



The Enterprise Group of Jackson, Inc.

2021 Annual Report

EG Investors and Partners,

During the challenges of the past year, The EG has continued to maintain its focus on keeping the Jackson area economy strong. Our COVID-19 relief support has continued into 2021. The EG, through our Community Ventures Corp. foundation, partnered with Consumers Energy and the City of Jackson to distribute free meals to those in need through the Our Town Meal Distribution Program. The Our Town program began in the beginning of February and ended on April 9th, 2021. In total, the program distributed approximately 42,000 meals and paid vendors \$420,000. The EG served as the financial manager for the program. The meals were provided to the community from local restaurants and paid for through the generosity of businesses and personal donations. EG Staff continues to reach out to all of our business contact lists in an effort to assist them as we learn of new resources.

EG Staff continues to work on business expansion/attraction projects. Since January 1st, 2021, The EG has received 86 inquiries. From January 1st through November 2021, EG Staff has been on 46 retention calls.

The EG recently partnered with JTV to redevelop and modernize our website. The new website went live in June 2021, and can be viewed at www.enterprisegroup.org.

Despite the challenges we faced in 2021, The EG began the implementation of a new strategic plan, The Jackson Challenge 2025 Capital Campaign, to our investors and achieved 92% of our fundraising goal, which was the end result of Imagine Jackson 2020. These achievements, and the 2021 highlights summarized below are only possible because of the strong support of our investors and the community.

Thank you for your commitment to The EG!

*Tim Rogers
EG President & CEO*

The Jackson Challenge 2025 Highlights

(1/1/2021 – 10/31/2021)

Business Development Projects

Total Jobs New and Retained:	562
Total Investment:	\$19,268,980
Total Retention Calls:	46

Michigan Works! Southeast

Referrals 2021:	14
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Jackson County Brownfield Redevelopment Authority (JCBRA)

The EG, working as staff to the JCBRA, has been successful in bringing brownfield redevelopment projects to the JCBRA Board for approval, and to date, have expended approximately \$65,660 (through 11/4/21) of the \$300,000 since the grant started in October of 2020. The future Biggby Coffee Development project at Cooper & North is an example of a project the JCBRA has supported. We continue to work with developers and look at projects we know will make a positive impact on our community.

Procurement Technical Assistance Center (PTAC)

Total Contract Awards 1/1/2021-9/30/2021: \$20,720,545

Procurement Technical Assistance Centers (PTACs) help businesses pursue and perform under contracts with the Department of Defense, other federal agencies, state and local governments and with government prime contractors. Most of the assistance that PTAC provides is at no cost to our clients.

The Enterprise Group PTAC of South Central Michigan provides services to the counties of Clinton, Eaton, Hillsdale, Ingham, Jackson and Lenawee. We have regularly staffed offices in Jackson and Lansing with satellite offices located in Litchfield and Adrian.

New EG Assisted Projects



The Economic Development Corporation of Jackson (EDC), staffed by The Enterprise Group of Jackson, was excited to close on a Revolving Loan Fund (RLF) loan for \$41,250 in June 2021 in partnership with County National Bank. The loan was for Jackson Healing Clinic; a local, small business. The EDC was able to help this small business with gap financing needed for a down payment on their first physical location right here in Jackson. This business is a mental health clinic that offers many different types of therapy for both children and adults. Since June of 2021, the business has added 20 jobs to the community and has grown immensely!

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

JCDOT completed the 60% design plan review in mid-October, noting that 14 property easements were needed. Staff at JCDOT sent letters to those property owners, and businesses on record to acquire the necessary easements, and resolve any remaining issues such as the wetland permits and tree notifications. The EDA approved the BLDFAs Sales/Option Agreement, and we anticipate that potential tenants may start building in the summer/fall of 2022. The bid letting is anticipated for late 2021, along with a Ground Breaking event to be held in the spring of 2022.

Talent and Workforce

A top priority for The EG is to work with our partners to address workforce and talent issues on behalf of area businesses. This included compiling relevant workforce data and developing programming to address career path development.

Jackson County Talent Consortium:

The Jackson County Talent Consortium (made up of all Jackson County school districts, as well as some area businesses and organizations, including The EG) have been meeting to finalize plans to market the **Personal Management, Adaptability, Communication, and Teamwork and Collaboration (P.A.C.T.)** program to the community. As a reminder, the P.A.C.T. program was created based on feedback from a 2016 survey of area businesses, clearly pointing to the need for enhanced soft skills in talent. The community will start to see billboards around town, stating, “Our PACT, your FUTURE!”. Members of JCTC will be interviewed on JTV about the program throughout the year, as well as presenting to area businesses and organizations to gain knowledge and participation in the program. More information can be found here:

<https://jacksoncountytalenthub.net/employability-pact/>.



Jackson County Talent Profile:

The EG contracted with the Workforce Intelligence Network (WIN) to compile and overview of available talent in Jackson County and our adjacent labor market area. In addition to general labor market information, the report includes specific data on five targeted occupation groups. The report was completed in August 2019.

MFG Day:



Manufacturing Day was celebrated a little differently this year, again for the fifth annual Jackson County Manufacturing Day. Instead of opening doors to hundreds of students this year, The Enterprise Group of Jackson, Inc. (EG) was the leader in the production of a virtual event for MFG Day that included presentations, processes, and other great content from school representatives and our manufacturing partners.

As part of an effort to change perceptions about today's manufacturing environment and draw attention to the outstanding opportunities that a career in manufacturing can provide; Alro Steel, Lomar Machine & Tool, Michigan Automotive Compressor, Inc. (MACI), Technique, Inc., Jackson College, Northwest School District, along with JTV, partnered with **The Enterprise Group of Jackson, Inc.** to coordinate the video, which is available for viewing on our website at <http://enterprisegroup.org> on our home page, as well as on our Talent & Workforce page. County Schools were encouraged to share with their students during Manufacturing Week, with the official MFG Day being Friday, October 1st.

The Enterprise Group COVID-19 Relief Efforts 2020-2021

The EG staff has been very focused on COVID relief efforts and federal grant funding during 2020 and 2021. Those grant metrics are as follows:

- **Our Town Meal Program – February 2021:**
 - \$482,023 funds received
 - 97 Donors contributed
 - 21 Restaurants participated
 - 37,500 free meals delivered (1,250/day x 3 days/week x 10 weeks)
- **Michigan Small Business Survival Grant (MSBSG) – January 2021:**
 - \$704,363 total funded
 - 202 small businesses
 - Approximately 1,200 jobs impacted
- **Michigan Small Business Restart Grant (MSBR) – July 2020:**
 - \$1,278,660.32 total funded
 - 380 small businesses
 - Approximately 2,318 jobs impacted
 - 63% were minority, women, or veteran-owned businesses
- **Consumers Energy Foundation Small Business Grant – May 2020:**
 - \$196,987 total funded
 - 65 small businesses
 - Approximately 293 jobs impacted
 - 88% were minority, women, or veteran-owned businesses

- **Michigan Small Business Relief Program (MSBRP) – March 2020:**
 - \$142,000 total funded
 - 42 small businesses
 - Approximately 637 jobs impacted
 - Sent three small businesses for loans, not sure of their MEDC status.
- **Dream Maker – March 2020:**
 - \$1,015,370 total funded by Poppe family plus 11 community members
 - 787 total applicants requested over \$3.6 Million
 - 297 awarded
 - Approximately 2,000 jobs impacted

EG and PTAC Staff

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2021-2022 EG Executive Committee

Chairman: Tim Sparks, Consumers Energy

Vice Chair: Brian Glick, Alro Steel

Immediate Past Chair: Tim Levy, Industrial Steel Treating

Secretary/Treasurer: Martha Fuerstenau, American 1 Credit Union

First Midwest Advisors: Jason Sanders

Henry Ford Allegiance Health: Paula Autry

Jackson College: Dan Phelan

Jackson County: Mike Overton

TRUE Community Credit Union: Chrissy Siders



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