



The Enterprise Group of Jackson, Inc.

Imagine...Jackson...2020

EG Scorecard

HERE'S WHAT WE DO....



We help businesses start and relocate to Jackson County



We help existing businesses thrive



We are the go-to source for Jackson County economic data



We work hard to find Jackson residents work

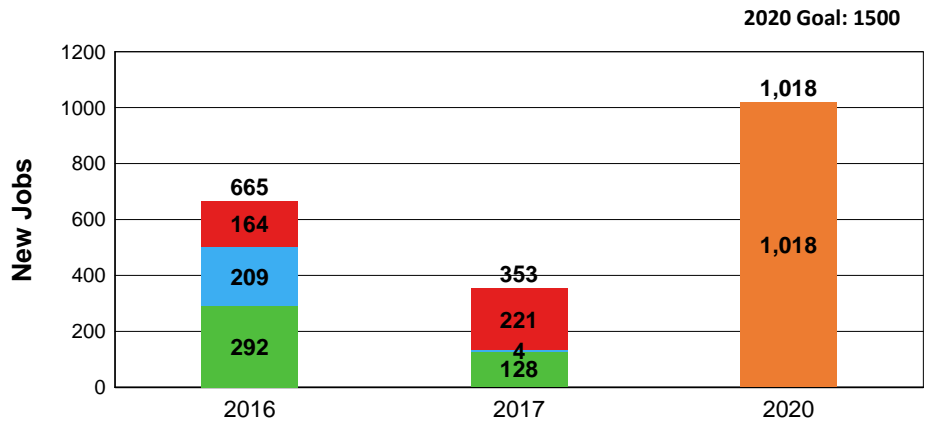
Message from the President

In 2017 The Enterprise Group working with our partners in Blackman Charter Township, made significant progress toward securing property for a new industrial park. The Enterprise Group was a leader in building career awareness at the high school level with the MFG week event. Working with our business, education and community partners, we anticipate 2018 will see even more progress and growth in the Jackson area economy.
Tim Rogers, trogers@enterprisegroup.org

Jobs and Investment 2016 - 2017

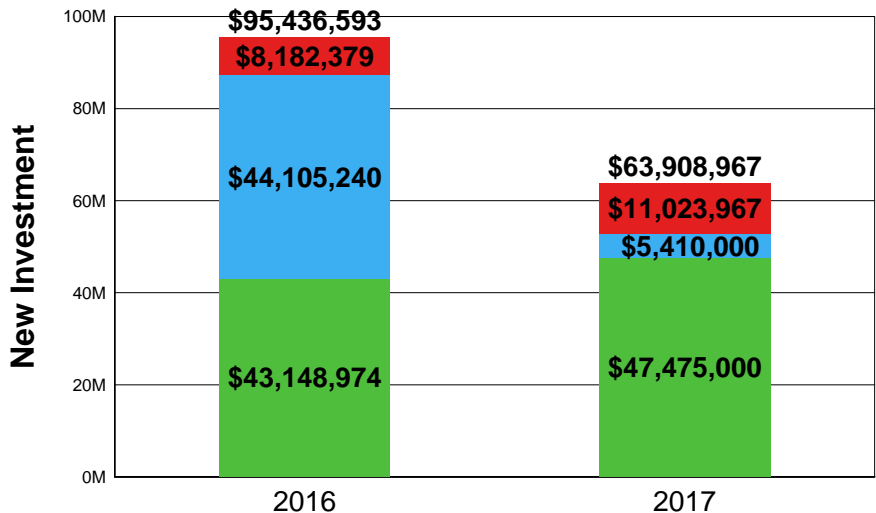
Imagine Jackson 2020
2016 - 2017 (67% of Goal)
1,018 New Jobs

Business Retention, Expansion, and Attraction: 420
Brownfield: 213
PTAC Awards: 385



Imagine Jackson 2020
2016 - 2017
\$159,345,560 Investment

Business Retention, Expansion, and Attraction: \$90,623,974
Brownfield: \$49,515,240
PTAC Awards: \$19,206,346



Labor Force

Source: MI DTMB LMISI Local Area Unemployment Statistics
 Period: December 2017
 Not seasonally adjusted

Unemployed
3,200

Labor Force
73,800

Employed
70,600

Labor Force Participation Rate
69.6%

Unemployment Rate

Jackson	Michigan	U.S.
4.4%	5.0%	4.1%

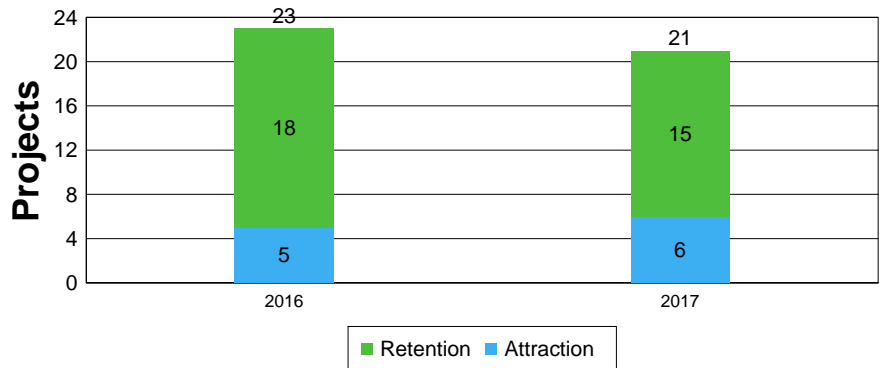
Number of Job Postings for November 2017
4,043

Top 5 Job Postings (August, 2017)
 Heavy Tractor Trailer Truck Drivers, Taxi Drivers and Chauffeurs, Registered Nurses, Retail Sales, Food Prep Supervisors

Business Projects Assisted by EG

2016 - 2017

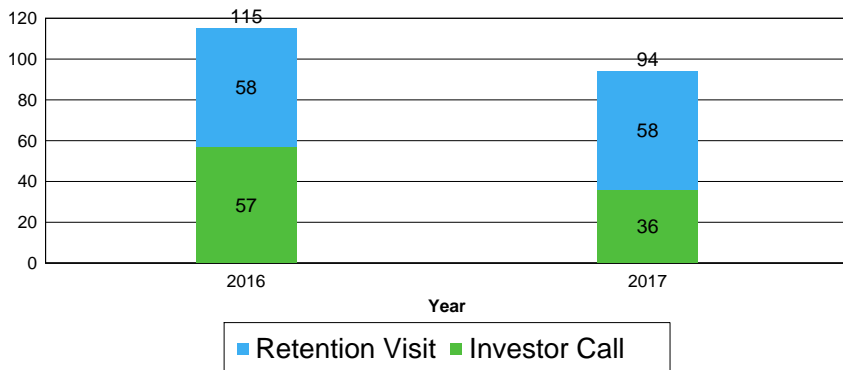
Total Retention Projects: 33
 Total Attraction Projects: 11
 Total EG Assisted Projects: 44



Retention Visits Yearly

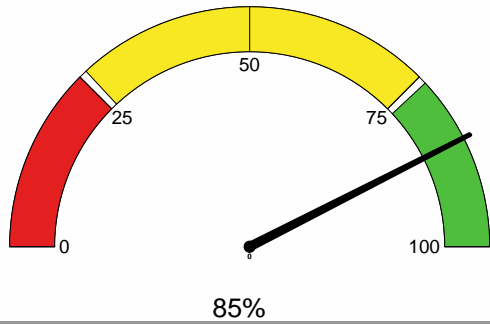
2016 - 2017

Retention Visits: 116
 Investor Calls: 93
 Total Activity: 209



Industrial Park Development

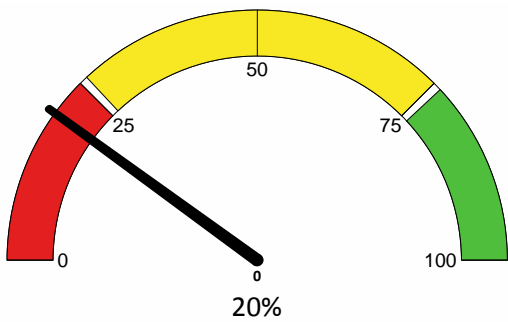
Project Financing and Acquisition Progress



Key Milestones

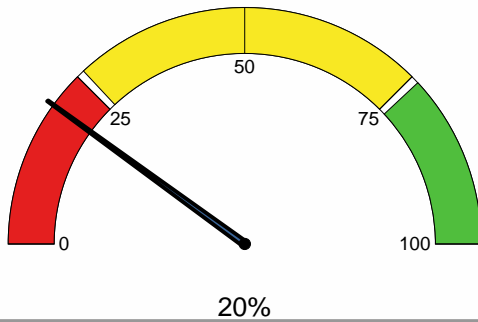
- Formal Offer
- Approved Financing
- Land Sale Matrix
- Close/Acquisition
- Tax Increment Finance (TIF) & Development Plan Approved

Shovel Ready Milestone Progress



- Wetlands, Surveys, Environmentals
- Zoning Reviewed and Amended
- Covenants Approved

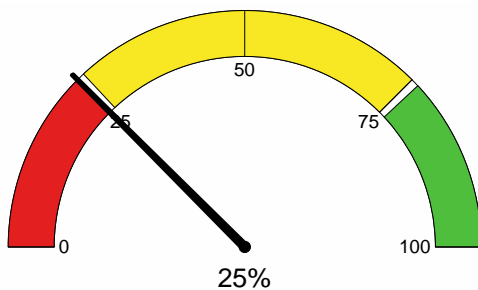
Infrastructure Progress



Infrastructure

- Needs and Costs Identified
- Infrastructure Financing in Place
- Infrastructure Completed

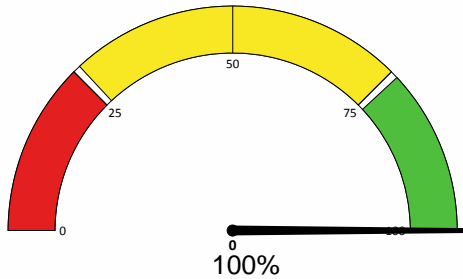
Marketing Progress



- GIS Mapping Software
- Drawings and Renderings Completed
- Marketing Campaign Initiated

Talent and Workforce

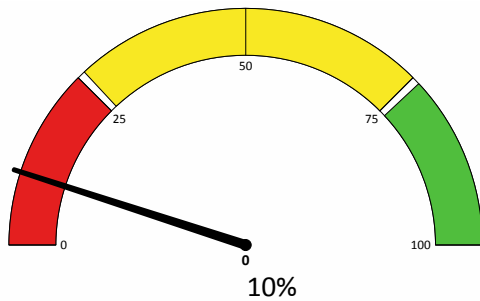
2017 MFG Week Career Awareness



Key Milestones

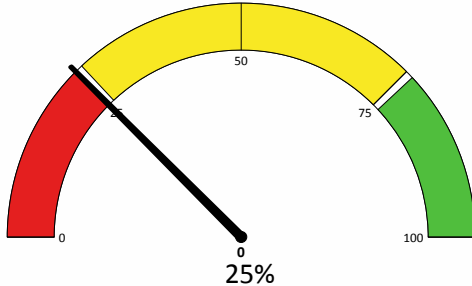
- Partner Buy-in
- Students/Grades Identified
- Budget Approval
- Agenda/Tours Formalized
- October 6 Program Completed
- Program Evaluation Completed

2018 MFG Week Career Awareness



- Partner Meetings and Buy-in
- Establish Budget
- Online Design
- Upload Partner Data
- Initiate Pilot Start-up

Talent and Workforce Portal for Business



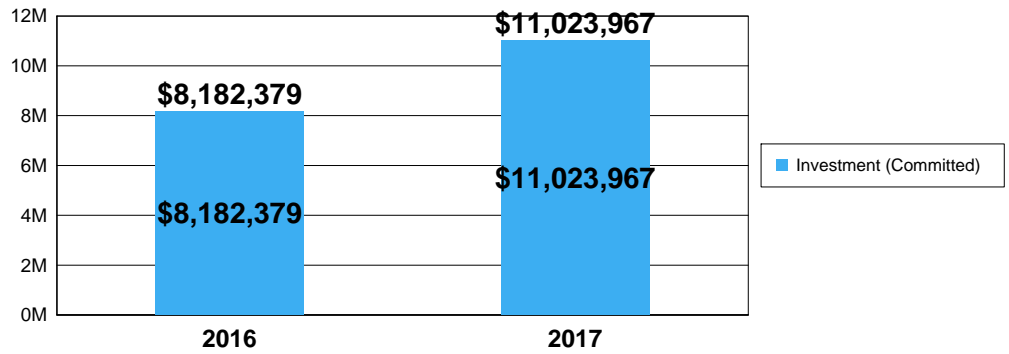
- Core Skills Identified
- Partner Approvals/Buy-in
- Coordination with Statewide Efforts
- Credential Approved
- Pilot Program Initiated

2017-2018 EG Involvement in Talent Initiatives

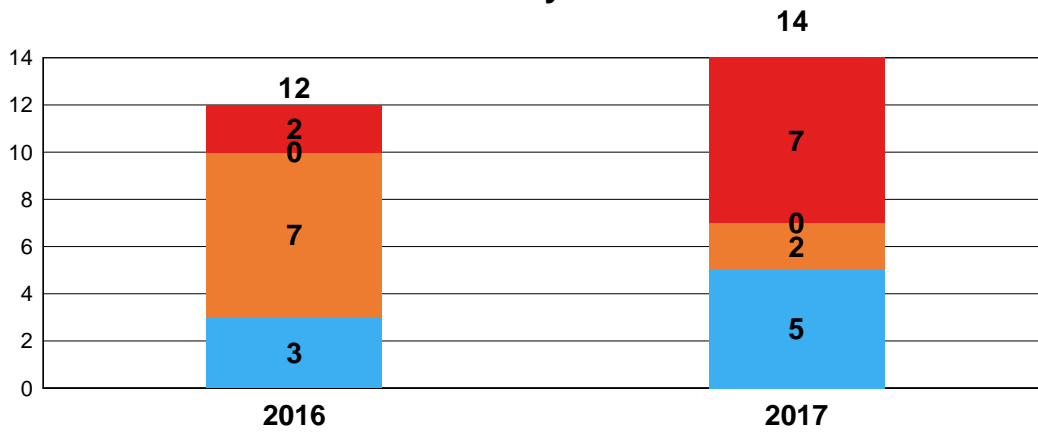
2018 MFG Week
 Jackson County Junior Achievement CEO Challenge
 Jackson County Teacher of the Year Selection Committee
 First World Robotics Detroit Chamionship Steering Committee
 MI Bright Future
 MSU Engineering Talent Placement Expo

Procurement Technical Assistance Center Year to Date Investment

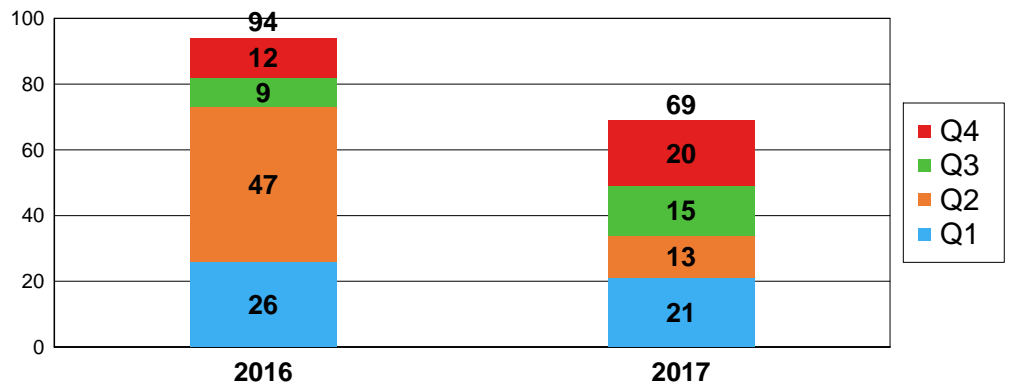
Jackson County Contract Awards



Jackson County New Clients



Jackson County Client Assistance



Community Engagement/Outreach

Crain's Detroit Business:

EG Staff worked closely with Tom Henderson, free-lance writer for Crain's, before the holidays for story ideas with a special focus on Jackson. EG Staff provided history and a summary for several companies, as well as coordinated schedules for interviews with Commonwealth Associates, Peak Manufacturing, J.D. Auto, Local Logic Media, and TransPharm Preclinical Solutions. The articles were published on Sunday, January 14, 2018.

Teacher of the Year:

Tim Rogers is a participant on the final selection committee for the Jackson Magazine's Teacher of the Year Award. The award recognizes the outstanding teachers that pursue innovative teaching strategies, empower students, and pursue collaboration with stakeholders from the K-12 schools in Jackson County.

CEO Challenge:

Junior Achievement, one of the newest EG Investors, held a CEO Challenge - SPARK Ignite Launch for students on Tuesday, January 23, 2018. Tim Rogers, President & CEO of The EG, served as a panel member and mentor. The CEO Challenge introduces students to entrepreneurship and leadership building concepts, through interactive activities. Students were able to network with like-minded peers, and business mentors throughout their day, and participated in a fun mini "pitch" competition with prizes.

MSU Engineering Expo:

The EG has been asked to partipate at the **2018 Michigan State University's Engineering Expo** in The College of Engineering. This event is the premier hiring fair for co-ops (full-time and part-time), interns and full-time talent during the spring semester. The EG will have a table at the expo (on Thursday, February 22, 2018 at 3 pm until 6 pm) to represent a greater range of opportunities for the Jackson County area, and has welcomed the EG Buiness Success Retention-Growth Visit Clients to join us.



Grants and Awards

Imagine Jackson 2020

2016 - 2017

<u>Awarding Agency</u>	<u>Description</u>	<u>Total Award</u>
MEDC Region 9	Grant Share from GAAR for GIS Planning	2,116
MEDC Region 9	Grant from GAAR for retention visits attended in 2017	3,333
MEDC Region 9	Grant from GAAR for retention visits attended in 2016	884
MMTC	Sponsorship for MFG Day activities	1,000
MEDC Region 9	MAEDC Competitive Conference and Site Selector Event in Chicago, 12/2/17	1,500
Defense Logistics Agency	2016-2017 Procurement Technical Assistance Center Award	90,800
MEDC	2016-2017 Procurement Technical Assistance Center Award	60,000
Defense Logistics Agency	PTAC DLA grant for 2018	90,800
MEDC	PTAC State grant for 2018	81,000
Michigan Works! Southeast (Jackson)	To support economic development and workforce through Michigan Works Southeast to meet talent needs as follows: <ol style="list-style-type: none">1. Engage with Michigan Works! staff to attract Talent2. Co-branding with Michigan Works! on all efforts funded in part with this contract3. Arrange joint visits to employers whenever possible4. Share relevant data with the Michigan Works! Business Services team to assist with meeting talent needs of employers.5. Set up consistent meetings with Michigan Works! Business Services team to share information and explore training and talent attraction projects that need implementation6. Track all outcomes for projects funded by this contract	46,077
MEDC Region 9	To support MFG Day in Jackson County	8,000
		\$385,510

“Manufacturing Day provided a quality opportunity experience for our students. They were exposed to manufacturing sites posing relevance, interest and curiosity for our students. The day further provided for our students a snapshot of what they might embrace as they continue through high school and plan for post-secondary pursuits. It was a powerful and defining experience for all of our students.”

Barbara Baird-Pauli, Principal for Instruction, Jackson High School

Media Activity

Date	Media Outlet	Name of Article	URL	Reporter
4/19/16	The Exponent	Enterprising in Napoleon	http://bit.ly/2AINth4	John Hummer
5/4/16	MLive Media Group & the Jackson Citizen Patriot	Auto supplier to reportedly bring 80 jobs, production facility to Jackson	http://bit.ly/2j9PIRf	Benjamin Raven
6/15/16	Michigan Department of Transportation (MDOT)	Jackson County receives state economic development grant		
7/18/16	Brownfield Redevelopment Authority (Jackson County BRA)	Brownfield 101 Training with MDEQ, and MEDC.		
8/12/16	MLive Media Group & the Jackson Citizen Patriot	JAC3 - first graduates celebration	http://bit.ly/2yj2yPW	
9/29/16	WILX-TV News 10	Report debunks Trumps claims about Michigan	http://bit.ly/2iGZQNI	
11/4/16	Brownfield Redevelopment Authority (Jackson County BRA)	Brownfield 101 Training with MDEQ, and MEDC.		
11/9/16	MLive Media Group & the Jackson Citizen Patriot	Old Irish Mill Project	http://bit.ly/2Arvtm6	
3/20/17	MLive Media Group & the Jackson Citizen Patriot	More than \$105 M and 650 jobs...	http://bit.ly/2hIMoSj	Taylor DesOmeau
7/31/17	Brooklyn Exponent	Jackson Countys Healthy Job Market	http://bit.ly/2hIRga2	Brad Flory
10/1/17	WILX-TV News 10	MFG Day Title Sponsor for Jackson County MFG Day	www.enterprisegroup.org	
10/6/17	JTV, Inc.	Manufacturing Day photos and interviews.	www.jtv.tv	Bart Hawley
10/9/17	WILX-TV News 10	Manufacturing Company adding 100 jobs in Jackson County	http://bit.ly/2g6mLnV	Aaron Dimick
10/10/17	MLive Media Group & the Jackson Citizen Patriot	Manufacturing Day Gives 500 Jackson Students a Taste of the Industry	http://bit.ly/2ztc1ri	Andrew Surma
10/13/17	Jackson County Chamber of Commerce	Manufacturing Week Story in the Chamber Newsletter		
10/20/17	JTV, Inc.	New Fast Forward Series - Sponsor	http://bit.ly/2zsp7mk	Bart Hawley
11/3/17	Jackson Magazine	Full Circle - Engineering firm Commonwealth Associates shares plans to return to downtown Jackson.		Nancy Miller
11/14/17	PTAC	email outreach for training		
12/19/17	EG Board	email outreach for holiday hours, etc.		
12/20/17	Hurst Foundation	EG Did You Know		
12/20/17	Junior Achievement of the MI Edge, Inc.	EG Did You Know		

EG and Community Accomplishments

Imagine Jackson 2020

2016 - 2017

<u>Project</u>	<u>Account Name</u>	<u>Jobs Created</u>	<u>Jobs Retained</u>	<u>Investment</u>
EG Attraction/Retention/Expansion Projects				
2016-02	Airmaster Fan	N/A	21	\$4,500,000
2016-07	Vista Grande Villa	0	0	\$1,400,000
2016-09	Home 2 Suites	20	0	\$4,000,000
2016-11	Inosencio & Fisk	12	0	\$2,058,974
2016-14	Gilbert Chocolates	N/A	N/A	\$1,000,000
2016-17	CMC Camshaft Machine Co.	0	45	\$2,000,000
2016-18 (A)	Multimatic Inmet	80	0	N/A
2016-19	Lomar Machine & Tool Company	18	24	\$2,500,000
2016-20	Crankshaft Machine Group	7	0	\$1,500,000
2016-21	Petty Machine & Tool Inc.	5	46	\$190,000
2016-36	Commonwealth Associates, Inc.	150	150	\$24,000,000
2017-01	CMF (Classic Metal Finishing)	15	90	\$4,300,000
2017-02	Americas Preferred Home Warranty	105	45	\$4,000,000
2017-04 (A)	Courtyard by Marriott Hotel	N/A	N/A	\$4,400,000
2017-05 (A)	Townplace Suites Hotel	N/A	N/A	\$3,500,000
2017-06 (A)	1 North	N/A	N/A	\$250,000
2017-07	Main & Company	4	20	\$625,000
2017-08	Michigan Automotive Compressor, Inc.	N/A	N/A	\$25,000,000
2017-09	Elm Plating	4	31	\$5,400,000
Totals:		420	472	\$90,623,974
JCBRA Projects				
2016-01	Crown Industrial Services Inc.	85	0	\$2,799,000
2016-03 (A)	Old Irish Mill	88	0	\$10,500,000
2016-04	Apollo Express	0	89	\$200,000
2016-05	The Book Exchange	5	5	\$0
2016-24	Jackson County	1	1	\$28,000,000
2016-25	American Tooling Center, Inc. (ATC)	20	24	\$800,000
2016-26	Ultimate Auto Repair	3	3	\$200,000
2016-27	KDs Tire and Auto - 504 S. West Ave.	3	0	\$70,000
2016-28	Smalley Construction Inc.	4	5	\$786,240
2016-35	Jackson Gospel Hall Church	0	0	\$750,000
2016-38	Grand River Brewery	N/A	N/A	\$5,000,000
2017-11	Industrial Concepts, LLC	1	0	\$100,000
2017-12	Jackson Automatic Sprinkler Ltd.	3	15	\$310,000
Totals:		213	142	\$49,515,240
PTAC Projects				
2016-06	PTAC	14	0	\$694,785
2016-22	PTAC	10	0	\$495,019
2016-23	PTAC	89	0	\$4,443,531
2016-39	PTAC	51	0	\$2,549,044
2017-13	PTAC	82	0	\$4,091,097
2017-14	PTAC	77	0	\$3,860,102
2017-42	PTAC	52	N/A	\$2,576,101
2017-44	PTAC	10	N/A	\$496,667
Totals:		385	0	\$19,206,346
EG Totals for Reporting:		1,018	614	\$159,345,560

(A) = Attraction



Community Development

Imagine Jackson 2020

2016 - 2017

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Project	Account Name	Investment
2016-08	Baker College of Jackson	\$4,100,000
2016-10	Dollar General	\$1,000,000
2016-29	East Jackson School District	\$750,000
2016-30	Center for Family Health	\$450,000
2016-31	Elm Plating	\$298,890
2016-32	Mag-tec Casting Corporation	\$225,000
2016-33	Consumers Energy Headquarters	\$123,541
2016-34	Kinder Morgan	\$1,150,000
2016-37	Grand River Brewery	\$5,000,000
2017-03	Henry Ford Allegiance Health	\$45,000,000
2017-15	Flagstar Bank FSB - Jackson	\$300,000
2017-16	Walmart Supercenter	\$152,182
2017-17	Potbelly Restaurant	\$400,000
2017-18	Arnold Elementary School	\$657,830
2017-19	Fresenius Medical Care Facility	\$325,000
2017-20	JCPenny/Sephora Cosmetics	\$300,000
2017-22	Northwest School District	\$1,000,000
2017-23	Outback Steakhouse	\$300,000
2017-24	Michigan Center School District	\$5,660,306
2017-25	JC Penney	\$100,000
2017-26	Peach Market Restaurant	\$50,000
2017-27	Burger King	\$300,000
2017-28	Dollar General	\$500,000
2017-29	Bostons Pizza and Sports Bar Restaurant	\$300,000
2017-30	Northwest School District	\$5,000,000
2017-31	East Jackson School District	\$5,000,000
Totals		\$78,442,749

2018 EG Executive Committee

Daniel Phelan, Chairman
Jackson College

Jason Sanders, Immediate Past Chairman
Arctaris Michigan Partners

Hendrik Schuur, Treasurer
Henry Ford Health Systems/Allegiance Health

Mark Alyea
Alro Steel

Tim Levy
Industrial Steel Treating

Mike Overton
Jackson County

Tim Sparks
Consumers Energy

Tim Rogers, President & CEO
The Enterprise Group of Jackson, Inc.

EG Staff

Amy L. Torres, Vice President of Economic Development

Debbie Kelly, Director of Marketing

Michelle Alexander, Office Manager/Executive Assistant

Kim Langenberg, PTAC Program Director

Lori Wood, Procurement Technician

Joan Stroede, EG Accountant

**100 E. Michigan Avenue
Suite 1100**

**www.enterprisegroup.org
517-788-4455**

Letter from The EG Chairman

For the third year in a row, a national business survey has pointed to the workforce shortage as the most critical issue facing growing businesses. With unemployment consistently running near 4% in Jackson County, regional employers are facing the same critical shortages being experienced across the nation. Over the past year, The EG has made it a priority to work with local partners, educators, non-profits, and businesses to develop initiatives that can address the pipeline of talent that businesses will need in the years ahead.



The enclosed scorecard details the efforts your Enterprise Group team made along with our various partners.

In addition to a qualified labor pool, our businesses also need quality sites to expand and grow. The Enterprise Group has worked diligently over the past year to identify sites and detail infrastructure needs in an effort to have location ready sites. We anticipate these efforts will result in new shovel-ready sites for business in the year ahead.

On behalf of the EG staff and leadership, I want to thank all of you, our investors, for your support. Your support has enabled us to assist businesses in the creation of over 1,000 new jobs since the inception of our five-year plan in 2016.

We always welcome input and comments from our investors about the 2017 accomplishments and The EG scorecard.

Sincerely,

Dan Phelan, EG Chairman
President, Jackson College

"Diversified Precision Products had a great time opening our facility to the wonderful freshman and staff of Jackson High School. We hope that educating the next generation to the modernized world of manufacturing will inspire this future workforce to strive toward these high-wage, high-skill jobs in Jackson County."

Steve Lazaroff, President of Diversified Precision Products

THANK YOU EG IMAGINE JACKSON 2020 INVESTORS

Airmaster Fan/Alro Steel Corporation/Ann Arbor State Bank/Arctaris Michigan Partners, LLC/Art Moehn Auto Group/Automated Logistics Systems/Baker College/Blackman Charter Township/Blackman Charter Township BDDA/Blackman Charter Township BLDFA/Caster Concepts/Columbia Township/Comerica Bank/Commonwealth Associates/Commonwealth Commerce Center/Consumers Energy/County National Bank/CP Federal Credit Union/Daniel L. Jacob & Co./Dawn Food Products/Diversified Precision Products/Economic Development Corp. of Jackson County/ELCo Enterprises, Inc./Elm Plating Company/Emmons Service, Inc./Englewood Electric/Envirologic/Experience Jackson/Fifth Third Bank/Flagstar Bank/Gerdau Special Steel N.A. /Grass Lake Charter Township/Great Lakes Industry/Hanover Township/Henrietta Township/Henry Ford Allegiance Health/Henry Ford Health System/Holiday Inn/Huntington National Bank/Hurst Foundation/Industrial Steel Treating/I.T.C. Holdings Corporation/Jackson Area Association of Realtors/Jackson College/Jackson Community Ambulance/Emergent Health Partners/Jackson County/Jackson County BRA/Jackson County Chamber of Commerce/Jackson County Intermediate School District/JTV, Inc./Junior Achievement/J.V. Butterfield Investments/Klavon's Pizzeria & Pub/Lally Group/Leoni Township/Liberty Township/Local Logic Media/Lomar Machine/Marcoux, Allen, Schomer, Bower, Nichols, Kendall & Lindsey, P.C./Markowski & Co./Michigan Automotive Compressor, Inc.(MACI)/Michigan International Speedway (MIS)/Michigan Works! Southeast/Napoleon Township/O'Harrow Construction/Orbitform/Parma LDFA/Parma Township/Peak Manufacturing/Petty Machine & Tool/Phil & Pat Willis/Pioneer Foundry/PNC Bank/R. W. Mercer Company Inc./Rehmann/Richmond Brothers/Salco Engineering & Mfg./Smith Group JJR/Spring Arbor Township/Spring Arbor University/Summit Township/Technique, Inc./TransPharm Preclinical Solutions/U.S. Staffing/Walton Insurance Group/William Abbott, Attorney

THE EG

100 E. Michigan Avenue, Suite 1100

Jackson, Michigan 49201 www.enterprisegroup.org 517-788-4455