

The Enterprise Group of Jackson, Inc.
Summary of Jackson County Economic Development Scorecard
December 2011

EG Business Activity:

Academy for Manufacturing Careers (AMC)

- During December 2011, three classes were conducted, which include: Welding III; and two classes for MIOSHA Job Safety Analysis Made Easy. There were 78 students enrolled representing 26 companies. 15 of those students were sponsored by SCMW!

Armory Arts Village (AAV)

- There is one vacant apartment. There are 51 artists (84%) and 10 non-artists as of December 31, 2011.

Jackson Area Manufacturers Association (JAMA)

- Membership had two new members and one drop, for a total of 236 members as of December 31, 2011.

Procurement Technical Assistance Center (PTAC)

- PTAC conducted two follow-up sessions and one initial counseling session for Jackson County companies in December 2011. Third quarter awards totaled \$8,332,046 for all seven counties. Year-to-date, Jackson County reported \$2,919,944 in awarded contracts. All seven counties have a reported total of \$22,894,619 for 2011. Fourth Quarter numbers are expected to be reported by the end of January 2012.

Small Business & Technology Development Center (SBTDC)

- During December 2011, the SBTDC conducted one follow-up session and had nine enrolled in training.
- There were no documented business start-ups for December 2011. The 2011 year-to-date total includes five documented start-ups.

Economic Development Division (EDD)

- **RETENTION:** In December 2011, five retention visits were conducted. Year-to-date total is 90 visits. Five businesses are considering plant expansions, which will be announced when the IFT's are approved.
- **REFERRALS/INQUIRIES:** There were seven job opening referrals sent and two inquiries for economic development services were received.
- **BROWNFIELD REDEVELOPMENT:** Two to three possible demolitions of blighted buildings are possible, as a result of the retention visits conducted in November.

Business Success Program/Retention Visits:

- Six visits were conducted in December 2011, which includes JAMA, PTAC, SBTDC, and the EDD. Year-to-date, 169 visits have been conducted.

EG and Community Accomplishments/Successes:

- **Chemetall US, Inc.:** 80 jobs, including 18 retained; remaining 62 jobs will include some consolidated and some new. \$25 Million in new investment. Ground breaking was held on May 4, 2011.
- **Jackson Precision Industries:** Four new jobs and four retained jobs with an investment of \$2,365,000.
- **TruForm:** 16 new jobs and 31 retained jobs with an investment of \$1.2 Million.
- **Technique:** Five new jobs with an investment of \$406,881.
- **Accubilt:** Five new jobs and 20 retained jobs with an investment of \$496,339
- **JSP:** New company to Jackson County. Formerly known as Maverick Industries. Seven new jobs and 20 retained jobs.
- **Gerdau MacSteel:** Investment of \$4 Million. Jobs are unknown at this time.
- **TAC Manufacturing:** 24 new jobs with an investment of \$10 Million.

Community Development Projects:

- Project Welcome Mat – Clock Tower on Cooper Street (**Discussion December 2011**)
- Business Leaders for MI Community Plan - Brooking Institute Study Statewide (**Doug Rothwell**)
- I-94 Corridor Improvements (**Meeting held September 2011**)
- Riverwalk Hotel Demo Project with the County of Jackson (**Meeting held December 2011**)
- Chinese Executives/23 University Presidents (contracts with SAU and U of M) (**Complete**)
- Blackman DDA “Jackson Northpointe Center” Development Plan (**Updated Marketing Packet in December 2011**)
- Regional Collaboration – Region 9 (**Attended meeting in December 2011**)
- Baker College Business Technology Center (**Meeting held December 2011**)
- Vandercook Lake Rehab Housing Project (**Pending MSHDA Tax Credit Approval-awaiting update**)
- Community Systems Map (**Attended meeting in December 2011**)

Attraction/Expansion Activity:

Committed Projects and Development Prospects:

Leads: 18 through November 30, 2011

Project Name	New jobs projected	Capital Investment	Lead/Prospect	Status
AAV Phase II	*100/5	\$7.5 Million	Prospect	Ground Breaking 2012/Working on alternatives
Project Solar Farm	**200/3	\$5 Million	Prospect	Letter of Intent Signed, waiting on DTE RFP
Project Railmark	40	\$2 Million	Prospect	Reviewing Sites
Project Logic Media	10	\$100,000	Prospect	In Service – Incubator Tenant-Complete
Project ANXIN USA	20	\$2 Million	Prospect	Reviewing Sites
Project HeavyMetal	57	\$7.6 Million	Prospect	On hold
Project Fun	200	\$10 Million	Prospect	Looking for site – Existing Business
Project NewMark	40	TBD	Prospect	CA Company/looking for 100,000 sq. ft. - 2012
Project Flix	Unk	\$2 Million	Prospect	Stadium Seating Theater
Project Jackson Northpointe	TBD	TBD	Development	Shopping Center
Project T	TBD	TBD	Prospect	Expansion (100,000 square feet)
Project K	40-60	\$10 Million	Prospect	Looking for site (100,000 square feet)
Project DT	70	TBD	Prospect	Reviewing Sites – MEDC Incentives Pending
Project Power Supply	Unk	TBD	Prospect	Start-up Business
Project MJ	Unk	TBD	Lead	Waiting for co. information for MEDC
Project CC	120-200	TBD	Prospect	MEDC Referral – reviewing three sites
Project TS	Unk	TBD	Lead	Potential SZ Virtual Tenant
Project Gear	Unk	TBD	Prospect	Brownfield Project

*100 construction jobs and 5 permanent jobs

**200 construction jobs and 3 permanent jobs

Note: Leads are inquires of interest; Prospects are confirmed interest in a Jackson site.

Economic Impact-EG and Community Accomplishments/Successes:

2011 Results – thru 12/31/11		2010 Results		2009 Results	
Jobs Created	229	Jobs Created	566	Jobs Created	120
Indirect Jobs Projected	526	Indirect Jobs	1,302	Indirect Jobs	276
Jobs Retained	133	Jobs-Ret	1,865	Jobs Ret.	63
Jobs Lost*	71	Jobs Lost*	0	Jobs Lost*	549
Net Jobs	684	Net Jobs	1,868	Net Jobs	-153
Investment	\$50.1 Million	Investment	\$194.8 Million	Investment	\$13.7 Million

Lay-offs/Jobs Lost*:

The Jackson County unemployment rate for the month of November 2011 (most current information) was 7.8%. Michigan unemployment rate for November 2011 was 9.8%. There was one Jackson company on WARN notice list for December 2011 - Booth Newspapers/Jackson Citizen Patriot - mass lay-off of 71 jobs (Source: Michigan Department of Labor website, December 2011 WARN Notices).

November 2011

Category	Jackson	Jackson-Oct.	St. Clair	Hillsdale	Lenawee
Labor Force	71,329	70,956	76,804	19,310	43,543
Unemployed	5,597	5,976	8,115	1,687	3,717
Unemployment Rate	7.8%	8.4%	10.6%	8.7%	8.5%

*The EG reports jobs lost based upon WARN notices filed by individual companies regarding the closing. Lay-offs/business buy-outs are not reported due to the temporary nature of the financial disposition of each individual company, and the assumption that many will return to work.

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Shows, Conferences, Site Consultant Events & Investment Seminars	Month	Calls	Leads	Prospects	Type
EG Events & ED Division					
Chamber Annual Dinner (all Staff)	Jan-11				Event
MLK Breakfast (EG CEO and EDD)	Jan-11				Event
MEGA Board Meeting (EG CEO and EDD)	Jan-11				Meeting
Economic Club Luncheon (EDD)	Feb-11				Event
Foreign Trade Zone Seminar (all Staff)	Mar-11				Seminar
SCMW! Legislative Breakfast	Mar-11				Event
Business Solutions Professional Certification Training (EDD)	Mar-11				Training
2011 National Brownfields Conference (EDD)	Apr-11				Conference
Coronet Global in Chicago (EG CEO)	May-11		5	1	Conference
ICSC Conference in Nevada (EG CEO)	May-11		12	1	Conference
Chemetall Ground Breaking (all Staff)	May-11				Event
JCEG Annual Membership Meeting (EDD)	May-11				Meeting
MEDA Economic Toolbox (EDD)	May-11				Training
Shifting Gears Statewide Program Launch (EDD)	May-11				Webinar
Intellectual Property Law Seminar (EDD)	Jun-11				Seminar
2011 Iraq Export Opportunity for MI Forum (EDD)	Jun-11				Seminar
Workshop for Part 201 Environmental Amendments (EDD)	Jul-11				Training
County Commission 2nd Floor Ribbon Cutting (EDD)	Jul-11				Event
Michigan Urban Strategic Workshop (EG CEO)	Jul-11				Training
Pure Michigan 400 Race Breakfast & Site Selection Tour (EG CEO)	Aug-11		3		Event
MEDA Annual Meeting and Conference (EG CEO)	Aug-11		1		Conference
IEDC Annual Conference in Charlotte, NC (EG CEO)	Sep-11				Conference
SE MI Econ. Gardening Workshop (EDD)	Sep-11				Workshop
JAXPO - (EDD and SBTDC Staff)	Oct-11				Event
Farewell Reception for Scott Fleming (All Staff)	Oct-11				Event
Innovative Supply Chain Meeting (EDD)	Oct-11				Meeting
Ribbon Cutting for I've Been Framed-an EDC client (EDD)	Oct-11				Event
Bondsteel Drive Dedication (EDD)	Nov-11				Event
MDOT Traffic Summit	Nov-11				Meeting
Region 9 Meeting (EDD)	Nov-11				Meeting
Pure Michigan STEP Export Program November Forum	Nov-11				Meeting
MEADC Competiveness Conference & Site Selector Forum in Chicago (EDD)	Dec-11				Conference
Business Accelerator Fund	Dec-11				Meeting
Jackson 2020	Dec-11				Meeting
SmartZone - Quarterly Meeting	Dec-11				Meeting
Region 9 Meeting (EDD)	Dec-11				Meeting
JAMA / Academy Division:					
JAMA Annual Dinner (all staff)	Jan-11				Event
MMA Regional Manufacturing Roundtable	Feb-11				Event
Farm2Factory with SCMW (all staff) (March and September)	Mar-11				Event
MMA Annual Awards Review Committee	Apr-11				Committee
Center for Michigan's Common Sense Conversations Event	Apr-11				Event
MSU Public Policy Forum Workshop	Apr-11				Training
MMA CEO & Executive Forum with JAMA/MMA/MMTC	May-11				Training
National Fund for Workforce Solutions Webinar	May-11				Training
MEATA Statewide Apprenticeship Conference	May-11				Conference
Transit Advocacy Day	May-11				Event
Star Power Rally	May-11				Event
Michigan Summit	May-11				Training
Square One Synergy Education Summit	Aug-11				Training
GE Auto, Energy & Medical Supplier Workshop	Aug-11				Training

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JAMA Annual Golf Outing (All Staff)	Aug-11			Event
GM/NAM Legislators & Stakeholders Meeting	Aug-11			Meeting
Mid-MI Bio Mfg Alliance Breakfast	Sep-11			Meeting
MMA Quarterly Mfg Support Group Mtg	Sep-11			Meeting
Great Lakes Bay Region Bio-Energy Summit	Sep-11			Conference
American Tooling Center-General Dynamics Walberg Townhall	Sep-11			Meeting
MSSC Green Production Standards/Curriculum National Roll-Out in Dayton, OH	Oct-11			Conference
Michigan STEM Partnership Initiative	Nov-11			Conference
Jackson 2020 Part II	Nov-11			Meeting
Michigan Workforce Coalition	Dec-11			Meeting
PTAC Division:				
Small Business Day - Marinette Marine Corp.	Jan-11			Conference
NAVAIR Small Business Industry Day	Feb-11			Conference
Bidding & Shipping to the Military	Feb-11			Webinar
Doing Business with Primes and TACOM	Mar-11			Conference
MPPOA Reverse Trade Fair	Mar-11			Event
State of Michigan Design & Construction	Apr-11			Training
Accounting Requirements for Federal Contractors	Apr-11			Training
NDIA Michigan Defense Industrial Base Expo	May-11			Conference
4th Annual Veterans Entrepreneurial Training Conference	May-11			Training/Conference
Elements of a Quality Proposal	Jun-11			Training/Conference
Hillsdale County Business Event	Jun-11			Training/Conference
2011 NDIA DLA Enterprise Supplier Conference	Jun-11			Training/Conference
GSA Training in Jackson	Aug-11			Training
National Veteran Entrepreneurial Conference	Aug-11			Training/Conference
SBA Get Connected Tour-Procurement 101	Sep-11			Training/Conference
DIBBS Training	Sep-11			Training
LAPPG Tenth Annual Lansing Business Networking Event - Meet the Buyers	Oct-11			Event
Understanding the Federal Solicitation - Lansing	Nov-11			Training
Veteran Entrepreneurial Training Conference	Nov-11			Training/Conference
Meet the Buyers	Nov-11			Training/Conference
MacDill 2011 Small Business Conference	Dec-11			Training/Conference
SBTDC Division:				
Fundamentals of Starting a Business	Jan-11			Training
Jackson Retail Success Academy (eight-week program)	Feb-11			Training
Grass Lake Business Expo (EG display booth)	Mar-11			Event
MI-SBTDC Regional Staff Meeting	Mar-11			Meeting
Small Town & Rural Development Annual Conference	Apr-11			Conference
Michigan Food Processors' Summit	Apr-11			Conference
Start It Up! Entrepreneurial EXPO	Apr-11			Event
Michigan Celebrates Small Business - 50 Companies to watch (ALL STAFF)	Apr-11			Event
Michigan Business Incubator Association Annual Conference	May-11			Conference
Michigan Bio-Economy Alliance Luncheon (EDD and SBTDC)	May-11			Conference
US Senate Agriculture Committee Field Hearing	May-11			Conference
MI-SBTDC Regional Staff Meeting	Jul and Oct			Meeting
SAU Partners Luncheon	Jul-11			Meeting
Business Solutions Meeting	Jul-11			Meeting
SBA Get Acquainted Tour @WCC (EG Booth)	Aug-11			Event
EG Presentation to Region 2 Planning Commission Transportation Group	Sep-11			Event
Appearance on JTV promoting EG, SBTDC and the Fundamentals of Marketing Workshop	Sep-11			Event
Homeland Security Presentation on Cyber-Safety	Oct-11			Training
Making It In Michigan Conference	Oct-11			Conference
Business Decision Training for Library Statt and SBTDC Partners	Oct-11			Training
Reference USA database training	Nov-11			Training

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Michigan House Agriculture Committee	Nov-11				Conference
Regional SBTDC Meeting	Dec-11				Meeting
House Ag Committee	Dec-11				Meeting
Jackson County Ag Council	Dec-11				Meeting
	Total	0	21	0	
	Annualized	0	18	0	
	Annual Target	200	TBD	TBD	
EG Business Activity					
	Month	#	CY 2011 TOTALS	CY 2010 TOTALS	CY 2009 TOTALS
Academy for Manufacturing Careers (AMC)					
Classes	December	3	161	41	66
Number of Students in classes	December	78	687	468	731
Number of Students - sponsored by SCMWI	December	15	163	96	210
Number of Students - sponsored by MRAP	December	0	41	22	n/a
Number of Companies represented	December	26	244	148	153
I Can Make It Camp!	July	52	52	50	56
Machining U Camp	August	22	22	16	19
Hot Rod U	August	12	12	n/a	n/a
Hot Rod U - Round 2	October	12	12	n/a	n/a
Armory Arts Village (AAV)					
Tenant Report	December	61	61	62	60
Economic Development Division (EDD)					
EDD-Inquiries: Financing/Site/Property Inquiries/Expansion/Relocation	December	2	29	50	27
EDD-LEADS received (inquires of interest)	December	0	18	11	n/a
EDD Job Opening Referrals	December	7	349	269	n/a
EDD-Retention Visits-scheduled/phone/email/Operational Campaign Calls	December	5	90	87	105
BLDFA - Inquiries	December	0	4	9	13
PLDFA - Inquiries	December	0	4	7	13
Commercialization/Inventions	December	0	1	1	4
Business Success Referrals - includes JAMA/Chinese/Medical Callouts/Referrals	December	2	30	106	85
BRA-Brownfield Plans Approved	December	0	4	0	1
EDC-Loans Closed	December	0	0	4	1
EDC-Recovery Zone Bond Inquiries	December	0	7	6	12
Event Promotion - includes AAV promos and community events	December	0	4	8	n/a
Jackson Area Manufacturers Association (JAMA)					
Members	Total	1	236	221	217
Membership	December	2 new, 1 drop	24 new, 9 drop	16 new, 12 drop	17 new, 12 drop
Classes conducted/# Trained	December	0/0	2/030	4/116	1/019
Procurement Technical Assistance Center (PTAC)					
Initial Counseling Sessions - Jackson County	December	1	27	27	45
Follow-up Sessions for Jackson County companies	December	2	175	433	356
Initial Counseling Sessions - Other Counties	December	3	114	115	77
Follow-up Sessions for other counties served	December	35	1,051	1,184	777
Value of PTAC Contract Awards through Sept. 2011 (\$2,919,944 for Jackson County)		\$8,332,046	\$22,894,619	\$28,267,039	\$43,681,691
Small Business & Technology Development Center (SBTDC)					
Individuals/businesses enrolled for training/classes	December	9	129	63	379
Counseling Sessions-Initial Session	December	0	52	65	94
Counseling Sessions-Follow-up Session	December	1	37	54	46
Documented business start-ups	December	0	5	5	2

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<i>Attraction Activity</i>	Month	Facility Size	Jobs	Investment	Status
Committed Projects and Development Prospects					
Sports Mall I-94 Corridor	Feb-09	TBD	150	\$7,500,000	Developer
Project MiraMid	Jul-09	TBD	75	\$1,200,000	On-hold
Project SS	Aug-10	TBD	60	TBD	Closed
Project Farewell	Jan-11	unk	20	\$1,750,000	In service
Project Solar Farm	Jan-11	unk	200	\$5,000,000	Letter of Intent
Project Railmark	Jan-11	unk	40	\$2,000,000	Waiting on Client
Project Logic Media	Feb-11	unk	10	TBD	In service-Incubator
Project ANXIN USA	Feb-11	unk	20	\$2,000,000	Needs follow-up
Project HeavyMetal	Apr-11	unk	unk	unk	On hold
Project Fun	Apr-11	unk	unk	unk	Developer
Project Plant	Apr-11	unk	unk	unk	Closed-located elsewhere
Project TLC	Apr-11	unk	unk	unk	In service-Bisbee Bld.
Project Maintenance Center	Apr-11	unk	unk	unk	Closed
Project Newmark	Jul-11	100,000	unk	unk	Reviewing Sites
Project Flix	Jul-11	unk	unk	unk	Stadium seating-Follow up
Project Jackson Northpointe	Nov-11	unk	unk	unk	Potent. Devel. Contacted
Project T	Sep-11	100,000	unk	unk	Expansion of 100,000 sq. ft.
Project K	Sep-11	100,000	40	\$10,000,000	Looking for site
Project DT	Sep-11	unk	70	unk	Reviewing Sites
Project Power Supply	Sep-11	unk	unk	unk	Start up Business
Project MJ	Nov-11	unk	unk	unk	Waiting for Co. info for MEDC
Project CC	Nov-11	unk	120-200	unk	MEDC Referral-reviewing site
Project TS	Nov-11	unk	unk	unk	Potential SZ Virtual Tenant
Project Gear	Dec-11	7,200	4	\$1,297,600	Possible sources of funding
Project AR	Dec-11	unk	unk	unk	Awaiting IFT Application
TOTAL		--	689	\$30,747,600	
Annualized		--	591	\$26,355,086	
Annual Target		--	1,000	TBD	
Business Retention Calls:	Number	Total-YTD	FY 2009 TOTALS		
EDD-All Retention Visits	5	90	87	105	
PTAC - Initial counseling sessions (Jackson County)	1	27	27	45	
SBTDC - Initial sessions	0	52	65	94	
JAMA - Business Retention Visits	0	0	0	3	
TOTAL	6	169	179	247	
Annualized	5	145	153	212	
Annual Target	25	100	100	100	
Community Accomplishments/Business Successes:	Retained Jobs	New Jobs	Investment	CY 2010 Total	CY 2009 Total
JANUARY: Chemetall (Blackman Charter Township) <i>JTP SmartZone Attraction</i>	18	62	\$25,000,000		
JUNE: Jackson Precision Industries (Blackman Charter Township) <i>IFT</i>	4	4	\$2,365,000	1,865 Retained Jobs	63 Retained Jobs
AUG: TruForm (Blackman Charter Township) <i>IFT</i>	31	16	\$1,200,000	566 New Jobs	120 New Jobs
AUG: Technique (City of Jackson) <i>IFT</i>	0	5	\$406,881	1,302 Indirect Jobs	276 Indirect Jobs
SEPT: AccuBilt (City of Jackson) <i>IFT</i>	20	5	\$496,339	\$194.8 Million	\$13.7 Million
SEPT: JSP (Blackman Charter Township) <i>New Company-purchased former Maverick Ind.</i>	20	7	\$0		
OCT: Gerdau MacSteel (Napoleon Township) <i>IFT</i>	unk	unk	\$4,000,000		
NOV: TAC Manufacturing (Blackman Charter Township) <i>IFT</i>	0	24	\$10,000,000		
Indirect Jobs Created (using 2.3 multiplier)		526			
TOTAL	93	99	\$43,468,220		

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Jackson County Brownfield Redevelopment Authority (JCBRA) Successes:	Retained Jobs	New Jobs	Investment		
JANUARY: 1111 Boardman Rd. Project	16	70	\$4,100,000		
JANUARY: 3535 Francis St. Project	0	20	\$750,000		
MAY: Edwards Machining Project	14	10	\$1,500,000		
JUNE: Cook Foundation & Flatwork Project	10	6	\$300,000		
JCBRA TOTAL	40	106	\$6,650,000		
CY 2011 - GRAND TOTAL-all successes	133	229	\$50,118,220		
Business Attraction Successes:					
JAN: Chemetall US, Inc. - New development into JTP SmartZone					
Business Retention - Proactive calls	Number	Total-YTD	CY 2010 TOTALS	CY 2009 TOTALS	
IFT Monitoring Visits on behalf of Blackman Charter Township-December 2011	0	2	6	6	
Business Retention - Threat to leave	Number	Total-YTD	CY 2010 TOTALS	CY 2009 TOTALS	
	0	0	1	0	
Businesses Closed/Leaving	Lost Jobs	Total-YTD	CY 2010 TOTALS	CY 2009 TOTALS	
Jackson Citizen Patriot (layoffs)	71	0	0	549	
TOTAL	71				
City of Jackson Project Involvement-Agreement for ED Services	Month				
Report Semi-Annually to City Council - 2nd report for June 2011 was submitted	Dec-11	In Progress			
Bi-monthly Meetings with City Staff	Nov-11	On-Going			
EG Marketing Efforts					
EG Web site Total Hits 1/1/11 through 12/31/11	Dec-11	1,472,509			
Average hits per day	Dec-11	4,395			
EG Monthly Newsletter (Goal: send out first Wednesday of each month)	Jan-12	In Progress			