



Washtenaw County Economic Development Incentives & Programs

Tax Abatements	
Commercial Rehabilitation Tax Exemption (PA 210)	<p>Property tax abatement for a period of 1 to 10 years for owners of certain rehabilitated commercial facilities. The district has to be greater than three acres in size unless located inside a city designated downtown or business district. Qualifying buildings must be a multifamily or commercial building that is at least 15 years old. Commercial Rehabilitation Tax Exemption certificates freeze the property at its pre-rehabilitated value, effectively allowing the rehabilitation to be property tax free, with the exception of school operating taxes. Land and most personal property are not eligible for a Commercial Rehabilitation tax exemption.</p> <p>Link (Copy and paste into your browser): http://www.michiganadvantage.org/cm/Files/Fact-Sheets/CommercialRehabilitatiionAct.pdf</p>
Historic Preservation Tax Credits	<p>20% Federal tax credit to encourage owners to protect and restore the historic resources of the area. Applies to National Register-listed or NR-eligible properties/districts. Plans must first be approved at the state and federal level for credits.</p> <p>10% tax credit available for rehabilitation of non-historic buildings, non-residential buildings built before 1936</p> <p>Link (Copy and paste into your browser): Michigan.gov/shpo</p>
Industrial Facilities Tax Exemption (PA 198)	<p>This program is designed to replace the property tax on industrial and high technology developments, expansions, and rehabilitation efforts with an Industrial Facilities Tax (IFT). Up to 50% of real and personal property taxes can be exempted for new facilities, and up to 100% of real and personal property taxes can be exempted for the renovation of obsolete buildings. This exemption requires a petition to the local government to create an Industrial Facilities district.</p> <p>Link (Copy and paste into your browser): http://www.michiganbusiness.org/cm/Files/Fact-Sheets/IndustrialProptaxAbatePA198.pdf</p>
New Market Tax Credits	<p>Taxpayers may receive credit against federal income tax for making qualified equity investments in a Community Development Entity. The credits provide about 10 – 20% equity money to the project proposed, and are to be used over a seven-year credit allowance period. During the first three years, an investor receives a credit equal to 5% of the total amount paid for the stock or capital interest at the time of purchase. During the final four years, the value of the credit is 6% annually. Projects need to be in poverty areas of at least 20%. The money can be used to clean up blight, for significant job creation projects, and to provide local services (usually for commercial projects). Projects should have an estimated cost at least \$2 million.</p> <p>Link (Copy and paste into your browser): https://www.cdfifund.gov/programs-training/Programs/new-markets-tax-credit/Pages/default.aspx</p>



<p>Obsolete Property Rehabilitation Act (PA 146)</p> <p>Ann Arbor and Ypsilanti</p>	<p>Redevelopment of contaminated, blighted, or functionally obsolete properties used for either commercial or commercial housing. This law allows Core Communities to “freeze” the taxable value of a structure (before improvements are made) for no less than 1 year and no longer than 12 years. OPRA Exemptions essentially allow property owners to rehabilitate their buildings property tax free; with the exception of school taxes (the State may also decide to exempt one-half of the school millage for up to six years). This exemption requires a petition to the local government to create an OPRA district for each property on a case-by-case basis.</p> <p>Link (Copy and paste into your browser): https://www.michigan.gov/taxes/0,1607,7-238-43535_53197-213177--,00.html</p> <p>Core Communities link http://www.michiganbusiness.org/cm/files/fact-sheets/core_communities.pdf</p>
<p>Personal Property Tax Exemption (PA 328)</p> <p>Ann Arbor and Ypsilanti</p>	<p>Allows local governments to offer a personal property tax exemption to spur investment in the Industrial Development District, Brownfield Redevelopment District, Local Development Financing District/ Smart Zone, or the Downtown Development District. New personal property (equipment) leased or owned by eligible businesses and located within these established districts could be 100% exempt from local and state personal property taxes. This incentive is not project-specific and extends to all personal property investments during the time of the exemption.</p> <p>Link (Copy and paste into your browser): http://www.michigan.gov/taxes/0,4676,7-238-43535_53197-213182--,00.html</p>
<p>Renaissance Zones</p>	<p>Most state and local taxes, including real and personal property tax and Michigan business tax liability, are abated within Renaissance Zones for up to 15 years. Taxes still due are those mandated by the federal government, local bond obligations, school sinking fund or special assessments. The State of Michigan reimburses intermediate and local school districts, community college and public libraries for lost revenue. Zones include Agricultural Processing Facilities, Renewable Energy, Forest Products processing, Michigan Strategic Fund Designated Zones, Geographic and Next Michigan Development Corporation Zones.</p> <p>Link (Copy and paste into your browser): http://www.michiganbusiness.org/renaissance-zones/</p>



Grants & Loans	
<p>Commercial Building Rehabilitation Program</p> <p>Ypsilanti DDA</p>	<p>Grants for upgrading older buildings to meet modern building code and accessibility requirements as well as to create consistency in design, materials and architectural character thereby increasing building occupancy and enhancing the physical appearance of the Downtown.</p> <p>Link (Copy and paste into your browser): http://www.annarbor.com/YDDA%20Building%20Rehabilitation%20Program%20Application%5B2%5D.pdf</p>
<p>Community Development Block Grant Economic Development Projects</p>	<p>This program can be used to support economic development projects such as blight elimination, façade improvements, downtown public infrastructure, and signature building acquisition. Funding is targeted toward low- and moderate-income areas, and is coordinated through the Urban County agreement for participating communities in Washtenaw County. Non-participating governments apply directly to the state of Michigan.</p> <p>Link (Copy and paste into your browser): Participants: http://www.ewashtenaw.org/urbancounty Non-Participants: http://www.michiganbusiness.org/cm/files/fact-sheets/cdbg.pdf</p>
<p>CDBG Section 108 Loans</p>	<p>Section 108 is the loan guarantee component of the Community Development Block Grant (CDBG) Program. Section 108 provides communities with a source of financing for economic development, housing rehabilitation, public facilities, and large-scale physical development projects. The Section 108 loan guarantee program allows local governments to transform a small portion of their CDBG funds into federally guaranteed loans large enough to pursue physical and economic revitalization projects capable of renewing entire neighborhoods.</p> <p>Link (Copy and paste into your browser): https://www.hudexchange.info/section-108/section-108-program-eligibility-requirements/</p>



<p>Facade Improvement Grant</p> <p>Ypsilanti DDA</p>	<p>Grants to assist property and business owners to improve the front and prominent rear entrances of their buildings. The grants are a reimbursement for eligible expenses related to façade improvements with the maximum grant award of 50% of the eligible expenses not to exceed \$2,500.</p> <p>Link (Copy and paste into your browser): http://ypsilantidda.org/content/download/1086/4146/file/YDDA%20Facade%20Improvement%20Grant%20App%202013-14.pdf</p>
<p>Gap Financing for Manufacturing</p>	<p>Zero interest loans for new or expanding manufacturing companies located east of US 23 in Washtenaw County. Loans may be used for production expansion equipment and plant improvements.</p> <p>Link (Copy and paste into your browser): http://www.ewashtenaw.org/services_for/manufacturing-gap-financing</p>
<p>Michigan Business Development Program</p>	<p>Grants, loans and other economic assistance to businesses for highly competitive projects in Michigan. A minimum of 50 qualified new jobs must be created and commitment of staff, financial or economic support is required by the local municipality.</p> <p>Link (Copy and paste into your browser): http://www.michiganbusiness.org/cm/files/fact-sheets/michiganbusinessdevelopmentprogram.pdf</p>
<p>Michigan Business Growth Fund Collateral Support Program</p>	<p>Cash collateral accounts to lending institutions to enhance the collateral coverage of borrowers in financing expansion or diversification projects. This program can also enable companies to acquire the necessary financing that might otherwise be unavailable due to a cash flow shortage according to the lender’s analysis. Qualified industries include: mining, manufacturing, research and development, film and digital media, high technology products and services.</p> <p>Link (Copy and paste into your browser): http://www.michiganbusiness.org/michigan-business-growth-fund/#mbgf</p>
<p>Michigan Community Revitalization Program</p>	<p>Grants, loans and other economic assistance for private investment projects located in areas of historical disinvestment, historic, blighted or functionally obsolete conditions in traditional downtowns. Up to \$10,000,000 (not to exceed 25% of the eligible investment) for flexible term and condition loans and grants. Projects must be in a downtown or commercial center.</p> <p>Link (Copy and paste into your browser): http://www.michiganbusiness.org/cm/files/fact-sheets/communityrevitalizationprogram.pdf</p>
<p>Michigan Capital Locator Tool</p>	<p>MEDC capital locator tool can assist you in connecting to grants, venture capitalists, banks and other programs.</p> <p>Link (Copy and paste into your browser): http://www.michiganbusiness.org/start-up/capital/#capital-locator</p>



<p>Patronicity</p>	<p>Communities, non-profits and other business entities can submit projects by applying for a Patronicity crowdfunding online donation campaign. Projects meeting fundraising goals can receive a matching grant from MEDC of up to \$100,000. Public Spaces Community Places projects include: public plaza & green space development, access to public amenities, farmer’s markets, community kitchens, pop-up retail/incubator space, alley rehabilitation, any other place based (or public space improvement) project</p> <p>Link (Copy and paste into your browser): https://www.patronicity.com/puremichigan</p>
<p>MSHDA Rental Rehab Program for Downtown Areas</p>	<p>Grants of up to \$40,000 per new unit or \$25,000 per existing unit for rehabilitation of existing rental housing or conversion of vacant space to rental units in a downtown area. Non-entitlement communities and not for profit entities in any community are eligible.</p> <p>Link (Copy and paste into your browser): http://www.michigan.gov/documents/mshda/mshda_cd_rental_ps_448130_7.pdf</p>
<p>SPARK Microloans Eastern Washtenaw County</p>	<p>Low interest loans up to \$50,000 for companies located east of US 23 in Washtenaw County that are near commercialization (within a year of closing their first or second customer sale, or raising private equity that will provide significant funding to help the company be successful).</p> <p>Link (Copy and paste into your browser): http://www.annarborusa.org/start-here-entrepreneurial-support/funding/microloans/microloan-information</p>
<p>SBA 504 Loans</p>	<p>Loans of up to \$5 million for up to 90% of acquisition, buildings, equipment and associated costs.</p> <p>Link (Copy and paste into your browser): http://metrogrowthcdc.org/</p>
<p>Tax Exempt Industrial Revenue Bonds (PA 62)</p>	<p>Industrial Revenue Bonds are issued by the EDC to finance the acquisition, construction, installation, or rehabilitation of industrial buildings including land, buildings, site work and equipment, plus certain soft costs and fees related to the financing. Facilities include factory, mill, shop, processing plant, assembly plant, fabricating plant, warehouse, research and development facility, an engineering, architectural, or design facility, or a tourist and resort facility.</p> <p>Link (Copy and paste into your browser): http://www.legislature.mi.gov/(S(qlgfj33q2xn1dyt2mgeitcrz))/mileg.aspx?page=GetObject&objectname=mcl-Act-62-of-1963</p>
<p>Washtenaw County Micro Loans</p>	<p>Loans up to \$50,000 in low interest microloans to companies that are unable to obtain conventional financing.</p> <p>Link (Copy and paste into your browser): http://www.ceedlending.org/</p>



Other Incentives & Tools	
Brownfield Incentives (PA 381)	<p>Grants and loans for site assessment and cleanup of contaminated, blighted or functionally obsolete properties. Additionally, Tax Increment Financing is also available to qualifying properties. Brownfield projects require the creation and approval of a Brownfield Plan by the Washtenaw County Brownfield Redevelopment Authority and local government.</p> <p>Link (Copy and paste into your browser): http://www.ewashtenaw.org/brownfields</p>
Downtown Development Authority Act (PA 197)	<p>This act provides for the creation of Downtown Development Authorities (DDAs) in communities to act as catalysts for the development of downtown districts. The Act provides for a variety of funding options, including tax increment financing to fund public improvements and the ability to levy a limited millage to support administrative activities. Current DDA districts in Washtenaw County (Ann Arbor, Ypsilanti, Manchester, Chelsea, Milan, Northfield Township and Scio Township).</p> <p>Link (Copy and paste into your browser): http://www.michiganbusiness.org/cm/files/fact-sheets/downtowndevelopmentauthority.pdf</p>
EB5	<p>The EB-5 visa provides a method of obtaining a green card for foreign nationals who invest money in the United States. To obtain the visa, individuals must invest \$1,000,000 (or at least \$500,000 in a Targeted Employment Area - high unemployment or rural area), creating or preserving at least 10 jobs for U.S. workers excluding the investor and their immediate family.</p> <p>Link (Copy and paste into your browser): http://eb5michigan.com/</p>



<p>HUBZone – Federal Contracting Preferences</p>	<p>Federal contracting preferences to small businesses located within a HUBZone (Historically Underutilized Business Zone) in part by employing staff who live in a HUBZone. The company must also maintain a "principal office" in one of these specially designated areas. [A principal office can be different from a company headquarters].</p> <p>Link (Copy and paste into your browser): https://www.sba.gov/content/understanding-hubzone-program</p>
<p>Local Development Financing Act (PA 281)</p>	<p>While this Act is used as the mechanism for the Ann Arbor/Ypsilanti SmartZone, it can be used by any City or Village in Washtenaw County, as well as Ypsilanti and Pittsfield Townships, to utilize tax increment financing to fund public infrastructure improvements.</p> <p>Link (Copy and paste into your browser): http://www.michiganbusiness.org/cm/files/fact-sheets/localdevelopmentfinancingactpa281.pdf</p>
<p>Neighborhood Enterprise Zones (PA 147) Ann Arbor & Ypsilanti</p>	<p>Neighborhood Enterprise Zones were established to provide a tax incentive for the development and rehabilitation of residential housing. In Washtenaw County, the City of Ann Arbor or Ypsilanti can designate one or more areas in which the community will reduce the taxes on property for up to 15 years to promote the revitalization of designated neighborhoods. No such zones are currently designated in either community.</p> <p>Link (Copy and paste into your browser): http://www.michiganbusiness.org/cm/files/fact-sheets/neighborhoodenterprisezone.pdf</p>
<p>Redevelopment Ready Communities</p>	<p>State-wide certification and technical assistance program designed to help communities become redevelopment ready and more competitive.</p> <p>Link (Copy and paste into your browser): http://www.michiganbusiness.org/cm/files/fact-sheets/redevelopmentreadycommunitiesprogram.pdf</p>
<p>Redevelopment Liquor Licenses (PA 501)</p>	<p>Redevelopment liquor licenses are available to local units of government in addition to quota licenses in order to encourage economic development and to enhance the quality of life for residents and visitors.</p> <p>Link (Copy and paste into your browser): http://www.michiganbusiness.org/cm/files/fact-sheets/redevelopmentliquorlicensepa501.pdf</p>

<p>Smart Zones</p> <p>Ann Arbor & Ypsilanti</p>	<p>One of 15 such zones established statewide, the Ann Arbor/Ypsilanti SmartZone seeks to accelerate technology-based businesses through mentoring, networking, grant writing, market analysis, and other services designed to assist in the growth of technology-based businesses and corresponding job creation. The Ann Arbor/Ypsilanti SmartZone is comprised of the DDA districts of the Cities of Ann Arbor and Ypsilanti. School Taxes are being captured by Ann Arbor as the SmartZone legislation enables it for Smart Zone support. School taxes are not available for capture in the Ypsilanti DDA as they are already being captured to pay off debt which was obligated prior to the prohibition of school taxes for DDA purposes.</p> <p>Link (Copy and paste into your browser): http://www.michiganbusiness.org/cm/files/fact-sheets/mismartzonefactsheet.pdf</p>
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Resources	
Office of Community & Economic Development	<p>Lead economic development department for the County managing economic programs and grants.</p> <p>Contact Tony VanDerworp at vanderworpa@ewashtenaw.org</p>
Ann Arbor SPARK	<p>Lead business acceleration, attraction and retention agency for the county, including SPARK Central and SPARK East business incubator facilities.</p> <p>Link (Copy and paste into your browser): http://www.annarborusa.org/</p>



<p>Chambers of Commerce</p>	<p>The A2Y Chamber of Commerce Link (Copy and paste into your browser): http://www.a2ychamber.org/</p> <p>Saline Chamber of Commerce Link (Copy and paste into your browser): https://www.salinechamber.org/?module=Home</p> <p>Dexter Chamber of Commerce Link (Copy and paste into your browser): http://www.dexterchamber.org/</p> <p>Manchester Chamber of Commerce Link (Copy and paste into your browser): http://48158.com/</p> <p>Chelsea Chamber of Commerce Link (Copy and paste into your browser): http://www.chelseamichamber.org/</p>
<p>Eastern Michigan University</p>	<p>Center for Entrepreneurship strives to enhance a culture of entrepreneurship in the EMU community and supports local entrepreneurship by engaging EMU students and faculty in innovation, business creation and growth in southeast Michigan. http://www.emich.edu/cob/departments_centers/center_entrepreneurship.php</p> <p>Center for Advancing Social Enterprise (CASE) provides professional workshops, conferences, consulting and research geared toward helping social enterprises develop innovative funding streams, find solutions to operational issues, and attract and retain talent http://www.emich.edu/cob/case/</p>
<p>Federal</p>	<p>Great Lakes Trade Adjustment Assistance Center provides business assistance to manufacturers that have been directly hurt by imports. http://www.gltaac.org/</p> <p>Procurement Technical Assistance Center helps businesses market their products and services to federal, state and local governments. http://www.ptacsofmichigan.org/</p> <p>Small Business Development Center provides free business planning services to small businesses and to some non-profits. They are also involved in youth entrepreneurship and serve as a connection to state programs. http://www.sbdcmichigan.org/</p> <p>US Export Assistance Center connects U.S. companies with international buyers, providing them with market intelligence, trade counseling, business matchmaking, and advocacy/commercial diplomacy support. http://www.export.gov/michigan/</p>



State	<p>The Michigan Economic Development Corporation (MEDC) is the state's marketing arm and lead advocate for business development, talent and jobs, tourism, film, and digital media incentives, arts and cultural grants, and overall economic growth. The MEDC offers a number of business assistance services and capital programs for business attraction and acceleration, entrepreneurship, strategic partnerships, talent enhancement, and urban and community development.</p> <p>http://www.michiganbusiness.org/</p> <p>MEDC_capital locator tool to find and connect with capital providers that are active in Michigan and have interest in your company's stage and sector.</p> <p>http://www.michiganbusiness.org/capital-locator/</p> <p>Pure Michigan Business Connect A program dedicated to connecting Michigan-based businesses with business development opportunities, includes an online marketplace with thousands of buyers and sellers, a list of free resources, and Matchmaking Summits that directly connect companies with procurement opportunities.</p> <p>http://www.michiganbusiness.org/grow/pure-michigan-business-connect/</p> <p>Pure Michigan Talent Connect Free job openings and resume search for employers.</p> <p>http://www.mitalent.org/</p> <p>Michigan Manufacturing Technology Center helps Michigan's small and medium-sized businesses compete and grow, Through personalized services fitted to meet the needs of clients.</p> <p>http://www.mmtc.org/</p>
Michigan Works!	<p>Customized employee training and recruiting assistance (postings, job descriptions, job fairs and pre-screening of applicants). Funding assistance may be available for new employees during their training period and for internships.</p> <p>Link (Copy and paste into your browser):</p> <p>http://www.michiganworks.ewashtenaw.org/</p>
Michigan State University	<p>Michigan State University Extension agricultural education and business support as well as youth development through the 4-H program</p> <p>http://www.ewashtenaw.org/government/departments/extension/frontpage</p> <p>Michigan State Product Center provides agriculture and food business assistance and research including cottage food law advising</p> <p>http://productcenter.msu.edu/</p>



<p>Research & Design Labs and Testing</p>	<p>American Center for Mobility the future of the mobility industry Contact Ann Arbor Spark for more information http://www.annarborusa.org/contact-us</p> <p>Altarum Institute is dedicated to advancing global health worldwide by addressing systems problems related to human health. Areas of interest include health care strategy, IT solutions, health care delivery, health care operations and finance. http://altarum.org/</p> <p>Center for Automotive Research (CAR) is involved in the research of significant issues that relate to the future of the global automotive industry. CAR conducts industry research, develops new methodologies, forecasts industry trends, and advises on public policy. http://cargroup.org/</p> <p>Tank Automotive Research, Development and Engineering Center (TARDEC) based in Warren, Michigan, applies its laboratories and engineering and scientific expertise to developing innovations in military vehicle ground systems. http://www.army.mil/tardec</p> <p>The U.S. Environmental Protection Agency's (EPA's) National Vehicle and Fuel Emissions Laboratory performs emission testing of motor vehicles, heavy-duty engines, and non-road engines to certify that they meet federal emissions and fuel economy standards. The Lab also analyzes fuels, fuel additives, and exhaust compounds. http://www.epa.gov/nvfel/</p> <p>EMU Coatings and Research Institute is dedicated to providing solutions to the tough problems facing the coatings industry in the areas of polymers, coatings, paints, inks, adhesives and related nano-based materials. Expertise includes research in material science, new product development, and coating formulation and evaluation. http://www.emich.edu/cri/</p>
<p>SCORE Ann Arbor Area</p>	<p>Free and confidential business advice and counseling tailored to meet the needs of small businesses.</p> <p>Link (Copy and paste into your browser): https://annarborarea.score.org/</p>



<p>University of Michigan</p>	<p>U-M Office of Technology Transfer is actively engaged in transferring research from the academic setting into real world applications. http://www.techtransfer.umich.edu/</p> <p>U-M Michigan Memorial Phoenix Energy Institute focuses its scientific and technological research into developing sustainable alternative energies. http://www.energy.umich.edu/</p> <p>U-M Transportation Research Institute provides interdisciplinary research that increases driving safety and transportation systems knowledge. The Institute conducts short- and long-term research projects in the areas of accident data collection and traffic safety analysis, bioengineering, human factors, mechanical engineering, psychology, economics, and public policy. The Institute also conducts multidisciplinary research programs with engineering, business, medicine, and public health colleges at the University. http://www.umtri.umich.edu/</p> <p>U-M Life Sciences Institute brings together outstanding scientists to foster a collaborative environment for life sciences research. The Institute provides cutting edge research tools, a unique open laboratory facility and professional staff support enable interdisciplinary teams. Disciplines include stem cell research, chemical biology, structural biology, and the genetics of disease. http://www.lsi.umich.edu/</p> <p>U-M Mobility Transformation Center a public-private interdisciplinary automated vehicle testing and research facility http://www.mtc.umich.edu/</p>
<p>Venture Capital & Angel Funding</p>	<p>The mission of these private firms is to make equity investments in early stage and emerging growth companies. SPARK can serve as a liaison to this funding program and to similar funding programs.</p> <p>Link (Copy and paste into your browser): http://www.annarborusa.org/start-here/funding/venture-capital-angel-sources-funding</p>
<p>Virtual Business Advisor</p>	<p>An economic development tool that aims to assist entrepreneurs and early-stage businesses as they work towards their next stage of growth. Through a series of assessments, the VBA identifies personal and company strengths and weaknesses, benchmarks against other companies in the region, and connects users to suggestions and available resources to address their unique needs.</p> <p>Link (Copy and paste into your browser): http://www.virtualbusinessadvisor.com/</p>
<p>Washtenaw Community College Entrepreneurship Center</p>	<p>Resources and professional assistance for students and the community to bring ideas to market.</p> <p>Link (Copy and paste into your browser): http://departments.wccnet.edu/entrepreneurship/</p>