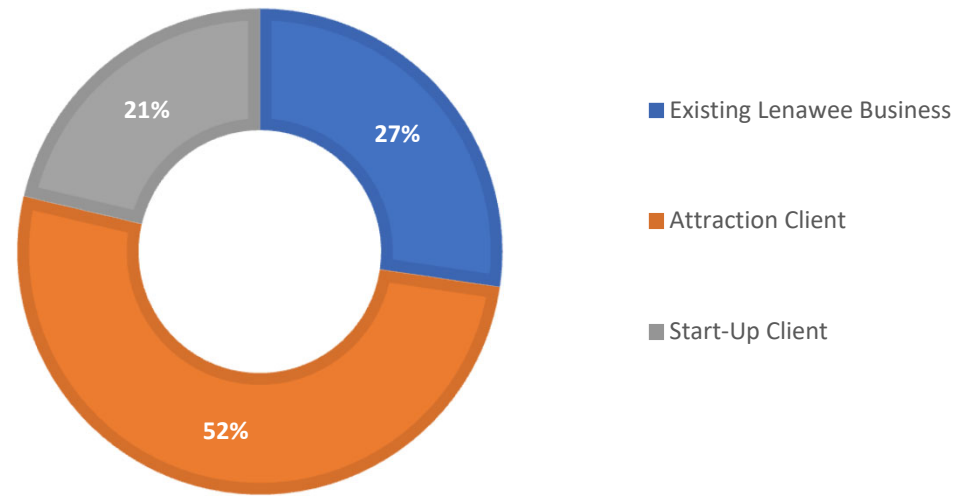
YTD Projects



- 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 December 31, 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	As of Dec 31, 2025
Social Media Impressions	247,727
Social Media Interactions	5,350
Website Visits	13,415
You Tube Video Views	1,503
New Followers	126
Total Followers	5,254

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*In kind donation

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