



**CITY OF JONESVILLE
LOCAL DEVELOPMENT FINANCE AUTHORITY
MEETING AGENDA
AUGUST 15, 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. June 20, 2018
- 5. PUBLIC COMMENT**
- 6. NEW BUSINESS**
 - A. Industrial Park Broadband Internet
 - B. Business Resource Networks
- 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: October 17, 2018, 7:45 a.m.

[Discussion Item]
[Information Item]

City of Jonesville
Local Development Finance Authority
Minutes of June 20, 2018

Present: Gerry Arno, Jim Parker, Alyssa Binkowski, Julie Games, Kathleen Schmitt and Manager Jeff Gray

Absent: Rick Schaerer, Chellie Broesamle, Steve Harding, and Gary Kies

Guests: Sue Smith (EDP), Jim Selby (Aspen Wireless) and Rob Socha (DMCI Broadband)

Gerry Arno called the meeting to order at 7:45 a.m.

The agenda was approved as presented.

A motion was made by Julie Games and supported by Kathleen Schmitt to approve the April 18, 2018 meeting minutes. All in favor. Absent: Rick Schaerer, Chellie Broesamle, Steve Harding, and Gary Kies. Motion carried.

A motion was made by Kathleen Schmitt and supported by Jim Parker to accept with regret the resignation of LDFA member Gary Kies. All in favor. Absent: Rick Schaerer, Chellie Broesamle, Steve Harding and Gary Kies. Motion carried.

Julie Games made a motion to adopt the Economic Development Strategy which will be incorporated into the Master Plan Update. Jim Parker supported this motion. All in favor. Absent: Rick Schaerer, Chellie Broesamle, Steve Harding and Gary Kies. Motion carried.

Manager Gray advised that MEDC and MDOT will be meeting at Martinrea on Tuesday, June 26, 2018 to further discuss the extension of Reading Lane.

Jim Selby, President of Aspen Wireless and Robert Socha, Communication Sales with DMCI Broadband, spoke with the LDFA regarding the addition of broadband high speed internet being available to business in the Jonesville Industrial Park.

Sue Smith, Executive Director of Economic Development Partnership, provided a report with updates to the LDFA.

Manager Gray and LDFA members provided updates to the LDFA.


The next meeting is scheduled for Wednesday, August 15, 2018 at 7:45 a.m.

The meeting was adjourned by Mayor Gerry Arno at 8:48 a.m.

Submitted by,

Cynthia D. Means
Clerk



To: Jonesville LDFA Board
From: Jeffrey M. Gray, City Manager 
Date: August 10, 2018
Re: Manager Report and Recommendations – August 15, 2018 LDFA Meeting

6. A. Industrial Park Broadband Internet

[Discussion]

Jim Selby, with Aspen Wireless, introduced himself and his company to the LDFA at the June meeting. Jim and I have had the opportunity to meet since the meeting to discuss the particular needs and concerns in the Industrial Park. Jim will be in attendance at the meeting to discuss technology that might be available to provide service. This item on the agenda is reserved for the presentation by Mr. Selby and an opportunity to discuss questions and next steps.

6. B. Business Resource Networks

[Action]

Michigan Works Southeast has developed a program called Business Resource Networks that they are making available. A component of the program is the offering of “Success Coaches” that are typically funded by businesses participating the network. These coaches are available to work with a participating company’s employees to assist with attendance and performance issues. Some general information is included about the program. Michigan Works is willing to present information about the program and could be invited to a future LDFA meeting if there is interest. *Please refer to the attached background information.*

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.



Community Ventures and Business Resource Networks

MICHIGAN WORKS! SOUTHEAST


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Community Ventures Background

- Original Community Ventures program was started in 2012.
- Operated by MEDC, targeted to unemployed residents of Detroit, Highland Park, Flint, Pontiac and Saginaw.
- Grand Rapids was added last year.
- Program administration shifted from MEDC to the Talent Investment Agency a few years ago


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Program Design

- Originally promoted as a crime prevention program
- Funding is about \$10 million/year
- Employer incentives of up to \$5,000 for new hires.
- "Success Coach" assigned to go on-site to provide wrap-around support services to new hires.
- These services averaged about \$3,000 per person
- Employer Resource NetworkSM
- Program operated outside of the Michigan Works! network, although there was some coordination with Michigan Works!


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Program Results

- The program was marketed as a model program by the Governor and his staff, and was covered in state and national media
- Thousands of people were hired
- Accountability and reporting systems were not sufficient to document results
- Numerous administrative issues, especially in recent years
- Survey of employers showed that most valued the resource networks and success coaches more than the wage incentives.


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Changes as of July 1, 2018

- Responsibility for the program shifts to Michigan Works! Agency
- Statewide Program
- More targeted eligibility for employer wage incentives
- Emphasis is on the creation of Business Resource Networks with wrap around services for employees
- Initial funding at \$7 million statewide; this could more than double by October 1
- Funds must be spent by Sept. 30, 2019


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Business Resource Networks

- Locally driven, public-private consortia whose purpose is to improve workforce retention through employee support and training
- 5-10 employers in each network
- Employers identify common needs
- Neutral administrator manages the network
- Each network has one or more "Success Coaches"
- Also called Employer Resource Networks®


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Business Resource Networks

- Each network business invests in "shares" of a success coach (\$5,000 - \$10,000)
- One "share" represents about 4 hours/week of the success coach's time
- The success coach visits employees on site, or at a neutral location to identify and overcome any barriers to success.
- In 2016 Michigan networks reported an ROI of 350% and retention rates of 98%


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Role of the Success Coach

- Dedicated hours onsite; also available by phone, text, etc.
- Helps employees address job-related issues
- Connects employees to company, public and non-profit resources
- Provides or offers services that will sustain employment such as financial literacy, budgeting, employability skills, and technical skills
- Helps HR with attendance or performance issues
- All work is confidential – reporting is only in aggregate


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Role of Member Companies

- Monthly board meetings chaired by an employer member
- Members discuss trending issues, gaps, and solutions
- Members review dashboard showing key metrics supplied by success coach
- Members discuss and promote best practices


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Networks in the MWSE Region

- Existing networks in Livingston and Jackson Counties
- Lenawee County is starting a network
- Discussions also are underway in Washtenaw County

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Use of Program Funds

- Employer wage incentives
 - Up to \$500/month; \$5,000 maximum
 - Targeted to returning citizens, disabled, homeless, substance abuse
- Subsidize Success Coaches to incentivize employers to join networks
- Support to participants
 - Transportation, child care, utility bills, insurance, etc
 - Career planning and coaching
 - Targeted to those with barriers or "ALICE" families
- Financial literacy, employability skills, budgeting
 - Skills training

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