



ANNUAL REPORT 2017



TO OUR INVESTORS AND PARTNERS,

Building Montcalm County's economy...one business at a time.

The Montcalm Economic Alliance, through its strategic partnership with The Right Place, is responsible for long-term job creation, investment, and overall economic prosperity in Montcalm County. This partnership has greatly enhanced the Alliance's capabilities, and made Montcalm County a regional player in West Michigan.

Since the partnership was established over three years ago, the Alliance has accelerated the area's economic growth by ensuring that Montcalm County businesses have the tools, resources, and support they need to grow. It has delivered an economic impact of over \$165 million, leading to a return of \$413 for every dollar invested in the Alliance.

The Alliance has been responsible for several notable business retention, expansion, and attraction projects since the partnership was formed:

- **Dicastal North America**, \$140 million capital investment, 300 new jobs
- **Die Cad Group**, \$860,200 capital investment, 30 new jobs
- **Byrne Electrical**, \$750,000 capital investment, 32 new jobs
- **Streamline Machine Source**, \$300,000 capital investment, 2 new and 10 retained jobs
- **National Warehouse Logistics**, 5 new and 10 retained jobs
- **Milacron**, \$5 million capital investment, 70 new and 53 retained jobs
- **Potato Services of Michigan**, \$250,000 capital investment, 4 retained jobs

Beyond providing direct assistance to local businesses, the Alliance also works on long-term initiatives to create a strong foundation for sustainable economic growth over time. Some examples include facilitating the Ionia-Montcalm Manufacturer's Council, building meaningful connection within our K-12 systems to increase career awareness, and strengthening international business connections through trade missions.

The need for community support

The Alliance is a public-private partnership, and receives financial support from both communities and businesses. In order to keep this partnership active and allow economic development resources to continue flowing into the county, we need your support. We ask that you join our efforts to sustain this regional partnership, and work together with us to create economic prosperity for our community.



Rob Spohr, President
Vice President of Student and Academic Affairs
Montcalm Community College



Kathy Jo VanderLaan
Business Development Coordinator
Montcalm Economic Alliance
The Right Place, Inc.

2017 HIGHLIGHTS

Remediation of Former Carnation Plant

2017 marked the completion of the Alliance's collaborative efforts to remove the dilapidated former Carnation Plant in the Village of Sheridan. This blighted industrial building was a deterrent to future redevelopment, and received the support of a \$415,000 Community Development Block Grant to remediate the property. As a result, Sidney State Bank is now in the process of building a branch at the former Carnation Plant site.

Agribusiness trade mission to China

The Alliance traveled to Shanghai and Hangzhou, China this past November for an agribusiness trade mission, at the invitation of United Hops Brokerage. The Michigan Department of Agriculture and Rural Development led the trade mission, which included one-on-one meetings with vetted buyers, retail tours, and briefings with officials.

Discover Manufacturing

Almost 500 students explored future careers in manufacturing during Discover Manufacturing Week in Montcalm County. The Alliance hosted the weeklong event, which drew students from eight school districts for 21 tours at 13 local manufacturers. During the tours, students were able to see modern manufacturing career opportunities first-hand, inspiring the next generation of local talent.

ANNUAL METRICS

\$5.25M

NEW CAPITAL
INVESTMENT

\$6.94M

NEW AND RETAINED
PAYROLL

127

NEW AND
RETAINED JOBS

\$298,820

WORKER TRAINING
DOLLARS

CUMULATIVE METRICS 2014-2017

Worker Training Dollars	\$640,884*
Community Development Block Grant Funding	\$415,000*
New and Retained Payroll	\$17,290,192*
New and Retained Jobs	516
Additional TOTAL Taxes per year (County Operating & Dedicated = 6.0282 mill)	\$182,181*
New Capital Investment	\$147,010,200*

*Used to determine Return on Investment (ROI) for Montcalm County

\$165,538,457

TOTAL ECONOMIC
IMPACT

\$400,000

TOTAL INVESTED IN
ECONOMIC
DEVELOPMENT

\$414 : \$1

TOTAL RETURN
ON INVESTMENT

INVESTOR COMPANIES

Hospitals

Spectrum Health – United & Kelsey
Sparrow Hospital - Carson City
Sheridan Community Hospital

Municipalities

Reynolds Township
City of Stanton
Montcalm Township
Village of Lakeview
Winfield Township
Douglass Township
Eureka Township
Fairplains Township
Crystal Township
Carson City
Cato Township
Montcalm County

Education

Greenville Public Schools
Montcalm Community College
Montcalm Area ISD

Chambers of Commerce

Greenville Area Chamber
Panhandle Chamber

Downtown Development Authorities

Howard City DDA

Utilities

Consumers Energy
DTE

Community Organizations

8Cap
Montcalm Center for Behavioral Health
Commission on Aging
Mid-MI District Health Dept.
Road Commission of Mo. Co.
United Way Montcalm-Ionia Counties

Businesses

Stafford Media

Casair

Greenville Tool & Die
Wright Plastics
Varnum
Meijer

Banks and Credit Unions

Michigan One Credit Union
Commercial Bank
Sidney State Bank
Isabella Bank
Chemical Bank

Foundations

Greenville Area Community Foundation

Individuals

Bill Braman
Bruce Noll
Leslie Wood

EXECUTIVE COMMITTEE

Rob Spohr - President

Vice President of Student and Academic Affairs, Montcalm Community College

Dave Seppala - Vice President

President, Isabella Bank - Greenville Division

Gae Wolfe - Treasurer

Executive Director – Greenville Area Chamber of Commerce

George Bosanic - At-Large

City Manager, Greenville, MI

Michael Falcon - At-Large

Village Manager, Howard City, MI

Bruce Noll - At Large

Chairman, Montcalm Conservation District

Harmony Nowlin - At Large

Regional Community Affairs Manager, Consumers Energy

Josh Gibbs -

Fundraising/Special Projects

Community President, Commercial Bank Greenville

Therese Thill - The Right Place, Inc.

Vice President of Business Development, The Right Place, Inc.

Bob Clingenpeel - Montcalm County

County Administrator, Montcalm County

