

## Notes from February 26, 2019 CDC Meeting

### **Attendees**

MEDC Staff: Amanda Bright-McClanahan, Christine Roeder, Dave Greco, Josh Hundt, Lynne Feldpausch, Keli Edmonds, Doug Kuiper

CDC Members: Birgit Klohs, Bob Trezise, Dan Hunter, Diane Rekowski, Jennifer Owens, Jim McBryde, JoAnn Crary, Marty Fittante, Paul Krutko, Rob Cleveland, Ron Kitchens, Steve Erickson, Tyler Rossmassler

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**Josh Hundt, Executive Vice President and Chief Business Development Officer (CBDO)** Welcomed all and requested introductions around the table due to new members present.

Hundt shared information on new projects announced this week including today's announcement by the Mayor of Detroit that FCA is looking at a new plant in Detroit, as well as other investments around the region – up to 6500 new jobs and \$4.5 billion in investment at 5 facilities. Jeff Mason, Christine Roeder, and Doug Kuiper joined Mayor Duggan and Governor Whitmer with company officials for the announcement.

Greg Tedder shared approved projects on the Community Development side including a hotel in downtown Kalamazoo, brownfield deals in Jackson and a few small TIF projects in Grand Rapids.

MEDC Leadership is currently working on the 2020 corporate budget which will go to the Executive Committee in July for approval. The International Trade team will be attending the Paris Air Show with 10 Michigan companies and Hanover Mesa with 6 Michigan companies. The Job Ready Michigan program, reviewed with CDC at a prior meeting, is currently on hold with no timing for presenting to MSF.

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**Keli Edmonds, Partner Relationship Manager** Reminded members that the CDC grant mid-term reports and invoice are due March 30<sup>th</sup>. Keli is also in the planning stages of the Region 9 & 10 MEDC Toolbox training taking place May 14, 2019 in Novi and a tentative date of September 12, 2019 for Region 5 – 7.

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**David Greco, Legislative Director, MEDC** Shared that the MEDC has scheduled meetings with 75 members of the new Legislature with 23 completed to date. Meetings have been focused on questions regarding projects in their districts with all positive feedback.

Good Jobs for Michigan program ends in 2019, Business Leaders for Michigan is leading the charge on this program and has pulled the coalition back together to discuss sunset extension and more funding.

Governor Whitmer will present her budget recommendations for year 2020 and 2021 on Tuesday, March 5, 2019 at 11:00 a.m. The Governor's priority is infrastructure and education. Will likely see a reprioritization of funds to align with the Governor's priorities.

Economic development strategy discussions around historic tax credit bills are underway and we may see some form of tax credits return.

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**Val Hoag, Managing Director, Global Business Development** Gave a progress update on the Michigan Site Readiness Program (MSRP) strategy. Michigan sites are NOT competitive with other states for projects. MSRP short-term efforts are to address Michigan's lack of site ready inventory with long-term efforts to continue to identify and improve more industrial sites. The MSRP strategy 7 point plan includes 1) establish vetted site standards, 2) establish site improvement program, 3) identify dedicated funding beyond the pilot, 4) continue development of mega and large sites, 5) create and fund new infrastructure financing tools, 6) speculative building development program and 7) develop site information, marketing and branding.

Hoag continued with past, present and future progress highlights, finishing with a drone video promoting the Sackrider/Ceres Farm site in Marshall, MI. Additional drone videos are being completed for the Industrial Park site in Delhi Township, Great Lakes Tech Park in Thomas Township, Reddy site in Kalamazoo, Kalamazoo Foundation, Parmenter Road site in Corunna, Beier site in St. Clair Township, Tech Park North in Jackson, and Meadowbrook & Yore sites in Benton Harbor. Drone videos will continue to be taken of other sites throughout the year.

Marshall Site Video: <https://www.youtube.com/watch?v=iaU41QpTkyE>

(Presentation and MSRP Vetted Sites Criteria attached)

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**Stacy Bowerman, Vice President, Business Development Projects; Mike Gietzen, Sr. Business Development Project Manager; and Josh Hundt, Executive Vice President and Chief Business Development Officer (CBDO)** Gave an overview of the proposed Michigan Micro Business Development Program (MMBDP).

The Michigan Micro Business Development Program ("MMBDP") is an incentive program that may be available from the Michigan Strategic Fund ("MSF") in cooperation with the Michigan Economic Development Corporation ("MEDC"). The focus of the program is to promote business growth opportunities in underutilized areas as well as targeted industries. The program is designed to provide grants, loans, or other economic assistance to businesses for highly competitive projects in Michigan that have fewer job creation than required by the Michigan Business Development Program (MBDP)

Guidelines approved on December 21, 2011. (Guidelines attached). The adapted guidelines for this new use will be proposed to MSF at a future meeting.

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**Doug Kuiper, Sr. Vice President, Marketing and Communications** presented on the MEDC Business Marketing Campaign Strategy. (Presentation attached)

Kuiper requested contacts for campaign participants. CDC members can reach out to Kuiper directly at [kuiperd3@michigan.org](mailto:kuiperd3@michigan.org).

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Ron Kitchens Book Recommendation: “21 Lessons for the 21<sup>st</sup> Century” by Yuval Noah Harari. Excellent read.

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