



## **BLACKMAN TOWNSHIP LOCAL DEVELOPMENT FINANCE AUTHORITY (LDFA)**



## **JACKSON TECHNOLOGY PARK SMARTZONE<sup>SM</sup> DEVELOPMENT INFORMATION**

**Approved 11/07/07  
Current as of 9/08/10**

Blackman Township LDFA  
1990 W. Parnall Road  
Jackson, MI 49201 US  
[www.enterprisegroup.org](http://www.enterprisegroup.org)  
[www.blackmandda.com/ldfa.html](http://www.blackmandda.com/ldfa.html)  
Phone: 517-788-4330  
Fax: 517-782-0061  
Email: [dkelly@enterprisegroup.org](mailto:dkelly@enterprisegroup.org)

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# At the crossroads of Michigan, Blackman Township Certified Business Park is ready for development



- 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 M 50, M 106 and US 127 highways, the park is strategically positioned to supply the automotive and high-tech markets
- 550 acres of land is available in diverse parcels — 80-acres to be divided potentially free for significant job creation, according to a 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.
- Northpointe Town Center, a dynamic shopping center development is scheduled to open in Blackman Township in 2009.

To receive a Development Packet or for more information, contact 517-788-4455 ext. 108 or [dvelly@enterprisegroup.org](mailto:dvelly@enterprisegroup.org)

[www.enterprisegroup.org](http://www.enterprisegroup.org)

Blackman Charter Township  
and Economic Development



The Enterprise Group  
of Jackson, Inc.

In 1991, Blackman Charter Township created the Local Development Finance Authority (LDFA) primarily for the purpose of funding the infrastructure needs of an industrial development for TAC Manufacturing. The Authority has added Kaneka Texas Corporation as a tenant, and has purchased additional land along I-94 to bring additional investment and job growth to the community. Governed by Public Act 281 of 1986, an LDFA uses tax increment financing 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, and can be reviewed at [www.blackmandda.com/ldfa.html](http://www.blackmandda.com/ldfa.html).



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 Blackman Township LDFA is seeking the following types of businesses to locate within the Blackman Township LDFA Certified Business Park: Advanced Manufacturing, Life Sciences, and Alternative Energy.

The Jackson Technology Park

attributes include:



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- Northpointe Town Center, a dynamic shopping center development, is scheduled to open in Blackman Township in 2011.

The Blackman LDFA 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 Tax Increment Finance (TIF)-ineligible companies is negotiable, and they must include job creation. Generally, LDFA designation is limited to business activities

that involve:

- Advanced Manufacturing
- Life Sciences
- Alternative Energy

If you need assistance in determining if your company qualifies for TIF capture, contact [dkelly@enterprisegroup.org](mailto:dkelly@enterprisegroup.org) or call 517-788-4330. 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:

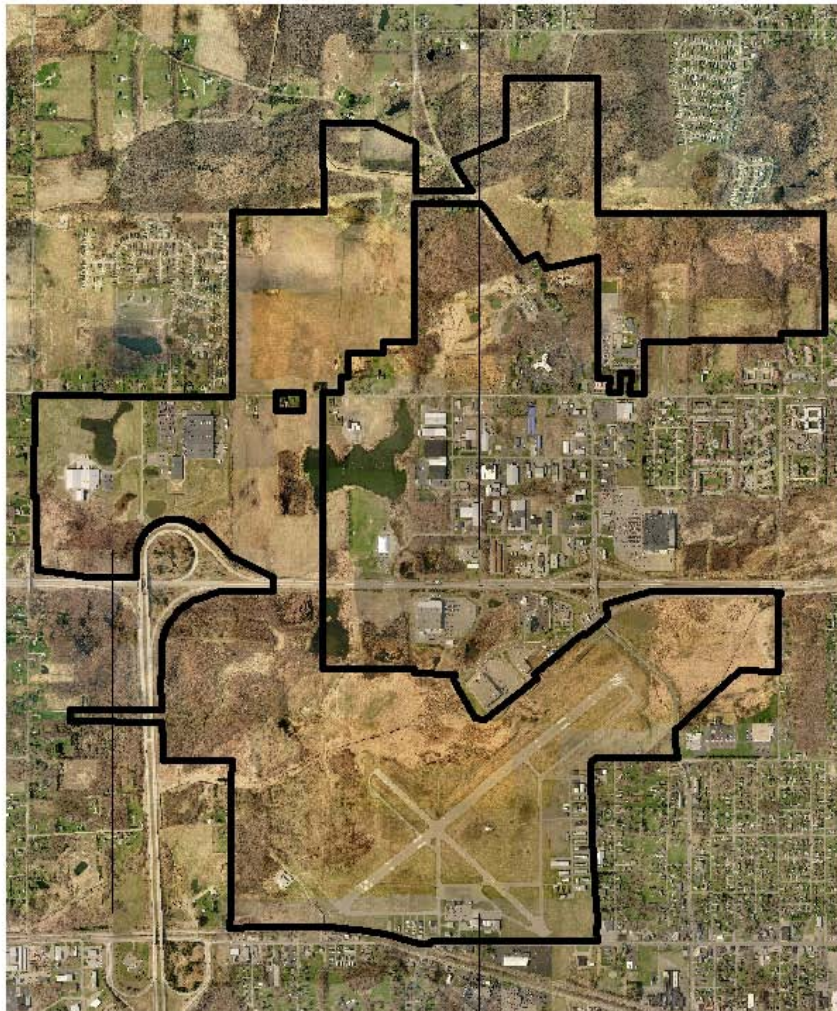
[http://www.legislature.mi.gov/\(S\(amzbnk2altxxzi155jggqrp55\)\)/documents/mcl/pdf/mcl-Act-24-of-1995.pdf](http://www.legislature.mi.gov/(S(amzbnk2altxxzi155jggqrp55))/documents/mcl/pdf/mcl-Act-24-of-1995.pdf), and/or,

3. The Michigan Strategic Fund Act (Act 270 of 1984) at:

[http://www.legislature.mi.gov/\(S\(amzbnk2altxxzi155jggqrp55\)\)/documents/mcl/pdf/mcl-Act-270-of-1984.pdf](http://www.legislature.mi.gov/(S(amzbnk2altxxzi155jggqrp55))/documents/mcl/pdf/mcl-Act-270-of-1984.pdf)

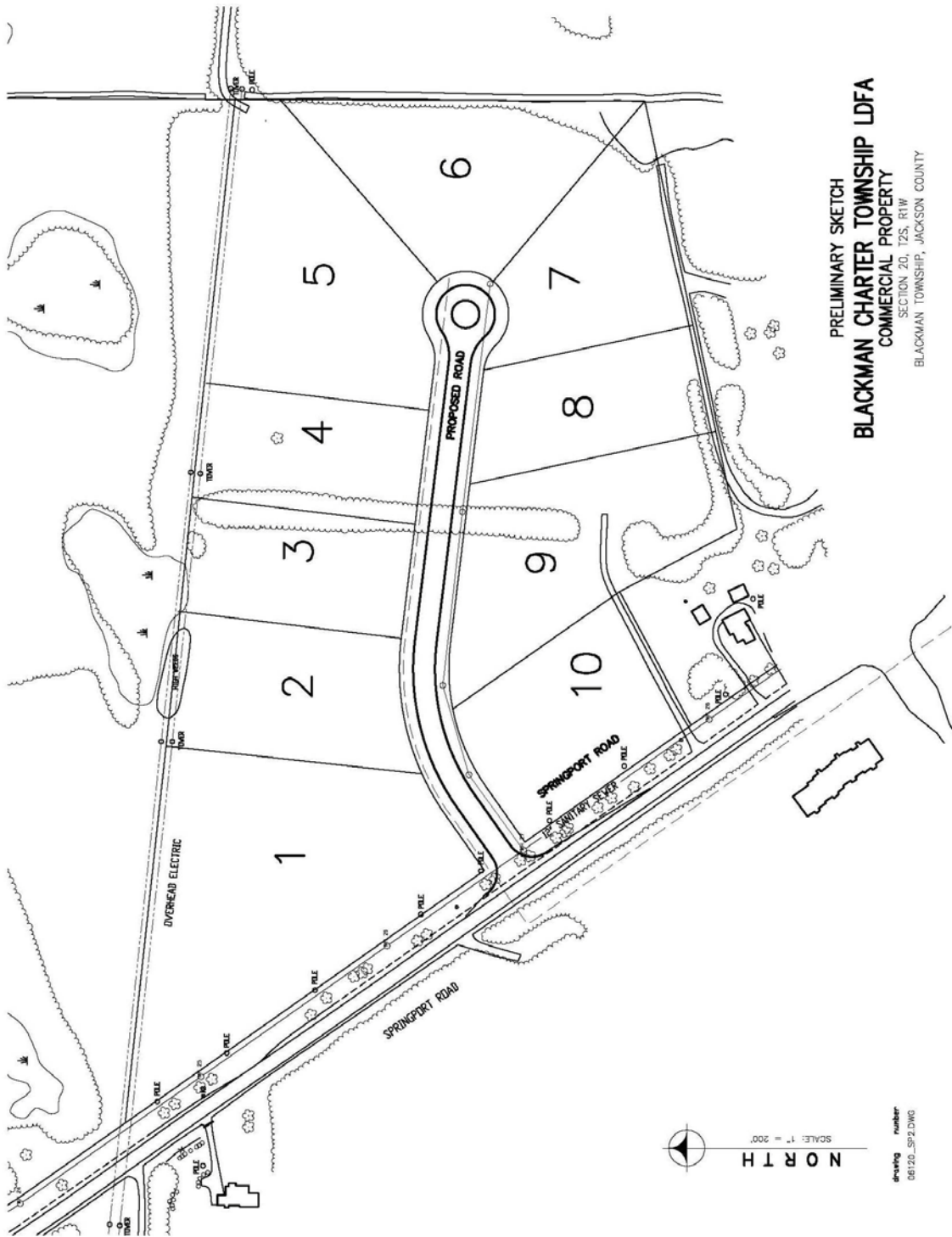
Thank you for your interest in the Blackman Township LDFA and Jackson County!

# Blackman Charter Township LDFA



Prepared: Oct 2, 2007





PRELIMINARY SKETCH  
**BLACKMAN CHARTER TOWNSHIP LDFA**  
 COMMERCIAL PROPERTY  
 SECTION 20, T2S, R1W  
 BLACKMAN TOWNSHIP, JACKSON COUNTY

NORTH  
 SCALE: 1" = 200'

drawing number  
 06120\_SP2.DWG

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

	Criteria	Number	Points
	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 (#2 below)		
	Amount of Investment – Personal Property (#3 below)		
	Number of Acres Required (minimum 5 acre parcel) (#4 below)		
	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 Blackman LDFA 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 will be required to sign a development agreement and provide documentation to support information provided in this packet, should the project move forward. Agreement will require payment of higher land costs if thresholds are not met and no reasonable justification can be provided.
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 Jackson County are not counted).
5	Minimum parcel size is five (5) acres
6	If business does not qualify for TIF capture - land price is negotiable with new job creation
7	The Blackman LDFA reserves the right to monitor progress regarding investment and job creation commitments and will conduct a monitoring visit at least every two-years.

**BLACKMAN LDFA 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	\$0.5 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	\$0.5 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
6	<b>COMPANY 6</b>	<b>NUMBER</b>	<b>POINTS</b>
	Service business - not eligible for TIF in LDFA (land price - \$15,000/acre)		
	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
7	<b>COMPANY 7</b>	<b>NUMBER</b>	<b>POINTS</b>
	High-tech Business within Jackson County		
	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

**DUE DILIGENCE CHECKLIST - PROJECT PROPOSAL STAGE**



Project Title \_\_\_\_\_ Date of Submission \_\_\_\_\_

Contact Name \_\_\_\_\_ Contact Phone Number \_\_\_\_\_

E- Mail Address \_\_\_\_\_

**TO**

**I. REFERENCE CHECK**

**DONE DO**

N/A

- A. Provide company structure or organizational chart
- B. Provide resumes of principals
- C. Provide references, including contact names and telephone numbers.
- D. Provide bank reference.

**II. LITIGATION REVIEW**

- A. Provide status and outcome of any legal action taken by, or against, the company or its principals. Specifically
  - 1. Litigation which may adversely affect the business.
  - 2. Any criminal records.
  - 3. Any "gray areas" such as divorce suits or personal liability actions which may affect the conduct of business.
- B. Provide information on any bankruptcy proceedings, past or present, which affect the principals or the company.

**III. BUSINESS OVERVIEW**

Provide a business plan or annual report, to include the following:

**B. General Description**

- 1. Brief history of company, including sales and profits.
- 2. Business objectives (e.g., expansion, capital improvement, new product line).
- 3. Products or Service:
  - a. Product description.
  - b. Competitive advantage (e.g., weight, size, cost) including technology review.
  - c. Proprietary status (e.g., who holds patent rights).
- 4. Current and projected market share.
- 5. List of board members.

**C. Industry overview**

- 1. Current market trends
- 2. Status of competition
- 3. Pricing

**D. Other Issues.**

- 1. Has the business changed names or location?  Yes  No  
If so, why? \_\_\_\_\_
- 2. Has there been recent turnover of principals?  Yes  No
- 3. Were there recent product changes?  Yes  No
- 4. What is the status or suppliers? \_\_\_\_\_
- 5. What is the competition's view of this company and its products?  
\_\_\_\_\_



TO

DONE DO N/A

**A. Financial Background**

- 1. Balance Sheet
- 2. Income statement
- 3. Cash flow
- 4. Has the business prepared a source/use statement?  Yes  No

**IV. PROJECT INFORMATION**

A. Describe your proposed project in detail. Is it your objective to purchase and develop City-owned property, seek funding or incentives, relocate, restructure, expand? \_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

B. What funding sources are involved in the project (whether or not the agency is being asked to participate)?

- 1. Equity – evidence of which should be documented.
- 2. Private Lenders.
  - If from an institution, are there letters of commitment?  Yes  No
  - What are the rates and terms? \_\_\_\_\_
  - Are there special terms? \_\_\_\_\_
- 3. Public Agencies. Who is participating – federal, state, or local government?
  - Ports or nonprofit agency? \_\_\_\_\_
  - What are the terms and conditions? \_\_\_\_\_
  - Has a separate review been completed?  Yes  No
- 4. What past investments have been made in the company, and by whom?

\_\_\_\_\_

\_\_\_\_\_

C. Additional comments: