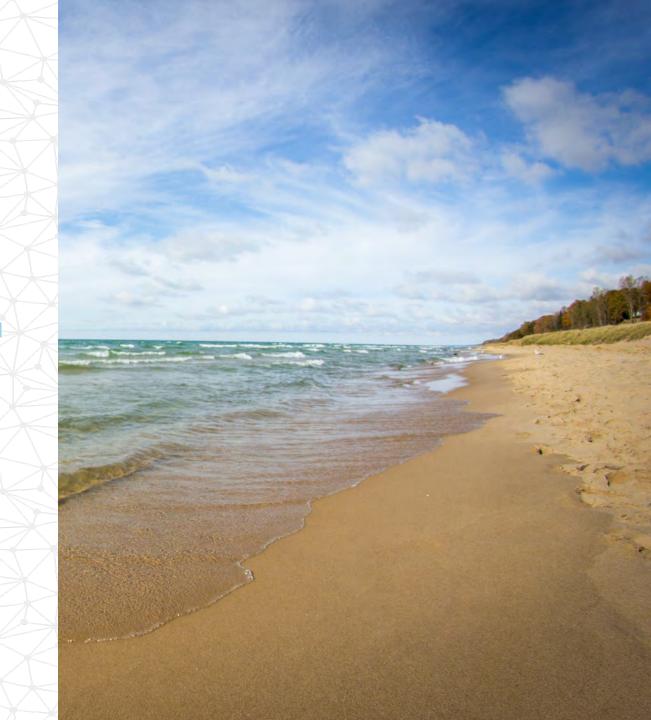
Annual Investor Update Allegan County



WEST MICHIGAN'S BUSINESS ADVANTAGE www.LakeshoreAdvantage.com



Update Overview

- Organizational overview
- Support/impact in Allegan County
- COVID-19 response
- Grant Update
- Future initiatives



- Non-profit established in 2003
- Led by 20-member board of directors
- 12-member team
- Focused solely on current and future primary employers in Allegan & Ottawa counties

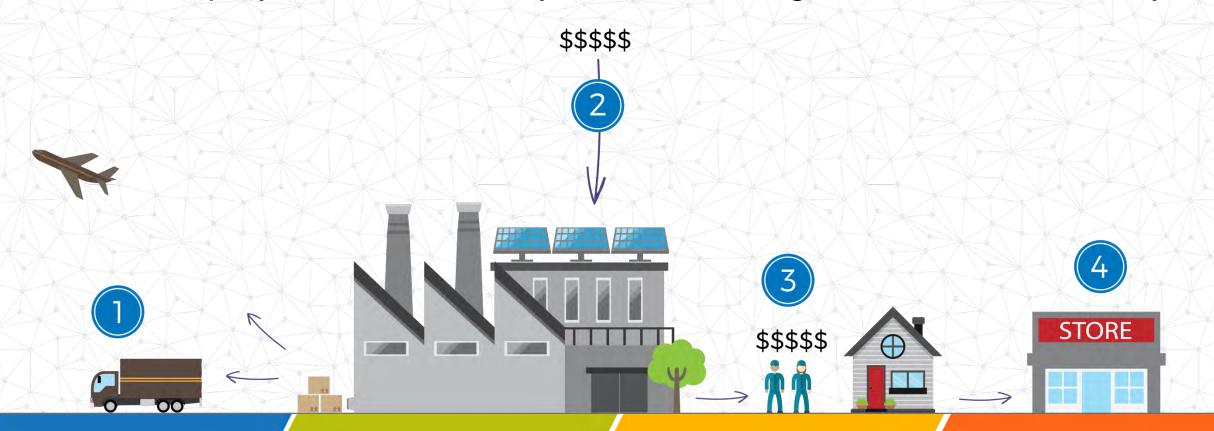


Maintain A Robust Primary Business Base

Primary employers generate

Gross Domestic Product (GDP) for our region.

These employers form the very core of the region's economic vitality.



Act as An Extended Member of Your Team

Allegan County 2020



164
Total Primary Employers
in Allegan County



Companies We Met With in Allegan County

79

= 48%

4 out of every 10 interactions our team tracked last year were in Allegan County

Overcome Barriers to Growth



14 businessexpansion projects



\$152 million private investment



652 new/retained jobs

Allegan County 2020

8 business expansion projects

\$118 million private investment

= 78% in our service area

398
new/retained jobs

2020 Allegan County Growth Projects









KAM Plastics

City of Holland

\$1.15m investment

88k sq ft upgraded plastic fabrication facility

















City of Holland

\$9.8m investment

40k sq ft dry good storage

Perrigo Company plc

City of Holland

\$13m investment, 40 new jobs

357k sq ft distribution center



Classic Transportation

Leighton Township

\$5.4m investment

145k sq ft food grade storage

Hudsonville Ice Cream

City of Holland

\$51m investment, 45 new jobs

150k sq ft cold storage, manufacturing capacity



Fema Corporation

City of Otsego

\$3.7m investment, 30 new jobs

40k sq ft precision machining manufacturing facility

Koops Automation Systems

City of Holland

\$445k investment

4,000 sq ft renovation and manufacturing capacity



Tantrick Brewing Co.

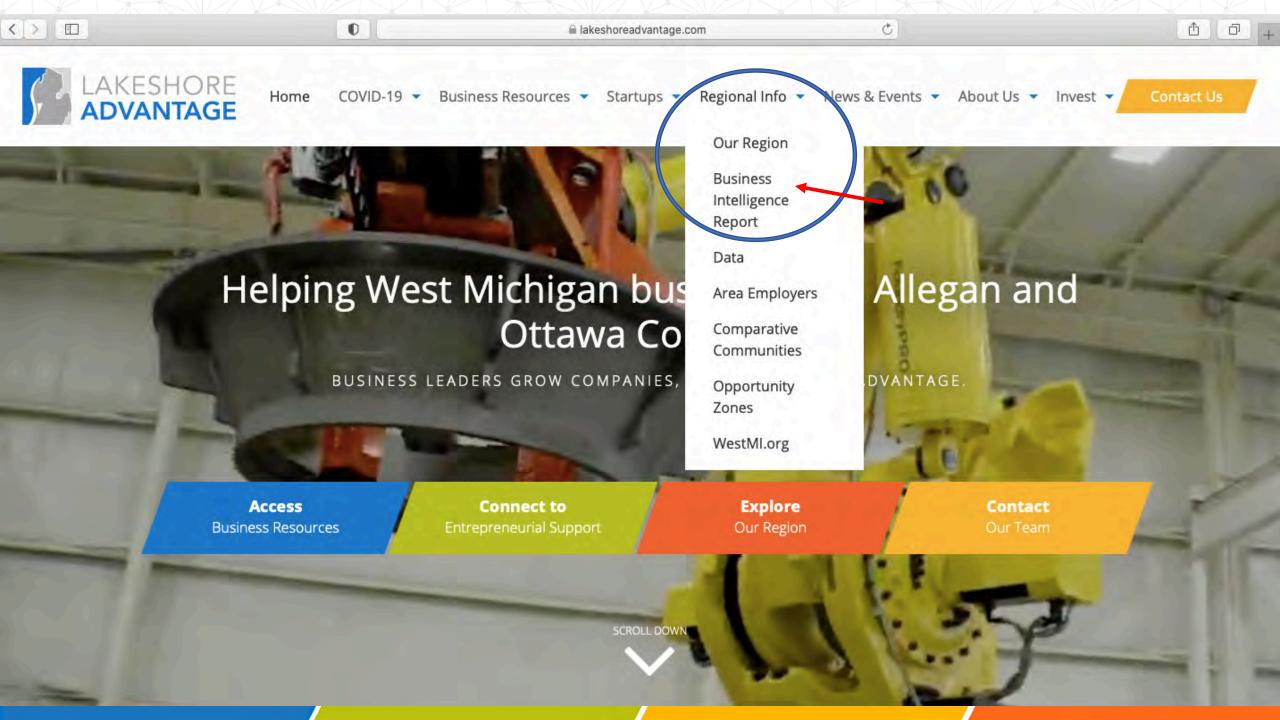
City of Allegan

\$134k investment

2k sq ft production facility











COVID-19

"Economic development organizations are at the frontlines of helping companies navigate the fallout of this crisis."

-The Rockefeller Institute

Crisis is Our Foundation

"Must be led by private sector."



Lifesavers moves to Canada 2003

"We can't wait for bad things to happen and then react."

"Need to proactively work to retain our manufacturing base."

COVID-19: Shifting into Hyper Speed

Business Interactions



110 325+ Jan-Mar Mar-June

3x the average

Startup Support



46 Mar-June

2x the average

PPE Support



130+
organizations
navigated

NEW

Quick Polls



since COVID

NEW

Fill the Gap: PPE Navigation

- 26% of companies we polled pivoted to make needed PPE
- Supported 21 Allegan County companies with PPE supply/demand

"Allegan County has been overwhelmed by businesses requesting help in getting back to work. This resource frees up our time to do work like contact tracing, testing coordination and equipping first responders."

Scott Corbin

Allegan County Sheriffs Office, Emergency Management and Homeland Security





COVID-19: Connect, Educate, Advise + Administer





Michigan Small Business Relief Grants and Loans



\$300K in small business Relief grants

31 Total Awardees // 13 Allegan Co. Awardees

Michigan Small Business Restart Program

Allegan and Ottawa County Organizations



\$3.325M in small business Restart grants

428 Total Awardees // 112 Allegan Co. Awardees



\$1.825M in small business Relief grants

187 Total Awardees // 56 Allegan Co. Awardees

Small Businesses, Big Impact



Bravo! Arts Academy, Allegan \$4,000 Restart Grant

"Bravo Arts Academy needs to be the foundation for its students, to be something that makes sense when so much around them no longer is. Each artist finding a base within themselves that no matter what life may bring, they each have within them the ability to RESTART. On behalf of my current students and the students I dream will cross my path one day, thank you for this grant opportunity, a lifetime of reward and return guaranteed."

-Alison Peterson-Loll, owner of Bravo! Arts
Academy

Looking Forward: Project Pipeline



- 47 total projects in pipeline
- 7 projects in Allegan County

Future Challenges in the Way



Access / Affordability to Higher Education



Attractive Community for Emerging Workers



Access to Broadband



Diverse Industry & Population



3 – YEAR PICTURE



Industry 4.0



Educational Attainment



Broadband Accessibility



Regional and Talent Attraction



Startup Support



Overcoming Economic Challenges

Continue to Maintain Our Foundation





Every \$1 invested in Lakeshore Advantage in 2020 returned \$103 dollars in private investment.

Financial Outlook

- **30%** loss of funding in 2020
- Unexpected support comes to the rescue for our team







2x their annual contribution in 2020





Administration fee

Thank You

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