



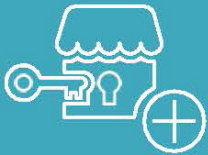
2018 INVESTOR REPORT



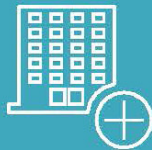
80 W. Main Street • Benton Harbor, MI 49022 • (269) 925-6100

2018 Achievements

EVERY
 \$1 = \$44.80
YOU GIVE RETURN ON INVESTMENT
\$80.6 MILLION
IN CAPITAL INVESTMENT OVER THE PAST 2 YEARS



**16 NEW
BUSINESS STARTS**



**NEW MANUFACTURING
AND WAREHOUSE SPACE**
DeGroot Inc., Coloma & Gast Manufacturing,
Benton Charter Township



12 CURRENT PROJECTS
Industrial, Commercial,
Community and County-Wide



**LARGEST MANUFACTURER
OF ALUMINUM WHEELS IN THE WORLD**
DICASTAL LOGISTICS GROUP (DLG)



100+ ATTENDEES
INAUGURAL SMALL BUSINESS DAY



A New Pedestrian Bridge

Cornerstone Alliance successfully applied for a MEDC grant that leveraged Whirlpool's 2017 investment at the St. Joseph Tech Center. The pedestrian bridge connects the Cities of St. Joseph and Benton Harbor and spans the Paw Paw River.

2018 Attractions & Expansions

Project	Location	Private Investment	Job Creation
DeGroot	Coloma Township	\$1,130,000	20
Gast Manufacturing	Benton Charter Township	\$7,717,500	30
KinderCare Whirlpool	Benton Charter Township	\$8,047,685	39
Dicastal Logistics	Hagar Township	\$7,567,851	100
ROSTA	Benton Charter Township	\$100,000	6
Lemoine KOA	Hagar Township	\$621,350	

Women's Business Center activity

Be Our Guest	Baroda Township
El Asadero	City of Coloma
La Paloma	Hartford
Studio M	Baroda
Sports 44	St. Joseph Charter Twp
Peasant's Pantry	Sawyer
Soulard's Sweets	City of Coloma
The Salty Nag	Berrien Springs
Aaron's Transportation	City of St. Joseph
Grandma's Kitchen	South Haven

\$26 MILLION
new investment
200 +
new jobs created

Board of Directors

John Janick, Chair *

Jako Holdings

Mike Todman, Vice Chair *

TMA Limited

Pat Brandstatter

Kruger Plastics

Chris Cook

Abonmarche

Rick DeVries

Chemical Bank

Rick Dyer

Edgewater Bank

Mayor Mike Garey

City of St. Joseph

Joel Gebbie *

AEP D.C. Cook Nuclear

Scott Geik

1st Source Bank

Shelley Klug

Indiana Michigan Power

Lynn Kellogg

Area Agency on Aging

Paul Landeck

Spectrum Health Lakeland

Tim Martin

Fifth Third Bank

Greg O'Niel *

O'Niel LLC

Terry O'Rourke

United Federal Credit Union

Norma Tirado *

Spectrum Health Lakeland

Rick Villa

Villa Environmental

Bryan von Dorpowski *

JR Automation

* denotes Executive Committee member

Cornerstone Alliance Leadership Team



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Cornerstone Alliance is an *investor-driven* organization. Without your support, these outcomes would not be possible. Your investment in economic development created better jobs and an improved quality of life in Michigan's *Great Southwest*. Thank you!



Site Selectors Tour Berrien County

Cornerstone Alliance leveraged the 2018 KitchenAid Senior PGA Championship to host Site Selectors from around the country. The Consultants toured DC Cook Nuclear, Whirlpool, JR Automation and Watermark Brewing Company during their time in Michigan's Great Southwest.

Rolling out the red carpet

Cornerstone Alliance First Choice program shows off area to newcomers

By TONY WITKOWSKI
HP Staff Writer

BENTON HARBOR — From an employer's viewpoint, sometimes getting people to sign on the dotted line for a job offer is the easiest part of recruiting.

The harder part is when a new employee moves to an area and has to decide on where their children will go to school, what their spouse will do for work, what neighborhoods are preferable or where they'll do all their grocery shopping.

That's where First Choice, a program run through Cornerstone Alliance, comes in.

First Choice gives tours to prospective people moving into Berrien County and has offered more than 4,000 tours since 2009.

Missy Holden, director of the First Choice, said the program works as a talent recruitment tool to showcase the area.

"When I first started doing this, it was more of an acclimation and meant as a nice service, whereas now it is part of the recruitment process," Holden said.

"Now, we'll get a call from someone that goes like, we really want this candidate. Roll out the red carpet."

Cornerstone Alliance offers different variations of



Visitors enjoy Tisconsin Beach in St. Joseph in 2016. Tisconsin Beach is among several locations included on tours through the First Choice program.

at Cornerstone Alliance, which was created several years ago, allows interviewees a chance to picture themselves living in South-west Michigan.

"We can all think of a place. The best way to find out the best grocery store or best entertainment is to ask a local," Frank said. "You can Google all

you want, but to get that

of participants have never taken part in a tour like this as part of a job interview.

She said they're always surprised by the beaches and the beauty of the area. Some of the major stops include Jean Klock Park, Silver Beach, Tisconsin and Lions Park Beach.

"Whirlpool might want some of their other locations shown," Holden said. "We also show Harbor Shores and the golf course to everyone."

Frank said the majority of the program's tour guides are previous "transplants," who moved into the community through a job offer.

Tour guides know the facts and figures from population size to historical dates.

"They are able to be those eyes and ears for those individuals who are coming into the community for the first time," Frank said.

The guides are paid for their efforts and have different jobs and backgrounds.

The tours are normally centered around one person who is interviewing for a local company. However, Holden said if the person has already received an offer, they are encouraged to bring their spouse or family on a second tour. Holden said they've also scheduled tours with neighboring schools in the past.

"That second tour focuses on what you need to know to make an informed decision," Holden said.

Frank said accumulated

Talent Attraction

Cornerstone's First Choice program was featured in the Dec. 30 edition of the Herald-Palladium.