Networks Northwest

Talent / Business / Community

ANNUAL REPORT

FY 2016

networksnorthwest.org

The four, large scenic photos of Northwest Michigan were taken by Networks Northwest employee, Jason Lome.

ANNUAL REPORT

FY 2016

To the communities of the Northwest Michigan Region:

What a year we all had in 2016! We saw continued business growth and diversification, many local efforts to preserve natural resources while promoting recreation, and several small communities working together successfully to keep their villages vital. We saw abundant employment opportunities and rising wages. And mostly, we saw growing evidence of the proactive, creative, and influential activities that have made our region well known around the state.

Every day we experience the interdependent forces among **Talent, Business** and **Community.** With pride, we note that Northwest Michigan is exemplary in these sectors coming together to solve problems. Our Networks Northwest Regional Prosperity Board is an example of that collaborative, bigger picture approach to community well-being.

Networks Northwest plays an important role in all three of these arenas, sometimes with direct service delivery to a business, individual or community, and sometimes through the convening and facilitation of multiple partners toward a common goal. It's all about our region's economic health and we are committed to providing the leadership and services that assist in these important endeavors.

This report contains a summary of our primary activities during Fiscal Year 2016 which ended September 30, 2016. We hope you find it useful and interesting. Feel free to contact us any time!

Sincerely,

Gary W. Fedus,
Board Chair

Chris Christensen,
Chief Elected Official

Elaine Wood,
Chief Executive Officer

Michigan Works! Helps Single Mom Find Full-Time Job

Rena Weinert was labeled as "Special Ed" when she was in high school. She has reading and learning difficulties and has never been able to earn her high school diploma. Rena is a single mother of two young children and receives no financial support from her ex-husband. She is frequently frustrated at job sites and has issues maintaining employment. In May of 2015, she came to Northwest Michigan Works! in Cadillac for help. Rena attended employability skills workshops, received assistance with her resume, job search and interview skills, and received help with transportation expenses. She also received intensive counseling and guidance from her PATH worker. With the help from Michigan Works! in April of 2016 Rena was able to find a full-time job with Spectrum Community Services, Inc. caring for Alzheimer and dementia patients.

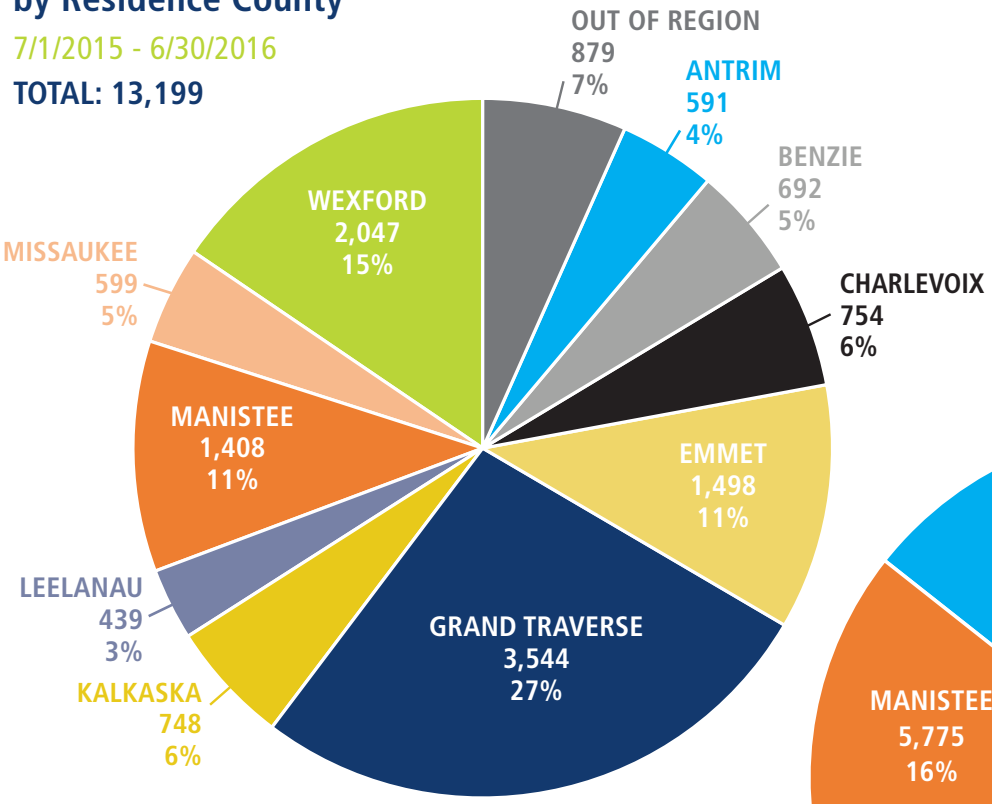
"I'm very thankful to finally have a job I like," said Weinert. "I owe my success to the encouragement and support I received from Northwest Michigan Works!."

Northwest MICHIGAN WORKS!

Number of Visitors by Residence County

7/1/2015 - 6/30/2016

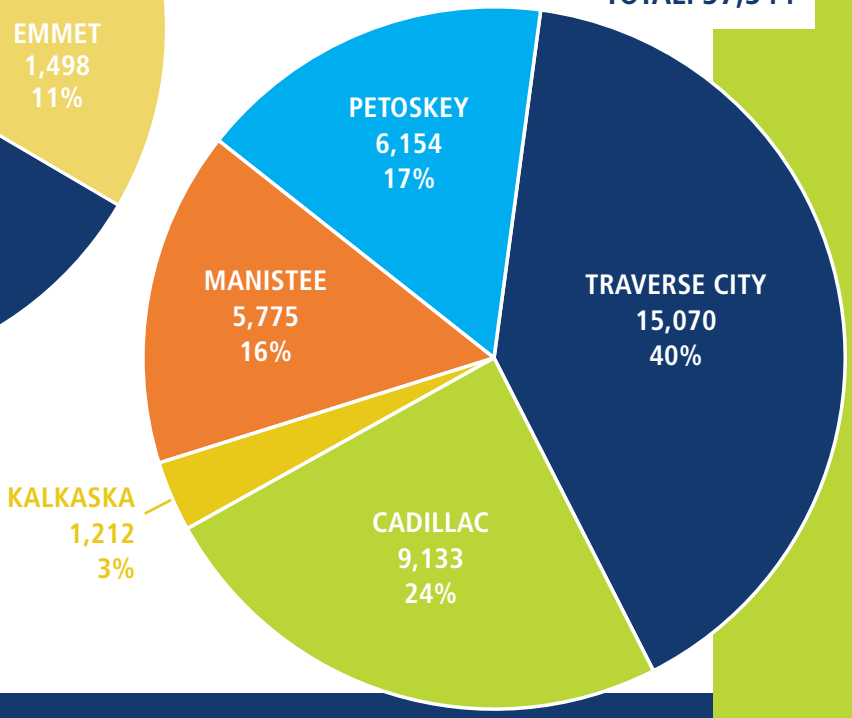
TOTAL: 13,199



Number of Visits by Center

7/1/2015 - 6/30/2016

TOTAL: 37,344



Northwest Michigan Works! Helps Job Seeker Find the "Perfect Job"

Kayla Francis was a 19-year-old single mother and college student when she enrolled in the PATH program at Northwest Michigan Works! in August of 2016. Kayla's ultimate employment goal is to own a car dealership, so a job posting for a Caller/Greeter at Northpointe Motors appeared to be a great fit for her. The staff at Michigan Works! helped Kayla create a targeted resume and cover letter and apply for the job, and after an interview she was hired. The on-the-job training program offered through Michigan Works! covered Kayla's wages for four weeks while she was being trained for the new job. Michigan Works! also provided Kayla with gas cards to defray her transportation costs and helped her purchase some professional clothing to expand her wardrobe for work.

"I had never filled out a resume before or looked for a job other than in the serving business," said Francis. "When I went to Michigan Works! they helped me not only fill out the application and make my resume, but they helped me find the perfect job at Northpointe Motors. This is not just a job. This is building my future for the career I want to begin."

Northwest MICHIGAN WORKS!

Performance Data for Past Full Year:

Workforce Investment Act (WIA), 7/1/2015 - 6/30/2016

Wagner Peyser Act Employment Services (ES), 7/1/2015 - 6/30/2016

PATH, 10/1/15 – 9/30/16

Performance Standards		Performance Standard/Goal	Northwest Performance: Actual Performance and % of Goal Achieved
Customer Satisfaction	Program Participants	93%	99% - 106% of goal
	Employers	86%	88% - 102% of goal
Entered Employment Rate	Adults (WIA)	90%	100% - 111% of goal
	Dislocated Workers (WIA)	95%	99% - 104% of goal
	Older Youth (WIA)	84%	100% - 119% of goal
	Employment Services (ES)	54%	58% - 108% of goal
Retention Rate	Adults (WIA)	92%	90% - 98% of goal
	Dislocated Workers (WIA)	92%	96% - 104% of goal
	Older Youth (WIA)	90%	100% - 111% of goal
	Younger Youth (WIA)	86%	96% - 111% of goal
	Employment Services (ES)	79%	85% - 108% of goal
6-Month Avg. Earnings	Adults (WIA)	$15,200	$13,359 - 88% of goal
	Dislocated Workers (WIA)	$14,000	$16,670 - 119% of goal
	Employment Services (ES)	$13,800	$14,226 - 103% of goal
Credential/Diploma Rate	Adults (WIA)	81%	91% - 112% of goal
	Dislocated Workers (WIA)	83%	95% - 115% of goal
	Older Youth (WIA)	80%	80% - 100% of goal
	Younger Youth (WIA)	91%	92% - 101% of goal
Skill Attainment Rate	Younger Youth (WIA)	96%	100% - 104% of goal
Met Participation Requirements	Adults, Cash Assistance Recipients (PATH)	50%	73% - 146% of goal

Overall: Met or Exceeded All Performance Standards*

*Federal definitions: Did not meet = < 80% of performance standard / Met = 80-99% of performance standard / Exceeded = 100% or greater of performance standard

Local Businesses Receive Statewide Recognition for Talent Development

MR Products in Copemish and Sleeping Bear Apiaries in Beulah have received Michigan Works! Association Impact Awards for their leadership in providing local employment and training opportunities. Networks Northwest and Northwest Michigan Works! nominated the businesses for the awards after each of them used a variety of programs offered through Michigan Works! to hire and train employees.

MR Products is a family-owned manufacturer of plastic chain. Michigan Works! assisted the company with Skilled Trades Training Fund applications, employee wellness development projects, and on-the-job training contracts. The training included employee Carol Mathias who was also recognized at the Impact Awards event.

"Since 2009, we have more than doubled the number of employees here in Copemish, and we consider Michigan Works! to be an invaluable partner contributing to our future growth," said MR Products President, Maree Mulvoy.

Sleeping Bear Apiaries is the parent company of St. Ambrose Cellars and Sleeping Bear Farms.

Michigan Works! helped the company develop a Winemaker Apprentice program. The company also received a Skilled Trades Training Fund grant, and training assistance for employees including Susan Kile who was recognized along with the company.

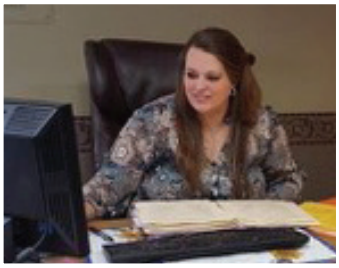
"The support has provided the increased workforce and skill set needed to meet the demand of our continued growth," said Sleeping Bear owner, Kirk Jones. "We are forever grateful for all of the support we have received from Northwest Michigan Works!."

Above: MR Products Maree Mulvoy and Carol Mathias.

Above: Sleeping Bear Apiaries Susan Kile and Kirk Jones.

Talent / Business / Community

Michigan Works! Helps Job Seeker Overcome Challenges and Start New Career



Heather Woods entered the PATH program at Northwest Michigan Works! after she and her family moved back to Michigan from Florida due to income problems and a death in the family.

When she came to Michigan Works! Heather's husband was disabled, she had a five-year-old child, and was expecting her second child.

Heather was hired at LOVE, INC (Love in the Name of Christ) in Manistee. She was eligible for the on-the-job training program offered through Michigan Works! which paid for part of her wages while she learned the new job. Michigan Works! also assisted her with funds for work clothes and gas cards for transportation as she made the transition into her new position.

"If it was not for meeting Mary Szwed, my Michigan Works! Career Advisor, I really don't know where I would be," said Heather. "She has believed in me since day one. She is an absolutely amazing person. She goes way above and beyond her job title. Without her support and encouragement I know there is no way I could have made it through some of the darkest times of my life. I am truly grateful for Michigan Works!."

Northwest MICHIGAN WORKS!

OCCUPATIONAL AREA	# TRAINED
AGRICULTURE	12
BOOKKEEPING/ACCOUNTING	5
BUSINESS/ADMINISTRATIVE	27
CONSTRUCTION	68
COSMETOLOGY	1
CUSTOMER SERVICE	4
ENERGY	2
ENGINEERING	19
HEALTHCARE	194
INFORMATION TECHNOLOGY	28
MANUFACTURING	981
REMEDIAL	7
SALES/MANAGEMENT	5
SECURITY/LAW ENFORCEMENT	1
TRUCK DRIVING	31
WELDING	6

TOTAL 1,391

Northwest Michigan Works! Occupational Training Provided

In response to employers' needs, we provided training to 1,391 people.

In all cases, the training was tied to employment.

Nearly all training involves a combination of classroom work and on-the-job learning.

We utilized all our various funding sources to pay for the training, depending on each participant's eligibility. This included WIOA Adult, WIOA Dislocated Worker, Trade Act, Skilled Trades Training Fund (STTF), Offender Success, and PATH.

Northwest MICHIGAN WORKS!

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Special Activities for Veterans

- Launched a Veterans Facebook page related to employment and other services for vets.
- Participated in the Veterans Expo in the Cadillac Armory, focusing on veteran employment opportunities.
- Undertook the responsibility of "employment relations lead" for the regional Veterans Community Action Team.
- Took on the position of co-chair for the Jobs and Education committee for Project Cherry Tree, a local non-profit that advocates for veterans' services related to housing, health care, employment and education.
- Opened a unique Veterans Resource Area in the Traverse City Michigan Works! Center. The grand opening was attended by 200 people and 12 veterans' service providers. The event included local military representation, therapy animal demonstrations, and a VFW flag ceremony.

Facebook proves to be a great communication avenue for Veterans employment services.

Celebrating the opening of our new Veterans Resource Area at the Traverse City Michigan Works! Center.

JOBS for MICHIGAN'S GRADUATES

JMG's Vision:

That every young adult is Educated, Employed, and Career Bound.

JMG's Mission:

To equip young adults with the skills to overcome barriers and win in Education, Employment, and as Citizens.

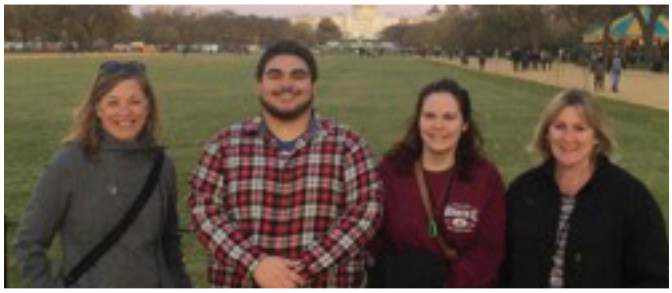
All JMG students receive:

- Barrier removal and drop-out prevention
- One-on-one employability coaching
- Student-led leadership development
- Community service projects
- Adult mentoring
- Work experience
- College preparation and transition
- 12 months of follow-up services

Highlights of the year:

- Northwest Michigan Works! entered into formal partnerships with three Intermediate School Districts for delivery of the JMG program, and enrolled 196 students. Our program is one of 55 across the state, with a high school graduation rate of 98%.
- Our program received the national Jobs for America's Graduates (JMG) "5 of 5 Award" for meeting or exceeding national standards in five categories measuring student success.
- At the Wexford-Missaukee Career Tech Center, the students were from the Agriscience and Natural Resources program, and the Hospitality, Retailing and Entrepreneurship program.
- At the Traverse Bay Area Career Tech Center, the students were from the Automotive Technology program.
- At the Char Em Career Tech System, the students were from the Welding program at both Pellston High School and East Jordan High School. Others were from the Crooked Tree Alternative High School.
- Students participated in 13 company tours to learn about career options.

Northwest Michigan Works! JMG Specialist, Dana Venhuizen (6th from left), accepts the 5-of-5 Award at the JAG National Training Seminar.



Two students in the Jobs for Michigan's Graduates (JMG) program coordinated by Northwest Michigan Works! attended the Jobs for America's Graduates (JAG) National Student Leadership Academy November 10-12 in Washington D.C. Clara Clark (third from left), a senior in the Wexford-Missaukee Career Tech Center Hospitality, Retailing, and Entrepreneurship program, and Ryan Memberto (second from left), a senior in the Traverse Bay Area Career Tech Center Automotive Technology program, attended the event which attracted nearly 700 students from around the country.

98% HIGH SCHOOL GRADUATION RATE

196 STUDENTS ENROLLED

Offender Success Program

We served 242 individuals during FY16 who were paroled from state prison to their home communities within our region, after serving their sentences. Parolees are assigned to the program by the Parole Board or by the local Parole Supervisor.

Northwest MICHIGAN WORKS!

The program's goals are:

- Increased community safety
- Reduced recidivism
- Increased economic productivity
- Reduced costs to taxpayers

Residential Stability

126 received Residential Stability services.

- Temporary housing assistance, in the form of rent subsidies for parolees that would otherwise be homeless.
- 56% of the annual program budget was spent on Residential Stability.
- 64% resulted in a successful outcome, meaning they secured stable, unsubsidized housing.

Social Support

147 received Social Support services.

- Provides assistance with obtaining basic needs such as identification, clothing, and bus passes.
- 5% of the annual program budget was spent on Social Supports.

Health & Behavioral Health

43 received Health and Behavioral Health services.

- Provides assistance with addressing mental health and/or behavioral health issues impacting successfully re-entry, such as batterer intervention services and individual mental health counseling.
- 4% of the annual program budget was spent on Health and Behavioral Health services.

Employment Readiness

56 received Employment Readiness services.

- Individual employment-based case management, focused on employability skills and transitioning into the workforce successfully.
- Provides temporary work experience for some participants by offering incentives for employers in the form of wage subsidies.
- 93% of temporary work experience contracts resulted in unsubsidized employment for the ex-offender.
- Average wage for unsubsidized employment was $10.12 an hour.
- Provides assistance with necessary work supplies, such as work tools, specialized clothing, testing fees, etc.
- Resulted in a 81% unsubsidized employment rate (compared to 25% statewide employment rate for all former inmates).

Here is a listing, by sector, of the different types of jobs parolees obtained in FY16:

Manufacturing
- Assemblers
- Machinists
- Press machine operators
- Laborer

Energy, Transportation, & Construction
- Truck drivers
- Skilled trades (carpentry)
- Construction laborer
- HVAC technicians
- Auto service technicians

Hospitality
- Cooks & food prep workers
- Servers
- Restaurant manager
- Landscaping
- Housekeeping

78% DECREASE IN RECIDIVISM

310% RETURN ON INVESTMENT

Statewide recidivism percentage for all parolees is 29.8% (nearly 1 in 3), down from over 50% before this program was started 10 years ago. Northwest MI tracks its own recidivism percentage for parolees who are assigned to our program, and had a 11% recidivism rate at year-end FY 2015, reflecting a 78% decrease in recidivism from the original State average. The Offender Success Program in Northwest Michigan has a 310% Return on Investment in the first year alone following an ex-offender's parole.

Adult Education

Main service used:

• Adult Basic Education	145
• English as a Second Language	31
• GED Preparation	304
• High School Diploma	139
• Workplace Literacy	37

23,248
INSTRUCTIONAL HOURS

Student ages:

• 16-18	104
• 19-24	213
• 25-44	225
• 45-59	92
• 60+	22

656
STUDENTS

Adult Education graduation ceremony, May 2016.

Diplomas and GEDs are conferred by our adult education partner, Traverse Bay Area Intermediate School District.

Five Learning Labs continue to operate in the Michigan Works! Service Centers in:

- Petoskey
- Kalkaska
- Cadillac
- Manistee
- Traverse City

Satellite sites operate in 3 locations through collaboration with local organizations, at:

- Benzie Area Christian Neighbors Center
- Northwestern Michigan College
- Ellsworth Moms and Tots Center

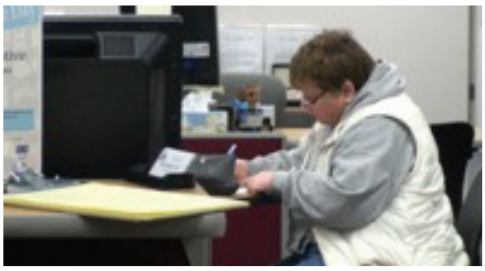
Students utilizing the distance learning options continue to grow. In FY16, 64 participants were served through this educational delivery system. In an effort to eliminate barriers to education, 30 Chromebooks were purchased to lend out to students so that they can study at home.

The Grand Traverse Area Literacy Council began operating as a program of Northwest Michigan Works! in partnership with our Adult Education Learning Labs. These joint efforts and resources of are now being used collaboratively.

Northwest MICHIGAN WORKS!

Special Activities to Help Companies Find the People They Need

1) Hosted 80 "Employer of the Day" events at our Michigan Works! Centers.
2) Sponsored the networking event Rise Up! Cadillac that brought over 85 local business people together.
3) Collaborated with Michigan trade unions (sheet metal, electrical, plumber/pipefitter, heavy equipment operators) to hold a Skilled Trades Hiring Event.
4) Conducted five targeted job fairs which included 216 companies and were attended by over 600 job seekers.
5) Conducted special outreach efforts in Kalkaska, Boyne City, Northport, and Petoskey to find people to connect with job opportunities.



Avon Automotive captures job applicants on-site at the Cadillac Michigan Works! Center.

216 companies and over 600 job seekers utilized our job fair.

networksnorthwest.org

Dislocated workers from Pugsley Correctional Facility receiving career counseling from NW Michigan Works! staff in Kingsley.

On-site job fair at Antolin Corp. for dislocated workers in Benzie County.

Special Activities in Response to Business Closings

1) In response to the closing of the Pugsley Correctional Facility and subsequent job loss at the Oaks Correctional Facility, applied for and received a fully funded State Adjustment Grant for $420,000. Conducted an aggressive and innovative outreach program that utilized the Michigan Works! Mobile One Stop Center and on-site registrations. Served over 200 customers providing a variety of supportive, relocation, training, and employment services.
2) Provided rapid response services during local Antolin plant closure in Benzie County. Assisted 141 employees. Collaborated with Antolin and 26 local employers for an on-site job fair for displaced employees.
3) Assisted Oleson's and its employees during store closure in Manistee. Career Facilitator staff met with displaced employees on three separate occasions leading up to the store closure, and followed up with an organized event at the Manistee Michigan Works! Center for those employees that did not find immediate employment.

Northwest MICHIGAN WORKS!

Skilled Trades Training Fund

Our region has 3.7% of the state's businesses and contributes 2.5% of the state's GDP. However, we had 9.5% of all the companies in Michigan that received STTF grants, representing 9.6% of all the STTF funds that were given out in FY16.

Northwest MI - FY16 STTF Awards

County of the Business	# Awards	$ Amount Awarded	# of Employees Receiving Training	# of New Hires
Antrim	1	$17,600.00	41	0
Benzie	1	$18,489.00	10	5
Charlevoix	4	$160,010.00	61	32
Emmet	2	$38,890.00	80	4
Grand Traverse	17	$382,988.00	274	1
Kalkaska	2	$141,108.00	128	8
Manistee	1	$28,890.00	22	1
Wexford	9	$495,850.00	563	59
Region 2 Totals	37	$1,283,825.00	1179	110

Michigan Works! Business Services Unique Companies Served by County, by Industry

Industry (NAICS Code)	Ant.	Ben.	Char.	Em.	G.T.	Kal.	Lee.	Man.	Mis.	Wex.	Out of Region	Grand Total
11 Agriculture, Forestry, Fishing	4		2	2	9	1	4	2	4	6	1	35
21 Mining, Oil and Gas Extraction		1			2	2	1			1		7
22 Utilities			1		4				1	3		9
23 Construction	4	1	2	8	26	1	7	2	4	4	3	62
31-33 Manufacturing	11	3	25	15	64	5	10	10	4	23	6	176
42 Wholesale Trade	1		2		14				1	1	1	20
44-45 Retail Trade	3	1	6	12	53	2	9	10	4	61	4	165
48-49 Transportation and Warehousing			3	2	11		1		1	6	2	26
51 Information				1	9		1	1		5		17
52 Finance and Insurance	3	2			10			1		11	1	28
53 Real Estate and Rental and Leasing		2		2	2		1	1		2		10
54 Professional, Tech Services	1	2	5	2	41	3	3	1		18		76
55 Management of Companies				1	3							4
56 Admin, Support, Waste Management		2		1	8	1	1			2		15
61 Educational Services			1		9		4	1		5	1	21
62 Health Care and Social Assistance	3	1	7	8	34	2	4	5	5	24	2	95
71 Arts, Entertainment, and Recreation	1	1	1	3	7		2	1		2		18
72 Accommodation and Food Services	1	4	4	12	26		10	7	4	16	2	86
81 Other Services	2	4	1	3	36	1	3	2	2	6	2	62
92 Public Administration	1		1		12	1	3	2	2	8		30
TOTAL	35	24	61	72	380	19	64	46	32	204	25	962

NEWTON'S ROAD

MISSION OF NEWTON'S ROAD

Provide exposure to STEM-related careers and hands-on STEM learning activities for students.

Promote and build the workforce pipeline for economic vitality in sectors requiring STEM proficiencies.

STUDENTS

Exposures Through Presentations/Events: **418 STUDENTS**
Classroom Exposure: **1144 STUDENTS**
Number of 3-D Printers in Classrooms: **40**
Number of Teachers**: 38 INVOLVED**

SCHOOLS SERVED: 21

- Kalkaska Middle School
- Elk Rapids Cherryland Middle School
- Glen Lake Schools
- Benzie Central High School
- Bellaire Schools
- Grand Traverse Academy
- Mancelona Schools
- Pathfinder School
- TBAISD Career Tech Center
- TCAPS Eastern Elementary
- TCAPS Cherry Knoll Elementary
- TCAPS Willow Hill Elementary
- TCAPS Silver Lake Elementary
- TCAPS Central Grade School
- TCAPS Blair Elementary
- TCAPS Long Lake Elementary
- TCAPS Westwoods Elementary
- TCAPS West Middle School
- TCAPS East Middle School
- TCAPS Central High School
- TCAPS West Senior High

COUNTIES SERVED TO DATE:

- Benzie
- Leelanau
- Grand Traverse
- Kalkaska
- Antrim

Images of Newton's Road in Action below

Small Business Development Center (SBDC) 2016

REGIONAL ECONOMIC IMPACT

The SBDC provides a variety of business consulting, training, and research services to both start-ups and growth companies.

1,528 HOURS OF COUNSELING

52 JOBS RETAINED

21 NEW BUSINESS START-UPS

130 NEW JOBS CREATED

LOCATION OF BUSINESSES	% TOTAL COMPANIES SERVED
ANTRIM	6%
BENZIE	5%
CHARLEVOIX	5%
EMMET	7%
GRAND TRAVERSE	42%
KALKASKA	3%
LEELANAU	9%
MANISTEE	9%
MISSAUKEE	3%
WEXFORD	10%
OTHER	<1%
TOTAL COMPANIES SERVED	**224**

$5,876,203 NEW CAPITAL INVESTED

$5,029,061 ANNUAL SALES GROWTH

TRAININGS

277 people attended 29 in-person regional trainings that included:

- Starting a Business Workshops
- Know Your Numbers
- How to Buy or Sell a Business

19 individuals and business owners from the northwest region participated in 22 online webinars – these trainings included topics such as Social Media 101, Crowdfunding, Entrepreneurial Operating System (EOS) Series, Cyber-security, Get Your Business Online with Google, Getting Started with QuickBooks, What's Hot in Hiring, Starting a Business, Business Planning, and more.

Participated in other special trainings with partnering organizations:

- USDA Value-Added Producer Grant Information Session
- SBA's AARP Encore Entrepreneur
- ASID Annual Meeting

THANK YOU to our contributing partners!

MEDC Michigan Economic Development Corporation
Baker College
Venture North
North Central Michigan College
SBA U.S. Small Business Administration

Regional SBDC Business of the Year

Kris Rockwood began her relationship with SBDC in late 2013 after she moved back to Traverse City with the interest in starting or purchasing an existing business. In early 2014 Kris focused her efforts on launching a small product line of cold-pressed juices by renting kitchen space from another local food producer. SBDC assisted Kris in developing her business plan, connecting with resources, and working through start up challenges. Kris began test marketing her products by selling at farmers markets throughout the region. After experiencing increased customer demand and sales growth, Kris recognized the need for her own production and retail space. In 2015, Kris purchased and relocated the business to her existing location. She continues to sell her products through farmers markets as well, especially to test market new products. Kris has added smoothies, salads, and other local healthy products to her offerings. Press on Juice continues to work with SBDC as her business grows and she strategizes for the future.

NorthwestMichigan PTAC
GovernmentContractingExpertise

Networks Northwest
Talent / Business / Community

FY 2016

Northwest Michigan Procurement Technical Assistance Center

2 OFFICES,
SERVING 25 COUNTIES
in the Northwestern Lower Peninsula
& the Entire Upper Peninsula.

$165.6 MILLION
Client Federal,
State & Local Contract Award Dollars

828 JOBS
Created or Sustained from
Client Contract Award Dollars

$200,000 in Contract Awards Equates to 1 Job

$435 : $1
Client Contract Award
Dollars for Every Dollar of PTAC
Program Funding

The mission of the Procurement Technical Assistance Center (PTAC) is to enhance national defense and the economic development of the State of Michigan by helping area businesses secure local, state and federal government contracts.

Global Trade Alliance

Our team at the UK-Ireland Trade Mission

Left to right: Jeanne Broad (Director of the MEDC International Trade Management); Tonya McNeal-Weary (Managing Director for IBS Global Consulting, Inc.); Tony Edwards (Directory of Sales for Fluxtrol Inc.); Michigan's Lt. Governor Brian Calley; Scott Gest (Networks Northwest Research Analyst); Chris Bosio (MEDC & Networks Northwest International Trade Manager).

Michigan's group at the Arab Health Trade Mission, including Chris Bosio, International Trade Manager for the Global Trade Alliance of Northern Michigan (far right).

Versus Technologies of Traverse City, booth at the Arab Health Trade Mission.

GLOBAL TRADE ALLIANCE of Northern Michigan

NORTHERN MICHIGAN GLOBAL TRADE ALLIANCE (GTA) 2016 DATA	
REGION	# COUNSELED
REGION 1 (UPPER PENINSULA)	44
REGION 2 (NORTHWEST MI)	73
REGION 3 (NORTHEAST MI)	7
TOTAL	**124**

DIRECT EXPORTING ASSISTANCE* $325,513

*The 124 companies received $325,513 in direct state and federal financial assistance.

REGION 2 BUSINESSES COUNSELED BY COUNTY	
LOCATION OF BUSINESSES	# COUNSELED
ANTRIM	3
BENZIE	3
CHARLEVOIX	8
EMMET	4
GRAND TRAVERSE	41
KALKASKA	1
LEELANAU	6
MANISTEE	2
MISSAUKEE	1
WEXFORD	4
TOTAL	**73**

FY16 EXPORT SALES RESULTS $68,009,452

Transportation Activities

Tunnel of Trees Scenic Heritage Routes

Provided support to 4 local heritage route committees:

Asset Management

Provided an assessment and report on road conditions in 10 counties, with extensive data and maps.

TTCI (Traverse Transportation Coordinating Initiative)

Provided committee support for transportation stakeholders in the urbanized Traverse City area.

Rural Task Force

Conducted regional meetings of stakeholders to determine road funding and improvements.

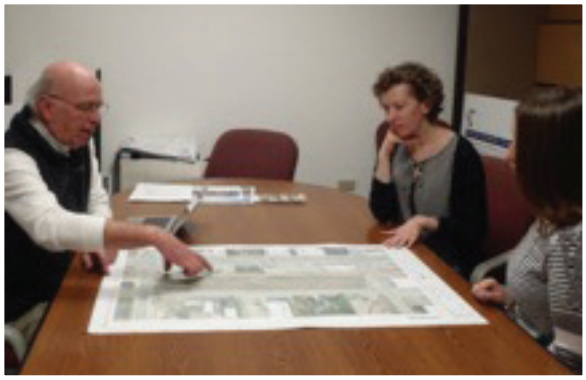
Community Planning, Development, and Technical Assistance

- Kalkaska Master/Rec/Library Plan - Five Interconnected Community Plans
- Mancelona Master/Rec Plan - Joint Twp/Village Master/Rec Plan
- Empire Master/Rec Plan - Village Master Plan and Rec Plan
- Benzie County - Master Plan & Recreation Plan
- City of Charlevoix - Staff Support to Charlevoix City Planning Commission and Council
- Village of Northport – Updated Master Plan
- Updated 10 County Guides to Permitting and Zoning
- Conducted a Feasibility Study and Began Implementation for a Regional Housing Partnership to Assist Communities and Developers
- Framework for Our Future – Researched, Coordinated and Developed a New Regional Prosperity Plan Chapter for Community Health, Safety, and Welfare Resources to Identify Linkages Between Community Development and Social Needs/Issues
- US-131 Economic Development Plan – On-going Leadership, Group Convening, Support, and Educational Series for Implementation of the Plan
- Held a Regional Housing Summit

Regional Housing Summit.

"Benzie County has a long-standing relationship with Networks Northwest utilizing their expertise to provide needed services to County residents. Most recently Networks Northwest assisted Benzie County on the completion of our Park and Recreation Master Plan and the County Master Plan. The completion of these two documents are essential to help plot Benzie's future. Whether it is through planning, economic development or simply assisting Benzie County take advantage of amazing natural resources, Networks Northwest is there to help us implement our goals."

-Mitchell D. Deisch, Benzie County Administrator



"Elise, Sarah and Elizabeth of Networks Northwest really made the Speak-Up Kalkaska event successful, and we look forward to our continued partnership in completing the cooperative Master Plan process."

- Cash Cook, Kalkaska DDA Director

Recreation

- Betsie River – Water Trail Plan
- Kalkaska County & Village Of Kalkaska – Joint County & Village Recreation Plan
- Mancelona – Joint Township And Village Recreation Plan
- Village Of Ellsworth – Recreation Plan
- Upnorthtrails.org – Trail Directory Updates (Image Below)

Network Support

- Regional Planners' Review & Advisory Committee – Quarterly Educational Events & Meetings
- Regional Arts & Culture Network – Staff & Organizational Support
- Regional Housing Solutions Network – Staff & Organizational Support; Monthly Educational Series
- Regional Food & Farming Network – 10 Cents A Meal Program – Reporting & Administration for School Lunch Program Promoting use of Local Foods
- Regional Solid Waste Advisory Council – Reporting/Admin for School Lunch Program
- Northern MI Health Coalition – Staff & Organizational Support

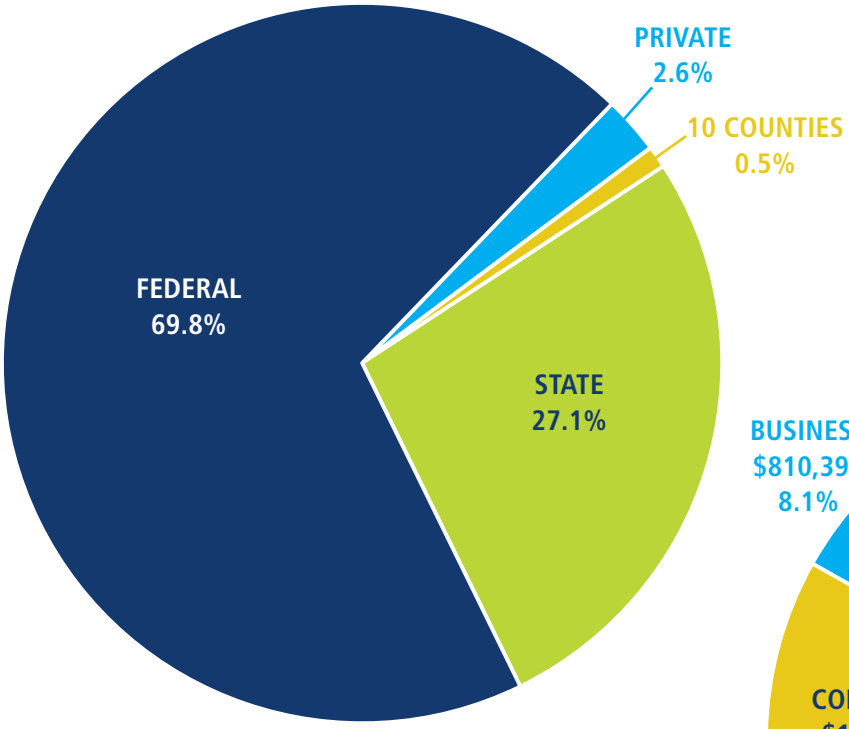
FINANCIAL SUMMARY

ANNUAL REPORT
FY 2016

Both of our legal entities, Networks Northwest and Northwest Michigan Works!, Inc. received FY16 audits that contained no findings of any kind.

Revenue by Source

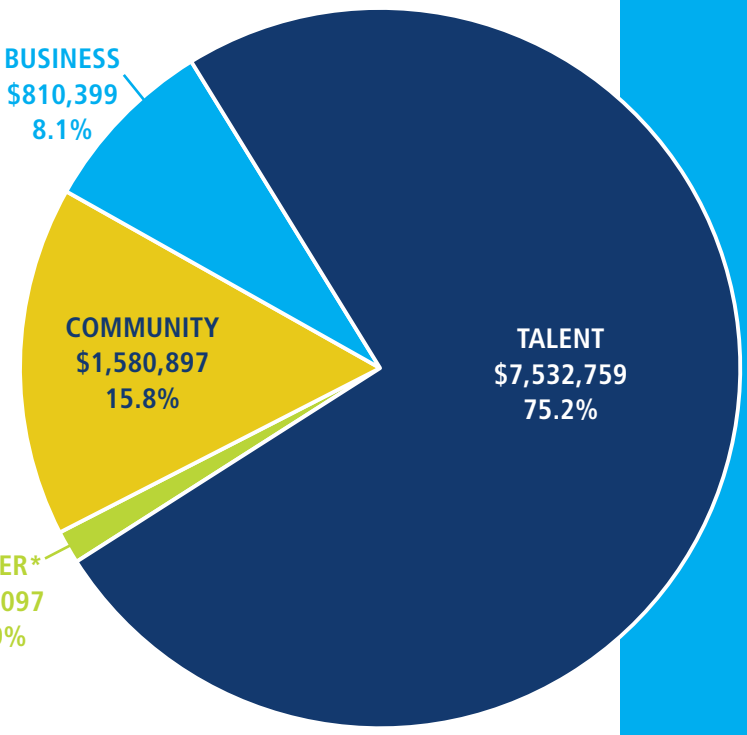
FY 2016, ending 9/30/2016



Expenditures by Service Category

FY 2016, ending 9/30/2016

Total: $10,013,152

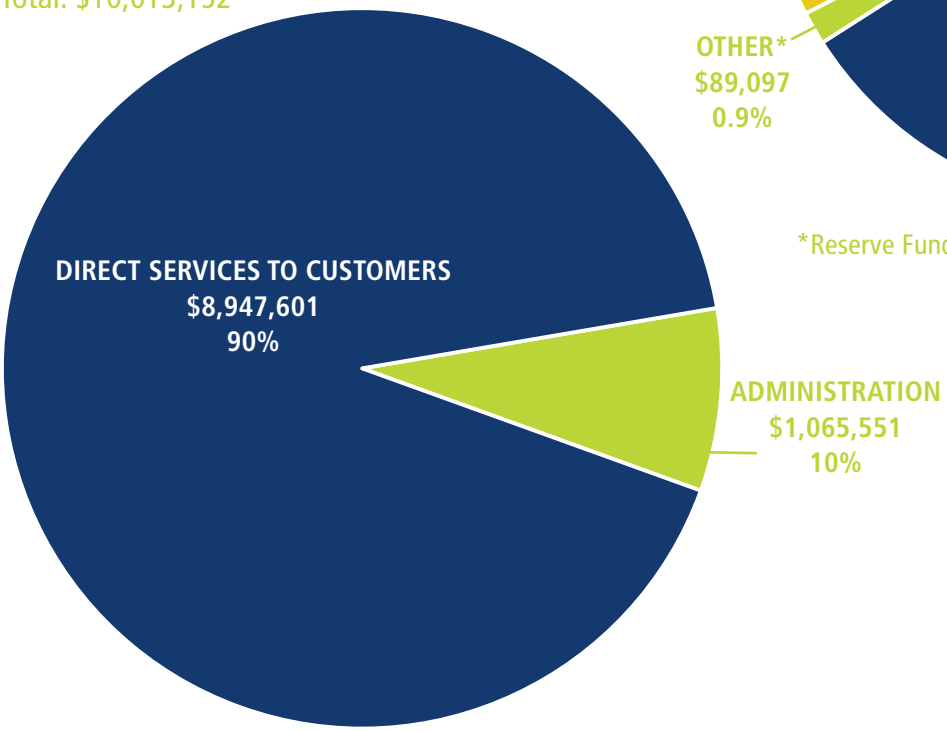


*Reserve Fund; Leave Fund: Pass-Through Funds

Expenditures by Function

FY 2016, ending 9/30/2016

Total: $10,013,152



NETWORKS NORTHWEST
Regional Prosperity Board Members in FY16

PUBLIC SECTOR

Mike Crawford, Antrim County Commissioner

Coury Carland, Benzie County Commissioner

Chris Christensen, Charlevoix County Commissioner

Jim Tamlyn, Emmet County Commissioner

Stuart McKinnon, Kalkaska County Commissioner

Christine Maxbauer, Grand Traverse County Commissioner

Ty Wessell, Leelanau County Commissioner

Richard Schmidt, Manistee County Commissioner

Pam Niebrzydowski, Missaukee County Commissioner

Les Housler, Wexford County Commissioner

Michael Cain, Manager, City of Boyne City

Josh Mills, Manager, City of Frankfort

Barb VonVoightlander, Manager, Village of Northport

Jan Bassett, Director, DDA, Elk Rapids

Doug Mansfield, MI Township Association

Alan Cooper, Manager, Wexford County Road Commission

Jim Cook, Manager, Grand Traverse County Road Commission

Bill Kennis, Executive Director, Benzie Transportation Authority

PRIVATE SECTOR

Jim Barnard, Owner, Barnard Engineering, Bellaire

Paul Hresko, Human Resources Director, Armor Express, Central Lake

Betty Workman, Owner, Vacation Trailer Park & Sales, Benzonia

Art Jeannot, Owner, Jeannot Development Company, Beulah

Joe Moch, CEO, Acat Global, Charlevoix

Amanda Haworth, HR Director, Boyne Resorts, Boyne City

Gene Kaminski, VP for HR, McLaren Northern Michigan Hospital, Petoskey

Gary Fedus, President & CEO, Mitchell Graphics, Petoskey & Traverse City

Sue Peters, VP for HR, Munson Healthcare System, Traverse City

Ken Osborne, Vice President, Boride Engineered Abrasives, Traverse City

Tracey Peal, Vice President, Hague Equipment, Kalkaska

Joe Williams, Owner, President, Williams Pumping Service, Lake Leelanau

Kelli Stepka, HR Manager, Cherry Republic, Glen Arbor

Doug Parkes, Co-Owner, Kellie's Hallmark Shop, Manistee

Kim Weckesser, Director of HR, West Shore Medical Center, Manistee

Tom Vine, Plant Manager, Viking Energy, McBain

Ken Bollman, President, Sabre Tool, Cadillac

Leslie Nowlin, HR Director, Rec Board Holdings, Cadillac

Mike Powers, Energy Solutions Consultant, Keene Technical Solutions, Regional

Bill Tencza, President of Cadillac Chamber of Commerce; Northern MI Chamber Alliance, Regional

Doug Luciani, President of TC Area Chamber of Commerce; Northern MI Chamber Alliance, Regional

Chris Warren, General Manager, Midwestern Broadcasting Company, Regional

Deborah Fellows, Owner, My North Media, Regional

Tom Johnson, Partner, Landmark Development, Regional

Nicole Sulak, CPA, Munson Healthcare, Regional

Mike Ascione, CEO, American Waste, Regional

Jamie Al-Shama, Bay Construction, Regional

Beth Holmes-Bozung, Co-owner, SafetyNet, Inc., Regional

Rachel Johnson, Public Affairs, Cherryland Electric, Regional

OTHER SECTORS

Jeff Jennette, Superintendent, Wexford-Missaukee and Manistee ISDs (K-12 Education)

Tim Nelson, President, Northwestern Michigan College (Post-Secondary Education)

Mike Hill, Superintendent, TBAISD (Adult Education)

Andy Hayes, President, Northern Lakes Economic Alliance (Economic Development)

Eric Bachmann, District Manager, Michigan Rehabilitation Services (Rehabilitation)

Bob Scheele, Vice President, Central Labor Council (Labor)

Clint Steele, Pipefitter, UAW Local 85 (Labor)

Kristine Lagios, Director, Manistee-Benzie Department of Human Services (Human Services)

Jane Korthase, HR Director, Grandview Medical Care (Community Based Organizations)

Steve Perdue, President & CEO, Grand Traverse Industries (Community Based Organizations)

John Stephenson, Executive Director, Northwest MI Community Action Agency (Community Based Organizations)

Marsha Smith, Executive Director, Rotary Charities and NorthSky Non-Profit Network (Community Based Organizations)

Jim Smith, Controls Designer, Tool North, Inc. (Apprenticeships)

Charles Welch, Parole Supervisor, MDOC (Corrections)