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October 29, 2018

Chris Taylor, Mayor
City of Ann Arbor
301 East Huron
Ann Arbor, Michigan 48104

Jacqueline Beaudry, City Clerk
City of Ann Arbor
301 East Huron
Ann Arbor, Michigan 48104

Tom Crawford, Chief Financial Officer
City of Ann Arbor
301 East Huron
Ann Arbor, Michigan 48104

Howard Lazarus, City Administrator
City of Ann Arbor
301 East Huron
Ann Arbor, MI 48104

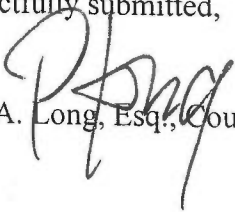
Re: Economic Development Corporation of the City of Ann Arbor

Ladies and Gentlemen:

Please find enclosed the 2018 Annual Report of The Economic Development Corporation of the City of Ann Arbor.

In the event of any questions or desire for additional information or documents, please don't hesitate to contact the undersigned at the convenience of the inquiring party.

Respectfully submitted,


Peter A. Long, Esq., Counsel

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CITY OF ANN ARBOR

**THE ECONOMIC DEVELOPMENT CORPORATION OF
THE CITY OF ANN ARBOR**

2018 Annual Report

The Economic Development Corporation of the City of Ann Arbor ("EDC") was established in 1978 by City Council to assist in the attraction, relocation, retention and expansion of business organizations and non-profit entities which provide employment and which are beneficial to the populace, the economy and the environment of Ann Arbor.

The EDC isn't a lending institution but its use permits substantial savings on the costs of a loan. It does so by its issuance of tax-exempt private activity and non-profit revenue bonds. These are purchased by the lender with the proceeds disbursed in essentially the same manner as a conventional commercial mortgage loan. Because the interest received by the lender is tax exempt, it permits the interest rate to be reduced accordingly.

The EDC Board of Directors reviews applications for its bonds and then recommends to Council those projects it judges to be in the interests of the City. Because of significant changes in Federal tax law since 1986, the use of its bond financing assistance has been limited primarily to manufacturing and non-profit projects. In practice, the EDC has favored projects which are sensitive to environmental concerns and which add to the diversity of the jobs pool in the City. Since its inception, the EDC has issued over one hundred forty million dollars in revenue bonds for thirty-four projects in the City. For its services EDC charges applicants a filing fee of \$650 plus a project completion fee of one-quarter to one-half percent of the principal amount of the bond.

The EDC Board of Directors believes the EDC may be a resource for the City for other services related to economic development besides bond financing. Accordingly, in 2018 the Board recommended that certain amendments be made to its articles of incorporation that contemplated possible expanded roles for the EDC. Amendments so providing were then subsequently adopted by Council in September.

In addition to its issuance of bonds, the EDC has made a number of grants for various economic development-related activities. These have included grants to the Center for Empowerment and Economic Development, Ann Arbor Spark, the Washtenaw Development Council, the Chamber Innovation Center, the Ann Arbor Summer Festival and the Michigan Technology Council.

EDC Directors are nominated by the Mayor and appointed to six-year terms by City Council. Meetings of the EDC Board of Directors are held on an as-required basis. Meeting notices are posted in advance and all EDC meetings are open to the public.

For further information, contact the office of the Mayor at City Hall or Peter A. Long, Of Counsel, with the Mitzel Law Group PLC law firm, 1590 Eisenhower Place, Ann Arbor, Michigan 48108 (phone: 734.668.4095; email: palong@mitzellaw.com).

James C. Adams, Director

Tom Crawford, Director

Larry Eiler, Director

Howard Lazarus, Director

Dale Leslie, Director

Tim Marshall, Director

Jan McDermott, Director

Henry McQueen, Director

Stephen Lange Ranzini, Director