SmartZone Funding Analysis

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Executive Summary

Michigan SmartZones were launched in 2000 to accelerate economic activity in distinct geographical locations of the state and increase the number of jobs and business starts in the high-technology sector. The Michigan Economic Development Corporation (MEDC) describes the districts as areas where technology-based firms, entrepreneurs, and researchers locate in close proximity to enhance collaboration.

SmartZone technology clusters promote resource collaborations between universities, industry, research organizations, government and other community institutions, growing technology-based businesses and jobs. New and emerging businesses in SmartZone technology clusters are primarily focused on commercializing ideas, patents and other opportunities surrounding corporate, university or private research institute R&D efforts (MEDC 2023).

SmartZones are funded primarily through tax increment revenue (TIR), which is detailed in a tax increment financing (TIF) plan that describes tax capture and development goals. SmartZones also receive small grants from the MEDC to provide business incubation and acceleration.

Available data show significant disparities in the amount of TIR captured by different SmartZones across Michigan. For SmartZones located in robust and historically resilient real estate markets, TIF has been a multimillion-dollar boon to their budgets. For SmartZones in markets hit harder by the Great Recession or other macroeconomic factors, TIR has been much lower or, in some cases, nonexistent where property values have fallen below the SmartZone's base taxable value. Black swan events have also had an impact, as was the case when General Motors, an anchor tenant of the Woodward Technology Corridor SmartZone, moved out of the SmartZone.

Decreased TIR means less money available for investment in technology-based economic development, which can slow revitalization efforts and make private investment less attractive. The absence of improvements in the SmartZone may contribute to stagnation or further decline in property values, reducing the revenue generated from property taxes and perpetuating low TIR for the SmartZone. This downward spiral—mostly outside the control of SmartZone leaders—calls into question the fairness and effectiveness of TIF, the current principal funding mechanism for Michigan's SmartZone network. To ensure Michigan remains at the vanguard of innovation in the high-technology sector, more equitable approaches to funding its SmartZone locations are needed.

Introduction

Certified technology parks, also called SmartZones in Michigan, are specific geographic areas designated as “collaborations between universities, industry, research organizations, government, and other community institutions intended to stimulate the growth of technology-based businesses and jobs by aiding in the creation of recognized clusters of new and emerging businesses, those primarily focused on commercializing ideas, patents, and other opportunities surrounding corporate, university or private research institute R&D efforts” (Johnson and Singh 2003, 2).

SmartZones were created through Public Act (PA) 248 of 2000, which amended the Local Development Financing Act of 1986 to allow the MEDC to designate up to ten certified technology parks in the state. The intent of PA 248 was to reduce unemployment and spur economic growth by focusing on the development and growth of small high-tech firms, stimulating growth of technology-based businesses and jobs. To achieve these goals, SmartZones are authorized to engage in activities that include:

- Property acquisition, development, and disposal/sale of public facilities
- Business planning and feasibility studies
- Entrepreneurial training
- Coordination of venture capital
- Market analysis
- Grant writing
- Management recruitment
- Business mentoring
- Incubator services
- Coordination of research and development with universities and industry

To fund SmartZones, PA 248 of 2000 broadened the use of TIF techniques authorized under state law to include the development of businesses engaged in “high technology activities.” The law required Local Development Finance Authorities (LDFAs) to develop TIF plans detailing tax capture and development goals for each district and submit those plans as part of the application to be designated a SmartZone. Plans established how taxes would be captured from increasing property tax value in the SmartZone over a 15-year period. In addition to TIR, SmartZones are funded through a variety of means, including:

- Contributions
- Revenues from properties that are sold, leased, licensed, or operated by the SmartZone
- Proceeds of tax increment bonds
- Proceeds of revenue bonds
- Grants
- Loans

PA 248 of 2000 only authorized ten SmartZone designations. PA 104 of 2008 further amended the Local Development Financing Act to allow a municipality with a SmartZone to enter into an agreement with another LDFA and thereby designate a separate geographic area within the second authority as a satellite technology park. In 2016, the number of allowed satellite zones expanded from three to nine. Existing SmartZones were also allowed to submit amended plans for approval to include satellites, expand tax capture areas, and extend original their original tax capture plans by five or 15 years. SmartZones are currently governed by Tax Increment Financing Act 57 of 2018.

TIF Funding History

Michigan currently has 20 SmartZones. Initial tax captures for the first SmartZones began in or around 2003. Additional SmartZones were designated between that time and 2017. Some of the first SmartZones amended and extended their plans to continue tax increment capture beyond the initial 15 years while some did not. The requirement for SmartZones to report to the State on TIR annually did not begin until PA 57 of 2018 took effect in 2019.

Despite a scarcity of official documentation from 2003 to 2019, there are indications that several SmartZones did not come close to capturing the amount of TIR projected in their initial plans. For example, **Automation Alley** indicated in its 2017 amended plan that it was far behind its planned capture, stating, "the original plan anticipated total tax capture over 15 years at $20,645,634 with approximately $7,997,301 in school tax capture and $12,648,333 in local tax capture." Actual capture for the SmartZone through tax year 2014/2015 was $5,144,099, according to the 2017 amended plan. LDFA budget documents indicate Automation Alley collected an additional total of approximately $500,000 in TIR between 2015 and 2018, the last year of the original designation—a $15 million shortfall.

Lansing Economic Area Partnership (LEAP) submitted an amended plan in 2022, noting that it "expected TIF capture to serve as the primary funding resource for the Lansing Regional SmartZone (LRSZ)" when the LRSZ was first designated (Public Sector Consultants 2022, 11). However, "development did not materialize as projected and TIF revenue was limited until FY 2019 when it finally surpassed $100,000" (12). According to the plan, "the realization of this revenue in recent years is a significant turning point for the Lansing Regional SmartZone" (12). Still, the total tax capture revenue between 2009 and 2020 was only $493,608, all of it from the East Lansing capture district.

At the opposite end of the spectrum, **Ann Arbor SPARK** shared in its 2016 amended plan that "the original plan projected TIF capture of $21 million to support the creation of 700 jobs." Through 2016, $16 million had been captured and 646 jobs created. In the remaining years of the original plan, "$5.3 million was expected to be captured and the jobs created should exceed the goal of 700." Beating expectations, the Ann Arbor/Ypsilanti SmartZone captured nearly $7 million dollars in tax increment financing in FY 2017 and 2018. The amended plan projected that a 15-year extension from 2018 to 2033 would "capture $66 million and create 1,606 jobs."

SmartZone Tax Increment Revenue

To address the lack of TIR data reported to the State and to better understand how each SmartZone has performed with respect to tax capture, PSC gathered details from LDFA budgets and meeting agendas; municipal budgets, annual financial reports, and meeting agendas; and the Michigan Department of Treasury. These data provide insight into SmartZone performance between 2009 and 2023. As shown in Exhibit 1, SmartZones documented a total of $92,781,921 in TIR during this period. Exhibit 2 provides each SmartZone's TIR for each year it was documented.

The data show that TIR was not evenly generated across the SmartZone network. Nearly three-quarters of all TIR documented during this period was from four of the 20 SmartZones. Ann Arbor-Ypsilanti reported TIR that greatly exceeded the rest, nearly 47 percent of the total, with Grand Rapids, Sterling Heights, and Hancock-Houghton having the next highest amounts, totaling just nearly 28 percent of the total captured. Marquette, Troy, and Southfield represent 13 percent of the total, with the remaining 13 SmartZones reporting capture of the final 12 percent.

EXHIBIT 1. SmartZone Total Tax Increment Revenue, 2009–2023

Local Unit	Service Provider	TIF Plan Expiration Date	Total	Percentage Share of Total
Adrian-Tecumseh	Lenawee Now	2029	$629,941	0.7%
Ann Arbor-Ypsilanti	Ann Arbor SPARK	2032	$43,118,823	46.8%
Battle Creek	Battle Creek Unlimited	2031	$497,471	0.5%
Jackson-Blackman Township	Lean Rocket Lab	2038	$788,685	0.9%
Detroit	TechTown	N/A	$0	0.0%
Lansing-East Lansing	Lansing Economic Area Partnership	2027	$2,043,156	2.2%
Grand Rapids	Spartan Innovations/StartGarden	2032	$8,708,829	9.4%
Hancock-Houghton	MTEC	2033	$6,366,780	6.9%
Holland	Lakeshore Advantage	2031	$1,570,529	1.7%
Kalamazoo	WMed Innovation Center	2017	$634,543	0.7%
Marquette	Innovate Marquette	2029	$5,672,950	6.1%
Midland	Midland Business Alliance	2029	$551,112	0.6%
Mount Pleasant	CMURC	2022	$212,399	0.2%
Muskegon	Muskegon Innovation Hub	2025	$1,085,398	1.2%
Rochester Hills	OUINC	2020	$1,081,536	1.2%
Port Huron	The Underground	2034	$2,186,234	2.4%
Sault Ste. Marie	Sault Ste. Marie EDC	2024	$460,524	0.5%
Southfield	Centrepolis Accelerator	2034	$3,888,127	4.2%
Sterling Heights	Velocity Center	2031	$10,797,041	11.6%
Troy	Automation Alley	2034	$2,487,843	2.7%
Total Capture			**$92,781,921**	

Exhibit 2 shows that in 2023, SmartZones captured $13.4 million in total, but wide disparities persisted, with TIR ranging from $0 to nearly $5 million. Exhibit 3 documents the TIR reported by each SmartZone for each year from 2009 (the first year for which there were TIR data available for multiple SmartZones) through the most current TIR reporting for 2023.

EXHIBIT 2. SmartZone Total Tax Increment Revenue, 2023

Local Unit	Service Provider	2023 TIR Total
Adrian-Tecumseh	Lenawee Now	$198,324
Ann Arbor-Ypsilanti	Ann Arbor SPARK	$4,986,699
Battle Creek	Battle Creek Unlimited	$162,458
Jackson-Blackman Township	Lean Rocket Lab	N/A
Detroit	TechTown	$0
Lansing-East Lansing	Lansing Economic Area Partnership	$484,975
Grand Rapids	Spartan Innovations/StartGarden	$1,266,971
Hancock-Houghton	MTEC	$1,140,170
Holland	Lakeshore Advantage	$491,375
Kalamazoo	WMed Innovation Center	N/A, Expired in 2017
Marquette	Innovate Marquette	$1,560,182
Midland	Midland Business Alliance	$152,640
Mount Pleasant	CMURC	N/A, Expired in 2020
Muskegon	Muskegon Innovation Hub	$86,205
Rochester Hills	OUINC	N/A, Expired in 2020
Port Huron	The Underground	$160,148
Sault Ste. Marie	Sault Ste. Marie EDC	$195,705
Southfield	Centrepolis Accelerator	$848,492
Sterling Heights	Velocity Center	$1,560,351
Troy	Automation Alley	$146,534
Total		**$13,441,229**

*Not all of the SmartZones had submitted reports for 2023 at the time of the writing of this report.

EXHIBIT 3. SmartZone Tax Increment Revenue, 2009–2023[1]

Local Unit	Service Provider	TIF Plan Expiration Date	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023*	Total	Percentage Share of Total
Adrian-Tecumseh	Lenawee Now	2029	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	$30,178	$49,973	$162,506	$188,960	$198,324	$629,941	0.7%
Ann Arbor-Ypsilanti	Ann Arbor SPARK	2032	$1,059,965	$1,347,498	$1,475,504	$1,437,146	$1,546,577	$1,964,393	$2,321,467	$2,512,493	$3,169,097	$3,566,551	$3,899,557	$4,417,262	$4,681,057	$4,733,557	$4,986,699	$43,118,823	46.8%
Battle Creek	Battle Creek Unlimited	2031	$3,670	N/A	$2,634	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$328,709	$162,458	$497,471	0.5%
Jackson-Blackman Township	Lean Rocket Lab	2038	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	$182,239	$199,919	$234,430	$172,097	N/A	$788,685	0.9%
Detroit	TechTown		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	0.0%
Lansing-East Lansing	Lansing Economic Area Partnership	2027	N/A	N/A	N/A	N/A	$17,896	$14,834	$40,737	$39,391	$45,094	$63,964	$121,139	$279,900	$456,309	$478,917	$484,975	$2,043,156	2.2%
Grand Rapids	Spartan Innovations/Start Garden	2032	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	$1,157,996	$1,173,343	$1,021,309	$1,704,175	$1,217,606	$1,167,429	$1,266,971	$8,708,829	9.4%
Hancock-Houghton	MTEC	2033	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	$1,034,000	$1,001,788	$1,033,499	$1,064,460	$1,092,863	$1,140,170	$6,366,780	6.9%
Holland	Lakeshore Advantage	2031	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	$18,986	$81,255	$151,664	$209,101	$277,017	$341,131	$491,375	$1,570,529	1.7%
Kalamazoo	WMed Innovation Center	2017	N/A	N/A	N/A	N/A	N/A	N/A	N/A	$623,926	$10,617	Dissolved	N/A	N/A	N/A	N/A	N/A	$634,543	0.7%
Marquette	Innovate Marquette	2029	N/A	N/A	N/A	N/A	N/A	N/A	$26,573	$128,881	$205,313	$345,147	$487,009	$719,490	$973,855	$1,226,500	$1,560,182	$5,672,950	6.1%
Midland	Midland Business Alliance	2029	N/A	N/A	N/A	N/A	N/A	N/A	N/A	$17,344	$0	$20,000	$30,000	$77,546	$127,767	$125,815	$152,640	$551,112	0.6%
Mount Pleasant	CMURC	2022	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	$102,452	$109,947	$0	Dissolved	N/A	$212,399	0.2%
Muskegon	Muskegon Innovation Hub	2025	N/A	N/A	N/A	N/A	$85,627	$137,742	$103,045	$95,372	$99,280	$96,472	$97,583	$98,643	$99,568	$85,861	$86,205	$1,085,398	1.2%
Rochester Hills	OUINC	2020	$453,007	$404,653	$214,371	$9,505	$0	$0	$0	$0	$0	N/A	$0	$0, Dissolved	$0	$0	N/A	$1,081,536	1.2%
Port Huron	The Underground	2034	N/A	N/A	N/A	N/A	N/A	N/A	$387,827	$372,839	$314,990	$185,784	$206,846	$187,789	$169,191	$200,820	$160,148	$2,186,234	2.4%
Sault Ste. Marie	Sault Ste. Marie EDC	2024	N/A	N/A	N/A	N/A	N/A	N/A	N/A	$8,044	$0	$18,681	$19,988	$67,631	$38,784	$111,691	$195,705	$460,524	0.5%
Southfield	Centrepolis Accelerator	2034	N/A	N/A	N/A	N/A	N/A	N/A	$233,025	$233,691	$734,378	$121,242	$187,203	$182,209	$826,630	$521,257	$848,492	$3,888,127	4.2%
Sterling Heights[2]	Velocity Center	2031	N/A	N/A	$0	$41,067	$150,232	$611,530	$615,091	$549,601	$858,967	$923,239	$1,254,416	$1,263,391	$1,383,230	$1,585,926	$1,560,351	$10,797,041	11.6%
Troy	Automation Alley	2034	$245,134	$292,368	$196,186	$123,991	$86,235	$184,442	$140,456	$178,725	$181,470	$160,746	$106,644	$148,207	$150,188	$146,517	$146,534	$2,487,843	2.7%
Total Capture																		**$92,781,921**	

*Not all SmartZones had submitted tax increment revenue reports for 2023 at the time of this report.
Sources are provided in Appendix A.

[1] In the citations where the annual financial reports of cities were referenced, there could be an overstatement or understatement of revenue due to unclear labeling of revenue in relation to component units such as LDFAs.

[2] The City of Sterling Heights provided updates to their numbers citing that the way component units like the Local Development Finance Authority were referenced in the Comprehensive Annual Financial Reports prior to 2019 could be confusing and not representative of actual revenue.

Alternatives to Fund SmartZones More Strategically

The large disparities in TIR received by each SmartZone spur the exploration of alternative funding approaches. This section contains recommendations for approaches to consider when designing strategic funding solutions for the SmartZone network including the following:

- Pooling revenue from multiple SmartZones
- Amending the program to capture sales and use tax
- Augmenting the existing program with stable, permanent state funds for the entrepreneurial ecosystem

These recommendations can be used in combination to address the variability and inconsistency in funding experienced by SmartZones across the state while increasing the state's total investment in entrepreneurship and innovation (E&I). Stabilizing the ecosystem and other entrepreneurial supports creates stability and equity in opportunity for Michigan entrepreneurs. Policy interventions drive E&I in states, and Michigan currently trails neighboring states in funding levels according to a recently released Citizens Research Council of Michigan (CRC) report, *State Entrepreneurial Ecosystems: How Public Policy Can Drive Economic Innovation*. The recommendations for TIF capture alternatives featured in this section start with suggested changes to the TIF capture in Michigan's SmartZone program and end with a recommendation for a more permanent funding source to augment the program. Ohio and Pennsylvania, included in the CRC report, offer examples of how permanent funding can support not only the SmartZones that play a vital role in entrepreneurial ecosystems, but also E&I more broadly.

Recommendation One: Pool Revenue from Multiple SmartZones

Allowing SmartZones to pool TIR could provide a more equitable distribution across SmartZone districts. It would also promote innovation and economic growth by leveraging their deep connections between research institutions and private industry. Investments in high-technology industries create greater economic diversification and drive equitable talent and employment opportunities through the creation of high-skilled, high-wage jobs. Equitably funding SmartZones would increase regional development and encourage collaboration across the state to leverage each region's strengths in pursuit of the state's talent and economic prosperity goals.

Establish TIR Pool Oversight Committee

One revenue-pooling approach is to establish a regional or statewide oversight committee comprising representatives from each participating LDFA and SmartZone as well as state officials and community stakeholders. The committee would be responsible for developing a unified framework for pooling TIR from multiple SmartZones. The framework would outline pooling criteria based on economic need, infrastructure priorities, and community development goals. It could also incorporate mechanisms to address equity, such as considering population size, economic conditions, and community need. The State could also use these criteria to create a weighted formula for technology-based or entrepreneurial economic development grants that prioritizes SmartZones experiencing sluggish TIR capture.

Conduct a Pilot TIR-Sharing Program

Prior to full-scale implementation, a pilot program in select regions could be implemented to test the effectiveness of the new framework. Pilot program monitoring and evaluation findings could then be used to assess how the pooled revenue system affects equity, economic development, and community well-being. A pilot program's smaller scale also allows for more agility. Adjustments can more readily be made based on feedback and outcomes, thus ensuring the system achieves its intended goals of promoting equitable resource distribution and fostering sustainable development across all Michigan's SmartZones.

Address Obstacles to the Program

An effective program that pools TIR across multiple LDFAs would need to reconcile existing local development plans, LDFA bond obligations, and agreed-upon criteria for equitable distribution. It will also likely require the legislature to amend Michigan Public Act 57 of 2018, which may involve the following changes:

- Revising municipalities' authority to enter into multiple agreements with municipalities in other counties
- Making provisions for intergovernmental agreements to outline the terms and conditions of TIR pooling, including how TIR will be contributed, shared, and utilized
- Enacting specific reporting requirements, periodic audits of pooled funds, and transparency in revenue allocation decisions

More investigation into the legal and administrative frameworks necessary to operate multijurisdictional LDFAs is needed. This includes clarifying the structure and responsibilities of participating municipalities and resolving potential conflicts with other existing state or local laws. Creating a framework that facilitates cross-municipal or cross-regional collaboration to pool TIR for coordinated economic development efforts would promote regional growth and advance more equitable resource distribution across the SmartZones.

Minnesota offers an example of how pooling may be accomplished. Minnesota's TIF law allows cities to pool tax increments from multiple districts within a project area and spend them anywhere within that area. Originally, pooling referred to the use of funds gathered by districts to fund activities in a project area. The term is now used to describe any out-district expenditures, even if funds from other districts are not used. The amount that can be pooled is subject to percentage limits. In 2023, the overall pooling limit was 25 percent for redevelopment districts and 20 percent for others, but it could be increased by 10 percent for housing purposes (Minnesota Legislature n.d.).

Recommendation Two: Capture Other Forms of Tax Increment Revenue

Some states allow certified technology parks to capture sales and use tax increment revenue within the park as a funding mechanism to support the development, growth, and sustainability of technology-focused business clusters located in the park. Indiana, Texas, Kansas, and North Carolina are offered as examples of this funding model.

Indiana certified technology parks can capture both property tax increment revenue and sales and use tax increment revenue within the park to leverage a broader base of tax revenues to fund infrastructure improvements, attract businesses, and support economic development initiatives (Justia 2024). In 2015, the Indiana Fiscal Policy Institute estimated that ten certified technology parks captured $2.8 million in sales and use tax revenue (Stafford 2017).

Texas allows certified technology parks to capture TIR for both property and sales taxes to support technology-driven economic development projects and initiatives. The amount of sales tax increment funding is determined by the percentage set by the taxing unit, assessed value of sales and use tax, and the tax rate. A base increment value is set, and taxes owed are determined by dividing $100 into the base increment value, then multiplying by the tax rate (State of Texas 2007). This amount is then deposited into a tax increment fund. Allowable uses for the fund include project costs, contractors, and other obligations. Money in the fund can also be used for short-term investments, provided agreement is reached with any holders of bonds or notes (Texas Comptroller n.d.).

Certified technology parks in Kansas can capture sales tax revenue generated within park boundaries. The revenue is reinvested into the park to fund infrastructure improvements, research facilities, workforce development programs, and other initiatives aimed at fostering innovation and economic growth (Kansas State Legislature 2023). One TIF development in Manhattan garnered almost $900,000 in sales tax capture in 2020 and a similar amount in 2021 (City of Manhattan 2023).

While not strictly a certified technology park, North Carolina has created certified data center parks that can capture sales and use tax increment revenue. These parks are designed to attract data centers and related technology infrastructure investments by offering tax incentives and financial benefits (North Carolina Legislature n.d.).

Recommendation Three: Augment the SmartZone Program with Stable, Permanent Funds

Another option to increase funding for SmartZones in Michigan is to establish a permanent funding mechanism to augment the TIF capture. In looking at how other states are establishing more permanent funding for their entrepreneurial ecosystem partners and E&I in general, Ohio provides a significant example through investment in its Third Frontier program.

Ohio went through two rounds of general obligation bonding in 2005 and 2010. This voter-approved funding mechanism raised $1.2 billion to launch the Third Frontier (Citizens Research Council of Michigan 2024, v). In 2023, Ohio released $125 million in funding for its Innovation Hubs program (Ohio Department of Development 2023). The hub applicants can apply for up to $35 million in funding, with a minimum cost-share commitment of one dollar for every three dollars of state funds requested. Funds, available on a rolling basis, can be used for the following:

- Capital expenses to establish a hub near a research-oriented anchor institution
- Research and development opportunities within a hub
- Staff recruitment and retention

Communities earlier in developing a hub can apply for funding up to $500,000 for planning activities. (Ohio Department of Development n.d.)

Structurally, Ohio's Innovation Hubs are similar to SmartZones. A lead entity must be designated for each hub and a collaboration established with a university or other research organization. Alternatively, collaborations can also occur with private sector industry partners, nonprofit or business development organizations, and political subdivisions.

Another state referenced in the CRC report was Pennsylvania. Pennsylvania's Ben Franklin Technology Partners (BFTP), a partnership with the Pennsylvania Department of Community and Economic Development, provides direct funding to businesses and support for four regional service partners (Ben Franklin Technology Partners n.d.). BFTP, a 40-year initiative, has its own funding authority, the Ben Franklin Technology Development Authority, which has a board that meets regularly to discuss funding priorities and support for the program. (Pennsylvania Department of Community and Economic Development n.d.). According to CRC, Ben Franklin has around $32 million of annual revenue when counting earnings reinvested from previous rounds of state funding (Citizens Research Council for Michigan 2024, v).

Michigan has established a robust entrepreneurial ecosystem through its investment in SmartZones. What it is lacking in comparison to Ohio's Third Frontier and Pennsylvania's Ben Franklin Technology Partners is a more permanent source of funding. Bonding or similar mechanisms and leveraging investment earnings from previous state funding are both options that could be explored currently in this state to expand Michigan's ability to equitably offer statewide E&I support in partnership with the SmartZones.

Conclusion

The SmartZone network is a key driver to Michigan becoming America's Scale-Up State. However, the current funding system allows large disparities in funding the SmartZones, which create conditions where some SmartZones are far more successful than others, which weakens the network overall. Addressing these disparities requires a fresh look at the SmartZones' tax increment financing structures and how the state can make strategic investments to address funding disparities, create a stronger network, and improve outcomes for technology-based businesses. Addressing the disparities in TIR capture is vital to ensuring equitable economic opportunities across the state.

Creating a sustainable funding model for SmartZones like the Woodward Technology Corridor requires identifying program changes that can increase and stabilize the funding while introducing permanent state funding initiatives beyond the current TIF structure. Pursuing legislative changes to the current TIF program could enable fairer funding aligned with state E&I priorities. Other legislative changes could include pooling TIF revenue and capturing sales and use tax increment revenue, as other states have done. Ultimately, establishing more permanent funding for Michigan's entrepreneurial ecosystem will strengthen the SmartZone program and enhance Michigan's competitiveness against neighboring states that have invested more in their E&I efforts.

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Appendix A: Sources for Exhibit 2 Data

Each source represents one data point in Exhibit 2, listed by municipality and year.

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Appendix B: Woodward Technology Corridor SmartZone Parcel Descriptions

Parcel ID	Legal Description	Taxable Status	Taxable Value
04003440.003	E THIRDS --- LOTS 1 THRU 9; LOTS 16 THRU 25; PT OF LOTS 10 THRU 15 BLKS 14 & LOTS 1 THRU 25 BLK 15 CASS FARM CO LTD SUB OF BLKS L19 P35 PLATS, W C R; INCL THAT PT OF VAC YORK ST (60 FT WD) & THAT PT OF VAC VIENNA AVE (50 FT WD) & ALL VAC ALLEYS WITHIN DESC AREA: COMM AT THE INTERSECTION OF W LINE SECOND AVE (150 FT WD) & S LINE OF AMSTERDAM ST (50 FT WD) TH S 23D 56M 53S E 263.31 FT TO POB; TH S 23D 56M 53S E 456.57 FT; TH S 65D 53M 36S W 627.7 FT; TH ALG CURVE TO R 159.62 FT, RAD 1873 FT DELTA 4D 52M 59S, CH N 26D 03M 25S W 159.58 FT; TH N 23D 37M 16S W 293.79 FT; TH ALG CURVE TO R 133.01 FT, RAD 703 FT DELTA 10D 50M 27S, CH N 18D 12M 02S W 132.82 FT; TH N 12D 46M 49S W 136.88 FT; TH N 65D 51M 59S E 482.62 FT; TH S 23D 56M 53S E 243.87 FT; TH N 65D 51M 59S E 29.99 FT; TH S 23D 56M 53S E 19.44 FT; TH N 65D 51M 59S E 79.45 FT TO POB ---9.7 ACRES SPLIT/COMBINED ON 03/20/2017 FROM 04003206., 04003440., 04003441.;INTO 04003440-1 SPLIT/COMBINED ON 11/28/2017 FROM 04003440-1; SPLIT ON 12/14/2023 INTO 04003440.004, 04003440.005;	Exempt	
04003440.002	W SECOND --- PT OF LOTS 10 THRU 15 BLKS 14 CASS FARM CO LTD SUB OF BLKS L19 P35 PLATS, W C R DESC AS: COMM AT THE INTERSECTION OF W LINE SECOND AVE (150 FT WD) & S LINE OF AMSTERDAM ST (50 FT WD) TH S 23D 56M 53S E 128 FT TO POB; TH S 23D 56M 53S E 135.31 FT; TH S 65D 51M 59S W 79.45 FT; TH N 23M 56M 53S W 19.44; TH S 65D 51M 59S W 29.99 FT; TH N 23D 56M 53S W 243.87 FT; TH N 65D 51M 59S E 66.94 FT; TH S 23D 56M 53S E 128 FT; TH N 65D 51M 59S E 42.5 FT TO POB ---.523 ACRES SPLIT/COMBINED ON 03/20/2017 FROM 04003206., 04003440., 04003441.;INTO 04003440-1 SPLIT/COMBINED ON 11/28/2017 FROM 04003440-1;	Taxable	$256,200
04003440.001	W SECOND --- PT OF LOTS 10 THRU 12 BLKS 14 CASS FARM CO LTD SUB OF BLKS L19 P35 PLATS, W C R DESC AS: COMM AT THE INTERSECTION OF W LINE SECOND AVE (150 FT WD) & S LINE OF AMSTERDAM ST (50 FT WD) TH S 23D 56M 53S E 128 FT; TH S 65D 51M 59S W 42.5 FT; TH N 23D 56M 53S W 128 FT; TH N 65M 51M 59S E 42.5 FT TO POB --- .125 ACRES SPLIT/COMBINED ON 03/20/2017 04003206., 04003440., 04003441.; INTO 04003440-1 SPLIT/COMBINED ON 11/28/2017 FROM 04003440-1;	Taxable	$73,600
02002437.	E SECOND BLVD 46 MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 40 X 140	Exempt	
02002436.	E SECOND BLVD 45 MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 40 X 140	Exempt	
02002435.002L	E SECOND BLVD 43&44 MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 80 X 140	Exempt	

Parcel ID	Legal Description	Taxable Status	Taxable Value
02002435.001	E SECOND BLVD 41&42 MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 80 X 140	Taxable	$276,295
02002434.	E SECOND BLVD 39-40 MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 80 X 140	Exempt	
02001073.001	S AMSTERDAM W 30 FT 47 W 30 FT OF N 10 FT OF & VAC ALLEY IN REAR MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 30 X 160	Taxable	$13,948
02001069-71	N BURROUGHS 10-11 BLK 12--CASS FARM CO LTD SUB L19 P35 PLATS, W C R 2/27 37-38 & S 1/2 OF VAC ALLEY ADJ MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 189.53 IRREG	Exempt	
02001072-0	S AMSTERDAM 48 E 10 FT 47 N 1/2 VAC ALLEY IN REAR MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 9-8 & N 1/2 VAC ALLEY IN REAR 7-1 & VAC ALLEY IN REAR BLK 12--CASS FARM CO LTD SUB L19 P35 PLATS, W C R 2/27 323.26 IRREG	Exempt	
02002149.001	W WOODWARD WAYNE COUNTY CONDO PLAN NO 1034 UNIT #1 "INTEGRATIVE BIOSCIENCES CENTER (WSU) CONDOMINIUM RECORDED L52349 PAGE 1257 DEEDS WCR 56.42% SPLIT/COMBINED ON 10/02/2017 FROM 02002149-0;	Exempt	
02002149.002	W WOODWARD WAYNE COUNTY CONDO PLAN NO 1034 UNIT #2 "INTEGRATIVE BIOSCIENCES CENTER (WSU) CONDOMINIUM RECORDED L52349 PAGE 1257 DEEDS WCR 43.58% SPLIT/COMBINED ON 10/02/2017 FROM 02002149-0;	Exempt	
02001752-3	W WOODWARD PT OF LOT 3 PLAT OF PARK LOTS 47 & 48 L1 P64 PLATS, W C R 2/77 DESC AS: COMM N LINE OF BURROUGHS AVE (50 FT WD) & E LINE OF CASS AVE (80 FT WD) TH N 22D 57M 17S W 134.11 FT; TH N 60D 11M 17S E 153.08 FT; TH S 29 48M 45S E 21.59 FT; TH N 60D 11M 15S E 63.47 FT; TH N 29D 48M 45S W 21.59 FT; TH N 60D 11M 15S E 140.47 FT; TH S 26D 40M 48S E 137.56 FT; TH S 60D 50M 48S W 365.54 TO POB 1.077 ACRES SPLIT/COMBINED ON 10/02/2017 FROM 02001752., 02001753., 02002149.;	Exempt	
02002433.	E SECOND LOTS 25 THRU 36 AND VAC ALLEYS ADJ MANDELBAUMS SUB L2 P8 PLATS W C R 2/62 ALSO LOTS 6,7,9,10,11 EXC E 12 FT & 8 EXC E 12 FT OF S 57.50 FT AND VAC ALLEYS ADJ BLK 11 CASS FARM CO LTD SUB L19 P35 PLATS W C R 2/27 124,045 SQ FT COMB 02001070. & 02002433 & PART 02001069. & 02002158. LK 12/26/03	Exempt	
02002158.	W CASS LOTS 5 THRU 1, E 12 FT OF S 57.50 FT OF 8 & E 12 FT OF 11 ALSO VAC ALLEYS ADJ BLK 11 CASS FARM CO LTD SUB L19 P35 PLATS W C R 2/27 39,813 SQ FT COMB OF PART OF ITEMS 02001069. & 02002158. LK 12/26/03	Taxable	$416,300
02002148.	E CASS N 100 FT OF W 150 FT OF 4 LYG E OF & ADJ CASS AVE S OF & ADJ BURROUGHS AVE PLAT OF PARK LOTS 47 & 48 L1 P64 PLATS, W C R 2/77 100 X 150	Exempt	

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02001068.002L	S BURROUGHS ALL THAT PT OF LOTS 4&5 DESC AS BEG AT A PTE IN S LINE BURROUGHS AVE DIST 150 FT E ALG SD LINE FROM E LINE CASS AVE TH S 22D 45M 20S E 183.59 FT TH N 60D 25M 10S E 95.17 FT TH N 22D 45M 20S W 20.14 FT TH S 60D 25M 10S W 75 FT TH N 22D 45M 20S W 163.42 FT TH S 60D 30M W 20.14 FT ALG S LINE BURROUGHS AVE TO P O B PLAT OF PARK LOTS 47 & 48 L1 P64 PLATS, W C R 2/77 20.14 IRREG	Exempt	
02001068.	S BURROUGHS PT OF LOTS 4 & 5 OF PLAT OF PARK LOTS 47 & 48 L.1 P.64 W C R, DESC AS BG AT E LINE OF CASS AVE (80 FT WD) & S LINE OF BURROUGHS AVE (50 FT WD); TH N 60D 29M 30S E 170.59 FT ALONG S LINE OF BURROUGHS TO POB; TH N 60D 29M 30S E 75.01 FT; TH S 22D 47M E 163.72 FT; TH S 60D 27M 26S W 75.01 FT; TH N 22D 47M W 163.77FT TO POB 75.01 X 163.75A 12,280.63 SQFT SPLIT/COMBINED ON 03/21/2017 FROM 02001068.039, 02001068.001, 02001068.003, 02001068.004, 02001068.005, 02001068.006, 02001068.007, 02001068.008, 02001068.009, 02001068.010, 02001068.011, 02001068.012, 02001068.013, 02001068.014, 02001068.015, 02001068.016, 02001068.017, 02001068.018, 02001068.019, 02001068.020, 02001068.021, 02001068.022, 02001068.023, 02001068.024, 02001068.025, 02001068.026, 02001068.027, 02001068.028, 02001068.029, 02001068.030, 02001068.031, 02001068.032, 02001068.033, 02001068.034, 02001068.035, 02001068.036, 02001068.037, 02001068.038, 02001068.040, 02001068.041;	Taxable	$1,508,013
02001754.	W WOODWARD 4 N 1/3 OF 5 LYG S OF BURROUGHS AVE BETW CASS AVE & WOODWARD AVE EXC W 245.14 FT ON N LINE BG W 245.20 FT ON S LINE PLAT OF PARK LOTS 47 & 48 L1 P64 PLATS, W C R 2/77 181.91 IRREG	Exempt	
02002147.	E CASS W 150.03 FT OF N 1/3 OF 5 LYG E & ADJ CASS AVE 80 FT WD W 150 FT OF 4 LYG E & ADJ CASS AVE AND S & ADJ BURROUGHS AVE EXC N 100 FT PLAT OF PARK LOTS 47 & 48 L1 P64 PLATS, W C R 2/77 83.80 IRREG	Exempt	
02002146.	E CASS W 217.88 FT ON S LINE BG W 215.17 FT ON N LINE OF S 94.03 FT MEAS ON W LINE OF 5 LYG E & ADJ CASS AVE 80 FT WD EXC S 1.03 FT THEREOF PLAT OF PARK LOTS 47 & 48 L1 P64 PLATS, W C R 2/77 93 IRREG	Exempt	
02001755.	W WOODWARD E 211.04 FT ON N LINE BG E 213.99 FT ON S LINE OF S 93.52 FT OF 5 EXC WOODWARD AVE AS WD PLAT OF PARK LOTS 47 & 48 L1 P64 PLATS, W C R 2/77 93.36 IRREG	Exempt	
02002145.	E CASS 4 AND W 10 FT OF VAC ALLEY ADJ SUB OF LOT 6 PK LOT 48 L4 P26 PLATS, W C R 2/114 W 217.91 FT ON S LINE BG W 217.88 FT ON N LINE OF S 1.03 FT MEAS ON W LINE OF 5 LYG E & ADJ CASS AVE 80 FT WD PLAT OF PARK LOTS 47 & 48 2/77 48.04 IRREG	Exempt	
02002142-4	E CASS 6-5 W 1/2 OF VAC ALLEY IN REAR SUB LOT 6 PK LOT 48 L4 P26 PLATS, W C R 2/114 94.04 X 220.69A	Exempt	
02001758.	W WOODWARD 24-23 N 35 FT 22 EXC WOODWARD AVE AS WD WALKERS SUB L1 P282 PLATS, W C R 2/131 226.15 IRREG	Exempt	

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02001757.	W WOODWARD S 1/2 OF 2 1 AND E 10 FT OF VAC ALLEY ADJ EXC WOODWARD AS WD SUB OF LOT 6 PARK LOT 48 L4 P26 PLATS, W C R 2/114 70.01 X 181.61A	Taxable	$59,890
02001756.	W WOODWARD 3 N 1/2 OF 2 AND E 10 FT OF VAC ALLEY ADJ EXC WOODWARD AS WD SUB OF LOT 6 PARK LOT 48 L4 P26 PLATS, W C R 2/114 70.01 X 176.15A	Exempt	
02002141.	E CASS TRIANG PT OF 21 BG N 55 FT ON W LINE & W 155.5 FT ON N LINE WALKERS SUB L1 P282 PLATS, W C R 2/131 55 IRREG	Exempt	
02002159.001	W CASS E 127.78 FT OF 7 THRU 3 AND E 127.78 FT OF N 25 FT OF 2 BLK 10--CASS FARM CO LTD SUB L19 P35 PLATS, W C R 2/27 252.5 X 127.78 SPLIT/COMBINED ON 11/20/2018 FROM 02002159., 02002160., 02002161.;	Exempt	
02002162.	W CASS S 20 FT 2 1 BLK 10--CASS FARM CO LTD SUB L19 P35 PLATS, W C R 2/27 67.5 X 145	Taxable	$102,711
02002159.002	S YORK W 17.22 FT OF 7 THRU 3 AND W 17.22 FT OF N 25 FT OF 2 BLK 10--CASS FARM CO LTD SUB L19 P35 PLATS, W C R 2/27 17.22 X 127.78 SPLIT/COMBINED ON 11/20/2018 FROM 02002159., 02002160., 02002161.;	Exempt	
02001065.	S YORK 8-9 BLK 10--CASS FARM CO LTD SUB L19 P35 PLATS, W C R 2/27 106.86 IRREG	Exempt	
02001066-7	S YORK 24-23 MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 81.72 X 150	Taxable	$80,446
02001064.	N ANTOINETTE 11 BLK 10--CASS FARM CO LTD SUB L19 P35 PLATS, W C R 2/27 54.13 IRREG	Exempt	
02001063.	N ANTOINETTE 10 BLK 10--CASS FARM CO LIMITED SUB L19 P35 PLATS, W C R 2/27 52 X 150	Exempt	
02001062.	N ANTOINETTE 13 MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 41.72 X 150	Exempt	
02001061.	N ANTOINETTE 14 MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 40 X 150	Taxable	$66,530
02002428.	E SECOND BLVD 15-16 MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 80 X 140	Exempt	
02002429.	E SECOND BLVD 17 MANDELBAUMS SUB L2 P8 PLATS, W C R 2/62 40 X 140	Taxable	$30,819
02002430.	E SECOND BLVD 18 MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 40 X 140	Taxable	$99,841
02002431.	E SECOND BLVD 19 S 35 FT 20 MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 75 X 140	Taxable	$70,691
02002432.	E SECOND BLVD N 5 FT 20 21-22 MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 85 X 140	Taxable	$128,073
04003207.	W SECOND E 219.19 FT OF N 160 FT OF LOTS 1 THRU 25 ALSO E 321.06 FT OF S 160 FT OF LOTS 1 THRU 25 AND VAC ALLEYS ADJ BLK 16 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 4/58 86,463 SQ FT	Exempt	

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04003439.	E THIRD W 250 FT OF S 160 FT & W 350.55 FT OF N 160 FT OF BLK 16 AND VAC PORTION OF THIRD ST ADJ EXC R R R/W CASS FARM CO LTD SUB L19 P35 PLATS, W C R 4/58 102,066 SQ FT	Exempt	
04001315.	S ANTOINETTE 1 BLK 17 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 4/58 51.31 IRREG	Taxable	$7,043
04001314.	S ANTOINETTE W 36 FT 2 BLK 17 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 4/58 36 X 150	Taxable	$10,030
04001313.	S ANTOINETTE W 27 FT 3 E 9 FT 2 BLK 17 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 4/58 36 X 150	Taxable	$22,142
04001312.	S ANTOINETTE W 20 FT 4 E 18 FT 3 BLK 17 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 4/58 38 X 150	Taxable	$5,748
04001311.	S ANTOINETTE W 9 FT 5 E 25 FT 4 BLK 17 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 4/58 34 X 150	Taxable	$7,399
04001310.	S ANTOINETTE E 36 FT 5 BLK 17 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 4/58 36 X 150	Taxable	$10,984
04001309.	S ANTOINETTE W 36 FT 6 BLK 17 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 4/58 36 X 150	Exempt	
04001308.	S ANTOINETTE W 27 FT 7 E 9 FT 6 BLK 17 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 4/58 36 X 150	Exempt	
04001307.	S ANTOINETTE W 18 FT 8 E 18 FT 7 BLK 17 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 4/58 36 X 150	Exempt	
04001306.	S ANTOINETTE W 9 FT 9 E 27 FT 8 BLK 17 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 4/58 36 X 150	Exempt	
04001305.	S ANTOINETTE E 36 FT 9 BLK 17 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 4/58 36 X 150	Exempt	
04003438.	E THIRD 25 THRU 17 EXCEPT FREEWAY AS OP BG N 140.04 FT ON WEST LINE AND N 90.20 FT ON EAST LINE BLK 17 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 4/58 140.04 IRREG	Exempt	
04003208.	W SECOND 10 BLK 17 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 4/58 45 X 140	Exempt	
04003209.	W SECOND 11 BLK 17 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 4/58 44 X 140	Taxable	$139,159
04003210.	W SECOND 12-13BLK 17 CASS FARM CO LTD SUB L19 P35 PLATS,W C R 4/58 88 X 140	Taxable	$176,900
04003211.	W SECOND 14 BLK 17 CASS FARM CO LTD SUB L19 P35 PLATS,W C R 4/58 44 X 140	Exempt	
04003212.	W SECOND 15 BG N 5.4 FT ON EAST LINE & N 28.4 FT ON W LINE BLK 17 CASS FARM CO LTD SUB L19 P 35PLATS, W C R 4/58 5.4 IRREG	Exempt	
02002424.	E 2ND TRIANG PT OF 16 AND S 1/2 VAC ALLEY ADJ BG N 18 FT ON W LINE & W 62.2 FT ON N LINE BLK 9 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 2/27 18 IRREG	Exempt	

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02002425.	E SECOND BLVD S 30 FT 7 & N 1/2 OF VAC ALLEYS & ADJ EXC FORD EXPWAY AS OP MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 40 IRREG	Exempt	
02002426.	E SECOND BLVD N 10 FT 7 8 MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 50 X 140	Exempt	
02002427.	E SECOND BLVD 9-10 MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 80 X 140	Exempt	
02001060.	S ANTOINETTE N 132.04 FT ON E LINE BG N 144 FT ON W LINE 11 MANDELBAUMS SUB L2 P8 PLATS, W C R 2/62 40 IRREG	Exempt	
02001059.	S ANTOINETTE N 119.56 FT ON E LINE BG N 132.04 FT ON W LINE 12 MANDLEBAUMS SUB L2 P8 PLATS, W C R 2/62 41.72 X 125.80A	Taxable	$34,781
02001058.	S ANTOINETTE N 104 FT ON E LINE BG N 119.56 FT ON W LINE 9 BLK 9--CASS FARM CO LIMITED SUB L19 P35 PLATS, W C R 2/27 52 IRREG	Exempt	
02001057.	S ANTOINETTE N 91.92 FT ON E LINE BG N 109.07 FT ON W LINE 8 BLK 9--CASS FARM CO LTD SUB L19 P35 PLATS, W C R 2/27 54 X 100.5A	Exempt	
02002163-5	W CASS W 105.04 FT OF N 40 FT 7 BLK 9 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 2/27 105.04 X 40 FT 4,201 SQFT SPLIT ON 12/21/2018 FROM 02002163-7;	Exempt	
02002166-7	W CASS E 40 FT OF N 40 FT 7 BLK 9 CASS FARM CO LTD SUB L19 P35 PLATS, W C R 2/27 40 X 40 FT 1,600 SQFT SPLIT ON 12/21/2018 FROM 02002163-7;	Exempt	
02002168.	W CASS S 5 FT 7 6 EXC EXPWAY AS OP BLK 9--CASS FARM CO LTD SUB L19 P35 PLATS, W C R 2/27 O IRREG	Exempt	