

Update on What Other Counties are Doing: Oakland County

Good morning Jennifer,

I just left you a brief voice message. I am happy to assist with how we set up our program.

The Oakland County Stabilization Fund began by applying to MEDC for funding under the Michigan Small Business Relief Program in late March. Our application was approved and funds in the amount of \$1.15 mil. were made available to Oakland Co EDCA.

At that point, our Board of Commissioners designated a matching amount of \$1.15 million so we had \$2.3 mil to award to small businesses of less than 50 employees.

We used the MEDC application with identical questions and had it online for about 2 weeks.

We established 12 Districts in Oakland County via a communication from Co Exec Dave Coulter who requested District Review teams be made of interested individuals to review and score applications within each district. The review committees consisted of anywhere from 3-8 members and were comprised of local economic development staff, DDA staff, other City, village, township staff and or elected officials and one Oakland Co Commissioner. The district teams were facilitated by 2 members of the EDCA staff. Our teams consist of business development experts (similar to the Right Place Program staff) as well as Community Planning staff and some of our small business counselling staff. We established lead facilitator as well as a backup and scribe. The amount each district received was based on their percentage of the total number of businesses in Oakland County. We used ESRI data to identify the number of businesses. In total, the county has approx.. 42,000 businesses as captured in ESRI.

We used the questions from the MEDC questionnaire that had numeric responses and built scoring factors. (number of years in business, employment as of 3/16, recent capital investment, and then a final category of unique factors). Each district review committee established their own weights based on these standard factors so as to incorporate what was important to them in their district.

We had 7300 applications (some of very poor quality) and then based on the weights given to the criteria/factors, ran the applications in each district with a total score being 100. This was then sent to the district review committee to meet virtually and make grant selection recommendations to the County. 797 awards were made across the county and in fact we are still getting checks out the door.

On or around 4/30, the Board of Commissioners decided to take \$11.7 mil from the CARES Act fund the county received (\$219 mil total.) to be used to fund additional companies that had applied under the MEDC/oak Co program. We are currently going back now to the District review teams (all virtually) to go further down the list as well as

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elevate some previous awards up to a max of \$10,000. We expect an additional 2500 businesses will be awarded.

In 2 separate actions, our Board awarded a total of \$1 mil. of general fund and COVID-19 \$ to PPE and we had a separate application process for businesses making PPE. We have made 8 awards and expect to make another 5-10 to local manufacturers.

The need in the small business community is so great so this hopefully will assist in keeping some doors open or reopening some doors.

Let me know if you have any questions.

Regards,

Dan