2019 Chairman’s Circle  
Annual Report

Culminating in a Return on Investment in Marquette County

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clients</td>
<td>501</td>
<td>491</td>
<td>422</td>
</tr>
<tr>
<td>Jobs Projected</td>
<td>1,359</td>
<td>1,372</td>
<td>359</td>
</tr>
<tr>
<td>Existing Jobs Impacted</td>
<td>12,937</td>
<td>9,835</td>
<td>8,976</td>
</tr>
<tr>
<td>Retention Visits</td>
<td>423</td>
<td>404</td>
<td>336</td>
</tr>
<tr>
<td>Projected Investment</td>
<td>TBD</td>
<td>$150,050,000</td>
<td>$62,000,000</td>
</tr>
</tbody>
</table>

Regional Wealth

<table>
<thead>
<tr>
<th></th>
<th>% of change from '15 to '19</th>
<th>2019</th>
<th>2018</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population</td>
<td>-1.44%</td>
<td>66,322*</td>
<td>66,272*</td>
<td>66,477*</td>
<td>66,426*</td>
<td>67,293*</td>
</tr>
<tr>
<td>Property Tax Revenue</td>
<td>6.19%</td>
<td>$92,276,034</td>
<td>$91,349,159</td>
<td>$89,407,925</td>
<td>$89,155,700</td>
<td>$86,894,859</td>
</tr>
<tr>
<td>Median Household Income</td>
<td>13.51%</td>
<td>N/A</td>
<td>$54,779</td>
<td>$49,008**</td>
<td>$51,275</td>
<td>$48,259</td>
</tr>
<tr>
<td>Per Capita Income</td>
<td>8.49%</td>
<td>N/A</td>
<td>$26,982</td>
<td>$26,374</td>
<td>$24,275</td>
<td>$24,871</td>
</tr>
<tr>
<td>Median Home Sales</td>
<td>22.22%</td>
<td>$165,000</td>
<td>$149,500</td>
<td>$137,500</td>
<td>$135,500</td>
<td>$135,000</td>
</tr>
<tr>
<td>Number of Home Sales</td>
<td>8.47%</td>
<td>832</td>
<td>875</td>
<td>816</td>
<td>819</td>
<td>767</td>
</tr>
</tbody>
</table>

* Numbers are based on projection. Subject to change based on actual conditions.
**Wide margin of error +/- $3K based on small sample size

EVERY $1 INVESTED IN THE LSCP FACILITATED $214* IN NEW INVESTMENT IN THE COMMUNITY

*Based on 2018 data

“The Business Partnership is extremely valuable to WLUC. The Partnership provides us a great outreach platform to the local business community and the economic drivers in Marquette and across the region. Our employees also enjoy the Keys to the County program and also participate in the educational and networking programs provided on a regular basis. WLUC is proud to be a long standing business partner.”

Rick Rhoades  
General Manager at WLUC/TV6

marquette.org
2019 Chairman’s Circle Total Investment: $73,000

Circle Funding Supports:
• International Development Economic Council Activities
• Accredited Economic Development Organization (AEDO)
• Maintenance of Staff Certifications
• Site Selectors Engagement
• Economic Development Research Partner (EDRP)
• Legislative Advocacy
• Marketing and Research Tools

Circle Investor Benefits

VIP Invites
• Various Press Events
• Michigan Business Network Breakfast - Chris Holman
• Northern Michigan Chamber Alliance Reception
• Community Conversation
• U.S. Senator Debbie Stabenow Breakfast
• U.S. Representative Jack Bergman Breakfast
• Cliffs Natural Resources CEO Breakfast
• U.P. 200 Legislative Reception
• CEO Welcome Breakfast

Other Benefits:
• Quarterly economic development briefings/Input sessions
• Two (2) complimentary eblasts per year
• Complimentary enhanced website listing
• 20% discount on Annual Dinner tickets (up to four participants)
• Special recognition in marketing materials
• Weekly CEO Report
• Weekly legislative updates; customizable
• $10 discount per person to Golf Outing (up to four participants)
• Breaking news alerts