



MICHIGAN STRATEGIC FUND

MEMORANDUM

DATE: March 10, 2021

TO: The Honorable Jim Stamas, Chair
Senate Appropriations Committee

The Honorable Curtis Hertel, Jr.
Minority Vice Chair
Senate Appropriations Committee and
Subcommittee on LEO/MEDC

The Honorable Ken Horn, Chair
Senate Appropriations Subcommittee on
Labor and Economic Opportunity/MEDC

The Honorable Thomas Albert, Chair
House Appropriations Committee

The Honorable Joe Tate
Minority Vice Chair
House Appropriations Committee

The Honorable Greg VanWoerkom, Chair
House Appropriations Subcommittee on
General Government

The Honorable Terry Sabo
Minority Vice Chair
House Appropriations Subcommittee on
General Government

FROM: Mark Burton, President
Michigan Strategic Fund

SUBJECT: Section 1050 – Business Attraction and Community Revitalization Outcomes and
Performance Measures

Section 1050 of Public Act 166 of 2020 requires the identification of specific outcomes and performance measures for business attraction and community revitalization funds, including total verified jobs, total private investment and amount of private and public square footage created and reactivated during the fiscal year ending September 30, 2021. Also required are the results and data related to these outcomes and measures for the prior fiscal year, if available.

Because this report is required at an early point in the fiscal year, there is no data to report for FY 2021. Data for the prior fiscal years, where available, is attached.

If you have any questions, please contact our Office of Government Relations at 517.335.1847.

Attachment

cc: Members, Senate and House Appropriations Committees
Members, Senate Appropriations Subcommittee on Labor and Economic Opportunity/MEDC
Members, House Appropriations Subcommittees on General Government
Dave Massaron, State Budget Director
Chris Harkins, Director, Senate Fiscal Agency
Mary Ann Cleary, Director, House Fiscal Agency

Section 1050 Report
Business Attraction and Community Revitalization Funds
Public Act 166 of 2020
Outcomes and Performance Measures

Section 1050(1) of the Omnibus Budget, PA 166 of 2020, requires identification of specific outcomes and performance measures for funds appropriated in part 1 for business attraction and community revitalization. These funds encompass the Michigan Business Development Program (MBDP) and the Michigan Community Revitalization Program (MCRP), authorized under the Michigan Strategic Fund Act. The outcomes and performance measures include:

- Total verified jobs for business attraction during FY 2021
- Total private investment for business attraction and community revitalization programs during FY 2021
- Amount of private and public square footage created and reactivated through the community revitalization program during FY 2021

Section 1050(2) requires the report to include specific outcomes and measures under subsection (1) and provide results and data related to these outcomes and measures for the prior fiscal year if available.

The MBDP is an incentive program available from the MSF, in cooperation with the Michigan Economic Development Corporation (MEDC). The program is designed to provide grants, loans and other economic assistance to businesses for highly competitive projects in Michigan that create jobs and/or provide investment. All awards are performance-based.

Verified jobs (Actual jobs created) reflect the number of jobs a company has created to reach a milestone and receive a disbursement. All project milestones and disbursement requests are reviewed and verified through a consistent compliance process.

MBDP milestones may be amended or dismissed, thus causing values to shift to subsequent years reports and amended for prior years.

The MCRP's purpose is to accelerate private investment in Michigan's communities through the redevelopment of functionally obsolete properties, reduction of blight and the reuse of brownfield and historic properties. Job creation is not a focus of this program. FY 2021 represents the tenth year of the transition from Brownfield tax credits to MCRP, a grant, loan and equity investment program. MCRP functions as a deal closing mechanism to address cost gaps and market deficiencies. The program provides incentives for projects that offset the excess costs of the redevelopment opportunity. Loans and other investment vehicles also are provided in conjunction with senior lenders and are required for any incentive over \$1.5 million.

At the time of this report, FY 2021 is in its very early stages. Therefore, there is no data to report for FY 2021. Charts demonstrating the outcomes of these performance measures for previous fiscal years follow.

Please note the MCRP only revitalizes private square footage, not public square footage. Therefore, there is no data to report for public square footage created and reactivated.

MBDP EFFECTIVENESS UPDATE

81%
Effectiveness

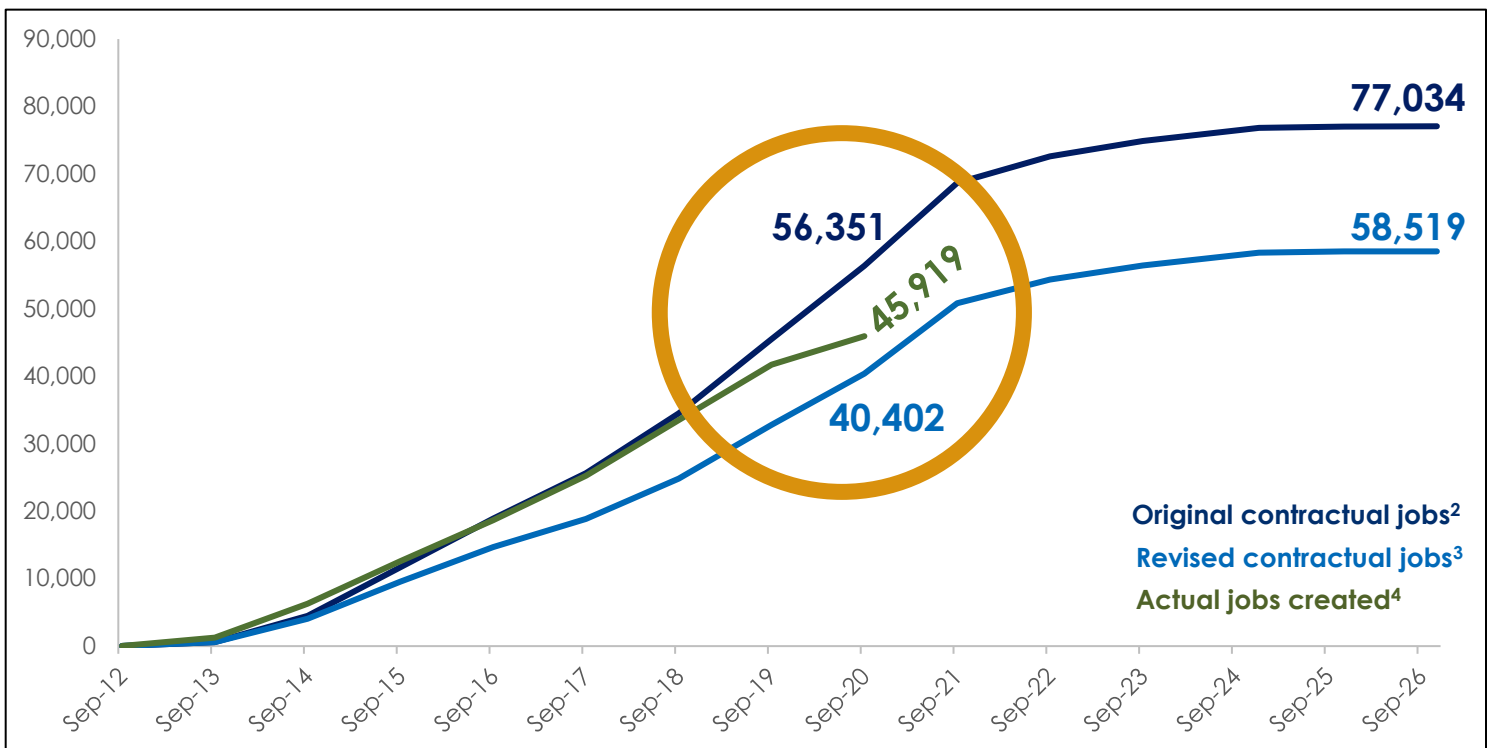
81% of jobs originally committed to be created are verified as created¹

45,919
Verified Jobs

To date, companies have created 45,919 verified jobs

\$6,752
Cost Per Job

To date, the MBDP Program has a \$6,752 Cost Per Job



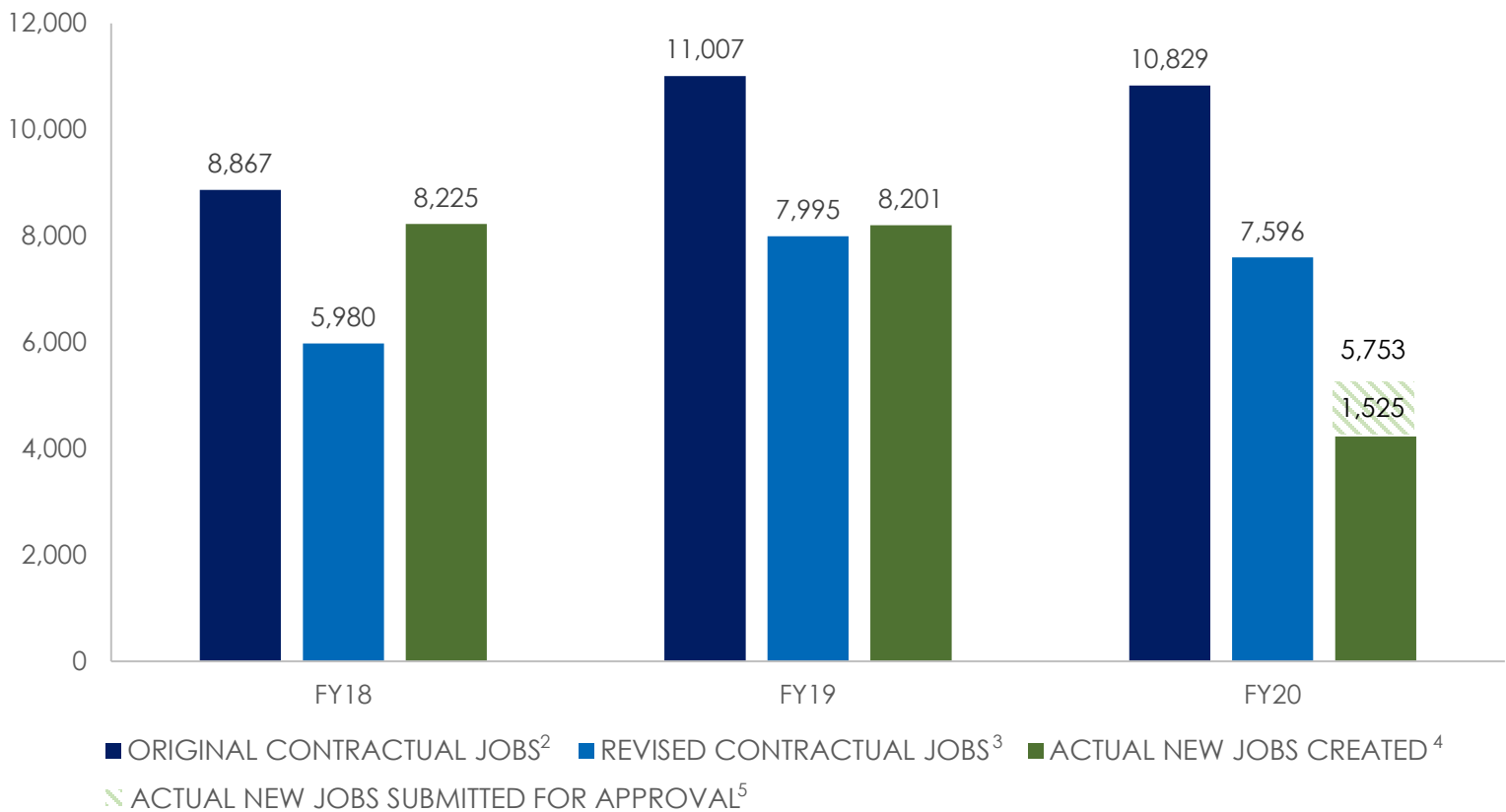
1. Actual jobs created reporting period from September 2012 to September 2020.

2. "Original Contractual Jobs" are jobs that companies are contractually committed to create by a certain date which includes deals that have been dismissed.

3. "Revised Contractual Jobs" are the milestone jobs contractually committed to be created of active deals as opposed to all deals.

4. "Actual Jobs Created" are new jobs verified via a sampling method. Fifteen percent of a random sample of new hires, usually a minimum of 5 and a maximum of 100 new hires are evaluated against payroll data. This does not include verified jobs from terminated agreements due to data complexity.

MBDP JOBS BREAKDOWN¹



1. Data as of September 30, 2020.

2. "Original Contractual Jobs" are jobs that companies are contractually committed to create by a certain date which includes deals that have been dismissed.

3. "Revised Contractual Jobs" are the milestone jobs contractually committed to be created of active deals as opposed to all deals.

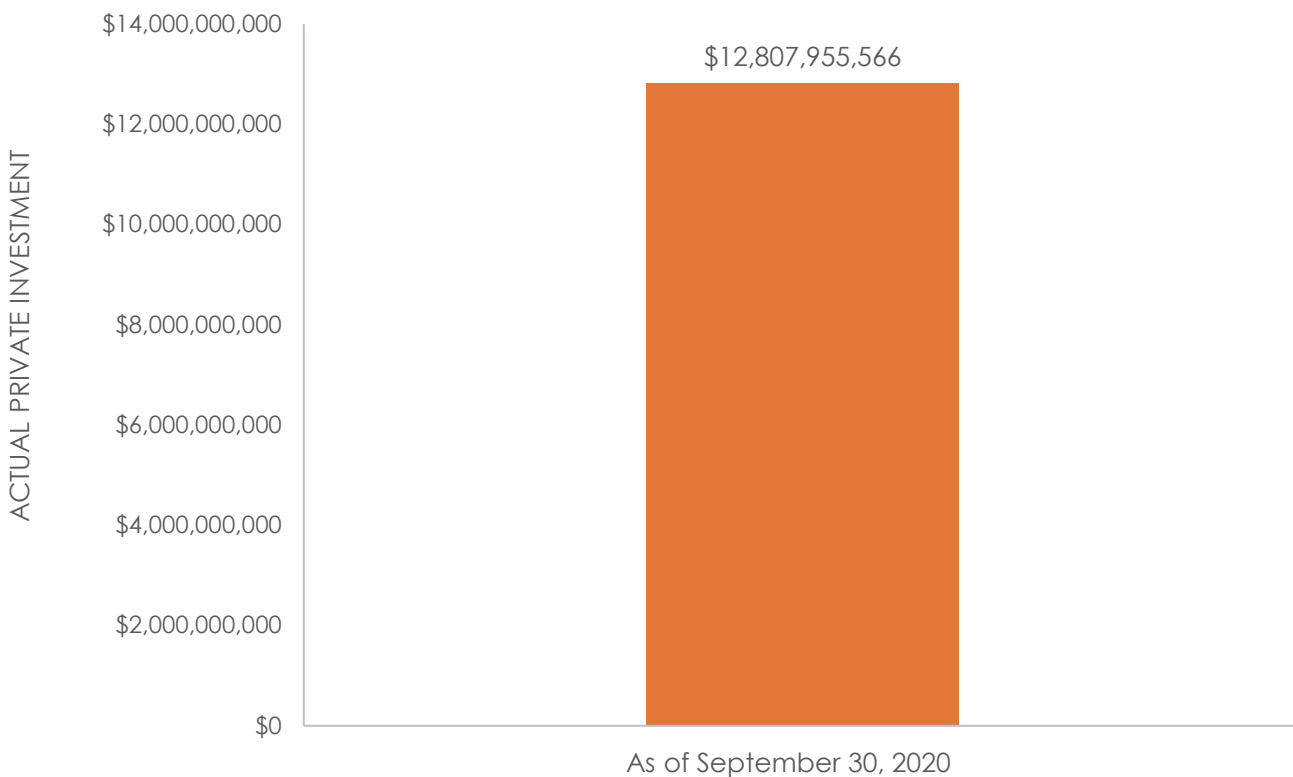
4. "Actual Jobs Created" are new jobs verified via a sampling method. Fifteen percent of a random sample of new hires, usually a minimum of 5 and a maximum of 100 new hires are evaluated against payroll data. This does not include verified jobs from terminated agreements due to data complexity.

5. "Actual New Jobs Submitted for Approval" are new jobs that companies have created and are pending verification by MEDC's Compliance team.

MBDP ACTUAL PRIVATE INVESTMENT¹

\$12.8B
Actual Private
Investment

As of September 30, 2020, companies have reported \$12.8B Actual Private Investment per the most recent progress report.

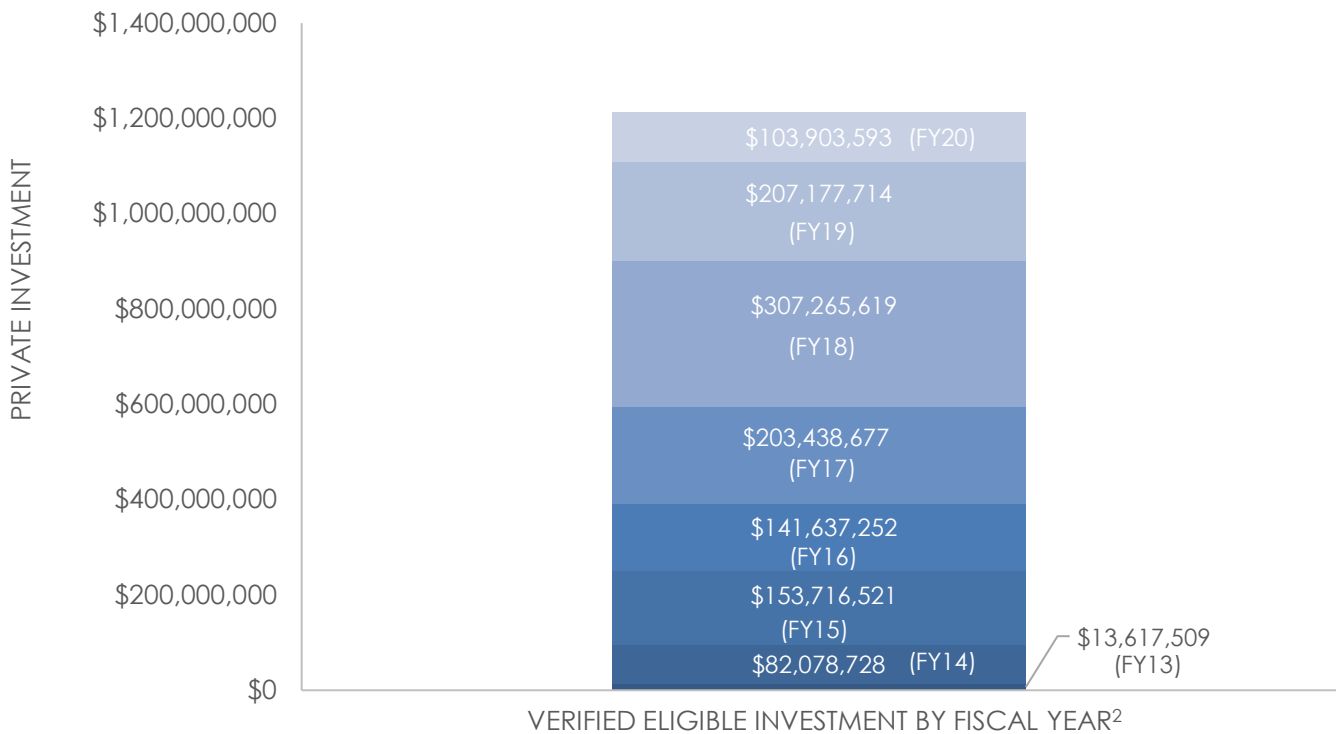


1. The MBDP Actual Private Investment is the actual investment that has been made at the project site as reported by the Company per the most progress report. It captures the investment made to-date for the life of the MBDP program.

MCRP VERIFIED ELIGIBLE INVESTMENT¹

\$1.2B
Verified Eligible
Investment

As of September 30, 2020, projects have created \$1.2B in verified investment.

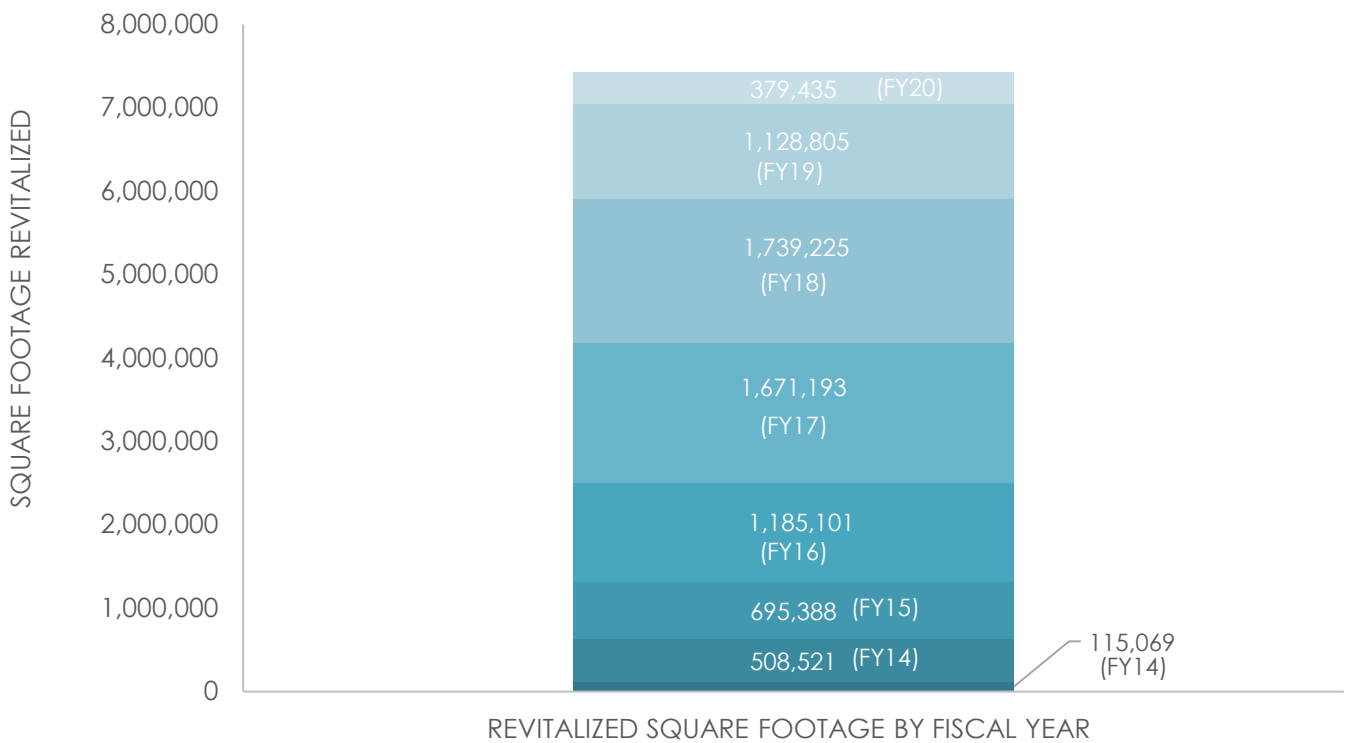


1. Verified Eligible Investment means the actual Hard Costs incurred and paid by the Company on the Project. Hard Costs include demolition, construction, alteration, rehabilitation or improvement of buildings, site improvements, the addition of machinery, equipment or fixtures to the property, or Professional fees or costs for the Project for architectural services, engineering services, Phase I environmental site assessment, Phase II environmental site assessment, Baseline Environmental Assessment or surveying services.
2. Verified Eligible Investment reflects the year the investment occurred.

MCRP REVITALIZED SQUARE FOOTAGE¹

7.4M
Revitalized
Square Footage

As of September 30, 2020, projects have revitalized 7.4M in square footage.



1. Revitalized Square Footage is self-reported for each project and has not been verified. Some projects may have benefited from additional incentives (e.g. Brownfield TIF).