FYE December 31, 2017
Financial Statement

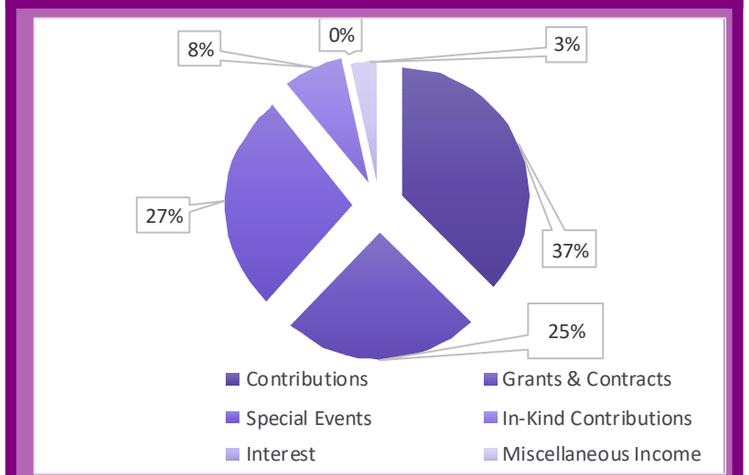
Revenues

Public Support and other revenues:	
Contributions	$ 59,300
Grants and Contracts	$ 39,150
Special Events	$ 43,564
In-Kind Contributions	$ 12,013
Interest	$ 51
Miscellaneous Income	$ 5,023
Total Revenue	$ 159,101

Expenses

Program Services	$ 112,124
General and Administrative	$ 25,554
Fundraising	$ 13,934
Total Expenditures	$ 151,612

Change In Net Assets	$ 7,489
Net Assets (Beginning of Year)	$ 38,725
Net Assets (End of Year)	$ 46,214



2017 Otsego County Economic Alliance, Inc. Contributing Partners

A & L Iron & Metal
Advantage Audiology & Hearing Center
Albie's Foods, Inc.
Alpine Tavern & Eatery, LLC
Ambulatory Infusion Care North, Inc.
Ash Tobacco
Awakon Federal Credit Union
B&B Construction
Bennethum's Northern Inn
C2AE Capital Consultants
Catt Development
Chemical Bank
Citizens National Bank
Coldwell Bankers Schmidt Realtors
Consumers Energy
Culver's of Gaylord
Cutting Edge Computers
Dan Smith Company
Darby Advertising
Diana's Delights
Diesel Freak
DTE Energy
Dunn's Office Supply & Machines
Edward Jones - Luke Noss
Edward Jones– Bill Forreider
Edward Jones– Phil Hofweber
Edwards of Gaylord
Fifth Third Bank
First Community Bank
Freeman Family Enterprises
Gary Malak
Gaylord Area Chamber of Commerce
Gaylord Community Schools
Gaylord Convention & Tourism Bureau
Gaylord Ford Lincoln, Inc.
Go North Properties
Great Lakes Energy
H&H Tube
Huntington Bank
Integrity Construction Services
ITC Holdings, Inc.
Jay's Sporting Goods
Jim Wernig Chevrolet
Johnson Oil Company
Johnson's Propane
KHG Holdings, Inc.
Kirtland University Center- Gaylord
Korthase Flinn
La Senorita Restaurant
Lake State Railway
Lakeview Quality Tool
Lappan's of Gaylord, Inc.
Lighthouse Title, Inc.
M&M Excavating
Mary Sanders
mBank
McNamara Insurance Agency
MEC, Inc.
Mega Power Sports
Michaywe Owners Association
Michigan Insurance Service Agency, Inc.
Michigan Works
SBDC
Nelson Funeral Home
NEMCOG
North Central Michigan College
Northern Energy, Inc.
Northern Michigan Driving School
Northern Michigan Engineering
Northland Area Federal Credit Union
Otsego Club & Resort
Otsego County Commission on Aging
Otsego County Community Foundation
Otsego Memorial Hospital
Paxton Resources
Pescador
Pine Cone Accommodations
Ponsse N.A. Inc.
RLH Industries, Inc.
Road Warrior Truck Driving School
Sagasser & Associates, Inc.
SCOTT CHESLEY, REALTORS
Scott Property Management
SERVPRO
Sklarczyk Seed Farm
Smith Realty Group
State Savings Bank
Stryker Supply
TBO Development Company, Inc.
The Bearded Dogg
Todd Seidell Architects
Treetops Resort
Triumph Opportunity
Wade-Trim
Wal-Mart Stores, Inc.
William & Linda Muzyl Fund
Winn Telecom
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.

2017 Annual Report

989-731-0288
WWW.GAYLORD-OTSEGO.COM

We are truly fortunate to be able to look back on 2017 and be able to say that it was **another** stellar year for economic development in Otsego County. Otsego County continues to draw interest from entrepreneurs, developers, and investors from throughout the state and country due to its thriving, expanding, and diverse economy. In 2017 Otsego County saw existing manufacturers commit to our community through large investments into expansions. Local businesses grew their job force, new business sought out Gaylord for their business launch, our healthcare and schools systems expanded, and Gaylord's main downtown infrastructure was renewed through a new Streetscape project. Residents and visitors to Otsego County continue to benefit from additional resources and services that enhance quality of life in Northern Michigan. Look for continued development in 2018 with successful, established businesses expanding into the County and new businesses continuing to launch.

Lisa McComb - OCEA Executive Director

Every successful organization understands that continual self-evaluation is a necessity in ensuring it is meeting the needs and demands for its services. The Otsego County Economic Alliance, Inc. (OCEA) leadership took 2017 to develop a realistic, comprehensive three year strategic plan that re-evaluated its mission, vision and goals. This process brought the realization that OCEA has become the leader in economic development for not just Otsego County but Northern Michigan. The new strategic plan will better enable OCEA to comprehensively meet growing economic demand while leading our communities to sustainability. We are excited about the future for the organization and the impact we continue to make in Northern Michigan.

Regan Quaal—OCEA Board Chairperson

2017 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
Otsego County Economic Alliance

Board Members
Brett Bowen
Vice President, Chemical Bank

Elaine Bunker
Branch Manager, First Federal of Northern Michigan/Chamber Liaison

Stephen Drake,
VP/CFO, Great Lakes Energy

Rachel Frisch
Administrator, Otsego County

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

Barbara Rykwalder
Regional Manager, DTE Energy

2017 DATA

New Businesses

Fairfield Inn & Suites by Marriott
Porter Haus
The Holistic Spa and Hot Spot Sauna
Sitz Tax Investments
Korthase Flinn Insurance
The Blind Squirrel
The Iron Pig Smokehouse

Business Expansions

Ah-loy Bamboo
Albie's Foods, Inc.
Aldi's
Bill Marsh Lincoln/Ford of Gaylord
Five Guys Burgers and Fries
Panera Bread
Pet Smart
Striker Supply

New Commercial Plaza Development

Shoppes on Main

Private Investment

$7 Million in New Business & Expansions
$2 Million in Public Investment—Gaylord Streetscape Project
$8 Million in Commercial Investment

Jobs Data *

New Jobs Created	60
Jobs Retained	57

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

OCEA Programs & Services—FREE

Business Development Assistance—SBDC
Business Financing
Business Formation
Business Operations
Business Planning
Community Development
Expansion Assistance
Mentorship—SCORE
Regional Development

2017 PROJECTS

NAI to Invest $2.7 Million and Create 129 Jobs in Otsego County!

On February 1, 2018 OCEA announced the expansion of North American Interconnect, LLC (NAI) to the United States and into Livingston Township in Otsego County. This big announcement was the result of a year of OCEA working with top leadership at NAI to provide local support for its $2.7 million investment into a vacant building located on 1257 Old US-27 North across from the University Center. NAI's expansion into Otsego County rather than in other areas outside Michigan means it will bring well-paying jobs to Northern Michigan! NAI serves a variety of industries including telecom, industrial, medical and aerospace. NAI will manufacture fiber optic cable and medical surgical suite devices from its Livingston Township location. NAI plans to begin its operations in June 2018!

OCEA Facilitates New Housing Initiative

In an effort to address the increasing demand and need for market and above rental and housing options throughout Otsego County, OCEA launched a New Housing Initiative in the Fall of 2017. Throughout the Fall and Winter OCEA brought partners together from throughout the County to provide resources, spur conversation, filter interest, and facilitate the development of new housing options in the area. We are excited to share that this Initiative was successful, and the County can expect to see new housing constructed as soon as the Fall of 2018.

Annual Partner Celebration

OCEA held its 2nd Annual Partner Celebration in January 2018 to honor OCEA's 2017 partners and recognize business achievements in 2017. Our 2nd year saw attendance grow by more than 50% with 240 local and state leaders present. Sponsored by Huntington Bank and hosted by Otsego Club & Resort, we were honored to be able to have L. Brooks Patterson, Oakland County Executive and Ken Bradstreet, Community & Government Affairs Consultant for Wolverine Power Cooperative as the event key-note speakers. The 2017 Economic Impact Awardees were:

Significant Capital Investment
Fairfield Inn & Suites by Marriott
Largest Job Creator
Otsego Memorial Hospital
Downtown Gaylord Economic Impact Driver
City of Gaylord—Streetscape Project
New Small Business Success
The Iron Pig Smokehouse
Commitment to Community Prosperity
Albie's Foods, Inc.
Otsego County Economic Driver
TBO Development—Shoppes on Main