



City of  
Jonesville

265 E. Chicago Street • Jonesville • MI 49250

(517) 849-2104 Ph  
(517) 849-9037 Fx  
www.jonesville.org  
manager@jonesville.org

**CITY OF JONESVILLE  
LOCAL DEVELOPMENT FINANCE AUTHORITY  
MEETING AGENDA  
APRIL 18, 2018 - 7:45 A.M.  
CITY HALL**

- 1. CALL TO ORDER**
- 2. PRESENTATIONS AND RECOGNITIONS**
  - A. None
- 3. APPROVAL OF AGENDA**
- 4. APPROVAL OF MINUTES**
  - A. February 21, 2018
- 5. PUBLIC COMMENT**
- 6. NEW BUSINESS**
  - A. Fiscal Year 2018-19 Budget Recommendation
  - B. Broadband Internet Services
  - C. Master Plan Update
- 7. ONGOING BUSINESS**
  - A. Staff Updates
  - B. Economic Development Partnership Report
- 8. ROUNDTABLE DISCUSSION**
  - A. LDFA Board Member Organization Updates
- 9. OTHER BUSINESS**
- 10. ADJOURNMENT** – Next Meeting: June 20, 2018, 7:45 a.m.

[Action Item]  
[Discussion/Action Item]  
[Information Item]

**City of Jonesville**  
**Local Development Finance Authority**  
**Minutes of February 21, 2018**

Present: Gerry Arno, Alyssa Binkowski, Chellie Broesamle, Julie Games, Steve Harding, Gary Kies, Jim Parker, Rick Schaerer, Kathleen Schmitt, and Manager Jeff Gray

Absent: None

Guests: Susan Smith, EDP Executive Director

Rick Schaerer called the meeting to order at 7:45 a.m.

A motion was made by Gerry Arno and supported by Julie Games to approve the agenda as presented. All in favor. Motion carried.

A motion was made by Steve Harding and supported by Jim Parker to approve the October 18, 2017 meeting minutes. All in favor. Motion carried.

A motion was made by Chellie Broesamle and supported by Gary Kies to approve the 2018 Economic Development Partnership Investment. Sue Smith spoke on behalf of the EDP, summarizing recent activities and services provided to the area. All in favor. Motion carried.

A motion was made by Chellie Broesamle and supported by Steve Harding to appoint the 2018-19 Budget Committee. As in recent years, the Committee will consist of Chairman Schaerer, Mayor Arno, and Manager Gray. All in favor. Motion carried.

A motion was made by Steve Harding and supported by Gary Kies to approve the 2018 LDFA Meeting Calendar. All in favor. Motion carried.

Manager Gray spoke regarding the update of the Master Plan, explaining that the results of this effort will become part of our strategic planning over the next several years.. He invited everyone to attend a community meeting called "Framing Jonesville's Future". It is scheduled for 7:00 p.m., Wednesday, March 7<sup>th</sup> at the Jonesville Presbyterian Church fellowship hall.

Manager Gray and Board members provided various updates.

There was some discussion regarding the desire to have fiber optic internet alternatives in the Industrial Park. The Board agreed by consensus to follow up with the Comcast representative, as well as making contact with other companies. There was a desire expressed for annually budgeting an amount to invest in fiber optics upgrades in the Industrial Park. The comment was noted by the Budget Committee.

The next meeting is scheduled for Wednesday, April 18, 2018, at 7:45 a.m.

The meeting was adjourned at 8:31 a.m.

Submitted by,

Lenore M. Spahr, Deputy Clerk



To: Jonesville LDFA Board  
From: Jeffrey M. Gray, City Manager   
Date: April 13, 2018  
Re: Manager Report and Recommendations – April 18, 2018 LDFA Meeting

**6. A. Fiscal Year 2018-19 Budget Recommendation**

**[Action]**

Chair Rick Schaerer, Mayor Gerry Arno and I met and prepared the enclosed recommendations for the 2018-19 fiscal year budget that begins on July 1<sup>st</sup>. The budget includes reserve funding for future expansion of the industrial park, for development incentives proposed in the LDFA plan, and future maintenance and expansion of infrastructure. This agenda item is reserved for detailed discussion of the proposed budget. It will be necessary to consider a motion to recommend that the City Council approve the proposed budget. *Please refer to the enclosed copy of the draft budget, capital projects summary, and current year fund balance.*

**6. B. Broadband Internet Services**

**[Action]**

For the past several months, the LDFA has been working with Comcast Business Services regarding a potential project to add broadband internet to the Industrial Park. Following the last LDFA meeting, Chairman Schaerer reached out to the representative and the complete email chain is attached. This item is reserved for discussion of the current proposal and to strategize next steps. *Please refer to the attached emails and project map.*

**6. C. Master Plan Update**

**[Information]**

An important component of the update to the City's Master Plan, which states the City's policies and objectives for future development, is the creation of an Economic Development Strategy. The purpose of the strategy is to summarize the development priorities and objectives that are shared with the various boards that support development in the City. That would include the LDFA, the Downtown Development Authority, Planning Commission, City Council and Zoning Board of Appeals. The Planning Commission has scheduled a meeting for this purpose on Tuesday, May 8<sup>th</sup> at 7:00 p.m. I anticipate that the meeting location will be confirmed before the LDFA meeting. Please take a look at your schedule to see if you would be able to join. It will be important to have representation from all of the boards that are involved in development.

**7. A. Staff Updates**

This item is reserved for updates by staff regarding LDFA projects.

**7. B. Economic Development Partnership Report**

This item is reserved for and additional updates from Executive Director Sue Smith.

**8. A. LDFA Board Member Organization Updates**

This item reserved for updates from members of the Board to provide updates regarding their organizations and other activities of interest to the LDFA.



FY 2019 BUDGET WORKSHEET FOR CITY OF JONESVILLE									
		14-15 ACTIVITY	15-16 ACTIVITY	16-17 ACTIVITY	17-18 BUDGET	17-18 ACTIVITY THRU 12/31/2017	18-19 REQUESTED BUDGET		
GL NUMBER	DESCRIPTION							COMMENTS	
Fund 247 - LOCAL DEVELOPMENT FINANCE AUTHORITY									
REVENUES									
247-000-403.000	REAL PROPERTY TAX	21,817.25	270,909.46	98,082.91	87,806.12	-	90,780.00		
247-000-403.050	PERSONAL PROPERTY TAX	188,883.26	-	-	-	-	-		
247-000-403.075	PERSONAL PROPERTY TAX REIMBURSEMENT	26,739.86	52,986.92	184,272.39	198,000.00	198,052.97	150,000.00		
247-000-403.100	REAL WINTER TAX	10,454.78	-	-	-	-	-		
247-000-403.200	PERSONAL PROPERTY TAX	90,512.52	-	-	-	-	-		
247-000-403.300	CURR/DEL PROP TAX FM COUNTY	-	-	-	-	-	-		
247-000-407.000	DELINQUENT TAX	-	-	-	-	-	-		
247-000-664.000	LEASE/IND PARK RADIO TOWER	12,410.77	12,729.37	13,784.61	13,000.00	8,276.47	14,000.00		
247-000-665.000	INTEREST EARNINGS	454.75	2,667.81	8,700.84	5,000.00	6,941.86	10,000.00		
247-000-676.000	CONTRIBUTIONS FROM OTHER FUNDS	-	-	-	-	-	-		
247-000-678.000	REIMBURSEMENTS - MISC	-	-	-	-	-	-		
247-000-694.000	OTHER INCOME	-	-	-	-	-	-		
247-000-694.100	OTHER INCOME - FARM LAND	2,601.60	2,178.40	2,178.40	2,175.00	-	2,175.00	Land lease	
247-000-694.200	OTHER INCOME - SALE OF LAND	-	13,353.34	-	-	-	-		
247-000-698.000	BOND PROCEEDS	-	-	-	-	-	-		
TOTAL ESTIMATED REVENUES		353,874.79	354,825.30	307,019.15	305,981.12	213,271.30	266,955.00		
APPROPRIATIONS									
Dept 729-DEVELOPMENT ACTIVITIES									
247-729-702.000	SALARIES AND WAGES	3,425.74	5,646.48	914.52	3,500.00	218.07	3,500.00	MK	
247-729-702.100	SALARIES AND WAGES - OVERTIME	-	-	-	-	-	0.00		
247-729-715.000	EMPLOYERS SHARE - FICA & MEDICARE	256.24	426.64	68.92	300.00	16.45	300.00		
247-729-716.000	HEALTH INSURANCE	282.55	202.00	41.27	400.00	12.69	400.00		
247-729-718.000	DISABILITY	22.02	32.58	6.71	35.00	1.78	35.00		
247-729-719.000	EMPLOYERS SHARE - 401	230.71	336.57	49.59	350.00	9.22	350.00		
247-729-721.000	LIFE INSURANCE	15.66	24.77	4.28	25.00	1.17	25.00		
247-729-722.000	EMPLOYEE ASSISTANCE PROGRAM	2.50	3.67	0.58	5.00	0.16	5.00		
247-729-723.000	DENTAL INSURANCE	45.44	84.35	20.22	75.00	3.50	75.00		
247-729-724.000	OPTICAL INSURANCE	9.72	15.89	4.23	15.00	0.80	15.00		
247-729-727.000	OFFICE SUPPLIES	108.04	172.92	159.98	75.00	39.37	75.00		
247-729-740.000	OPERATING SUPPLIES	788.33	539.01	45.85	1,000.00	19.00	1,000.00	MK	
247-729-801.000	PROFESSIONAL SERVICES	185.00	1,015.45	2,284.30	-	335.00	-		
247-729-801.100	PROFESSIONAL SERVICES - EDP FEE	15,000.00	15,000.00	15,000.00	15,000.00	-	15,000.00		
247-729-801.300	PROFESSIONAL SERVICES-OTHER	-	-	-	-	-	-		
247-729-801.400	PROFESSIONAL SERVICES-FIBER OPTICS	-	-	-	-	-	-		
247-729-801.500	PROFESSIONAL SERVICES-ENGINEERING	-	-	-	25,000.00	-	45,000.00	Engineering - Reading Ave Extension	
247-729-818.000	CONTRACTUAL	3,575.48	3,465.48	3,557.72	29,000.00	9,721.08	18,000.00	MK - Mowing, Paint Gaige St	
247-729-818.300	CONTRACTUAL - LANDSCAPING	-	-	-	-	-	-		
247-729-818.301	CONTRACTUAL - DPW SEASONAL	-	-	132.66	-	257.95	-		
247-729-818.700	CONTRACTUAL - K & K TANNERY LOT IMPROVEM	-	-	-	-	-	-		
247-729-818.800	CONTRACTUAL - RELOCATE POWER LINES	-	-	-	-	-	-		
247-729-820.000	MEMBERSHIPS/DUES/SUBSCRIPTIONS	-	-	-	-	-	-		
247-729-865.000	MILEAGE/TRANS/MEALS/LODGING	103.80	66.86	-	-	-	-		
247-729-900.000	PRINTING & PUBLISHING	-	18.25	-	-	-	-		
247-729-921.000	ELECTRICITY	1,370.89	1,098.51	1,024.34	1,500.00	483.09	1,100.00	Marketing and signs	
247-729-924.000	WATER AND SEWER	2,496.45	(1,337.10)	1,962.55	2,000.00	1.87	2,000.00	MK - Should go down, LED	
247-729-930.000	REPAIRS & MAINTENANCE	1,381.59	7,813.70	211.77	1,500.00	971.00	1,500.00	MK	
247-729-940.000	EQUIPMENT RENTAL	1,968.10	2,530.50	492.73	2,000.00	278.12	2,000.00	MK	
247-729-956.000	MISCELLANEOUS	-	-	11,861.09	-	-	-		
247-729-956.200	MISCELLANEOUS - PROPERTY TAX	-	-	-	-	691.73	-		
247-729-960.000	TRAINING & CONFERENCES	165.00	-	-	-	-	-		
247-729-965.000	ALLOC TO GEN FUND-ADMIN WAGES/BENE	24,348.60	24,349.00	24,663.00	26,403.00	6,600.75	26,403.00		

FY 2019 BUDGET WORKSHEET FOR CITY OF JONESVILLE									
GL NUMBER	DESCRIPTION	14-15 ACTIVITY	15-16 ACTIVITY	16-17 ACTIVITY	17-18 BUDGET	17-18 ACTIVITY THRU 12/31/2017	18-19 REQUESTED BUDGET	COMMENTS	
247-729-965.100	CONTRIB TO GEN FUND - ST LIGHT ELEC	5,304.00	5,304.00	5,304.00	5,304.00	-	5,304.00		
247-729-965.101	CONTRIB TO GEN FUND - PURCH/IMPR	21,000.00	-	-	-	-	-		
247-729-965.300	CONTRIB TO MAJOR STS - GAIGE	-	-	-	-	-	-		
247-729-965.400	CONTRIB TO WATER CONTRACT PAYMENT	-	-	-	-	-	-		
247-729-965.401	CONTRIBUTION TO WATER-US12 EXTENSIO	-	-	-	-	-	-		
247-729-965.500	CONTRIB TO LOCAL ST	139,610.72	-	-	-	-	-		
247-729-965.590	CONTRIBUTION TO SEWER FUND - DEBT	-	-	-	-	-	-		
247-729-965.600	CONTRIB TO GEN FUND	-	-	1,000.00	2,000.00	-	2,000.00		Rail trail cost reimbursement (20%)
247-729-965.700	CONTRIBUTION TO LOCAL ST - ST REPAIR	-	-	-	-	-	-		
247-729-965.800	CONTRIBUTIONS TO MAJOR ST - REPAIRS	-	-	-	-	-	-		
247-729-966.000	RESERVE FOR FUTURE EXPANSION	-	-	-	45,000.00	-	45,000.00		
247-729-967.000	RESERVE FOR SPECIAL PROJECTS	-	-	-	35,000.00	-	35,000.00		
247-729-967.500	RESERVE FOR INFRASTRUCTURE IMPROVE	-	-	-	35,000.00	-	35,000.00		
247-729-968.000	DEPRECIATION EXPENSE	-	-	-	-	-	-		
247-729-971.000	LAND ACQUISITION	-	-	-	-	-	-		
247-729-974.000	CONSTRUCTION	-	-	-	-	-	-		
247-729-975.000	ADDITIONS & IMPROVEMENTS	-	-	-	-	-	-		
247-729-975.100	LAND IMPROVEMENTS - PROP OWNER REBATES	-	-	-	-	-	-		
247-729-975.200	CAPITAL IMPROVEMENT PROJECT	-	-	-	75,000.00	-	17,000.00		Potential fiber optic project
Totals for dept 729-DEVELOPMENT ACTIVITIES		221,696.58	66,809.53	68,810.31	305,487.00	19,662.80	266,087.00		
Dept 731-INDUSTRIAL PARK - PHASE II									
247-731-801.000	PROFESSIONAL SERVICES	-	-	-	-	-	0.00		
247-731-818.000	CONTRACTUAL	-	-	-	-	-	0.00		
247-731-900.000	PRINTING & PUBLISHING	-	-	-	-	-	0.00		
247-731-921.000	ELECTRICITY	-	-	-	-	-	0.00		
247-731-924.000	WATER AND SEWER	-	-	-	-	-	0.00		
247-731-930.000	REPAIRS & MAINTENANCE	-	-	-	-	-	0.00		
247-731-956.000	MISCELLANEOUS	-	-	-	-	-	0.00		
Totals for dept 731-INDUSTRIAL PARK - PHASE II		-	-	-	-	-	-		
TOTAL APPROPRIATIONS		221,696.58	66,809.53	68,810.31	305,487.00	19,662.80	266,087.00		
NET OF REVENUES/APPROPRIATIONS - LDFA		132,178.21	288,015.77	238,208.84	494.12	193,608.50	868.00		



## **Future Capital Projects – DDA and LDFA**

### Downtown Development Authority

- Klein Tool Reuse/Redevelopment Planning and Marketing
- 2019 MDOT Signal Modernization Project
- South Parking Lot – Utility Burial/Lot Repaving
- Chicago Street Streetscape
  - Tree Replacement
  - Brick and Sidewalk Maintenance
  - Light Pole Painting
- M-99 Streetscape Enhancements/Lighting
- Directional Signage

### Local Development Finance Authority

- Improved Broadband Internet
  - Fiber and/or Cable
  - Industrial Park and Beck Street Industries
- Gaige/Reading Traffic Circulation
  - Reading Ln Extension
  - Gaige Street Pavement Maintenance
- Industrial Park Expansion
  - Land Acquisition
  - Design and Planning
- Incentives Planning and Implementation

**City of Jonesville**  
**Capital Improvement Plan**  
PROJECT DESCRIPTION

Project Title	Reading Lane Extension		
Department	LDFA	Funding Source	LDFA/FG/SG

<b>Fiscal Year</b>	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24
<b>Est. Cost</b>	\$25,000	\$393,000	-	-	-	-

**Project Description and Location**

This project would extend Reading Avenue, south of Gaige Street. The extension would intersect with Olds Street/M-99 at Industrial Parkway.

Right-of-way acquisition began in the 2017-18 fiscal year and is currently ongoing. The project need is under evaluation relative to potential manufacturing expansion in the vicinity.

Once the project need is confirmed, design engineering would take place in 2018-19, with construction to follow in 2019-20.

**Project Need and Impact**

The project is needed to address traffic congestion and to improve traffic circulation in the vicinity of M-99 and Gaige Street. The improvements are intended to assure the long term viability of businesses in the vicinity. State and Federal grant opportunities will be explored during the 2017-18 fiscal year to offset project costs.

**Related Costs and Future Funding Needs**

The completed street will have ongoing winter and preventative maintenance costs following construction.

**CITY OF JONESVILLE**  
**2017/18 ESTIMATED YEAR END FUND BALANCES**

	GEN FD	MAJOR	LOCAL	STATE	L.D.F.A.	D.D.A.	DEBT SVC	SEWER	WATER	M.V.P.
<b>Audited 16/17 EOY Fund Bal</b>	\$1,349,782	\$133,503	\$521,267	\$9,942	\$1,255,566	\$243,525	\$0	\$1,032,462	\$638,335	\$319,076
Budgeted 17/18 Revenue	\$1,175,631	\$384,412	\$266,162	\$25,851	\$305,981	\$120,178	\$158,935	\$847,568	\$333,686	\$134,500
Budgeted 17/18 Expenses	(\$1,175,573)	(\$375,214)	(\$270,213)	(\$25,850)	(\$305,487)	(\$195,606)	(\$158,935)	(\$1,068,201)	(\$387,244)	(\$133,519)
	\$1,349,840	\$142,701	\$517,216	\$9,943	\$1,256,060	\$168,097	\$0	\$811,828	\$584,777	\$320,057
Plus Depreciation								\$268,000	\$72,000	\$77,000
Amendments										
01-17-18	(\$2,300)	(\$45,767)	(\$9,100)	\$0						(\$16,900)
<b>Fund Bal Before Res</b>	\$1,347,540	\$96,934	\$508,116	\$9,943	\$1,256,060	\$168,097	\$0	\$1,079,828	\$656,777	\$380,157
Park Reserve	(\$54,700)									
Expansion Reserve					(\$180,000)					
Special Projects Reserve					(\$150,000)					
Infrastructure Impr. Reserve					(\$180,000)					
Revolving Loan Fund						(\$25,000)				
<b>Est 17/18 EOY Fund Balance</b>	\$1,292,840	\$96,934	\$508,116	\$9,943	\$746,060	\$143,097	\$0	\$1,079,828	\$656,777	\$380,157



**From:** Brannan, Melissa [mailto:Melissa\_Brannan@comcast.com]  
**Sent:** Wednesday, March 21, 2018 2:51 PM  
**To:** Garner, Michael <Michael\_Garner2@comcast.com>; Jeff Gray <JGray@jonesville.org>  
**Cc:** rick@papertube.com  
**Subject:** RE: new business

Jeff,

Thanks for the continued interest in Comcast.

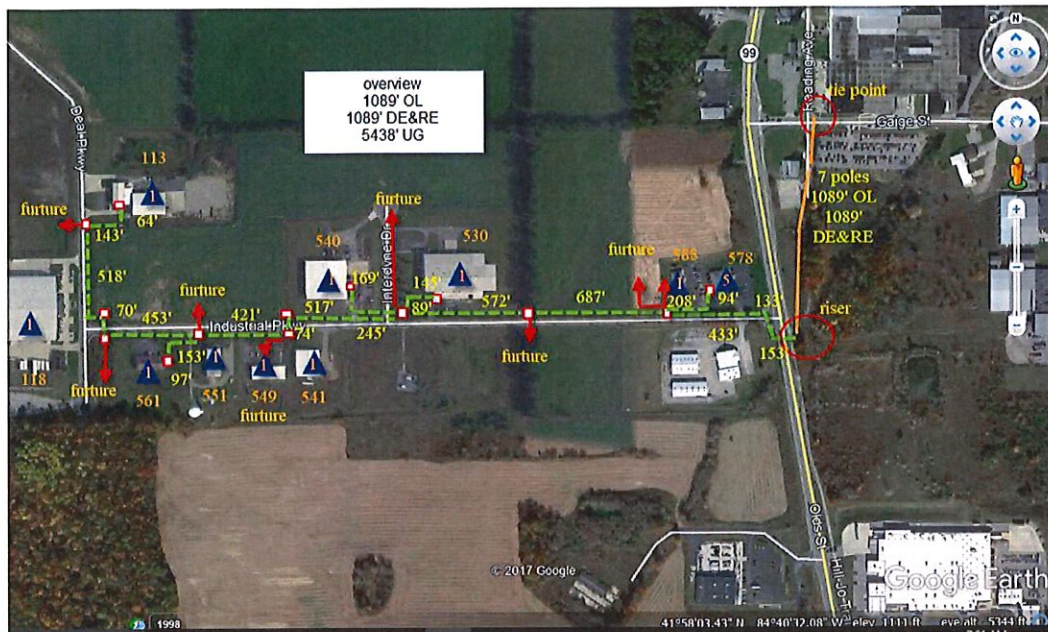
Here are the businesses that we have had continued and engaging interest with:  
NEFCO, Steve Harding (Signed paperwork)  
Leigh Raddatz CPA (Signed Paperwork)  
K&K, Jonesville Tool, Interdyne – all gave a verbal commitment but, paperwork was never signed  
Fastenal – (Signed)

Here are the businesses that we have struggled with. If we can a majority of them to agree on meeting – we would be willing to come down and give this another go.

Advanced Farm Supply  
Health and Home  
US Staffing  
Ritz Craft

Construction Cost to Provide services to the park - \$74,527.75  
Monthly MRC needed (between all 9 businesses) to Fully waive the construction costs - \$2401.05 (Those businesses that already signed total \$569.65)  
Monthly MRC needed and \$5K contribution - \$2236.05  
Monthly MRC needed and \$10K contribution - \$2066.05

Below is a sketch of the construction needed for the park. Anything along the dotted green line will be serviceable by Comcast. In regards to vacant lots – the cost would be minimal (permits, underground work, etc) to provide services.



I hope this information is helpful and if you would like to set up a call to discuss the details – let's schedule some time.

Best Regards,

Melissa Brannan, Sales Manager  
Comcast Business  
1401 E Miller Rd. Lansing, MI 48911  
Office: 517-334-9107  
Cell: 517-881-3959

**From:** Jeff Gray [<mailto:JGray@jonesville.org>]  
**Sent:** Tuesday, March 20, 2018 5:08 PM  
**To:** Garner, Michael <[Michael\\_Garner2@comcast.com](mailto:Michael_Garner2@comcast.com)>  
**Cc:** Rick Schaerer <[rick@papertube.com](mailto:rick@papertube.com)>  
**Subject:** RE: new business

Michael,

The City has a room that we can make available for the meeting that you are suggesting. The Fire Department meeting room is large enough and is typically available during the day and early evening. With a little notice we can check its availability and reserve it for this purpose.

The LDFA has tried once to put out an open invite to discuss broadband, but got no attendees aside from LDFA membership. Perhaps we can set a date and time, then you can loop back to those that you have previously communicated with to bring them together.

It will be helpful, too, to have answers to the questions that Rick asked, below. Sorry if you sent them – I did not find them in my inbox. The LDFA investment will be an important piece to this,



obviously. They will want to know what \$10,000 to \$15,000 is buying for the vacant lots that they own in the park.

Jeff

Jeffrey M. Gray · City Manager  
City of Jonesville  
265 E. Chicago Street · Jonesville, MI 49250  
(517) 849-2104  
[www.jonesville.org](http://www.jonesville.org)

**From:** Rick Schaerer [<mailto:rick@papertube.com>]  
**Sent:** Thursday, February 22, 2018 11:29 AM  
**To:** 'Garner, Michael' <[Michael\\_Garner2@comcast.com](mailto:Michael_Garner2@comcast.com)>  
**Cc:** Jeff Gray <[JGray@jonesville.org](mailto:JGray@jonesville.org)>  
**Subject:** RE: new business

Hi Michael,

Thanks for getting right back to us and insight into your issues.

Now, that we know what some of the hold ups are let's see if we can put some better numbers as to what you need for new customers. You say EVERYONE but you are short by one or two new customers what that does to your cost or if you have a certain install cost per customer we could use. That cost would help us in marketing the park for any rebates or cost changes we need be aware of when selling the remaining lots. Then, if we were to fund some of the project, would this then supply complete coverage throughout the park from M99 to US 12? What is that \$10,000 to \$15,000 covering?

Yes, another meeting would be best and the more information or details you can bring to the table would help in determining what assistance we could provide both financially and in getting those in the park to participate. Jeff would be your best contact for working with those in the park but I would help in any way that I can.

Thanks,

Rick



**Rick Schaerer**  
**JONESVILLE PAPER TUBE CORP.**

P.O. BOX 39  
540 BECK ST  
JONESVILLE, MI 49250  
PHONE 517-849-9963 FAX 517-849-2229  
e-mail [rick@papertube.com](mailto:rick@papertube.com)

**From:** Garner, Michael [[mailto:Michael\\_Garner2@comcast.com](mailto:Michael_Garner2@comcast.com)]  
**Sent:** Thursday, February 22, 2018 10:18 AM  
**To:** Rick Schaerer  
**Cc:** Jeff Gray  
**Subject:** RE: new business

Hello Rick and Jeff,

Sorry I have not been available this past week, I have been very busy. No real developments on the project to share. The challenge has been getting everyone on board and signed. I have a lot of verbal agreements to sign but not the actual signatures. The problem is that there are so few businesses in the Industrial Park area right now that we have no room for error. We would need just about everyone to sign and take on additional costs to make the numbers work. Even if that were to happen, I would still need to look to the LDFA or anyone else willing to contribute for a significant cash contribution (\$10-15K) to close the deal. My understanding is that the LDFA may be willing to make this contribution toward construction costs, but we would still need EVERONE to sign up for services to make it happen. There are a few customers who have been pushing to get this done including Steve Harding at NEFCO and he has even taken the extra steps of reaching out to some of his neighbors. Unfortunately this has not resulted in any new signatures.

I believe our best bet to make this happen would be getting everyone together in the same room and really leveraging the need and want for these services to gain commitments from everyone. I can clearly see from the amount of follow ups I have received from Steve Harding and both of you that there is a very real need for better Telco services. As a sales person this is normally a very advantageous scenario because the customers are, for lack of a better term, stuck between a rock and a hard place. The services that are available now are not sufficient for the businesses in the area, nor are they sufficient enough to attract new businesses into the area. The real question becomes what is it worth to the customers, the LDFA, and the City of Jonesville to make this happen? Is everyone willing to sign and sign for additional billable dollars to help make this happen? This cannot be a conversation of how much money can we save by switching, but rather a conversation of how much more are we willing to spend to make this work. Thus far, there has not been a will to spend additional dollars and that has created a gap too large to close.

I am certainly open to any and all ideas that you may have and I am willing to continue an open dialogue as this goes forward.

**Best Regards,**

**Michael Garner, Business Account Executive**  
Mobile: 517-614-3989

[Michael\\_Garner2@comcast.com](mailto:Michael_Garner2@comcast.com)

**From:** Rick Schaerer [<mailto:rick@papertube.com>]  
**Sent:** Wednesday, February 21, 2018 5:19 PM  
**To:** Garner, Michael <[Michael\\_Garner2@comcast.com](mailto:Michael_Garner2@comcast.com)>  
**Cc:** Jeff Gray <[JGray@jonesville.org](mailto:JGray@jonesville.org)>  
**Subject:** new business

Hi Michael,

I wanted to touch base with you to see if there is anything we can do for the potential customers in the Jonesville industrial park. We had our LDFA meeting today and your company and project for the park was discussed. We had 3 board members who have companies in the industrial park that would like to get your services. Plus I understand there are few more just outside the park that would also be interested. Is there anything from the potential customers, the LDFA or from me that can help you with this project? If there is not enough potential or your company has decided that it only wants a guaranteed number signed up let me know and we could possible help. Also, from the LDFA standpoint is there not the infrastructure you need or what is needed is above the project cost guidelines let me know. The LDFA board is willing to discuss options and perhaps help in whatever way it can for those existing companies in the park and as a recruiting tool for those looking into moving to the park. Hopefully, we can work something out or at least confirm that Comcast is not interested and the LDFA can look at pursuing other options for those companies in the park. Please get back to me or Jeff Gray at the City of Jonesville office([jgray@jonesville.org](mailto:jgray@jonesville.org)) with the latest update.

Thank you,

Rick

**Rick Schaerer**  
**JONESVILLE PAPER TUBE CORP.**  
P.O. BOX 39  
540 BECK ST  
JONESVILLE, MI 49250  
PHONE 517-849-9963 FAX 517-849-2229  
e-mail [rick@papertube.com](mailto:rick@papertube.com)



