

**MICHIGAN ENTERPRISES REPORT NUMBER ONE HUNDRED SEVEN
TO LINCOLN DDA
September 9, 2017**

The following is a report by Bob Jones of Michigan Enterprises for the Lincoln DDA concerning August activity on major projects, the proposed Senior (Assisted) Living facility, and now Dollar Tree/General. We want to keep specifics confidential until project owners wish to release any information.

1. NEW SENIOR ASSISTED LIVING COMPANY

During the first part of August I contacted the assisted living company through Craig Froggett, its representative when we met earlier with the owner and Mr. Froggett. At the last DDA meeting we discussed the development agreement between the Lincoln DDA and the assisted living company. The owner did not give us the name of her company at that time.

Our attorney Dave Cook had some health problems so he had not written the development agreement. Three of us were working with Mr. Froggett, and he became a little confused as to whom he was working with, so we decided that Phil Jordan would speak for the Village and DDA. Since that time Phil has done some things that he will explain at the September DDA meeting

2. DOLLAR GENERAL/TREE

I was in touch with the Dollar Tree person through phone messages. I could not get him on the phone in person so I called the main office of Dollar Tree in Virginia to see if they could connect me with him. I waited on the phone twice for over an hour, and hung up each time getting tired of the same message and music time and time again. After the second time I decided to put the phone on speaker and do my other work while I kept an ear open in case they answered. After an hour and a half someone answered, and I asked her if I had the right number for the person in charge of Michigan store development.

She said I had the wrong person if I wanted the Michigan representative. She gave me another name and phone number. When I finally got on the phone with the new person he told he was not the right person and gave me the name and phone number of the right person, who happened to have an office in Bloomfield Hills, Michigan. When I couldn't get him to return my phone call I got his email address from his secretary and sent him a description of Lincoln and all its attributes. After talking with the receptionist she finally put me in touch with another person at the same Bloomfield office. His name is Jack Uhazie. He had gotten my email message from his partner and had called the Dollar Tree office. He called me later and said Lincoln and Alcona County did not have enough people in its market area. He said they need 17,000 to 20,000 people and want to do \$1 million in annual sales. I kept giving him as much favorable demographics and characteristics of what I described as the Lincoln market, but the figures he had were generated by the Dollar Tree marketing department. The guy I was talking with, Jack Uhazie, was with a real estate firm which was contracted with by the Dollar Tree organization, and he said he did not have the authority to change the Dollar Tree marketing figures. He said Dollar Tree needs more people in its market area than Dollar General and Family Dollar because Dollar Tree customers buy items at \$1 dollar while Dollar General and Family Dollar sell many items over \$1 dollar, and that we would have better luck working with Dollar General.

I have some thoughts about this whole matter which I will discuss with the DDA board at Tuesday's meeting.

END OF REPORT