

# Saginaw's bright Future

## Saginaw Future Inc. 2007 Annual Report

### Bright Future ~ A Letter from the SFI Chairman

By now, you've certainly heard about the major investments in Saginaw County by Hemlock Semiconductor Corporation and GM - Saginaw Metal Casting Operations.

Those are just part of the 808 new jobs and more than \$1.1 billion in new investment Saginaw Future Inc. (SFI) has helped bring to Saginaw County in the last year.

That's called a Bright Future, with a stronger and more diverse economy for Saginaw County. I encourage you to read the Saginaw success stories included in this publication.

Also take note of all that Saginaw Future is doing to help stimulate growth and assist new projects.

In 2007, SFI was able to secure more than \$6 million in infrastructure and community development grants for Saginaw County, along with \$253,000 in worker training grants.

The Saginaw Future Inc. Procurement Technical Assistance Center helped a number of area companies win 18 government contracts valued at more than \$3.6 million.

Saginaw Future is also launching two new initiatives (see page 12), which seek to advance the economic momentum established by 2007 projects.

None of Saginaw Future's good work would be possible without the support of SFI contributors (listed on page 10).

They have invested in our community's economic future and I encourage you to do the same.

From private sector investment to public sector and business organizational support, we're all working for Saginaw's Bright Future.

Dr. Samuel Shaheen, Chairman  
Saginaw Future Inc. Board of Directors



**Vision** ~ To be recognized as the premier organization providing proactive and focused economic development assistance, striving for diversified growth, increased tax base and job creation/retention for all of Saginaw County.

**Mission** ~ To increase economic opportunity in Saginaw County ensuring long term growth and prosperity by fostering investment primarily in advanced manufacturing, medical, hi-tech industries and professional services.

### Objectives

- ~ To actively support the expansion of advanced manufacturing, medical, hi-tech industries and professional service firms.
- ~ To proactively recruit advanced manufacturing, medical, hi-tech industries and professional service firms to Saginaw County.
- ~ To prepare and develop infrastructure, sites and buildings for new and expanding companies.
- ~ To initiate effective programs to strengthen and grow our local skilled workforce.
- ~ To network, form and foster partnerships with resources to achieve the SFI mission.
- ~ To provide the leadership and efficient management necessary to support the SFI organization.

### Statistical Overview

Business Activity	2007	1992-2007
Business Expansions	26	299
Businesses Attracted	6	81
Jobs Created	808	6,801
Jobs Retained	383	4,521
Workers Trained	485	5,247
Total Value of Contracts	\$3,627,263	\$142,285,723
New Investment Value	\$1,100,602,932	\$3,718,524,300

\*New Investment Value includes public and private dollars invested in new facilities, equipment, working capital and infrastructure.

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## Grants Secured ~ 1992 to Present

Year	# of Grants	Grant Funds	Private Investment
2007	4	\$6,090,000	\$1,009,800,000
2006	12	\$17,843,184	\$510,323,284
2005	6	\$14,845,000	\$3,894,050
2004	7	\$1,632,500	\$20,693,000
2003	4	\$695,350	\$11,215,000
2002	3	\$850,300	\$3,284,460
2001	6	\$2,513,938	\$11,628,992
2000	2	\$3,223,750	\$25,838,020
1999	2	\$442,500	\$27,606,000
1998	4	\$996,428	\$5,987,200
1997	1	\$223,141	\$2,527,000
1996	2	\$538,205	\$6,237,200
1995	4	\$5,474,002	\$305,524,717
1994	4	\$1,044,300	\$5,692,760
1993	2	\$859,846	\$5,182,032
1992	3	\$709,700	\$4,894,362
<b>Totals</b>	<b>67</b>	<b>\$57,982,144</b>	<b>\$1,960,328,077</b>

## 2007 Worker Training Grants

Company	# Trained	Amount	Grant Type
Chesaning Manufacturing Co.	2	\$1,000	MI Works!
Covenant HealthCare	20	\$10,000	MI Works!
Delphi Chassis	20	\$10,000	MI Works!
Delphi Steering	40	\$20,000	MI Works!
Fullerton Tool Company	120	\$24,000	MEDC/EDJT
GM-Saginaw Metal Casting Oper.	100	\$50,000	MI Works!
Hemlock Semiconductor Corp.	80	\$40,000	MI Works!
Lendell Manufacturing, Inc.	10	\$5,000	MI Works!
Mahar Tool Supply Co., Inc.	2	\$1,000	MI Works!
Means Industries, Inc.	10	\$5,000	MI Works!
Means Industries, Inc.	40	\$20,000	MEDC/EDJT
Orchid Unique Ortho. Solutions	25	\$55,000	MEDC/EDJT
Spaulding Machine Co.	4	\$2,000	MI Works!
St. Mary's of Michigan	20	\$10,000	MI Works!
<b>Totals</b>	<b>493</b>	<b>\$253,000</b>	

*In partnership with Saginaw Midland Bay Michigan Works! and Michigan Economic Development Corporation.  
\*Workers trained by MI Works! grants are estimates based on \$500.00 per employee.*

## Business Expansion & Attraction Projects

2007 Expansions	Investment	Jobs Created	Jobs Retained
Allied Tool & Machine Co.	\$375,575	1	-
CIGNYS	\$321,500	2	-
Dow Corning HIMS (2)	\$9,600,000	4	-
Fullerton Tool Company	\$892,650	6	-
Glastender, Inc.	\$9,000,000	40	-
GM - Saginaw Metal Casting Operations	\$63,000,000	-	130
Hemlock Semiconductor Corporation	\$1,000,000,000	500	-
InCal Technologies	\$186,037	-	-
K.L.C. Enterprises Inc.	\$117,300	2	-
Mistequay Group Ltd.	\$136,800	2	-
MKR Fabricators	\$185,600	2	-
National Roofing & Sheet Metal	\$1,000,000	15	-
Ranger Tool & Die Company (2)	\$223,448	3	-
R&M Machine Tool, Inc.	\$50,000	-	-
Rhinevaul Olsen Machine & Tool, Inc.	\$150,000	1	-
Rifkin Scrap Iron & Metal	\$1,020,000	3	-
Saginaw Machine Systems	Recovery Zone	-	48
Sargent Docks & Terminal Co.	\$125,000	1	-
Scientific Brake & Equipment Co.	Confidential	-	-
Siler Precision Machine, Inc.	\$160,000	1	-
MDLEG Unemployment Insurance Agency	Leasing facility	-	200
Universal Engineering and DeVlieg® Tooling Systems	\$58,800	1	-
Wright-K Technology, Inc.	Recovery Zone	6	5
Zatkoff Seals & Packings	\$552,000	1	-
<b>Totals</b>	<b>\$1,087,154,710</b>	<b>591</b>	<b>383</b>
2007 Attractions	Investment	Jobs Created	Jobs Retained
Buena Vista Group LLC	\$1,250,000	TBD	-
The Dow Chemical Company Horizons Conference Center	\$3,000,000	175	-
Downtown Area Development LLC III	\$6,000,000	-	-
L-2 Decorative Products	\$798,222	4	-
Triple M Tire	\$600,000	18	-
Union Court Assisted Living Center	\$1,800,000	20	-
<b>Totals</b>	<b>\$13,448,222</b>	<b>217</b>	<b>-</b>

# 2007 Saginaw Future Inc. Board of Directors



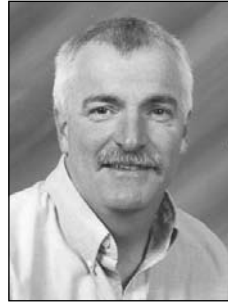
**Dr. Samuel Shaheen\***  
**Chairman**, President,  
 SSP Associates, Inc.



**Gary Glaza\***, Past  
**Chairman**, Former  
 Regional President,  
 Citizens Bank



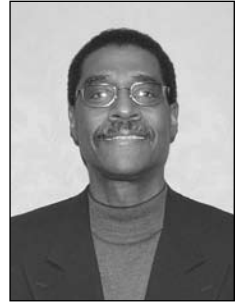
**Herbert Spence III\***  
**Vice Chairman**,  
 President & CEO, Spence  
 Brothers



**Bill Huss\***, Secretary/  
**Treasurer**, Plant  
 Manager, Dow Corning  
 Healthcare Industries



**JoAnn T. Crary\***  
**President**,  
 Saginaw Future Inc.



**Darnell Earley\***  
 Manager,  
 City of Saginaw



**Todd Hare\***, Member,  
 Saginaw County Board of  
 Commissioners



**Bob Van Deventer\***  
 President & CEO,  
 Saginaw County  
 Chamber of Commerce



**Elliot S. Berton**  
 President / City President,  
 Chase



**Rex Blackwell**  
 Plant Manager, General  
 Motors - Saginaw Metal  
 Casting Operations



**Ed Bruff**  
 COO,  
 Covenant HealthCare



**Michael P. Gannon**  
 Director, Divisional  
 Human Resources,  
 Delphi Steering



**Gavin Goetz**  
 External Affairs Manager,  
 AT&T



**Dr. Jean Goodnow**  
 President,  
 Delta College



**Charles Graham**  
 Manager,  
 City of Frankenmuth



**Bruce R. Hill**, Vice  
 President Health System  
 & Purchaser Relations,  
 HealthPlus of Michigan



**Jeffrey T. Martin**  
 Community Relations  
 Leader, The Dow  
 Chemical Company



**Gary Shepherd**  
 International  
 Representative, United  
 Auto Workers Region 1D



**Joe Smith**  
 Business Agent,  
 Teamsters Local 486



**William G. Webber**  
 President, Sargent Docks  
 & Terminal, Inc.



**Martin V. Williams**  
 Manager, Buena Vista  
 Charter Township

**New SFI Board  
 Member for 2008**

**Paul T. Moore**  
 Village Manager,  
 Village of Birch Run

*\*Denotes Executive Committee*

## New Project Profiles I

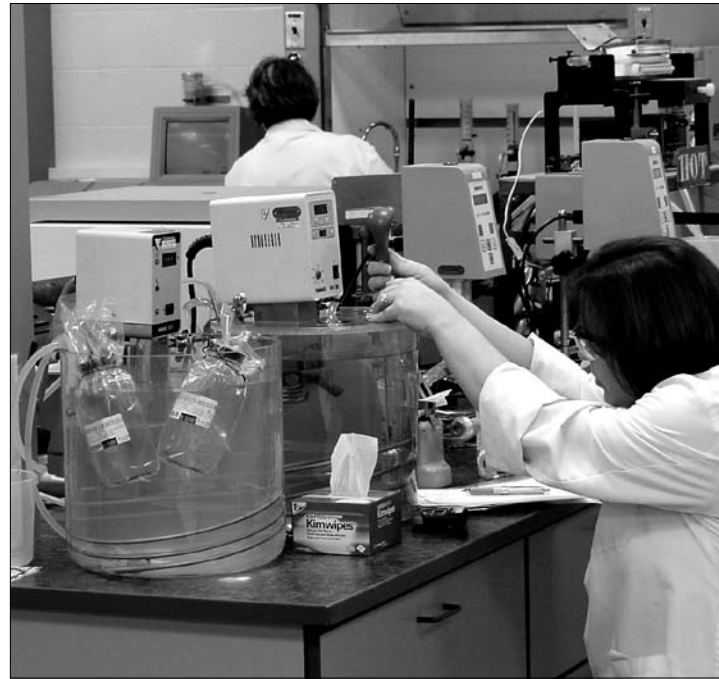


### Dow Corning Healthcare Industries Materials Site

(HIMS) invested \$9.6 million in two expansion projects and new equipment purchases at its Thomas Township location. The projects are the result of research and development of silicon-based pharmaceuticals and personal care products. Notably, HIMS has worked with developers of a safe and efficient way to treat head lice and other infestations that have potential product applications on a global scale. HIMS, established in 1964, is the only Dow Corning site dedicated to supplying products to the health care industry. HIMS' products are used by customers around the world to manufacture a wide variety of health care products, including pharmaceutical tubing, pacemaker leads and many other applications.

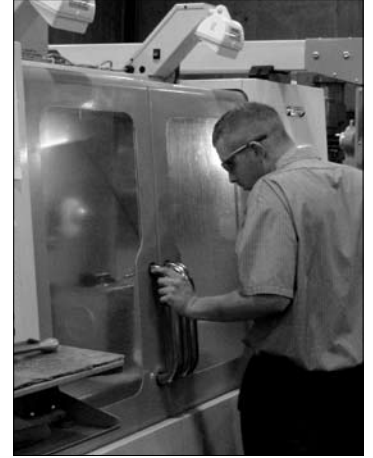


**Allied Tool & Machine Co.**, located in Buena Vista Charter Township, expanded to meet increased orders and new contracts. The company purchased new machining and computer equipment, and has expanded one of its buildings, for a total investment of \$375,575. Allied Tool currently employs 27 people and will add one full-time position.



**Siler Precision Machine, Inc.** continues to develop and grow its Village of Merrill location. The latest project includes updating office space, meeting rooms and its main lobby. Siler is also investing \$160,000 in new CNC equipment that will result in one new job. This is the company's fourth expansion in four years totaling more than \$600,000.

**CIGNYS** invested \$321,500 in new equipment at both its Bridgeport Charter and Thomas Township locations. The company added new machining centers and robotic welding equipment. All of its original companies, including Saginaw Products, Shear Tool, Shields Manufacturing and Saginaw Caster & Wheel, operate under the CIGNYS name.



**K.L.C. Enterprises Inc.** has been supplying quality parts, fixturing and special machines to a wide variety of industries since 1969. The Buena Vista Charter Township-based company has built numerous types of dynamometers, specialty parts and testing machines. The company invested \$117,300 in new equipment and created two jobs.

**Mistequay Group Ltd.** has completed building upgrades to its facility located at 1212 N. Niagara St. in the City of Saginaw, totaling \$136,800. The company has also added two new Vertical Haas machines, as well as accompanying computer hardware and software upgrades. The project will create two new jobs.

**InCal Technologies** expanded for the third time over the past year at its recently opened location in Buena Vista Charter Township. The company invested nearly \$190,000 in capital improvements and the addition of machinery. InCal Technologies specializes in providing dimensional calibration and Zeiss inspection coverage.



## New Project Profiles II

### Fullerton Tool Company

invested nearly \$900,000 in new equipment, which resulted in the creation of six new jobs.

The company purchased new Haas Computer Numerical Control equipment and a forming machine.

Fullerton Tool also upgraded its technology with the purchase of an Enterprise Resource Planning management system. The technology tracks and manages goods and resources, along with providing key information across the supply chain.

Fullerton Tool, located at 121 Perry St. in the City of Saginaw, manufactures specialty tools and solid carbide round cutting tools. Fullerton Tool was established in 1942 and currently employs approximately 120 people.

Saginaw Future assisted in securing \$24,000 in training funds from the Michigan Economic Development Corporation Economic Development Job Training program. SFI also assisted the company and the community with an investment incentive.

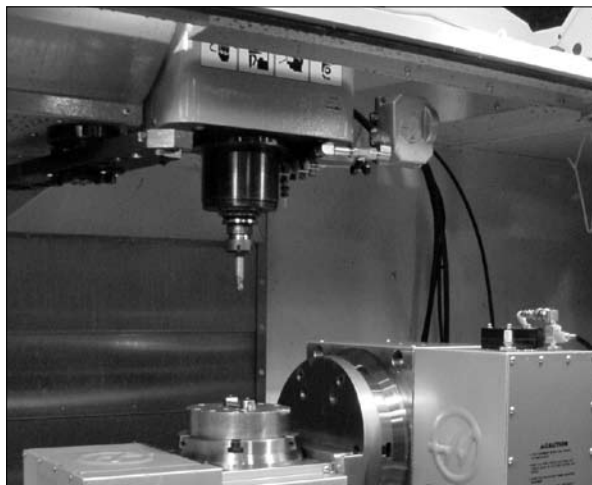
**Ranger Tool & Die Company** has completed its third investment in less than a year. The company purchased Zeiss Contura CNC machining equipment valued at \$103,448, due to increased demand for its products.

Ranger Tool's latest purchase, which resulted in the hiring of a new employee, puts the total investment amount by the company at just under \$350,000 for the year.

The company is located at 317 S. Westervelt Rd. in the City of Zilwaukee. Saginaw Future assisted Ranger and the community with incentive packaging for all three projects.

Since 1954, the privately owned company has specialized in a number of stamped and machined prototypes, and product development parts. A variety of up-to-date equipment, such as CNC mills, lathes, grinders, wire and ram EDMs, and CMM inspection machines assist in the process.

The company is ISO 9001:2000 compliant and has been ISO certified since 1999. It utilizes an Electronic Data Exchange System and has bar code capabilities.



**Rifkin Scrap Iron & Metal** invested more than \$1 million in new equipment. The company specializes in scrap metal processing and is located at 1445 N. Niagara St. in the City of Saginaw. The new equipment, which includes an Electronic Metal Separation System, will upgrade Rifkin's current shredding operation. The company, established in 1941, will add three jobs as a result of the project. In 2004, Rifkin invested nearly \$520,000 in its operations.

**National Roofing & Sheet Metal (NRSM)** purchased its City of Saginaw facility. Environmental conditions were a concern, which resulted in Phase I testing and NRSM receiving city site assessment funds for Phase II testing. The company invested more than \$1 million in new equipment and the building purchase that resulted in the hiring of 15 new employees. NRSM is also exploring assistance from the City of Saginaw Brownfield Redevelopment Authority.

**R&M Machine Tool, Inc.** purchased a black oxidizing machine, the company's second in two years, to keep up with increased customer demand. The chemical process results in the application of a protective coating on machine parts that extends the life span of treated machinery. The Freeland company invested \$50,000 in the new equipment this year and invested \$82,500 in an expansion last year to house the black oxidizing machines.

**Rhinevault Olsen Machine & Tool, Inc.** is a City of Saginaw manufacturer that recently purchased new equipment in order to meet client needs. The company invested \$150,000 in a new CNN machine, two surface grinders and two lathes. The project also included the renovation of a portion of its facility. Rhinevault Olsen has had a presence in the community since 1932 and produces a broad range of products, such as tools, jigs, fixtures, and spur and helical gears.

## Hemlock Semiconductor Corporation Lights Up Region!

Hemlock Semiconductor Corporation (HSC), the world's leading producer of polycrystalline silicon, will invest up to \$1 billion in the next four years to expand its Hemlock, Michigan facility. The expansion, which is expected to come online in 2010, will increase the company's total annual output of polycrystalline silicon to 36,000 metric tons, an increase of 90%.

"Our customers in the solar and semiconductor industries have a critical need for more of our materials," said Rick Doornbos, president and CEO of Hemlock Semiconductor Corporation. "This is the largest expansion in the history of this industry, and is indicative of our long-term commitment to meeting the needs of our customers."

The expansion will add up to 17,000 metric tons of polycrystalline silicon suitable for both the solar and semiconductor markets. This is the second major investment the company has announced in the past 18 months. In November 2005, HSC announced a nearly \$500 million expansion that is under construction. It is on schedule for start-up and is expected to come online in 2008.



HSC is a joint venture of Dow Corning Corporation and two Japan-based firms, Shin Etsu Handotai Co., Ltd. and Mitsubishi Materials

**We received tremendous support from state and local officials.**

*Stephanie Burns, CEO of Dow Corning Corporation*

Corporation. In solar applications, polycrystalline silicon is the cornerstone material used to produce solar cells that harvest renewable energy from light.

The expansion is expected to generate up to 250 full-time direct jobs, and an equal number of contracted positions upon completion. Additionally, there are nearly 800 temporary local construction contractors working on the expansion.

Dow Corning's Midland site, a major supplier of raw materials to HSC, will receive an expansion and upgrades, which will include the hiring of additional employees.



## GM Invests \$63 Million in Saginaw Metal Casting Operations



General Motors will invest \$63 million in its Saginaw, Michigan casting plant to produce cylinder heads for 3.6-liter high-feature V-6 engines by utilizing a new semi-permanent mold process.

The investment includes plant renovation and installation of new tooling and machinery to support the new casting process. Construction is slated to begin in the spring of 2009, and targeted for completion in January, 2011. The project will retain about 130 hourly employees.

"This investment would not be possible without the involvement of employees at this facility, who have dedicated themselves to improving the quality of our products and the efficiency of the operations here at Saginaw Metal Casting Operations," said Arvin Jones, GM Powertrain manufacturing manager for castings and components. "Their efforts have contributed to GM's competitiveness and our turnaround in North America."

The GM Powertrain - SMCO management, UAW Local 668 and IAM Local 2839 leadership successfully negotiated competitive operating agreements that improve operational effectiveness. The agreements also address processes and methods to improve production quality and safety of the operations.

Saginaw Future, along with the Michigan Economic Development Corporation, were able to assist in securing a Michigan Economic Growth Authority Tax Credit that benefited the project. The Saginaw Midland Bay Michigan Works! committed \$50,000 in Incumbent Worker Training Funds in order to help train Saginaw Metal Casting employees.

The 3.6-liter V-6 engine has applications in the GMC Acadia, Saturn Outlook and Buick Enclave.

Rex Blackwell, plant manager for GM Powertrain - SMCO, announces the \$63 million investment.



## Third Office Building for Saginaw's Riverfront



Downtown Area Development LLC III is the third medical/professional office building completed in the S. Washington Ave. Corridor. The \$6 million project houses the Michigan Department of Labor and Economic Growth Unemployment Insurance Agency, and soon the Garber Management Group (GMG).

The new 60,000 sq. ft. building retains 200 business professionals in Saginaw County, specializing in unemployment services and will house approximately 60 GMG employees. The project received a Brownfield Single Business Tax credit from the State of Michigan.

The more than three-acre complex is anchored by the Michigan CardioVascular Institute (MCVI) that was constructed in 2001. The MCVI Building also houses St. Mary's of Michigan's cardiac rehabilitation clinic and accounting services. In 2005, an investment of \$3 million was made in the Riverfront Medical Arts Condominium, which includes a Citizens Bank branch, Tri-City Urology PC and Pain Consultants of Michigan, PLC.

Previous to the site's redevelopment, the location had dilapidated manufacturing structures, varying degrees of contamination and multiple owners. The city, along with the State of Michigan, assisted in the overall complex's development through site preparation and Brownfield credits. The complex was designated a Renaissance Zone, portions of Water St. were closed, parking ordinances were rewritten and demolition funds were provided.



(top of page) Downtown Area Development LLC III is the third new office building on S. Washington Ave. in the City of Saginaw. (above) The MCVI Building, was the first building constructed, followed by the Riverfront Medical Arts Condominium (below).



## Glastender Invests to Meet New Demand

Glastender, Inc. is launching a new expansion project in Kochville Township, valued at \$9 million and will lead to the creation of 40 new jobs.

The Michigan Economic Development Corporation (MEDC) supplied a \$400,000 Community Development Block Grant to support Kochville's infrastructure improvements needed to develop the project. The township will use the funding to extend the public water main and provide sanitary sewer improvements to support the manufacturer's 40,000 sq. ft. planned expansion.

"The support of Kochville Township, Saginaw Future, and MEDC has been instrumental in helping us move forward with our expansion plans," Glastender, Inc. Vice President Todd Hall said. "We look forward to continued growth and providing more jobs for the community."

An additional \$40,000 was donated by Glastender to Kochville Township to help finance the cost of the necessary infrastructure improvements. Kochville also provided its first ever tax abatement for the project.



"Glastender's continued investment in the state is a testament to the quality of our workforce and the attractiveness of our business climate," Governor Jennifer M. Granholm said.

**We look forward to continued growth and providing more jobs.**

*Todd Hall, Vice President of Glastender, Inc.*

Michigan-based Glastender was founded in 1969. Family-owned and operated, the company manufactures various restaurant and bar equipment including automated glass washers, modular bar equipment, coolers, sinks and beverage dispensers. Its products are distributed to establishments throughout the U.S. and internationally. Glastender's primary customers are casual dining restaurants, such as Chili's, TGI Friday's and Outback Steakhouse.



## New Project Profiles III



**Saginaw Machine Systems and Wright-K Technology, Inc.** have joined a collaborative of 15 companies, which was designated as a Tool & Die Recovery Zone. Saginaw Future, City of Saginaw and the MEDC teamed up to assist the companies with the incentive program that is the first in Saginaw County. The zones allow companies to operate free of most state and local taxes for up to 15 years. Amendments to the Michigan Renaissance Zone Act in 2005 allowed communities to provide the incentive to support Michigan's tool & die industry. In addition to the tax credit, the collaborative will provide networking opportunities, potential for joint purchasing and the introduction to new customers -- providing diversification and growth opportunities.



**Sargent Docks & Terminal Co.** recently invested \$125,000 in new equipment and will hire an additional employee as a result of the investment. The company purchased a new drying structure for removing moisture from fertilizer and also invested in new office equipment.

Sargent Docks is a wharf facility located at 5606 Westervelt Rd. in the City of Zilwaukee. The wharf is less than a mile north of the Zilwaukee Bridge on the Saginaw River, which is the state's eighth largest port by cargo volume, with about 4.6 million tons of river commerce annually. Sargent is a supplier of crushed limestone, fertilizers, salt, coal, various types of stone products and more.



**MKR Fabricators**, located at 1600 Terminal Dr. in Buena Vista Charter Township, invested \$185,600 in new equipment. The company has doubled its employee base in the last 18 months. MKR manufactures large stone mixers and crushers used in the mining industry, along with custom steel fabrication. The company stocks most steel related materials, including Mild Steel up to 6", Stainless Steel up to 1 1/2" and AR400 Steel up to 2".

Established in 1987, MKR Fabricators hired two new employees due to the project. This is the company's third investment in the past two years, totaling more than \$360,000 and generating four new employees.



**Scientific Brake and Equipment Co.** recently acquired two parcels of land adjacent to its Saginaw facility. SFI, working with the Saginaw County Land Bank and Department of Natural Resources, was able to assist in the acquisition. The additional space will be used to more efficiently configure its shipping and receiving area.

**Universal Engineering and DeVlieg® Tooling Systems** have purchased a grinder at a cost of nearly \$60,000. Universal and DeVlieg are divisions of Mistequay Group Ltd. located in the City of Saginaw.

The new equipment was added to meet demand for products and the investment will lead to the creation of one job.





## New Project Profiles IV

### The Dow Chemical Company

has moved approximately 175 employees and third-party supplier employees from locations in Michigan to new offices in the Horizons Conference Center in Saginaw Charter Township.

The consolidation of employees furthers Dow's commitment to invest in the Tri-Cities. The Horizons Conference Center, located at 6200 State Street, was selected because of its size, availability and layout. The new office arrangement will provide a positive economic impact to the center, as well as to surrounding businesses. The move will bring together team members from various functions, plus third-party suppliers – all working on common projects.

“Co-locating team members from Finance, Purchasing, Manufacturing, Information Systems and other areas will allow them to actively work together and make faster, more effective decisions,” said Doug Snoddy, senior director, Information Systems.

Dow is a diversified chemical company that harnesses the power of innovation, science and technology to constantly improve what is essential to human progress.



### Union Court Assisted Living Center

is a senior citizen care facility developed in the Village of St. Charles.

The facility is located at 302 Fulton St., just west of the village's shopping district.

The building was originally home to the St. Charles Union School and has stood vacant since Spring 2006. A group of local investors, DCS Rentals LLC, redeveloped the building.

The project not only filled a vacant building, but also provides a valuable service to the community. DCS Rentals invested \$1.8 million in the Union Court project, which created 30 new jobs.

The facility provides a combination of housing, supportive services, personalized assistance and health care designed to meet individual needs. Union Court will house up to 56 residents and features a salon, group activities and a memory care unit.

Saginaw Future was able to contribute to the project's development through planning assistance and incentive research.



**Zatkoff Seals & Packings** added 5,000 sq. ft. of warehouse space to its Bridgeview facility in Zilwaukee. The company also purchased new racking systems to accommodate the increased inventory. Zatkoff Seals is a provider of gaskets, o-rings and molded rubber products for a wide variety of industries since 1959. The company has an inventory system with 187,000 products valued at more than \$25 million. The expansion totaled \$552,000 and created one job.

**Buena Vista Group LLC**, from Southeast Michigan, purchased a blighted site on Dixie Highway in Buena Vista Charter Township, along with some adjacent township owned property. The group intends to construct an auto supply store and retail strip mall. The Buena Vista Group has already demolished dilapidated structures and new construction on the auto store has already begun. The project benefited from a Brownfield tax credit.

**L2-Decorative Products** purchased the vacant Wic-Top Manufacturing facility in the City of Frankenmuth. The company produces plastic laminates for the automotive, RV and boating industries.

Saginaw Future assisted L2 and the community with an industrial development district designation and a tax abatement. The company invested nearly \$800,000 in building renovation and equipment - creating four new jobs.

**Triple M Tire** purchased the long-vacant, former Quality Farm & Fleet building. Located on M-46, adjacent to the Morley Industrial Park in Buena Vista Charter Township, Triple M refurbished the facility and purchased tire re-treading equipment. The location is the largest re-treading facility of its kind in the state. The company invested over \$600,000 and hired 18 new workers. Saginaw Future assisted Triple M Tire and the community with an investment

## Funding Saginaw's Future



### CONTRIBUTORS

\$30,000 +  
 • Dow Corning Corporation and Hemlock Semiconductor Corporation

\$25,000  
 • Citizens Bank  
 • Covenant HealthCare  
 • Delphi Corporation

\$10,000 - \$15,000  
 • Chase  
 • Consumers Energy  
 • The Dow Chemical Company  
 • GM Powertrain - SMCO  
 • HealthPlus of Michigan  
 • Mobile Medical Response, Inc.  
 • St. Mary's of Michigan

\$4,000 - \$5,000  
 • National City Bank  
 • The Saginaw News

\$2,000 - \$3,999  
 • Aleris International  
 • Bank of America  
 • Bavarian Inn Restaurant & Lodge  
 • Bierlein Companies, Inc.  
 • Braun, Kendrick, Finkbeiner PLC  
 • Champagne & Marx Excavating, Inc.  
 • Chemical Bank  
 • CMI-Schneible Co.  
 • Communications Family Credit Union  
 • Corvus Nodular Interests, LLC  
 • Enterprise Automotive Systems  
 • Fabiano Brothers  
 • Frankenmuth Mutual Insurance Co.  
 • IBEW Local #557  
 • Garber Management Group  
 • John E. Green Company  
 • Means Industries, Inc.  
 • Memtron Technologies Co.  
 • Merrill Tool Holding Company  
 • Morley Companies, Inc.  
 • Pumford Construction Inc.  
 • Rehmann Robson, PC  
 • Riverfront Medical Realty  
 • Saginaw Midland Bay Michigan Works!  
 • Scientific Brake & Equipment Co.  
 • Spence Brothers  
 • Spicer Group  
 • Stevens Worldwide Van Lines  
 • The Straits Corporation  
 • Wolgast Corporation

\$1,000 - \$1,999  
 • 1st State Bank  
 • Acoustical Services, Inc.  
 • Alfe Heat Treating, Inc.  
 • Alloy Construction Service, Inc.  
 • Amigo Mobility International, Inc.  
 • Art Sample Furniture  
 • CIGNYS  
 • Consumers Choice Credit Union  
 • JoAnn Cary  
 • Delta College  
 • Firstbank-Alma  
 • Frank M. Polasky, PLC  
 • Glastender, Inc.  
 • Hausbeck Pickle Company Inc.  
 • Independent Bank  
 • International Materials Inc. & Saginaw Asphalt Paving Company  
 • Lake Huron Credit Union  
 • Lendell Manufacturing, Inc.  
 • Michigan CardioVascular Institute  
 • Michigan Production Machining, Inc.  
 • Midwestern Surgical Associates  
 • Prancing & Ewend  
 • R.C. Hendrick & Son, Inc.  
 • Rifkin Scrap Iron & Metal Co.  
 • Saginaw Bay Underwriters

• Saginaw Powertrain Inc.  
 • Saginaw Transit Authority Regional Services (STARS)  
 • Saginaw Valley State University  
 • Sargent Docks & Terminal, Inc. and Saginaw Rock Products  
 • SVRC Industries, Inc.  
 • Synergy Medical Education Alliance  
 • Team One Credit Union  
 • Tri-Star Trust Bank  
 • United Auto Workers Region 1D  
 • Wanigas Credit Union  
 • Wigen, Tincknell, Meyer & Assoc., Inc.  
 • Wilcox Professional Services, LLC  
 • William A. Kibbe & Associates, Inc.  
 • Wolohan Capital Strategies  
 • Wright-K Technology, Inc.  
 • Yeo & Yeo

\$301 - \$800  
 • A.C. Klopff Inc.  
 • Absolute! Building Maintenance  
 • Accurate Carbide Tool Co.  
 • AKT Peerless Environmental Services, LLC  
 • Andrews, Hooper & Pavlik PLC  
 • Audio Central Alarm  
 • B & K Corporation  
 • Brandle Roofing & Sheet Metal Co.  
 • Chesaning Manufacturing Co.  
 • Community State Bank  
 • Davenport University  
 • Deisler Funeral Home  
 • Duperon Corporation  
 • Duro-Last, Inc.  
 • E.A. Becker & Associates, Inc.  
 • Employee Benefit Resources, Inc.  
 • Frankenmuth Credit Union  
 • Future Insurance Agency  
 • Gardner, Provenzano, Schauman & Thomas, P.C.  
 • Gilbert, Smith & Borrello, P.C.  
 • Hall & Associates  
 • Hi-Tech Optical Inc.  
 • & Phase Liner of Michigan, Inc.  
 • Horizons Conference Center  
 • Iron Workers Local 25  
 • Keller Williams Realty  
 • LB Transportation Group-Omni Warehouse  
 • Mahar Tool Supply Co., Inc.  
 • Masud Patterson Schutter & Peters, P.C.  
 • McNally-Nimmergood Co.  
 • Michigan Sugar Company  
 • Mid-Valley Insurance and Financial  
 • Miles Petroleum & Propane, Inc.  
 • Molitor International  
 • Muehlenbeck Distributing Co., Inc.  
 • Northeastern Paint & Floor Covering Supply  
 • Norton Accounting & Consulting  
 • One Source Office Products  
 • Orchid Unique Orthopedic Solutions  
 • Pinnacle Design  
 • Prudential Anderson, Lemmer & Wilson Inc. Real Estate  
 • Ramey's Janitorial  
 • Remer Plumbing, Heating & Air Conditioning, Inc.  
 • Saginaw Medical Federal Credit Union  
 • Severance Tool Industries  
 • Shawn & Leslie Sheridan  
 • Smith Bovill, PC  
 • S.P.A.C.E., Inc.  
 • Specialty Manufacturing Inc.  
 • SSP Associates, Inc.  
 • Star of the West Milling Company  
 • The Trane Company  
 • Thiel Electric  
 • Total Solutions Group  
 • Tri-City Office Machines  
 • Wilson Realty Inc.  
 • Wirt Financial Services, Inc.  
 • Wirt Saginaw Stone Dock

• Wm. F. Nelson Electric, Inc.  
 • Zatkoff Seals & Packings  
 • Zehnder's of Frankenmuth

\$50 - \$300  
 • Beattie Master Pool & Spa  
 • Bright Wilkins Investments Alliance BWIA, LLC  
 • Centennial Technologies, Inc.  
 • Century 21 Signature Realty  
 • Cinderella, Inc.  
 • CMW Real Estate  
 • DeGroat Keenan Commercial  
 • Hoyt Nursing & Rehab Centre  
 • Investech, Inc.  
 • J. M. Kusch, Inc.  
 • John M. Jacobs Plumbing & Heating Inc.  
 • Steve & Ann Jonas  
 • King Communications Inc.  
 • MacDonald Broadcasting Company  
 • Mast, Foulds & Co., P.C.  
 • The Mayan Agency  
 • MBS International Airport Commission  
 • Midwest Sales, Inc.  
 • National Pattern, Inc.  
 • Panda Promotional Products  
 • Pat's Food Center  
 • R & R Ready Mix, Inc.  
 • Saginaw Co. Employees Credit Union  
 • Shinnors & Cook, PC  
 • TBF Graphics/Digital  
 • TPI Powder Metallurgy Inc.  
 • TSSF Architects, Inc.  
 • Wade Trim, Inc.  
 • Webster, Looby & Baumgarten, P.C.  
 • Zeilinger Wool, Co.

In-Kind  
 • Advanced Tex Screen Printing, Inc.  
 • Dornbos Printing Impressions  
 • The Michigan Banner  
 • Step Above Enterprises  
 • -Jake's Old City Grill  
 • WNEM TV5

Local Government Contracts  
 • Bridgeport Charter Township  
 • Buena Vista DDA  
 • Carrollton Township  
 • Chesaning Township  
 • City of Frankenmuth  
 • City of Saginaw  
 • City of Zilwaukee  
 • County of Saginaw  
 • Kochville Township  
 • Richland Township  
 • Saginaw Charter Township  
 • Spaulding Township  
 • Thomas Township  
 • Tittabawassee Township  
 • Village of Birch Run  
 • Village of Chesaning  
 • Village of Merrill  
 • Village of St. Charles

Project Specific Contributors  
 • Arnold & Gertrude Boutell Memorial Fund administered by Citizens Bank Wealth Management  
 • AT&T Foundation  
 • Covenant Active Medical Staff  
 • Future Michigan  
 • Harvey Randall Wickes Foundation  
 • Melvin L. & Hilda J. Zuehlke Charitable Foundation  
 • Morley Foundation  
 • North Coast Technology Investors, LP  
 • Robert E. Stark & Martin H. Stark Foundation  
 • Saginaw Community Foundation  
 • Wickson-Link Memorial Foundation

# momentum

Campaign for Tomorrow's Growth  
 Saginaw Future Inc.

Saginaw Future has partnered with the Saginaw County Chamber of Commerce to raise funds for Momentum - Campaign for Tomorrow's Growth. The contributions will be used to support Saginaw Future's economic development efforts from 2008 through 2010.

Led by Campaign Chairman and SFI Vice Chairman Herbert Spence III, over 150 private sector companies and individuals have pledged



**The more SFI accomplishes, the better your bottom line.**

*Herbert Spence III, Campaign Chairman and SFI Vice Chairman*

contributions to date. In addition, 16 area foundations and organizations have pledged funds for specific projects.

SFI also contracts with 18 local municipalities, including the County of Saginaw and the City of Saginaw, for economic development services and expertise.

The support of local businesses, individuals, foundations and organizations will allow for continued progress in existing programs and the development of new economic initiatives.

## Millions in Government Contracts

The federal government is a multi-billion dollar purchaser of goods and services. State and local governments are also major purchasers of products and services. The Saginaw Future Inc. Procurement Technical Assistance Center (PTAC) provides no fee assistance to businesses that are interested in tapping this market.

SFI's Procurement Manager, Delena Spates-Allen, has over 20 years of expertise helping businesses acquire government contracts.

The services offered by the Saginaw Future PTAC include bid matching, market research, specifications and standards, federal acquisition regulations, subcontracting opportunities and much more. During 2007, the Saginaw Future PTAC helped area companies win a total of 182 government contracts with a total value of more than \$3.6 million.

Consultation on exporting products and/or services internationally is also provided. The Saginaw Future PTAC continues to focus on educating businesses on the importance of being competitive in an open market by sponsoring seminars and providing technical assistance.



The PTAC sponsored or co-sponsored nine seminars designed to assist local companies by expanding company markets and pursuing new opportunities. The Saginaw Future PTAC will offer similar seminars in 2008.



Kevin Dunn, from the State of Michigan Department of Management & Budget, explains bidding procedures at a Saginaw Future PTAC seminar held at Delta College.

## 2007 Corporate Watch Call Program

Consistent communication is a must in keeping up with our fast changing world, especially when it comes to economic development. By meeting with local companies on a regular basis, Saginaw Future remains connected and responsive to changing needs and competitive issues.

Saginaw Future staff members team up with the Michigan Economic Development Corporation (MEDC) to target specific base job providers. Designed to help existing local businesses grow and flourish, SFI's Corporate Watch Call program addresses companies' concerns and provides key assistance.

During last year alone, Saginaw Future's Corporate Watch Call team met with 140 companies in Saginaw County. These meetings provide a great opportunity for SFI to help existing businesses remain strong, continue to grow and seek new opportunities.

SFI learns about the challenges and opportunities facing local companies, and in turn is able to offer solutions and information. SFI's role is to reduce barriers and support jobs and new investment.

Examples of these opportunities include export/procurement assistance, incentive packaging, site location assistance, workforce programs, infrastructure improvement grants, financing opportunities and more.



SFI Executive Vice President Steve Jonas coordinates the Corporate Watch Call program.

## Hi-Tech Optical - Contractor of the Year



Owner Thomas M. Ryan (seated directly center) and members of the Hi-Tech Optical, Inc. staff.

Hi-Tech Optical, Inc. has been selected as the Saginaw Future Procurement Technical Assistance Center Contractor of the Year. The company is a manufacturer of prescription safety glasses and offers hundreds of styles of safety frames.

Hi-Tech Optical, located at 3139 Christy Way in Saginaw Charter Township, is a preferred eyewear supplier to several well known manufacturers.

Hi-Tech recently was awarded a prescription safety glasses contract from the Department of the Navy valued at \$1.8 million over a five-year period. The contract has led to the creation of four new jobs and the retention of 18 employees. The Saginaw Future PTAC assisted the company with bid preparation and research. In 2006, Hi-Tech Optical invested \$198,500 in an expansion project that created five jobs.

Hi-Tech specializes in comprehensive, turnkey safety eyeglass programs. As one of the Midwest's largest Safety Optical Laboratories, the company serves employees and retirees of the nation's largest industrial plants, as well as ophthalmologists and optometrists. Cost containment, verified eligibility, multiple location and Freedom of Choice doctor participation plans are among the programs offered.

In 1940, Columbus-based White Haines Co. opened an office in Saginaw, Michigan, and moved to the Christy Way location in 1971. In early 1987, a group of local investors teamed up to purchase the Saginaw office from White-Haines, and in doing so, formed Hi-Tech Optical, Inc.

## Citizens Bank Helps Fund Database Initiative

According to *Area Development* magazine's 21st Annual Corporate Survey, 59% of corporate decision makers and 88% of site consultants use the Internet for obtaining site selection information.

Saginaw Future will increase the community and organization's Internet presence by providing in-depth property information and demographics 24 hours a day, seven days a week.

The web-based application will allow the Internet user or an SFI staff person to develop detailed reports that include property comparisons in real time. Currently, property reports can take days or even longer. The online property database offers businesses immediate access to information that will assist with expansion and location decisions.



(l-r) SFI President JoAnn Crary and SFI Chairman Dr. Samuel Shaheen accepts two contributions from Citizens Bank President Jim VanTiffin. The contributions are for the Online Property Database Initiative and for Saginaw Future's general operations.

## Regional Initiative Targets Solar Companies

The Mid-Michigan region is highly specialized in chemical and technology manufacturing, along with possessing specific knowledge in mitigating supply chain problems and scaling up technology companies.

These regional strengths and recent developments have led to the aggressive pursuit of investment from growth companies in the photovoltaic (solar) industry.



Saginaw Future Inc., Midland Tomorrow and Bay Future, Inc. are cooperating to develop and launch a Photovoltaic Initiative. The ultimate goal is to attract new companies and build the solar industry in the region.

The three economic development organizations are developing a specific attraction plan that identifies and targets solar related industries. These efforts include strength analysis, site identification and the creation of collateral materials.

## Marketing & Community

**Tradeshows:** SFI markets Saginaw County at various events throughout the state, country and world, ranging from industry tradeshows to state coordinated site consultant seminars. As follow up to these events, SFI provides consultants and corporate executives with packages to learn more about the benefits of a Saginaw County location.



**Marketing:** SFI places advertisements in local, regional and national publications, which focus on targeted industries. SFI has also contributed to numerous articles featuring the Saginaw region and produces a number of specific publications to help market the county.

### Vision TriCounty:

SFI continues to work with a group of economic development and chamber of commerce leaders from Saginaw, Bay and Midland Counties to initiate projects that will benefit the entire region. Vision TriCounty members have developed the TriCounty Leadership program and the annual Regional Leadership Award.



**More:** SFI staff members sit on numerous community and service organization boards, and are active in a wide range of civic organizations, such as the Saginaw County Brownfield Redevelopment Authority, Saginaw Riverfront Development Commission, Michigan Economic Development Corporation and many more.



<b>JoAnn Crary</b> President	<b>Steve Jonas</b> Executive Vice President	<b>Delena Spates-Allen</b> Manager Procurement & Exporting	<b>Staff</b>  <b>FUTURE INC.</b>
<b>Thomas Miller</b> Economic Development Specialist	<b>Greg LaMarr</b> Marketing Coordinator	<b>Stephanie Bauer</b> Accountant	
		<b>Lisa Dobbins</b> Office Manager	