



THE EG



Campaign Development Council

The Enterprise Group Executive Committee

The Jackson Challenge 2025



Mark Alyea
Alro Steel



Tim Levy
Industrial Steel Treating



Mike Overton
Jackson County



Dan Phelan
Jackson College



Tim Rogers
The Enterprise Group of Jackson



Jason Sanders
Arctaris Michigan Partners, LLC



Hendrik Schuur
Henry Ford Health Systems



Tim Sparks
Consumers Energy

EG Mission Statement

The Enterprise Group of Jackson, Inc. and our partner organization, the Procurement Technical Assistance Center of South Central Michigan, collaborate to provide a one-stop resource to achieve solutions and coordinate business and manufacturing capabilities to promote prosperity, strengthen the economy, stimulate job creation and support business retention and growth.



Message from the Chairman

Over the past four years, The Enterprise Group has played an important role in addressing issues impacting the Jackson County economy. Thanks to investor support we have been able to take the lead in both developing workforce and talent initiatives and in the development of shovel ready industrial property.

We have surpassed our five year goal of assisting in the creation and retention of 1,500 jobs in just four years. Those jobs have a significant impact on the health of our local economy as illustrated in the graphic on page three.

While the Imagine Jackson 2020 plan has made great progress with our community partners in addressing near term talent and development concerns, it is imperative that we look to the challenges for the next five years and beyond. The Jackson Challenge 2025 provides a comprehensive framework for our community to approach the challenges that are on the horizon.

This document provides an overview of what has been accomplished since 2016, presents data on the challenges we face, and a plan of action for The EG for the next five years. Your investment is the key to continuing The EG efforts to work with our partners to grow our economy and provide quality employment opportunities for our community.

I look forward to working with you to ensure a bright future for Jackson County.

Sincerely,



Tim Levy



Tim Levy—Chairman, The Enterprise Group of Jackson, Inc.
Industrial Steel Treating



Imagine Jackson 2020 Highlights

1/1/2016-9/30/2019

Business Development Projects

Total Jobs New and Retained:	1707
Total Investment:	\$152,203,104
Total Retention Calls:	199

Jackson Technology Park North – Blackman LDFA Purchases 181 Acres in 2017

The EG, working with Blackman Charter Township, has implemented a plan to make the site shovel ready by addressing zoning, infrastructure and transportation issues.

Talent

JAC 3 Early Middle College 2014-2019:	101 participating students and 26 graduates
Manufacturing Day Career Awareness 2017-2019:	Approximately 1,500 students and 18 participating companies

Marshall Plan Award 2018

Jackson County received \$500,000 from the State of Michigan to develop and implement the Soft Skills PACT Program in all Jackson County school districts.

Michigan Works! Southeast

Referrals 2017-2019:	45 companies
----------------------	--------------

Lean Rocket Lab - MEDC Figures for 2019

Number of Companies Created:	6
Number of Total Companies Served:	19
Number of Jobs Created:	6
Total of Follow-On Funding/New Capital:	\$4,800,595

Jackson County Brownfield Redevelopment Authority (JCBRA)

Total Jobs New and Retained:	472
Total Investment:	\$50,805,240

Procurement Technical Assistance Center (PTAC)

Total Contract Awards:	\$37,730,148
Clients Served:	695

Armory Arts Village (AAV) Land Sale

The EG successfully divested itself from the AAV property resulting in a reduction in the liabilities and operating expenses associated with the site.

5-Year Strategies

- JACKSON COUNTY BUSINESS & INDUSTRIAL SITE SYSTEM
- RETAINING, EXPANDING & RECRUITING BUSINESSES
- WORKFORCE DEVELOPMENT & SKILLED TRAINING
- JACKSON COUNTY BROWNFIELD REDEVELOPMENT
- MARKETING & COMMUNICATIONS

Outcomes of EG Projects

1,707 Jobs Created and Retained

14% over Imagine Jackson
2020 Goal

New Capital Investment **\$152,203,104**

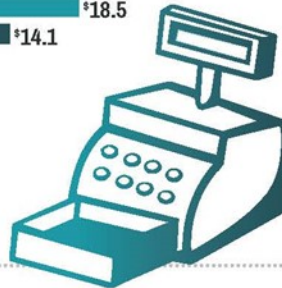
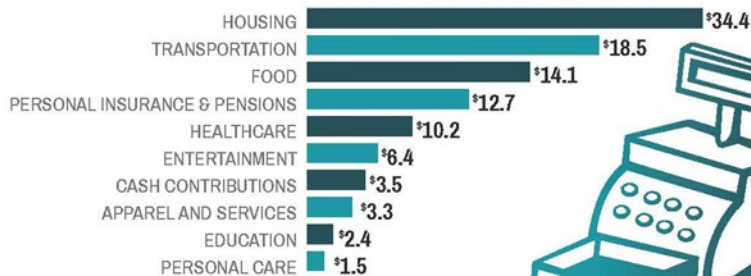
NEW PERSONAL
INCOME
\$139,625,098

TOTAL NEW JOBS
2,668
DIRECT: 1,707
INDIRECT: 499
INDUCED: 461

NEW BUSINESS
OUTPUT
\$416,726,760

NEW ANNUAL
SAVINGS DEPOSITS **\$8,236,038**

ANNUAL CONSUMER SPENDING IN MILLIONS



ANNUAL TAX REVENUE INCREASES

\$795,000
Jackson County

\$959,498
Jackson County
Municipalities

\$2,963,598
Jackson County
Special Tax Districts

RETURN ON INVESTMENT

PRIVATE SECTOR
\$1 → \$27.27*
EVERY \$1 INVESTED IN IMAGINE
JACKSON 2020 CAN YIELD UP TO \$27.27
IN ROI

PUBLIC SECTOR
\$1 → \$10.50**
EVERY \$1 INVESTED IN IMAGINE
JACKSON 2020 CAN YIELD UP TO \$10.50
IN ROI

*Based on \$1,354,847
43-month investment
from private
sector and 8.9%
average profit on
\$416,726,760 in new
annual output
**Based on \$448,276
43-month investment
from public sector
and new annual
tax revenues of
\$4,718,481

Analysis Source: Economic Strategy Center IMPLAN Input / Output model for Jackson County

The Jackson Challenge 2025

Research has shown that the two prime ingredients for economic growth in a community or region are a concentration of highly skilled and educated workers and a sense of place that offers amenities to attract and retain talent. These amenities include quality education, infrastructure, housing and transportation.

Jackson County lies at the center of an eight county region with a population of over 1.4 million people. Region wide 93% of adults over 25 have a high school diploma and nearly 35% have a college degree. In Jackson County only 21% have a college degree. Because of our central location in the region, Jackson employers are faced with stiff competition for skilled manufacturing talent as well as highly educated employees. Participants in our regional workforce have diverse choices where to live and work. The seven adjoining counties are all within a thirty minute drive time of Jackson County. The EG and our partners must strive to make Jackson County an attractive location not only for business but for the talent needed to grow our economy and encourage the formation of new business ventures.

Jackson County is a logical place for new capital investment due to its strategic location along the I-94 corridor. The challenge has been providing shovel ready opportunities for that investment. With the groundwork for infrastructure underway for the new 181 acre industrial park, Jackson County must look to the future to identify the next area to target for future growth.

The EG recognizes that local partnerships between business, government and education are imperative to making a positive impact on these critical community issues. The EG is committed to being an active partner in working towards outcomes that will grow the area's economy.



The Jackson Challenge 2025 Strategic Initiatives

The following strategies have been developed to recognize the importance of a highly skilled and educated workforce to growing our economy; to prepare for growth by investing the time and resources necessary to identify future development sites and the required infrastructure necessary for shovel ready projects; and to continue the business development initiatives that The EG provides Jackson County businesses and community partners. The goal of these strategies is to positively impact the retention and creation of 1,500 new jobs over five years. The Jackson Challenge 2025 five year fundraising goal is \$3 Million from existing and new investor support.

Strategic Initiative 1 – TALENT

Enhancing and Attracting Talent and Human Capital

- Convene partners and business leaders to develop a clear, concise case that details the community strategy for attracting and retaining educated talent, enhancing workforce skills and increasing educational attainment.
- Continue to work in a leadership role on behalf of business in the delivery and evaluation of local talent initiatives; and seek out best practices for new programs. This effort includes The EG's leadership in JAC3 Early College, Marshall Plan PACT credentials, MFG Week and job shadowing, Michigan Works! Southeast business outreach, and FIRST Robotics.
- Work as a partner with the Lean Rocket Lab to identify and grow entrepreneurial companies that complement our existing business base.
- Identify, develop and disseminate information and data that can be used to benchmark education, wages, and employment in Jackson County.



Strategic Initiative 2 – SHOVEL READY SITES

Site Readiness

- The development of Jackson Technology Park North (JTPN) illustrated the complexity of the process necessary to identify, acquire and prepare a parcel in order to make it shovel ready for new development. In this case, the process has taken over two years and required coordinated efforts by the Township, County and the State to identify the resources necessary to address the development process.
 - While The EG prepares to market the new Park to new and expanding manufacturing businesses, we must also initiate the planning process to identify development parcels for 2025 and beyond.
 - The EG will convene County and Township officials to begin the identification and preliminary evaluation of potential development sites, and identify possible financial mechanisms for the priority sites identified.
-

Strategic Initiative 3 – BUSINESS GROWTH

Retaining, Expanding and Recruiting Business

- Continue The EG's priority focus on contact with existing Jackson County business entities to address opportunities and threats to business growth, including providing technical assistance and access to state and local resources pertaining to training, tax abatements, financing, site and building data, and census and employment data.
- Develop a program to proactively market JTPN to local and regional business prospects, as well as Midwest economic development and site consultants to promote the park as a premier shovel ready location for new and expanding manufacturing investments.
- Participate in prospecting events with regional MEDC partners and serve as the lead organization for responses to MEDC and site consultant location RFI requests.
- Provide professional staff assistance to The EG's contract partners to ensure their organizational goals are met and strategies implemented, including Jackson County BRA and EDC, Blackman DDA and LDFA, and Parma LDFA.
- Increase opportunities for area businesses to contract with state and federal agencies through enhanced marketing and outreach by The EG Procurement Technical Assistance Center (PTAC).

THE JACKSON CHALLENGE 2025

Projected Return on Investment

2021 through
2025

5-Year Strategies

- JACKSON COUNTY BUSINESS & INDUSTRIAL SITE SYSTEM
- RETAINING, EXPANDING & RECRUITING BUSINESSES
- WORKFORCE DEVELOPMENT & SKILLED TRAINING

Five-Year Goals

1,500 Jobs
Created and Retained

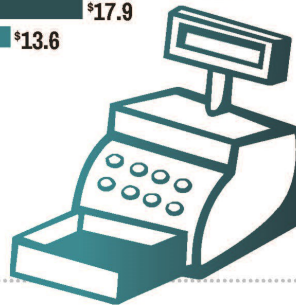
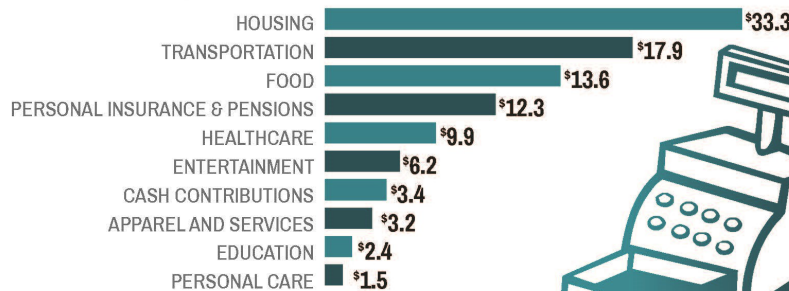
TARGETED SECTORS:

- INFORMATION TECHNOLOGY
- PROFESSIONAL SERVICES
- ADVANCED MANUFACTURING
- MANAGEMENT OF COMPANIES
- HEALTHCARE SUPPORT SERVICES
- WAREHOUSING & TRANSPORTATION SERVICES



NEW ANNUAL SAVINGS DEPOSITS **\$7,972,630**

ANNUAL CONSUMER SPENDING IN MILLIONS



ANNUAL TAX REVENUE INCREASES

\$672,024
Jackson County

\$827,768
Jackson County
Municipalities

\$2,503,975
Jackson County
Special Tax Districts

RETURN ON INVESTMENT

PRIVATE
SECTOR

\$1 → \$17.27*

EVERY \$1 INVESTED IN THE JACKSON
CHALLENGE 2025 CAN YIELD
UP TO \$17.27 IN ROI

PUBLIC
SECTOR

\$1 → \$5.52**

EVERY \$1 INVESTED IN THE JACKSON
CHALLENGE 2025 CAN YIELD
UP TO \$5.52 IN ROI

*Based on \$2,375,000
five-year investment
from private sector
and 8.9% average
profit on \$460,823,411
in new annual output

**Based on \$725,000
five-year investment
from public sector
and new annual tax
revenues of \$4,003,767

Analysis Source: Economic Strategy Center IMPLAN Input / Output model for Jackson County

Thank You EG Imagine Jackson 2020 Investors

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

EG Staff

Tim Rogers, President & CEO
trogers@enterprisegroup.org

Amy Guerriero, Vice President of Economic Development
aguerriero@enterprisegroup.org

Debbie Kelly, Vice President of Operations
dkelly@enterprisegroup.org

Emily Cones, Executive Assistant
econes@enterprisegroup.org

Mike Hindenach, PTAC Program Director
mhindenach@enterprisegroup.org

Shannon Barker, PTAC Counselor
sbarker@enterprisegroup.org



L to R: Emily Cones, Mike Hindenach, Shannon Barker, Tim Rogers, Debbie Kelly, Amy Guerriero

The Enterprise Group of Jackson, Inc.
100 E. Michigan Avenue, Suite 1100
Jackson, MI 49201
(517) 788-4455
www.enterprisegroup.org

