



Regional Agency Collaboration

Strategy: Collaborate to provide consistent and coordinated level of service in the region.

NEMCOG Regional Role

1. Contract with qualified professional to assist in formulating plan for merging NEMCOG, Northeast Consortium and possibly Northeast MI Community Service Agency (NEMSCA).
2. Meet with Economic Development Organizations (EDOs) in region to implement EDO collaborative recommendation.
3. Assist Economic Development Organizations with EDA grants.
4. Assist and provide leadership with regional economic and community development projects such as:
 - a. Wood Cluster
 - b. Broadband Execution

- c. Up North Trails
 - d. US 23 Byway
 - e. MEDC – CDC
 - f. Regional Food Systems Initiative
 - g. Regional Business Resource Website
 - h. Facilitate the Regional Prosperity Initiative
5. Inventory the region’s available industrial sites and ensure information is on Region’s Collaborative Website- Zoom Prospector (Attraction Strategy).
 6. Provide marketing and branding templates that would provide opportunities for each community to insert their personal information and have a professional look without the expense of finding professional designers.
 7. Work with community teams to be prepared to promote sites available as well as respond to information and meeting requests of potential companies and developers.
 8. Maintain current Region’s “No Wrong Door” data on Region 3 Collaborative Website.
 9. Continue to educate regional partners on RPI and its progress on meeting benchmarks.
 10. Align regional Comprehensive Economic Development Strategy (CEDs) with the Regional Prosperity Plan.
 11. Determine Regional shared service(s) to be pursued.
 12. Complete analysis of cost/benefit of shared service.
 13. Explore consolidation of regional agencies: NEMCOG, Northeast Consortium, MI Works!.



MEDC Regional Role

1. Work with EDC’s, NEMCOG, Northeast Consortium, and private sector on funding procurement for private sector business and community development projects.
2. Continue to support regional Collaborative Development Council (CDC) with assistance on regional projects and information on supporting services.
3. Assist community teams with technical aspects of business retention and attraction.

4. Implement Region's "No Wrong Door".

Economic Development Organizations

1. Align all EDOs to provide consistent economic development assistance throughout the region.
 - a. Provide training for volunteer economic development organization/team to build knowledge and capacity. Topics would range from business retention and attraction to assisting local entrepreneurs in development and growth.
 - b. Provide staff assistance to schedule regular "pro-active" retention visits to those companies that create base-jobs.
 - c. Increase the number by 10% each year of companies to be actively engaged (at no charge) in the two business connect websites in place to encourage doing business locally (Northeast Connections and Pure Michigan Business to Business).
 - d. Provide flex on-demand service for technical expertise to communities without staff expertise but are in need of assistance on a project by project basis.
 - e. Provide support and resources for entrepreneurs including basic tools for small businesses (pre-start up to existing) including self-help resources, web-based tools, classes, and business counseling.
 - f. Provide "back office" assistance to the local Revolving Loan Fund (RLF) including updating loan application forms, vetting applications prior to local board review/approval, keeping track of loans/programs in progress and identifying funds to add to the RLF.
 - g. Pool resources to engage in sub-regional cooperation and collaboration for economic development capacity by providing full-time staff expertise.
 - h. Implement Region's "No Wrong Door."

*EDO
Report*

Chambers of Commerce

1. Increase opportunities for collaboration between chambers each year.
 - a. Determine a means to better share each other's events.

*Chamber
Report*

- b. Create a community calendar of all Northeast Michigan events (or a way to share links to each community's calendar); explore use of www.northeastmichigan.biz to achieve this goal.
 - c. Develop a survey to help measure perception of the community and businesses in the community so we can begin to explore ways to improve perception.
2. Collaborate in business development activities.
- a. Share education resources – if one community is bringing a program, seek partners to share resources to send the same presenter to other communities or explore a transportation option to bring people from around the region to the event.
 - b. Explore opportunities to further increase entrepreneurial support across the region, by better marketing what is already available and creating new assistance to fill in any gaps in service.
3. Coordinate chamber activities and communication throughout the region.
- a. Hold regular (quarterly) meetings of all Northeast Michigan Chambers of Commerce.
 - b. Host an annual event for Northeast Michigan Chambers boards to convene.
 - c. Host an annual event for the Northeast Michigan Chambers Ambassador groups to convene.
 - d. Organize educational opportunities on the Northeast Michigan B2b website.
 - e. Develop a web resource for chambers of commerce to share tools, resources, and other information (dues structures, events, speakers/presenters, benefits, new member packet information, ideas to grow membership, structure, etc.).
 - f. Implement Region's "No Wrong Door".



SBDC Regional Role

1. Continue to provide business counseling and plan development to budding business owners.
(Small Business Development Center (SBDC) services are provided at no or low cost to Michigan business owners and entrepreneurs – business plan development, financial management, business workshops, raising capital, export strategy, and technology commercialization).

2. Update Region 3 Collaborative Development Council (CDC) and Prosperity Collaborative on new start-ups and issues occurring that create obstacles for business development.
3. Implement regional “No Wrong Door”.



***B*usiness Leaders Initiative**

1. Host events – training for entrepreneurs.
2. Provide maker space (s) for entrepreneurs.
3. Hold quarterly networking meetings.