

**2016 Financial Statement**

**Revenues**

Public Support and other revenues:

Contributions	\$ 51,850
Grants and Contracts	\$ 34,150
Special Events	\$ 35,664
In-Kind Contributions	\$ 11,513
Interest	\$ 138
Miscellaneous Income	\$ 730
<b>Total Revenue</b>	<b>\$ 134,045</b>

**Expenses**

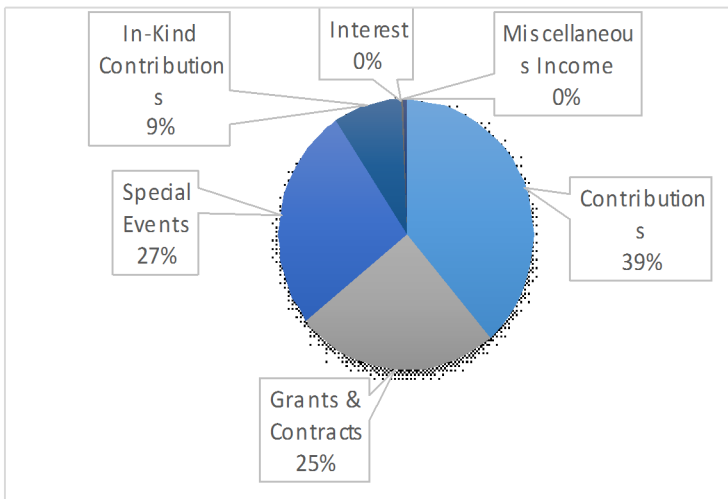
Program Services	\$ 100,250
General and Administrative	\$ 24,089
Fundraising	\$ 13,323
Streetscape Refunds	\$ 207,745
<b>Total Expenditures</b>	<b>\$ 345,407</b>

**Change in Net Assets** \*(\$211,362)

**Net Assets (Beginning of Year)** \$ 250,087

**Net Assets (End of Year)** \$ 38,725

\*Negative change in Net Assets is solely attributable to the transfer of restricted donations to the City of Gaylord for the Streetscape Project.



**2016 Otsego County Economic Alliance, Inc. Contributing Partners**

- |                                      |   |
|--------------------------------------|---|
| A & L Iron & Metal Company           | JP Heating of Northern MI               |
| Albie's Foods, Inc.                  | KHG Holdings, Inc.                      |
| Alpine Propane                       | Kirtland University Center- Gaylord     |
| Alpine Tavern & Eatery, LLC          | La Senorita Restaurant                  |
| Alpine Web                           | Lake State Railway                      |
| Ambulatory Infusion Care North, Inc. | Lakeview Quality Tool                   |
| Ash Tobacco                          | Lappan's of Gaylord, Inc.               |
| Awakon Federal Credit Union          | Lighthouse Title, Inc.                  |
| B&B Construction                     | M&M Excavating                          |
| Bennethum's Northern Inn             | Mary Sanders                            |
| Bill & Susie Marshall                | mBank                                   |
| Blaker Realty                        | McNamara Insurance Agency               |
| C2AE Capital Consultants             | MEC, Inc.                               |
| Catt Development                     | Mega Power Sports                       |
| Chemical Bank                        | Michaywe Owners Association             |
| Citizens National Bank               | Michigan Insurance Service Agency, Inc. |
| CMF of Gaylord                       | Nelson Funeral Home                     |
| Consumers Energy                     | NEMCOG                                  |
| Cops & Doughnuts                     | North Central Michigan College          |
| Cutting Edge Computers               | North Pointe Plumbing & Heating         |
| Dan Smith, CPA                       | Northern Energy, Inc.                   |
| Diana's Delights                     | Northern Michigan Driving School        |
| Diesel Freak                         | Northland Area Federal Credit Union     |
| DTE Energy                           | Otsego Club & Resort                    |
| Dunn's Office Supply & Machines      | Otsego County Community Foundation      |
| Edward Jones - Luke Noss             | Otsego Memorial Hospital                |
| Edward Jones- Bill Forreider         | Paxton Resources                        |
| Edward Jones- Phil Hofweber          | Ponsse N.A. Inc.                        |
| Edwards of Gaylord                   | RLH Industries, Inc.                    |
| Fifth Third Bank                     | Road Warrior Truck Driving School       |
| First Federal of Northern Michigan   | Robert Boynton, Appraiser               |
| Freeman Family Enterprises           | Sagasser & Associates, Inc.             |
| Gary Malak                           | Skarczyk Seed Farm                      |
| Gaylord Area Chamber of Commerce     | Smith Realty Group                      |
| Gaylord Community Schools            | State Savings Bank                      |
| Gaylord Convention & Tourism Bureau  | Stryker Supply                          |
| Gaylord Ford Lincoln, Inc.           | SunFrog Shirts                          |
| Go North Properties                  | TBO Development Company, Inc.           |
| Great Lakes Energy                   | The Bearded Dogg                        |
| H&H Tube                             | Todd Seidell Architects                 |
| Huntington Bank                      | Travis Hewitt                           |
| Integrity Construction Services      | Treetops Resort                         |
| ITC Holdings, Inc.                   | Wade-Trim                               |
| Jay's Sporting Goods                 | Wal-Mart Stores, Inc.                   |
| Jim Wernig Chevrolet                 | William & Linda Muzyl Fund              |
| Johnson Oil Company                  | Winn Telecom                            |
| Johnson's Propane                    | Wolverine Power Cooperative             |

**Local, Regional and State Agency Partners**

Bagley Township • Charlton Township • Chester Township • Corwith Township • Hayes Township • Livingston Township • Otsego Lake Township • City of Gaylord • Downtown Development Authority • Otsego County • Village of Vanderbilt • Michigan Economic Development Corporation • Northeast Michigan Council of Governments • Northern Initiatives • Michigan Small Business Development Centers • Regions 1 & 3 • Northeast Michigan Consortium • Northeast Michigan Works! • Otsego County Brownfield Redevelopment Authority

**OTSEGO COUNTY  
ECONOMIC ALLIANCE, INC.**

**2016 ANNUAL REPORT**

**(989) 731-0288 | www.gaylord-otsego.com**





What a year for economic growth! Otsego County saw over \$216 million dollars of private investment into new or expanding businesses in 2016, with over \$3 million of public investment into our County. This level of investment was unique to Northern Michigan in 2016. The investment brought nine (9) new businesses to downtown Gaylord, 83 new hotel rooms, 80 new apartment units, new commercial development in the form of retail shops such as Shoppes on Main, food establishments (Starbucks, Rally's, Panera Bread), and industrial expansions such as Ponsse North America.

Wolverine Cooperative invested over \$180 million into a new natural gas run electricity generating power plant: Alpine Power Plant. We are encouraged and thankful for such diverse economic investment. OCEA continues to work to strengthen this economic base going into 2017!

Lisa McComb - Executive Director



Otsego County Economic Alliance, Inc. (OCEA) is proud to be able to facilitate such strong economic growth as seen in 2016. The level of investment seen throughout Otsego County is not only encouraging, but refreshing. OCEA has worked diligently to reverse the detrimental effects our economy witnessed in the great recession, and we are now seeing the fruits of that labor! Often OCEA works years in advance with businesses and industry to facilitate investment into our County, and 2016 saw the beginning of the efforts made toward that end. A strong economy benefits

everyone throughout the community creating jobs, bringing more students to our school systems, providing more professionals for our healthcare systems and more utilization of discretionary income invested into our retail and tourism industries. We look forward to a strong 2017 and thank all those who invested into Otsego County in 2016.

Regan Quaal—OCEA Board Chairperson

### 2016 OCEA Board of Directors

#### CHAIRPERSON

**Regan Quaal**

President, Albie's Foods, Inc.

#### VICE CHAIRPERSON

**Tim Hall**

Vice President, State Savings Bank

#### TREASURER

**Joe Duff**

City Manager, City of Gaylord

#### SECRETARY

**Mary Sanders**

Supervisor, Hayes Township

#### Executive Director

**Lisa McComb**

Executive Director, Otsego County Economic Alliance

#### Board Members

**Brett Bowen**

Vice President, Chemical Bank

**Elaine Bunker**

Branch Manager, First Federal of Northern Michigan/Chamber Liaison

**John Burt**

Administrator, Otsego County

**Susan A. Eno**

President & CEO, Citizens National Bank of Cheboygan

**Nick Florian**

Community President, Huntington Bank

**Dale Gehman**

Director, Otsego County Commission on Aging

**Keith Gornick**

President, KHG Holdings, Inc.

**Robert Huta**

President, Owner RLH Industries, Inc.

**Kevin Johnson**

President, Johnson Propane

**Thomas Lemon**

CEO, Otsego Memorial Hospital

**Chuck Nelson**

Owner, Nelson Funeral Home

**Luke E. Noss**

Financial Advisor, Edward Jones

**Michael Perdue**

Realtor, Smith Realty Group

**Timothy D. Petrosky**

Area Manager, Consumers Energy

**Lori Reichard**

Vice President, Fifth Third Bank

**Kevin Reynolds**

Chief Accountant, Paxton Resources

## 2016 DATA

### New Businesses

Alpine Cardiology  
Lilly Rose Boutique  
Michigan Mapleworks  
Otsego Grand Event Center  
Snowbelt Brewing Company  
Yoga 45

Rusty Pelican  
Main Street Market  
Northwind Apartments  
Shoppes on Main  
Tap Room 32

77% of new businesses opened in 2016 were female owned.

### Business Expansions

Aldi  
Alpine Chocolat Haus  
Big Boy  
Federal Fluid Power  
Mega Power Sports  
Panera Bread  
Rally's  
Sheldon Place  
SunFrog Shirts

Aspen Dental  
Wolverine Cooperative-Alpine Power Plant  
Fairfield by Marriott  
Mancino's  
Oscar Larson  
Ponsse North America  
Road Warrior Truck Driving School  
Starbucks  
Verizon

### Private Investment

\$187 Million in Expansions/Renovations

\$16 Million in Accommodations

\$12 Million in Commercial/Industrial Developments

\$1.2 Million in New Downtown Gaylord Businesses

### Public Investments

\$3 Million in Public Projects

Otsego County Lawnscape

Downtown Gaylord Streetscape

Waters Farmers Market

### Jobs Data \*

New Jobs Created	112
Jobs Retained	35

\*Hundreds of local skilled tradesmen and women hired for new and expansion construction projects.

### Accommodations

New Hotel Rooms	83
New Apartment Units	80

## 2016 PROJECTS

### New Business Development—

OCEA has spent the last couple years actively working with start-up business owners and existing businesses to recruit their establishment in Otsego County. 2016 saw a large influx of new businesses into Otsego County as well as

numerous business expansions! OCEA's work goes on behind the scenes long before we ever see these businesses break ground or open shop. We are excited that 2017 looks to be just as active for new business and expansion growth. Shop local and help keep these businesses in our County.



**Gaylord Street Scope—** 2016 saw the beginning of this exciting project! OCEA assisted in facilitating over \$200,000 of private contributions to this project that allowed the City of Gaylord to incorporate safety and decorative features, creating a more walkable and inviting environment in our downtown. Thank you to the generous donors who contributed to this project. We will see this project finalized in 2017 before Alpenfest. This project will attract a more safe, walkable place and has already seen new businesses take root in downtown Gaylord. OCEA has worked with the City of Gaylord for several years on this project and is excited to see it come to fruition.



### SCORE- (Counselors to America's Small Business)—

OCEA was able to meet its goal of providing additional free, in-depth business development services to entrepreneurs from its offices with the launch of the SCORE branch in 2016. OCEA now has dedicated mentors available who bring extensive experience from years of employment in a specific field, such as marketing and accounting, who can help our local businesses start or grow their businesses to insure success. SCORE mentors are available Tuesdays and Thursdays by appointment.



### Regional Prosperity Initiative—

OCEA is an active member of the Northeast Michigan Regional Prosperity Initiative (RPI). Created through the Governor's office, this 11 county group of professionals work to create regional economic development opportunities throughout the entire northeast Michigan area. In 2016, the NE RPI awarded over \$60,000 in economic development and marketing grants to local non-profits, municipalities, and private businesses who create economic development projects or drive economic development in Northeast Michigan.

