



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

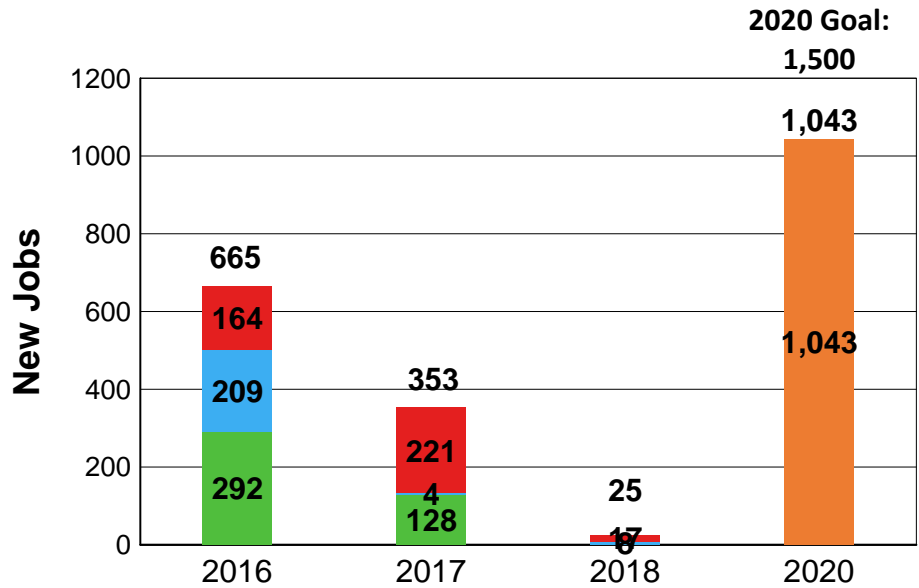


We work hard to find Jackson residents work

Jobs and Investment 2016 - 2018 YTD

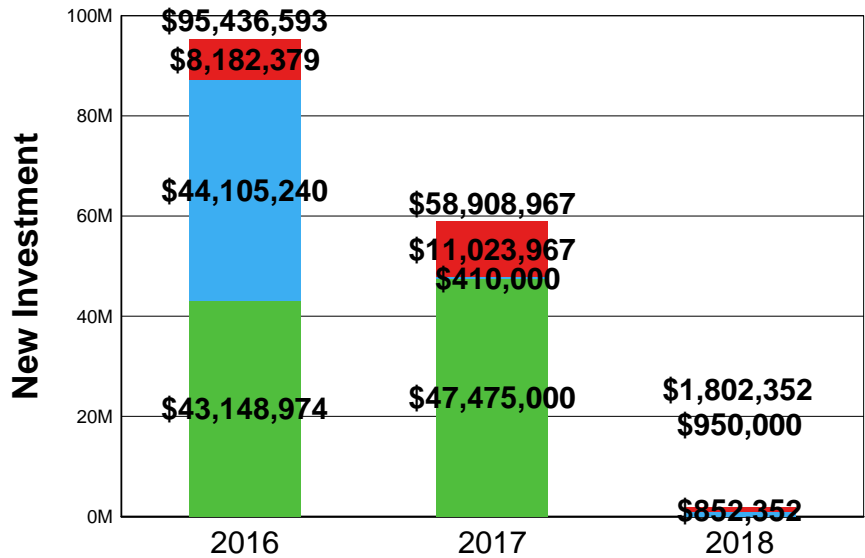
Imagine Jackson 2020
2016 - 2018 (70% of Goal)
1,043 New Jobs

Business Retention, Expansion, and Attraction: 420
Brownfield: 221
PTAC Awards: 402



Imagine Jackson 2020
2016 - 2018
\$156,147,912 Investment

Business Retention, Expansion, and Attraction: \$90,623,974
Brownfield: \$45,465,240
PTAC Awards: \$20,058,698



Labor Force

Source: MI DTMB LMISI Local Area Unemployment Statistics
 Period: February, 2018
 Not seasonally adjusted

Unemployed
4,000

Labor Force
75,000

Employed
71,000

Labor Force Participation Rate
56.3%

Unemployment Rate

Jackson	Michigan	U.S.
5.3%	5.0%	4.1%

Number of Job Postings for March 2018
4,180

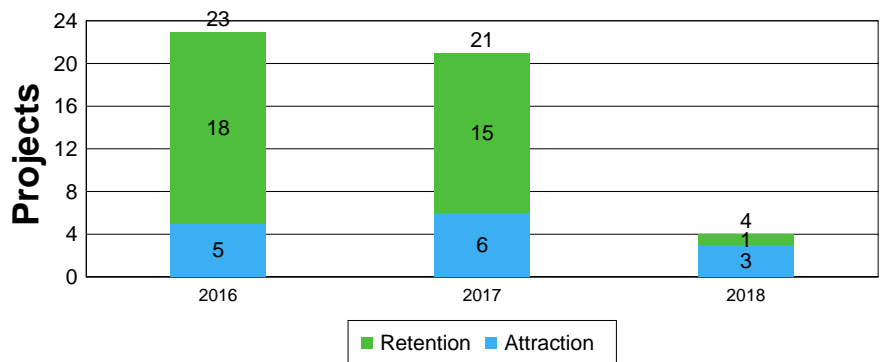
Top 5 Job Postings (March, 2018)
 Heavy Tractor Trailer Truck Drivers, Taxi Drivers and Chauffeurs, Registered Nurses, Retail Sales, Food Prep Supervisors

Source: Emsi Q1 2018 Data Set

Business Projects Assisted by EG

2016 - 2018 YTD

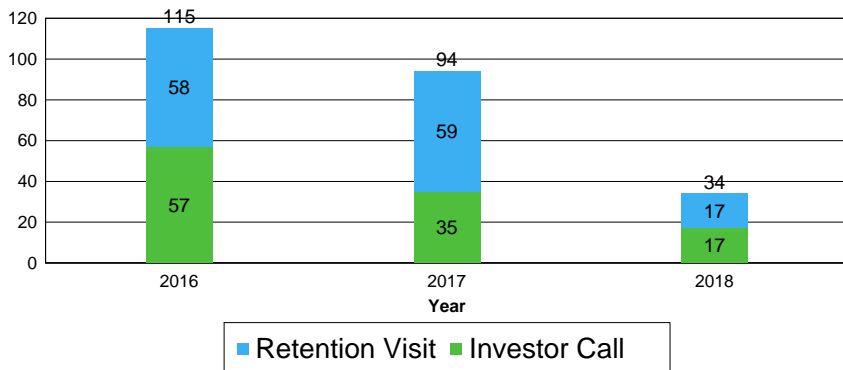
Total Retention Projects: 34
 Total Attraction Projects: 14
 Total EG Assisted Projects 2016 - 2018 YTD: 48



Retention Visits Yearly

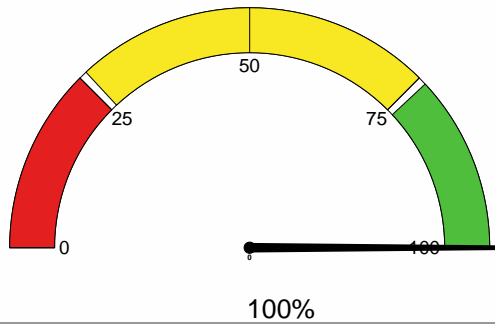
2016 - 2018 YTD

Retention Visits: 134
 Investor Calls: 109
 Total Activity: 243



Industrial Park Development 2016 - 2018 YTD

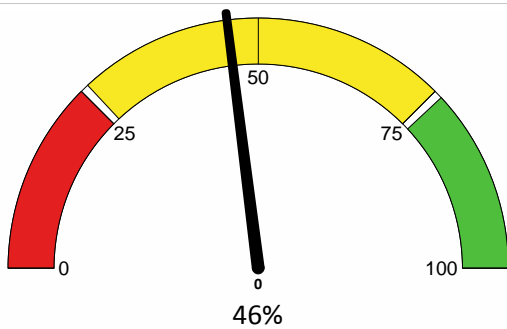
Project Financing and Acquisition Progress



Key Milestones

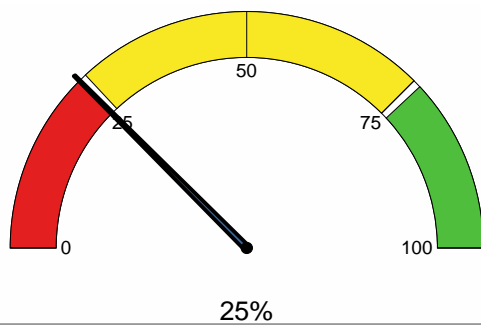
- Formal Offer
- Approved Financing
- Land Sale Matrix
- Close/Acquisition Scheduled for April
- Tax Increment Finance (TIF) & Development Plan Approved

Shovel Ready Milestone Progress



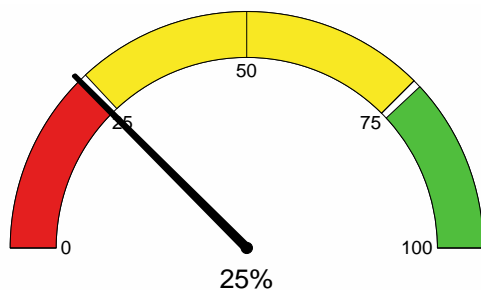
- Wetlands, Surveys, Environmentals
- Zoning Reviewed and Amended
- Covenants Approved

Infrastructure Progress



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

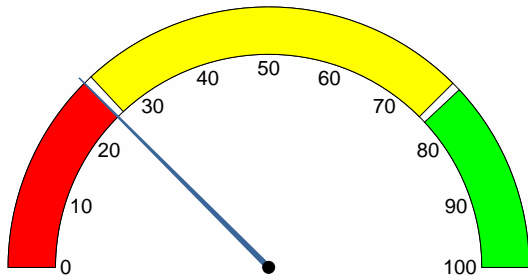
Marketing Progress



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

Talent and Workforce 2016 - 2018 YTD

2018 MFG Week Career Awareness



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

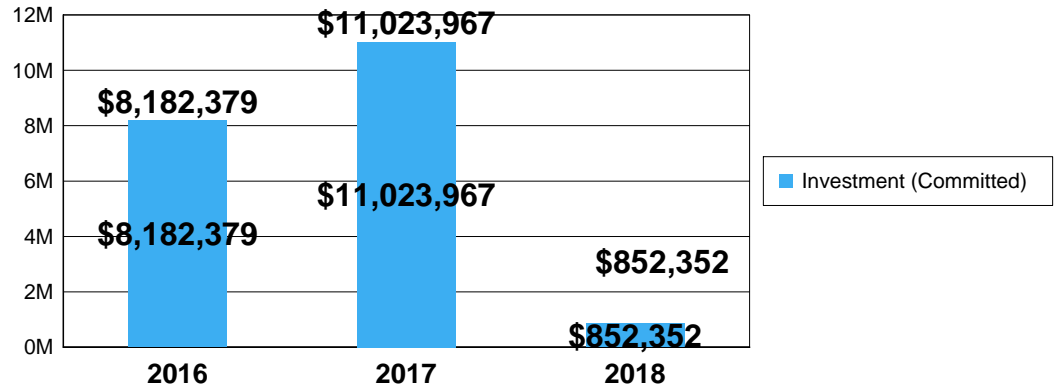
	Number of Partner Organizations	Number of Businesses Participating	Number of Students Served	Number of Schools Served
EG Leadership Role				
JAC3=E/MC	5	25	56	13
FIRST World Robotics *Detroit World Championship 2018-2020 Steering Committee *Michigan International Speedway, 2018 FIRST Demonstration Project				
2017 MFG Week	15	12	500	5
2018 MFG Week				
MIWorks Region 9 Career/Education Advisory Council				

EG Partner Supporting Role

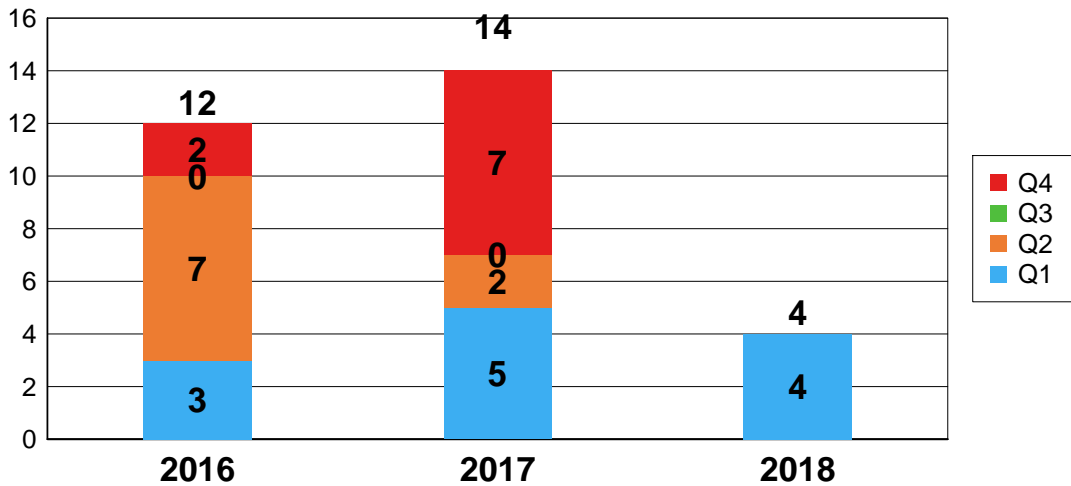
- MSU Engineering Talent Export Recruiting Booth
- Kid2College/Pathways to Professional Skilled Trades Business Tours
- Jackson Magazine Teacher of the Year Selection Committee
- EG Leadership Forum/2018 JPS Millage Bond Proposal Presentation
- MI Bright Future Marketing Partner
- Junior Achievement CEO Challenge Volunteer

Procurement Technical Assistance Center Year to Date Investment 2016-2018 YTD

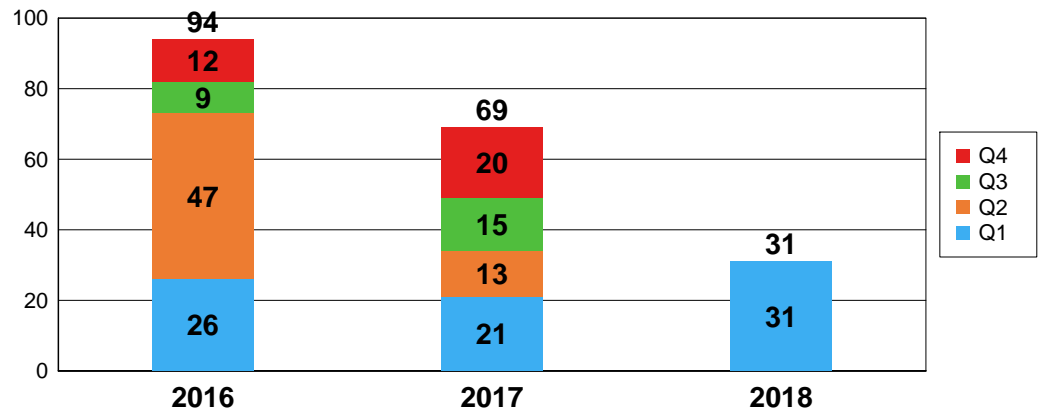
Jackson County Contract Awards



Jackson County New Clients



Jackson County Client Assistance



Community Engagement/Outreach

Governor's Summit on Talent and Workforce:

As you know Jackson County faces many of the same challenges as other communities in filling open positions. We are however being recognized for our innovative approaches to building career paths for young people in our community. Jackson County was highlighted for its approach and focus on K- college students career pathways at the Governor's Summit on Talent and Workforce. Among the programs mentioned were the Early Middle College program, Academy for MFG Careers, Shop Rats, our College and Career Access Center, and the community C2C Initiative.

EG Leadership Forum:

The JPS Bond presentation was presented by Superintendent Beal for the Jackson Public Schools Bond Proposal in May. These meetings provide a forum to hear about issues important to the Jackson area from leaders in business, government and education. Educating our future workforce is at the top of those issues essential to a thriving business community. A special thanks to the team at the Commonwealth Commerce Center for hosting our meeting - City View 520 is a beautiful venue to showcase our community, especially the downtown. Looking out the windows provides a great representation of our core - healthcare, utilities, government, retail, and a variety of other businesses.

Jenkins Farm:

The Blackman Charter Township Local Development Finance Authority (BLDFA), which is staffed by the EG, is scheduled to close in April, 2018. The BLDFA is investing nearly \$1 million in the purchase of this property. The Jenkins property is 181 acres, North of County Farm Road just west of Airport Road. This will be the first new industrial park development in Jackson County in almost 10 years. Work is already being done to plan for environmental reviews, water and sewer construction and road construction. The new park will be intended for light industrial investment. This has been a two year process led by The EG and many local government leaders.

Kid2College/Pathways to Professional Skilled Trades 8th Grade Tours:

The EG partnered with the College and Career Access Center (CCAC) to chaperone one of several groups of eighth grade students from the Middle School at Parkside for a tour of local manufacturing companies and colleges.



EG Leadership Photos Courtesy of Epic Blue Media

Grants and Awards

Imagine Jackson 2020

2016 - 2018 YTD

<u>Awarding Agency</u>	<u>Description</u>	<u>Total Award</u>
MEDC Region 9	Grant from GAAR for retention visits attended in 2017	\$3,333
Defense Logistics Agency	2016-2017 Procurement Technical Assistance Center Award	\$90,800
MEDC	2016-2017 Procurement Technical Assistance Center Award	\$60,000
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 Talent 2. Co-branding with Michigan Works! on all efforts funded in part with this contract 3. Arrange joint visits to employers whenever possible 4. 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 implementation 6. Track all outcomes for projects funded by this contract 	\$46,077
MEDC Region 9	To support MFG Day in Jackson County	\$8,000
MEDC Region 9	Grant Share from GAAR for GIS Planning	\$2,116
MEDC Region 9	Grant from GAAR for retention visits attended in 2016	\$884
MEDC Region 9	MAEDC Competitive Conference and Site Selector Event in Chicago, 12/2/17	\$1,500
MMTC	Sponsorship for MFG Day activities	\$1,000
Defense Logistics Agency	PTAC DLA grant for 2018	\$90,800
MEDC	PTAC State grant for 2018	\$81,000
MEDC Region 9	To support MFG Day in Jackson County 2018	\$10,000
MEDC Region 9	Grant support for Site Selectors Conference in Nashville	\$5,000
		\$400,510



“We could not have been more pleased with the Jackson County Brownfield Redevelopment Authority (JCBRA). We are excited about an opportunity in Brooklyn yet facing some challenges with the property. We were at a critical decision point as to whether or not to move forward with the project when the JCBRA was recommended to us. We contacted the JCBRA on a Tuesday and had a conference call the next day. Everyone we spoke with was extremely knowledgeable and professional. We completed the application by the end of the week and received confirmation the following week that it was approved. The expeditious handling of this was more than impressive! The JCBRA revived our excitement for this growth opportunity!”

Chrissy Siders, CUCE, BSACS, CFE, CUERME
 President/CEO
 CP Federal Credit Union

Events and Media Activity

Imagine Jackson 2020

2016 - 2018 YTD

Date	Media Outlet	Name of Article	URL	Reporter
Total Activities for 2016: 8				
Total Activities for 2017: 13				
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		
12/20/17	Hurst Foundation	EG Did You Know		
12/20/17	Crain's Detroit Business	Special Focus on Jackson	https://bit.ly/2HyEzKS	Tom Henderson
12/20/17	Junior Achievement of the MI Edge, Inc.	EG Did You Know		
Total Activities for 2018: 9				
1/4/18		Comerica EG Did You Know		
1/15/18		Walton Insurance Group EG Did You Know		
1/16/18	The Exponent	Planning for Industry: Industrial site expansion planned on PAGE 5.	https://bit.ly/2HiirgZ	Brad Flory
1/29/18		EG Did You Know JTV is celebrating their 17th Anniversary today		
1/29/18		EG Did You Know that US Staffing Agency is a new EG Investor?		
2/7/18		DYK Emmons is celebrating their 100th Anniversary this year?		
2/22/18		EG Did You Know		
2/27/18		EG is partner with Consumers Energy and MACI to reach out to businesses and key leaders for Jackson County participation of FIRST Robotics Championship. Emails were sent to 225 folks.		
3/1/18		MFG Day Committee email for Exit Survey to JHS Freshman.		

EG and Community Accomplishments

Imagine Jackson 2020

2016 - 2018 YTD

<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
2017-11	Industrial Concepts, LLC	1	0	\$100,000
2017-12	Jackson Automatic Sprinkler Ltd.	3	15	\$310,000
2018-03	ATA Car & Truck Assessories	2	4	\$300,000
2018-07	Recycled Pallet	5	3	\$300,000
2018-08	CP Federal Credit Union	1	3	\$350,000
Totals:		221	152	\$45,465,240

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

2018-09	PTAC	17	N/A	\$852,352
Totals:		402	0	\$20,058,698
EG Totals for Reporting:		1,043	624	\$156,147,912

(A) = Attraction

Community Development

Imagine Jackson 2020 2016 - 2018 YTD

Copyright © 2017 by Dodge Data & Analytics. All Rights Reserved

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
2016-38	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
2017-45	IHOP Restaurant	\$225,000
2017-46	Phelps Towing	\$500,000
2017-47	TAC Manufacturing, Inc.	\$1,000,000
2018-04	Aeroquip Credit Union Banks	\$475,000
Totals		\$85,642,749

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 President and CEO



We are entering the third year of our Imagine Jackson 2020 campaign and The EG has made significant progress toward our five year goals. As of March the clients we assisted have committed to 1,043 new jobs. That is 70% of our 2020 goal of 1,500 new jobs in Jackson County.

This Scorecard for the 1st Quarter of 2018 provides a detailed summary of the work your EG staff have been focused on in the areas of Talent and Workforce, Brownfield Redevelopment, Industrial Park Development, Government Procurement and Marketing.

Significant progress has been made toward the purchase of the Jenkins Farm property by the Blackman Charter Township Local Development Finance Authority (BLDFA) with a closing date scheduled for the end of April. This 181 acre Industrial park development will ensure Jackson County has available land to meet the needs of new and expanding businesses for several years into the future. The EG staff is already working with the BLDFA to take steps to make the parcel “shovel ready” for prospects. Thanks to the many partners in the community, and particularly Blackman Township and Jackson County, who worked over the past two years to move this project forward.

Your continued support enables the EG staff and volunteers to work with our partners to grow the Jackson area economy.

Sincerely,

Tim Rogers



Jackson Public Schools is proud to continue developing our relationships with local businesses, manufacturers and secondary partners to provide the workforce that will build a strong Jackson for the future. The possibilities are endless when we develop relationships with children early, provide real world experiences, and inspire our future to pursue skills that will allow them to stay and work and contribute to our city and county. Our early college programming allows for students to pursue their dreams down any career pathway earning up to 60 post secondary credits while in school and avoiding the insurmountable loan debt that all too often accompanies pursuit of post secondary goals. Whether students are pursuing a skilled trades certification, a high tech manufacturing career, or a full four year degree Jackson Public Schools will work with parents and students to break down the barriers and make the future a reality.

Jeff Beal, Superintendent
Jackson Public Schools

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