

Antrim County

Economic Development Corporation

Mission Statement: Retain, expand, and promote County-wide economic growth and stability.

July 21, 2020 Minutes

Members present: Mike Allison, Dave Heeres, Pete Garwood, Rachel Krino, Sherry Comben, Veronica Welter, Kathleen Peterson

Members Absent: John Meeske, Bonnie Robbins

Others Present: Jeremy Scott, Andy Hayes, Michael Jantz, Buck Love

1. Call to Order

The meeting was held virtually via the Zoom conferencing app in compliance with Executive Order 2020-154. Meeting Called to order at 9:00AM

2. Public Comment

Michael Jantz with C2AE Architecture and Engineering Services gave a brief presentation to members on the MITTIN Project (see attached). This project would use existing rail to build Freight (Truck to Train location) to draw manufacturing which encourages economic growth in other areas. This project has been submitted to the US Department of Transportation for consideration for grant funding. Mr. Jantz, on behalf of the Village of Kalkaska, asked members to consider a letter of support for the project.

3. Approval of Minutes

Motion by Kathleen Peterson, seconded by Rachel Krino, to approve the minutes of January 21, 2020 as presented.

Motion – Passes Unanimously

Motion by Kathleen Peterson, seconded by Rachel Krino, to approve the minutes of April 28, 2020 as presented.

Motion - Passes Unanimously

4. Discussion: FY2021 Budget

Motion by Dave Heeres, seconded by Kathleen Peterson, to approve FY2021 Budget.

Motion - Passes Unanimously

5. Northern Lakes Economic Alliance Update

Andy Hayes and Buck Love provided the EDC with a quarterly update. The NLEA has partnered with Networks Northwest to facilitate over \$2,000,000 in grant funding to business in the NLEA service area who have been effected by COVID19. Members would like the MI Small Business Restart Program Grant application for linked on the County's website.

6. Road Map Update – Antrim County Road Commission

Burt Thompson with the Antrim County Road Commission was unable to attend.

7. Letter of Support – Village of Kalkaska

**Motion by Rachel Krino, seconded by Sherry Comben to write a letter of support for Kalkaska’s BUILD grant application.
Motion Passes Unanimously**

8. Various Matters

None.

9. Public Comment

None

Meeting was adjourned at 10:12.

DRAFT

From: [Jantz, Michael](#)
To: [Boyd, Margie](#)
Subject: RE: Job Creation - Letter of Support Antrim County & Antrim County EDC
Date: Thursday, July 16, 2020 2:07:57 PM
Attachments: [image001.png](#)
[image003.png](#)
[image004.png](#)
[MITTIN PRESENTATION - FULL.pdf](#)
[MITTIN PRESENTATION - SHORT.pdf](#)

Margie:

I have attached two versions of the MITTIN presentation a "FULL" and a "SHORT". You may decide which version you wish to attach to the Board packages. The "FULL" version highlights some Letters of Support we have already received.

With the Board members receiving copies of the presentation before each meeting, the presentation I will do live will be even shorter than the attached "SHORT" version.

Two elements of the MITTIN project that directly touches communities within Antrim County include:

1. The freight facility in Kalkaska may be an attraction to existing and future businesses wishing to located in one of Antrim Counties industrial parks; and
2. If successful we will be using the MITTIN to seek capital funding to complete the non-motorized trail connecting Traverse City to Charlevoix and connecting Kalkaska to Petoskey. Both trails will traverse through Antrim County communities.

These grants are competitive and the more Letters of Support a propose project receives the better the chance of being awarded. As such Kalkaska is looking for letters of support from the County Board, the EDC Board, and if feasible the Villages and Township Boards and DDA's within the County.

I look forward to meeting everyone.

Thanks

Michael (Mike) Jantz

Business Development Manager

C2AE

architecture | engineering

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Infrastructure that enables, Architecture that empowers.



Better Utilizing Investments to Leverage Development
BUILD Grant Application – Infrastructure Planning

**Better
Utilizing
Investment to
**Leverage
Development****



“ As manufacturers, our ability to move parts— from suppliers to our factory and finished goods from our factory to our customers—relies on the highways, railways, aviation and seaports of America. If we cannot move goods quickly and consistently, we cannot provide the advantage of efficiency to our customers, and therefore, we cannot be competitive. We must remember that it is our **infrastructure** that allows our American manufacturing operations to remain competitive in the global economy.”

Susan Alt
Senior Vice President, Public Affairs
Volvo Group North America



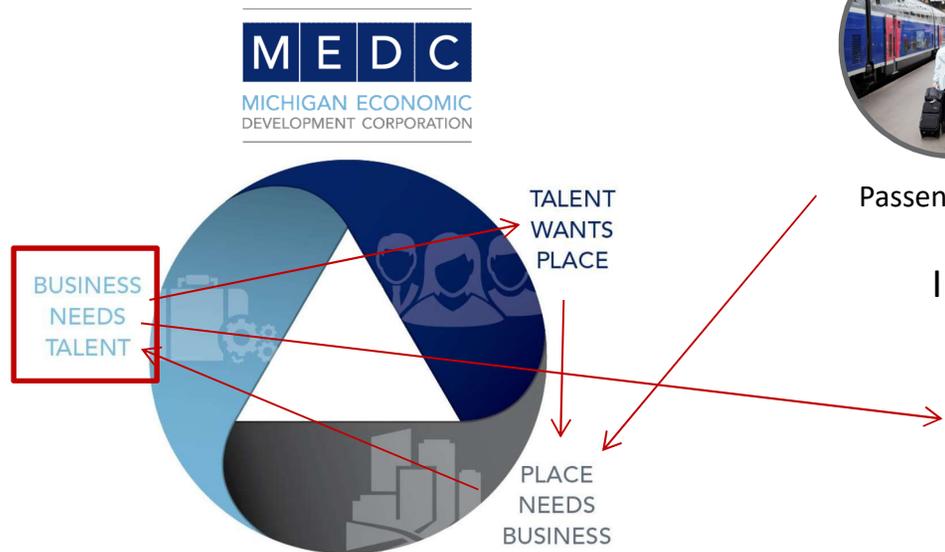
**Better
Utilizing
Investment to
Leverage
Development**



- ✓ For every \$1.00 spent in manufacturing another \$2.74 is added to the economy.
- ✓ 98% of manufacturing firms are consider small – less than 500 employees.
- ✓ 75% of manufacturing form have fewer than **20** employees.
- ✓ 1 manufacturing employee creates 3.4 employees elsewhere.
- ✓ Over the past 3 decades U.S. manufacturing exports have quadrupled.
- ✓ Manufacturing in the U.S. would be the eight-largest economy in the world.
- ✓ Affiliates of foreign multinational enterprise employed nearly 2.5 million.



MITTIN Economic Development Strategy



Infrastructure to Improve Place



Passenger Rail Non-Motorized Trails Passenger Bus

Infrastructure to Attract Business



Freight Rail Maritime Shipping

“Affordable freight transportation is a requirement for survival for rural industries.”



**Infrastructure
that Attracts
Business.**

**Infrastructure
that Improves
Place.**

M E D C

MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION

Canada
Europe
Mexico
Brazil
Middle East
China
South America
South Africa
Australia
Southeast Asia
Japan
South Korea
India

Economic infrastructure for core industries is **already in place!**



All industries that require the movement of **freight**
All that is needed is the physical **infrastructure**

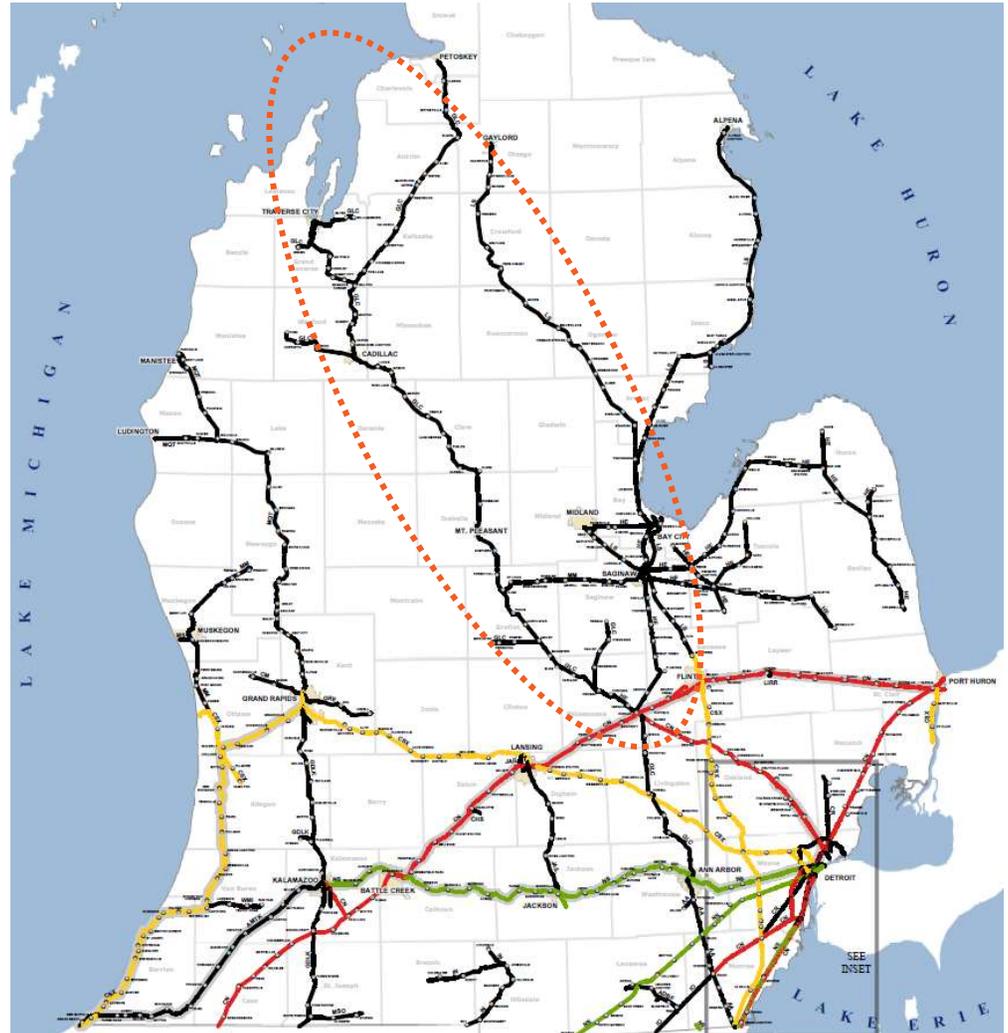
If we build it they will come





- ✓ Economic Development Infrastructure
- ✓ Transportation Infrastructure?

MDOT Owned Rail System





What is a **Freight Rail**?

✓Truck to Train/Train to Truck

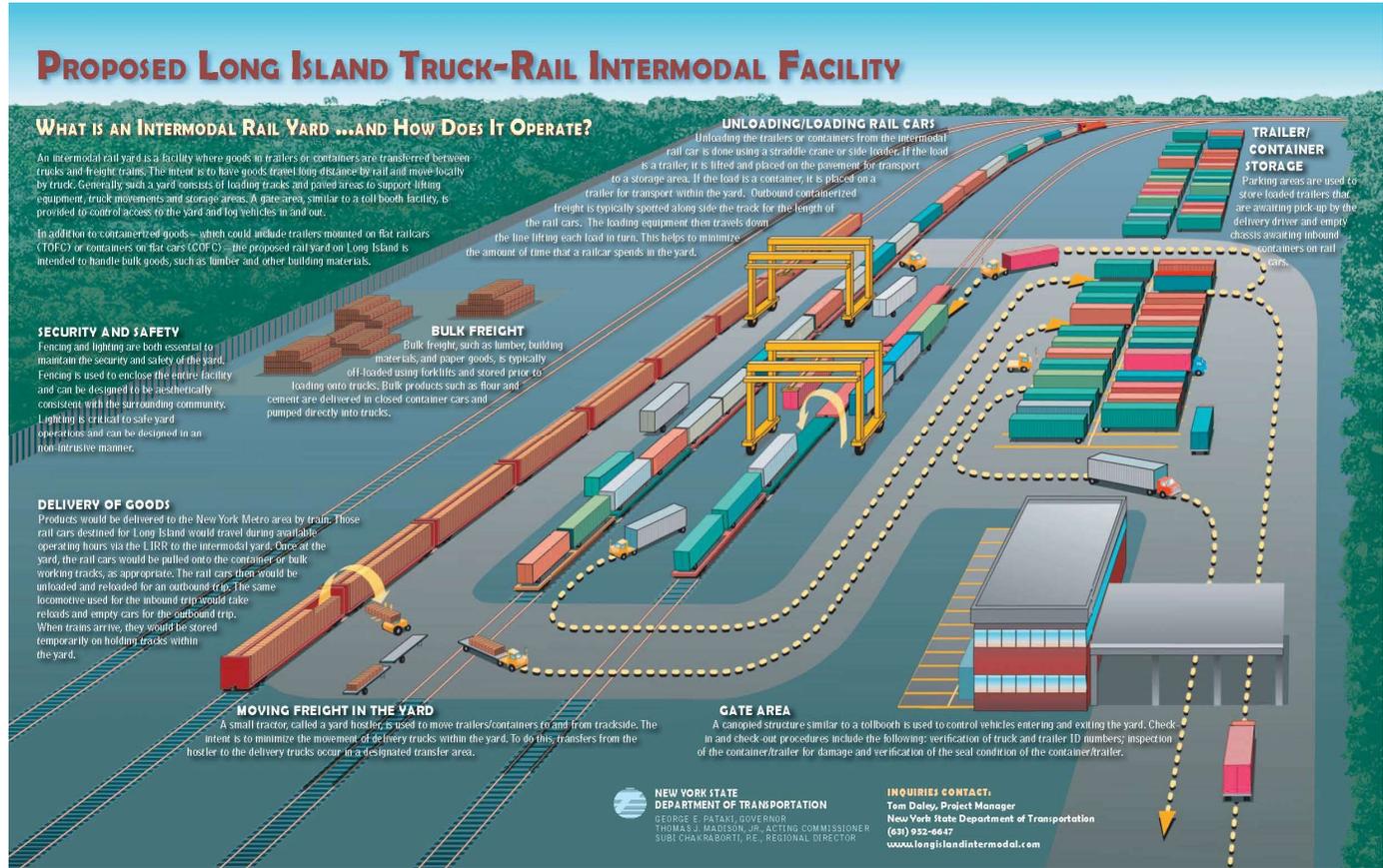


Infrastructure that Attracts Business:

1. Kalkaska Intermodal



Freight Rail



Future Kalkaska Intermodal?



Infrastructure that **Attracts** Business:

1. Kalkaska Inland Port



Freight Rail

Designed to support the different **commodities**



Bulk Liquid



Logging / Construction



Agriculture



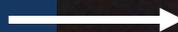
Container



Infrastructure that Attracts Business:

1. Kalkaska Inland Port
2. SSM Terminal

Carbide Dock Now



Maritime Shipping



- ✓ FY 2018 BUILD Grant
- ✓ \$1 Billion Soo Locks
- ✓ Army Corp of Engineers



Carbide Dock **NOW**

Infrastructure that **Attracts** Business:

1. Kalkaska Inland Port
2. SSM Terminal



Maritime Shipping



Carbide Dock **FUTURE?**

Infrastructure that Attracts Business:

1. Kalkaska Inland Port
2. SSM Terminal

FOCUS INDUSTRY CATALYST

CREATING HIGH WAGE JOB GROWTH



- Michigan Canada Center
- Michigan Europe Center
- Michigan Mexico Center
- Michigan Brazil Center
- Michigan Arab Gulf Center
- Michigan China Center
- South America Center
- South Africa Center
- Australia Center
- Southeast Asia Center
- Japan Center
- South Korea Center
- India Center

INTERMODAL FACILITY



OPPORTUNITY ZONES UNDER UTILIZED ZONES FOREIGN TRADE ZONES

Blue Water Bridge
\$50.8 Billion Imports
Canada

International Bridge
\$1.6 Billion Imports
Canada



\$50,649/year
ADAC Automotive
Hitachi
BASF Corp
BorgWarner



\$44,616/year
Shorts
McClure's Pickles
Sara Lee
Kraft



\$81,740/year
Boeing
Raytheon
Lockheed Martin
Futuramic



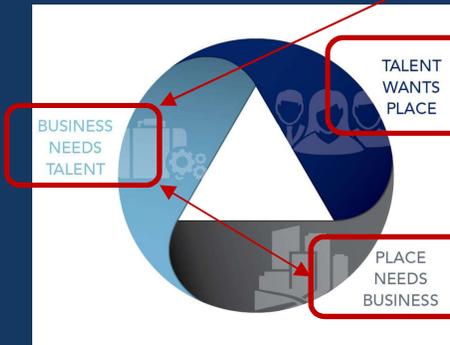
\$40,240/year
UPS
FedEx
Amazon

585

Poverty - Intermediate
Income Communities
\$45,506 - \$56,882

*Annual mean wage data via the United States Department of Labor

"The 28 freight railroads in Michigan employ 175,940 individuals. These railroads provide their employees with an average of **\$109,030** annually in wages and benefits."





Improving **place** to attract **talent**

Top 1% of Millennial wage earners prefer Northern Michigan

"A Look At Wealth 2019 – Millennial Millionaires." – Coldwell Banker, 2019

TOP TEN

STATES*					
1	CALIFORNIA	44%	6	WASHINGTON	4%
2	NEW YORK	14%	7	NEW JERSEY	4%
3	FLORIDA	5%	8	VIRGINIA	3%
4	MASSACHUSETTS	5%	9	ILLINOIS	3%
5	TEXAS	5%	10	MARYLAND	2%

**Percentage of millennial millionaires in each state*

ZIP CODES		
1	49685	Traverse City, MI
2	94539	Freemont, CA
3	95014	Cupertino, CA
4	95120	New Almaden / Englishtown / Twin Creeks, CA
5	95124	San Jose / Cambrian Park, CA
6	94087	Sunnyvale / Cupertino, CA
7	95125	San Jose, CA
8	94010	Burlingame / Hillsborough / San Mateo, CA
9	20854	Potomac, MD
10	90275	Rancho Palos Verdes / Rolling Hills Estates, CA



Infrastructure that Improves Place:

1. Kalkaska Inland Port
2. SSM Terminal
3. **Public Transit - Rail**
(SE Michigan -> Northern Lower)



Passenger Rail



Utilizes the same State-Owned Infrastructure

Adds Passenger Rail:

- Detroit
- Dearborn
- Ann Arbor
- Howell
- Durand
- Owosso
- Alma
- Mount Pleasant
- Clare
- Cadillac
- Traverse City
- Kalkaska
- Petoskey

PURE MICHIGAN®

10 out of 10 of Michigan's Prosperity Regions



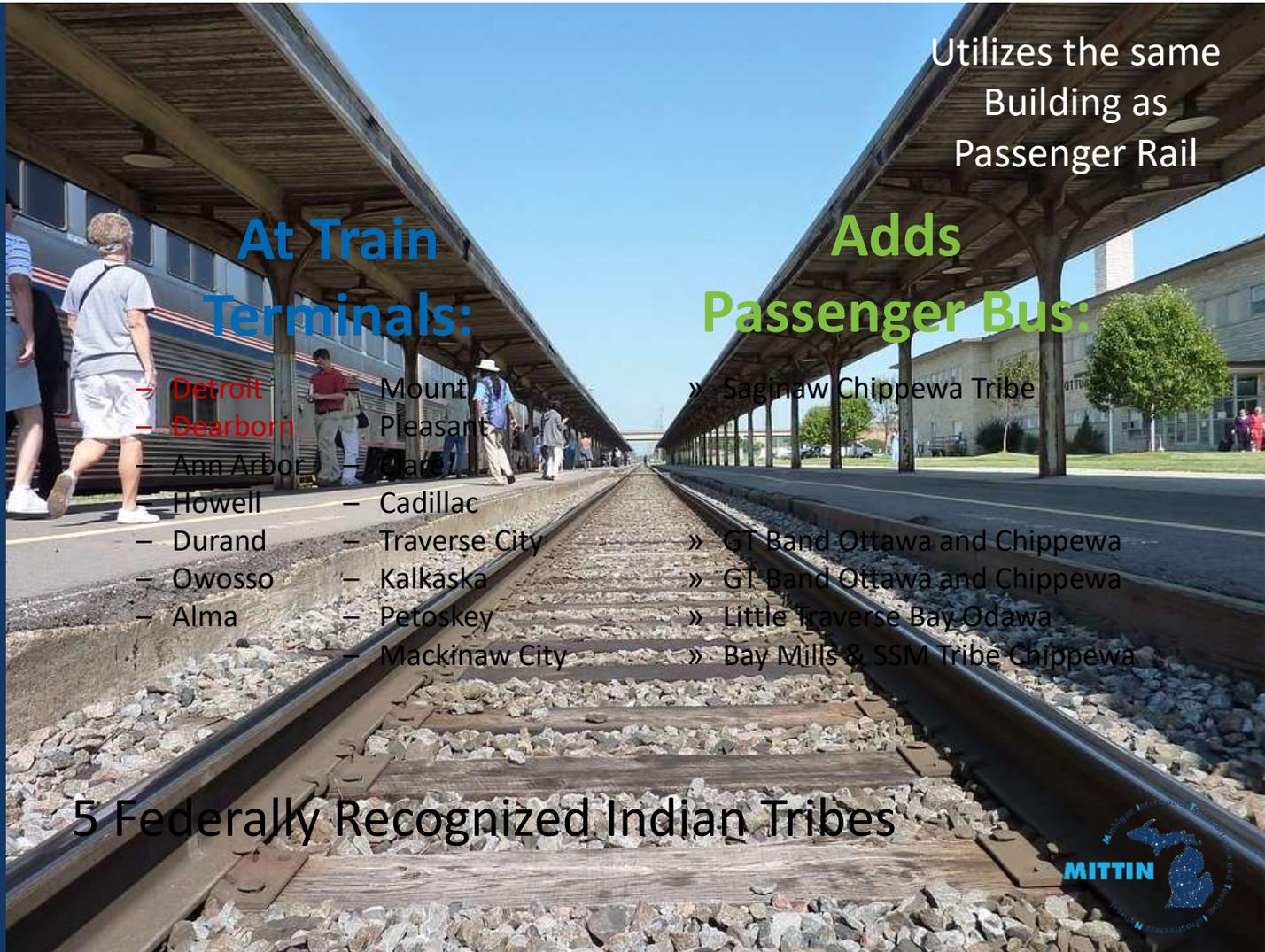
Infrastructure that Improves Place:

1. Kalkaska Inland Port
2. SSM Terminal
3. Public Transit - Rail
4. Public Transit - Bus

1. MDOT
2. Local - Inner
3. Local - Inter



Passenger Bus



At Train Terminals:

- Detroit
- Dearborn
- Ann Arbor
- Howell
- Durand
- Owosso
- Alma
- Mount Pleasant
- Gladwin
- Cadillac
- Traverse City
- Kalkaska
- Petoskey
- Mackinaw City

Adds

Passenger Bus:

- » Saginaw Chippewa Tribe
- » GT Band Ottawa and Chippewa
- » GT Band Ottawa and Chippewa
- » Little Traverse Bay Odawa
- » Bay Mills & SSM Tribe Chippewa

Utilizes the same Building as Passenger Rail

5 Federally Recognized Indian Tribes



Infrastructure that Improves PLACE:

1. Kalkaska Inland Port
2. SSM Terminal
3. Passenger Rail
4. **Passenger Bus**



Passenger Bus



- ✓ Adds GT Band of Ottawa and Chippewa Indians
- ✓ Tourism Industry



Train/Bus Terminal

PURE MICHIGAN®

Infrastructure that Improves Place:

1. Kalkaska Inland Port
2. SSM Terminal
3. Public Transit - Rail
4. Public Transit - Bus
5. **Non-Motorized Trails**

Connect Cadillac to Traverse City
Connect Kalkaska to Petoskey
Connect Cadillac to Kalkaska
Connect Charlevoix to Traverse City
Connect Kalkaska to Grayling



Non-Motorized Trails

Utilizes the same
State-Owned
Infrastructure



Infrastructure that Improves Place:

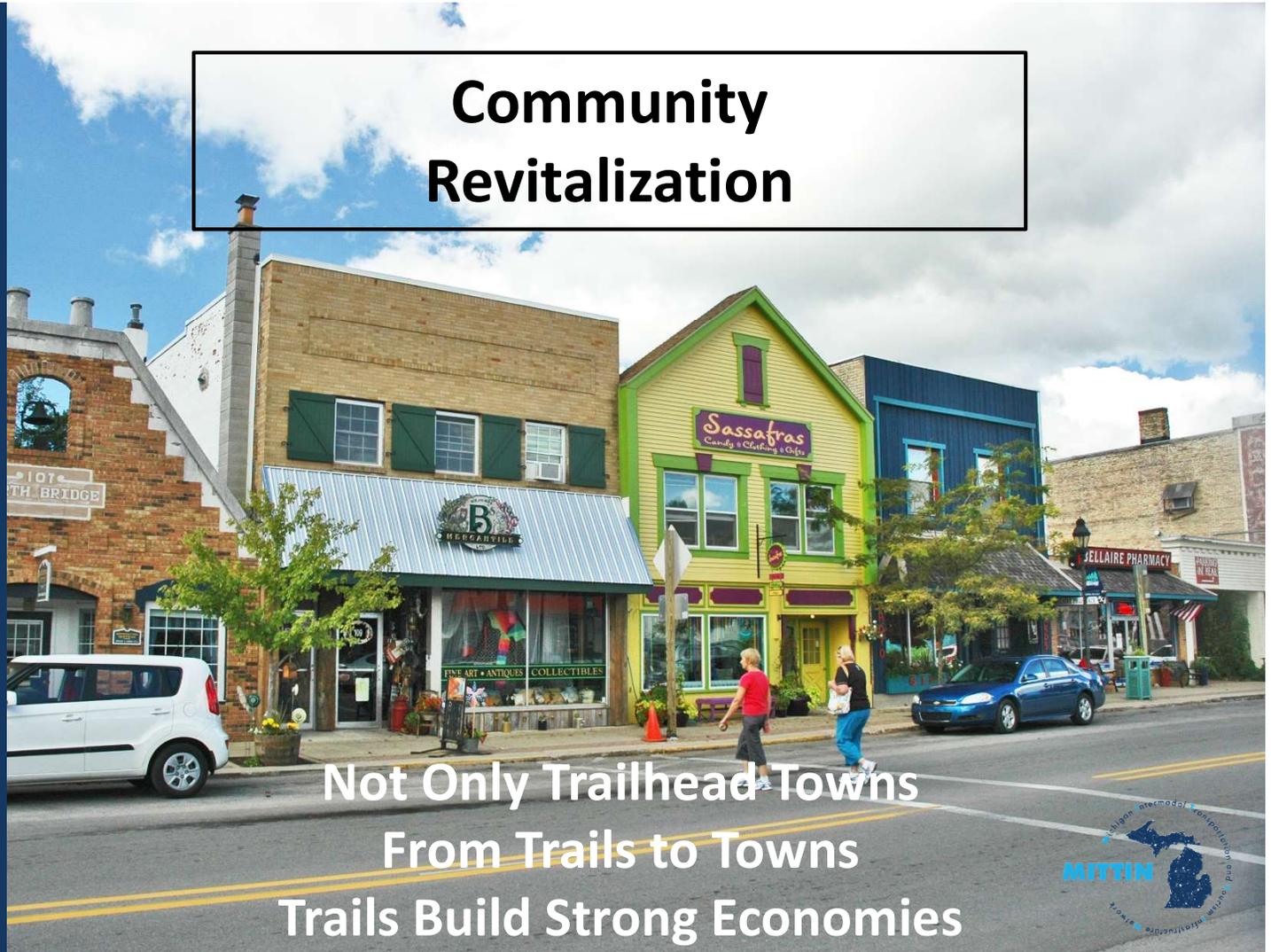
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Non-Motorized Trails

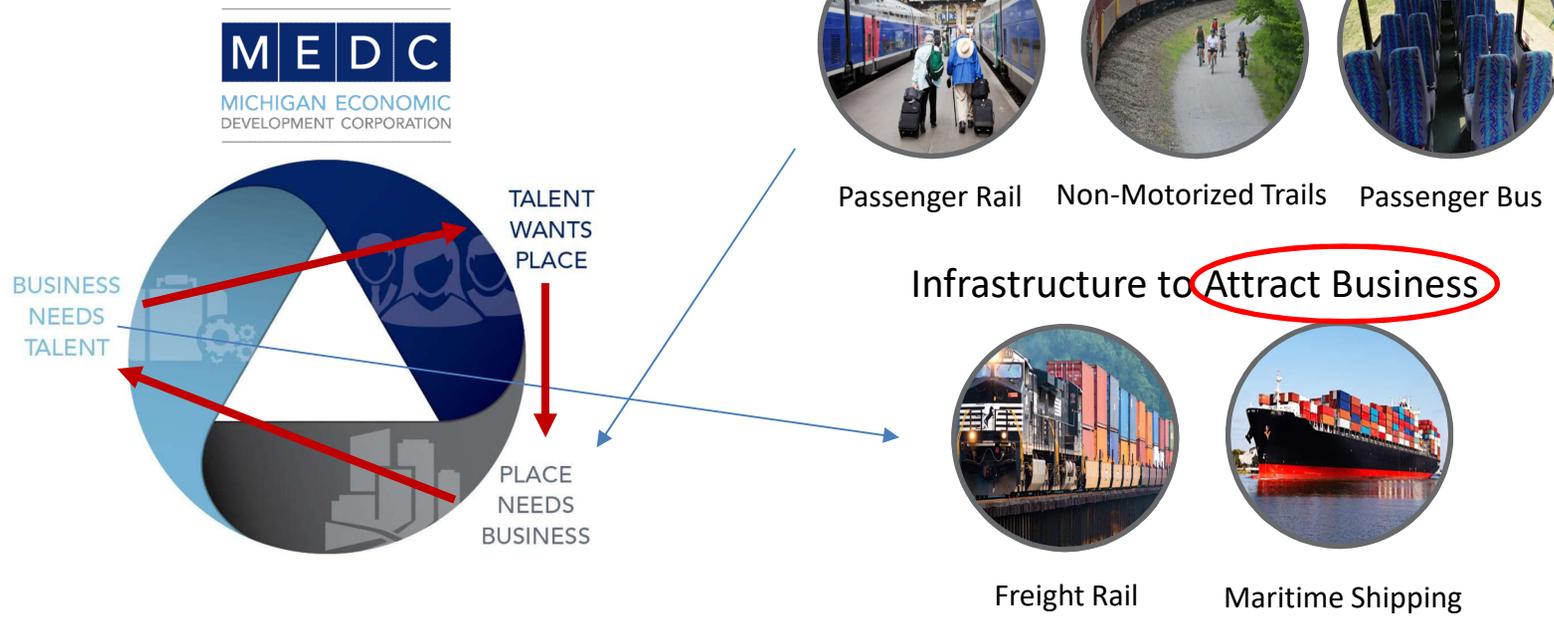
Community Revitalization



Not Only Trailhead Towns
From Trails to Towns
Trails Build Strong Economies



MITTIN Economic Development Strategy



Better Utilizing Investments to Leverage Development

