

*Placeholder for photo  
(MACI, Galaxy, or  
signage)*

**PARMA-SANDSTONE  
CERTIFIED BUSINESS PARK  
DEVELOPMENT INFORMATION**

**Approved 12/04/07**

Village of Parma LDFA  
117 W. Main Street  
P.O. Box 127  
Parma, MI 49269 USA

[www.enterprisegroup.org](http://www.enterprisegroup.org)  
Phone: 517-788-4455, Ext. 108  
Fax: 517-782-0061  
Email: [dkelly@enterprisegroup.org](mailto:dkelly@enterprisegroup.org)

## TABLE OF CONTENTS

Narrative .....	3
Maps of LDFA Certified Business Park properties	
1. Parma-Sandstone CBP Aerial Map .....	5
2. Parma-Sandstone CBP Concept Map - Parcels .....	6
Land Sales Matrix .....	7
Land Sales Matrix Sample Scenarios .....	9
Property Information Inquiry Form.....	11

In 1989, the Village of Parma and Sandstone Township created the Village of Parma Local Development Finance Authority (LDFA) primarily for the purpose of funding the infrastructure needs of an industrial development for Michigan Automotive Compressor, Inc. (MACI). The Authority has added Galaxy as a tenant in an effort to bring additional investment and job growth to the community. Governed by Public Act 281 of 1986, an LDFA uses tax increment financing (TIF) in an effort to develop areas with the highest potential for development. The tax increment financing plan and development plan are necessary for the LDFA to capture the taxes.

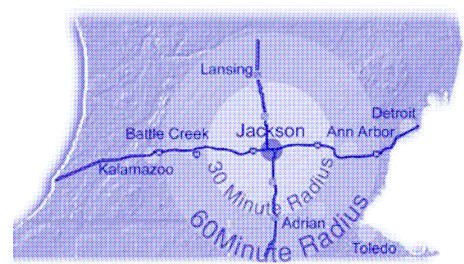


LDFA Tax Increment Financing (TIF) captures taxes generated from new capital investment within the district, with the exception of school and debt millage. The TIF can be used for project-related infrastructure improvements (i.e. road, water, sewer, site development).

The Parma-Sandstone Certified Business Park is seeking the following types of businesses to locate within the Village of Parma LDFA Certified Business Park: Manufacturing, Agricultural Processing, High Technology, Energy Production and Business Incubators.

Local attributes include:

- Jackson County boasts reasonable and affordable business costs, a low cost of living, and a unique 'hometown' quality of life
- Located along I-94 and M-60, and in proximity to M50, M106 and US127 highways, the park is strategically positioned to supply the automotive and high-tech markets
- 191 acres of land is available with cost determined, according to the Land Sales Matrix
- Located in close proximity to Jackson County Reynolds Field corporate airport, and within one hour of Detroit Metro and Lansing Capital City Airports, at the hub of the North American market
- A quality, skilled workforce, supported by the unique South Central Michigan Works! workforce development agency which caters to the company, as well as the worker
- Customized and apprenticeship workforce training is available through the nationally-recognized Academy for Manufacturing Careers
- Enjoy professional racing only 20 miles away at Michigan International Speedway
- Jackson County has one of the highest concentrations of golf courses per capita in the nation, and with 22 public courses and over 500 holes, has been rated one of the best golf values by Golf Digest



- Home of regional arts/cultural attraction—Armory Arts Village—a unique mixed-use creativity-focused neighborhood being developed on the site of the dramatic, historic 19th century Jackson State Prison.

The Parma-Sandstone CBP requests you review the attached documentation, and provide information to the best of your ability, so the LDFA can make an informed decision regarding your proposal.

The Land Sales Matrix was developed to provide a guideline for incentivizing the cost of land as a tradeoff for job creation and investment, and to encourage economic development. LDFA policy dictates that the matrix only applies to companies eligible for TIF capture, therefore, the land price for TIF-ineligible companies is \$15,000 per acre, and they must include job creation. Generally, LDFA designation is limited to business activities that involve:

- Manufacturing
- Agricultural Processing
- High-Technology Activities
- Energy Production

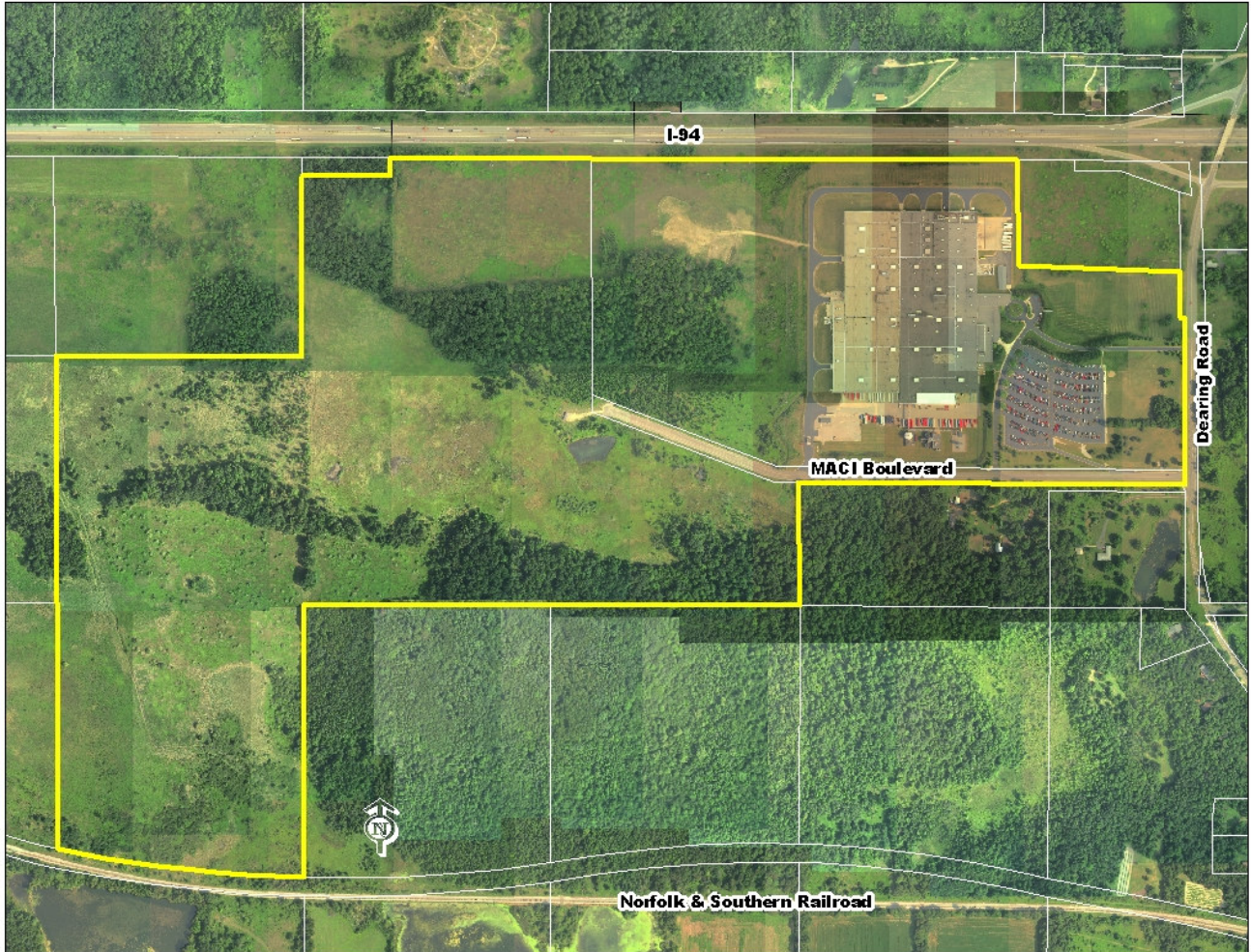
If you need assistance in determining if your company qualifies for TIF capture, contact [dkelly@enterprisegroup.org](mailto:dkelly@enterprisegroup.org) or call 517-788-4455, ext. 108. You may also want to refer to the following for additional definitions and information:

1. The Local Development Financing Act (Act 281 of 1986) at: <http://www.legislature.mi.gov/documents/mcl/pdf/mcl-Act-281-of-1986.pdf>
2. The Michigan Economic Growth Authority Act (Act 24 of 1995) at: [http://www.legislature.mi.gov/\(S\(amzbnk2altxxzi155jgggrp55\)\)/documents/mcl/pdf/mcl-Act-24-of-1995.pdf](http://www.legislature.mi.gov/(S(amzbnk2altxxzi155jgggrp55))/documents/mcl/pdf/mcl-Act-24-of-1995.pdf), and/or,
3. The Michigan Strategic Fund Act (Act 270 of 1984) at: [http://www.legislature.mi.gov/\(S\(amzbnk2altxxzi155jgggrp55\)\)/documents/mcl/pdf/mcl-Act-270-of-1984.pdf](http://www.legislature.mi.gov/(S(amzbnk2altxxzi155jgggrp55))/documents/mcl/pdf/mcl-Act-270-of-1984.pdf)

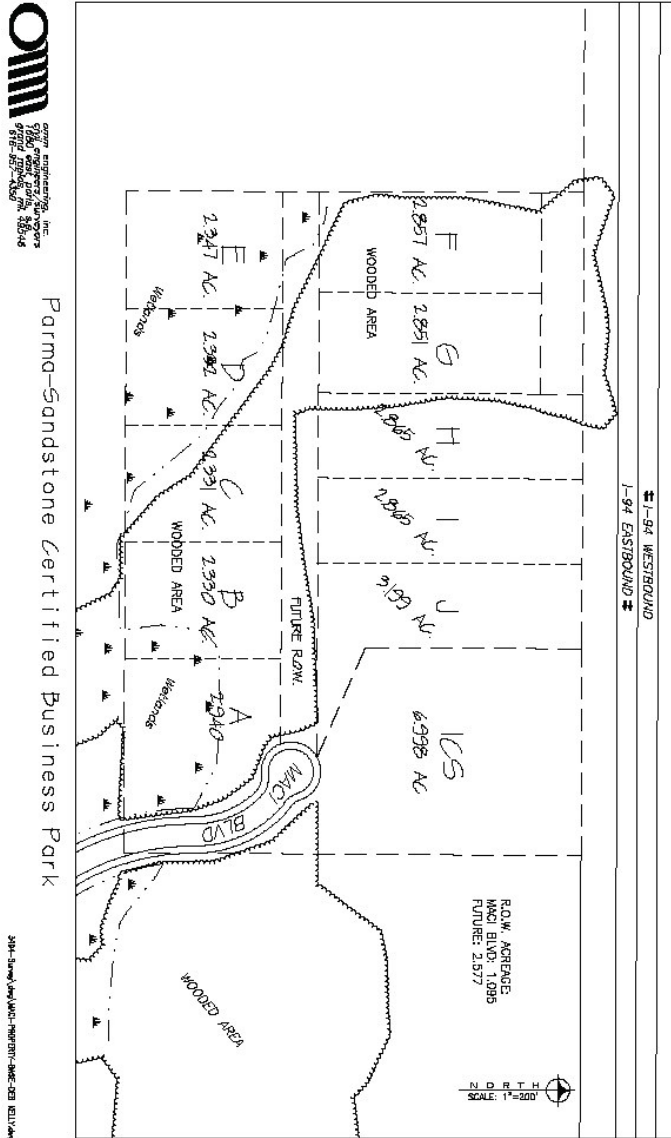
Thank you for your interest in the Parma-Sandstone Certified Business Park and Jackson County!

***Placeholder for  
photos of  
MACI and signage***

# Parma-Sandstone Certified Business Park Aerial Map



# Parma-Sandstone Certified Business Park Concept Map



Parma-Sandstone Certified Business Park

304-546-2900 / 304-546-2901 / 304-546-2902 / 304-546-2903

**PARMA-SANDSTONE CERTIFIED BUSINESS PARK - LAND SALE MATRIX**  
**(FOR USE WITH TIF-ELIGIBLE BUSINESSES)**

	<b>Criteria</b>	<b>Number</b>	<b>Points</b>
	Number of jobs to be relocated to the site from outside the County, but inside MI		
	Number of jobs to be relocated to the site from outside the State		
	Number of new jobs to be created within two years		
	Number of new jobs to be created within five years		
	Total New Jobs to Jackson County within two years		
	Total New Jobs to Jackson County within five years (#1 below)		
	Amount of Investment – Real Property		
	Amount of Investment – Personal Property		
	Number of Acres Required (minimum 5 acre parcel)		
	Jobs per Acre of Land (# Jobs in 5 years / # Acres)		
	<b>POINT TOTALS</b>		
	<b>LAND COST / ACRE (FROM TABLE #5 BELOW)</b>		
<i>Assign points in points column by referring to Tables 1 through 4 below; total the points; and then refer to Table #5 below for recommended land cost per acre.</i>			
<b>1</b>	<b>TOTAL JOB RELOCATION &amp; CREATION W/IN 5 YRS.</b>	<b>POINTS</b>	
	1– 10		1
	11–25		2
	26-50		4
	51-75		6
	76-100		7
	101-150		8
	151 or greater		10
<b>2</b>	<b>TOTAL REAL PROPERTY INVESTMENT</b>	<b>POINTS</b>	
	Less than \$500,000		5
	\$ 500,000 - \$ 799,999		6
	\$ 800,000 - \$ 999,999		7
	\$ 1,000,000 - \$ 1,499,999		8
	\$ 1,500,000 - \$ 1,999,999		9
	\$ 2,000,000 or greater		10
<b>3</b>	<b>TOTAL PERSONAL PROPERTY INVESTMENT</b>	<b>POINTS</b>	
	Less than \$500,000		5
	\$ 500,000 - \$ 799,999		6
	\$ 800,000 - \$ 999,999		7
	\$ 1,000,000 - \$ 1,499,999		8
	\$ 1,500,000 - \$ 1,999,999		9
	\$ 2,000,000 or greater		10
<b>4</b>	<b>JOBS PER ACRE OF LAND</b>	<b>POINTS</b>	
	<1-5		1
	6-14		2
	15-24		3
	25-39		4
	40 and greater		5

5	POINT TOTALS	LAND COST PER ACRE	
		0-4	\$15,000
		5-9	\$10,000
		10-14	\$6,000
		15-19	\$4,000
		20-24	\$2,000
		25-29	\$1,000
			\$1

**Notes:**

1	The Parma-Sandstone CBP reserves the right to modify the incentives described in this matrix if they feel the project is in the best interest of the community, even though it may not meet the specific criteria suggested herein.
2	Developer may be required to sign a development agreement and provide documentation to support information provided in this packet, should the project move forward.
3	New jobs do not include jobs relocated within Jackson County.
4	Number of new jobs to be created within five years includes the number of new jobs to be created within two years, i.e. relocate 10 new jobs to Jackson County; anticipate 3 new jobs within two years, and 30 new jobs within five years - total jobs at end of five years = 40 (10 start-up + 30 at five yrs.) (Jobs that are relocated within the County are not counted).
5	If business does not qualify for TIF capture - land price is \$15,000 with new job creation

**PARMA-SANDSTONE CERTIFIED BUSINESS PARK - LAND SALE MATRIX**

**TEST CASE SCENARIOS**

<b>I.</b>	<b>COMPANY 1</b>	<b>NUMBER</b>	<b>POINTS</b>
	<b>Existing Jackson County Manufacturer</b>		
	10 employees already located in Jackson County - relocating to LDFA	0	
	2-yr Projection - +4 new jobs	4	
	5-yr Projection - +10 new jobs	10	1
	2 Acres - 10/2 = 5 jobs per acre	5	1
	Real - \$1.5 Million	\$1.5 M	9
	Personal - \$500,000	\$.5 M	6
	<b>TOTAL POINTS</b>		17
	<b>LAND SALE PRICE PER ACRE</b>		\$4,000
<b>2</b>	<b>COMPANY 2</b>	<b>NUMBER</b>	<b>POINTS</b>
	<b>Out-of-County Manufacturer</b>		
	25 employees relocating to LDFA from outside Jackson County	25	
	2-yr Projection - +12 new jobs	12	
	5-yr Projection - +40 new jobs	65	6
	2.5 Acres - 65/2.5 = 26	26	4
	Real - \$2 Million	\$2 M	10
	Personal - \$1.5 Million	\$1.5 M	9
	<b>TOTAL POINTS</b>		29
	<b>LAND SALE PRICE PER ACRE</b>		\$1,000
<b>3</b>	<b>COMPANY 3</b>	<b>NUMBER</b>	<b>POINTS</b>
	<b>Out-of-State Manufacturer</b>		
	12 employees relocating to LDFA	12	
	2-yr Projection - +8 new jobs	8	
	5-yr Projection - +20 new jobs	32	4
	3 Acres = 32/3 = 10.7 (round up to 11)	11	2
	Real - \$2.5 Million	\$2.5 M	10
	Personal - \$500,000	\$.5 M	6
	<b>TOTAL POINTS</b>		22
	<b>LAND SALE PRICE PER ACRE</b>		\$2,000
<b>4</b>	<b>COMPANY 4</b>	<b>NUMBER</b>	<b>POINTS</b>
	<b>Out-of-State Manufacturer</b>		
	150 employees relocating to LDFA	150	
	2-yr Projection - +30 new jobs	30	
	5-yr Projection - +150 new jobs	300	10
	10 Acres = 300/10 = 30	30	4
	Real - \$5 Million	\$5 M	10
	Personal - \$3 Million	\$3 M	10
	<b>TOTAL POINTS</b>		34
	<b>LAND SALE PRICE PER ACRE</b>		\$1
<b>5</b>	<b>COMPANY 5</b>	<b>NUMBER</b>	<b>POINTS</b>
	<b>Out-of-County Manufacturer</b>		
	55 employees relocating to LDFA	55	
	2-yr Projection - +2 new jobs	2	
	5-yr Projection - +10 new jobs	65	6
	160 Acres	0.40625	1
	Real - \$3 Million	\$3 M	10
	Personal - \$1.5 Million	\$1.5 M	9
	<b>TOTAL POINTS</b>		26

	<b>LAND SALE PRICE PER ACRE</b>		\$1,000
<b>6</b>	<b>COMPANY 6</b>	<b>NUMBER</b>	<b>POINTS</b>
	<b>Service business - not eligible for TIF in LDFA (land price - \$15,000/acre)</b>		
	5 employees relocating to LDFA		
	2-yr Projection - +10 new jobs		
	5-yr Projection - +30 new jobs	N/A	N/A
	6 Acres - 5/6 =	N/A	N/A
	Real - \$3 Million	N/A	N/A
	Personal - \$1.5 Million	N/A	N/A
	<b>TOTAL POINTS</b>		0
	<b>LAND SALE PRICE PER ACRE</b>		\$15,000
<b>7</b>	<b>COMPANY 7</b>	<b>NUMBER</b>	<b>POINTS</b>
	<b>High-tech Business within Jackson County</b>		
	22 employees relocating to LDFA	0	
	2-yr Projection - +25 new jobs	25	
	5-yr Projection - +35 new jobs	35	4
	5 Acres	5	1
	Real - \$3 Million	\$3 M	10
	Personal - \$1.5 Million	\$1.5 M	9
	<b>TOTAL POINTS</b>		24
	<b>LAND SALE PRICE PER ACRE</b>		\$2,000