

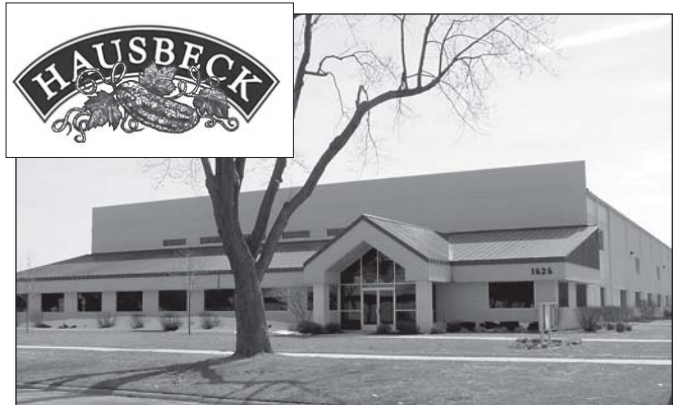
Hausbeck Pickle Expands in the City of Saginaw

Hausbeck Pickle Company Inc. has expanded its facilities to a city of Saginaw location with a \$1.4 million investment. An additional \$2.025 is expected to be invested in new equipment and facility development.

The company had been looking to expand its business for the past two years, specifically, searching for 40,000 sq. ft. of warehousing or manufacturing space.

Hausbeck Pickle had been researching and considering sites and incentives in Saginaw County. Its search also included Michigan's southern border communities and in Indiana to reduce transportation costs.

"Because of an increasingly competitive market, it was necessary to take a look at a number of options for Hausbeck to continue to grow," said Tim Hausbeck, general manager of Hausbeck Pickle Company Inc. "The city of Saginaw, the state and Saginaw Future worked together to develop a



New Hausbeck Pickle facility on Hess Ave. in the city of Saginaw.

competitive package for this expansion project to be in Saginaw County."

Hausbeck Pickle eventually chose the former Gallade' Technologies building on Hess Avenue located in a Renaissance Zone in the city of Saginaw.

The company is currently using the facility for

(continue to page 2)

New Golf Centre Planned for Kochville Township

Kochville Township will be the home of a new \$3.6 million golfing facility. The Saginaw Golf Centre will be located on Tittabawassee Road, west of Center Road.

The almost 20,000 sq. ft. facility will provide state-of-the-art golf learning facilities with 27 heated tee-boxes, chipping green, putting green and short game area.

The Saginaw Golf Centre will also feature a café, golf pro shop, a strength and flexibility area geared for the needs of golfers, and office space.

The project's public face that many Saginaw residents will find recognizable is former Saginaw

Gear hockey legend, Dennis Desrosiers.

"I'm the managing partner. I'll be in charge of everything else other than teaching golf," said Desrosiers.

The venture is backed by five partners along with Desrosiers. The new facility, near the booming Bay Road/Tittabawassee Road business area is expected to create 20 jobs.

The Saginaw Golf Centre is the "most complete practice facility that we've been involved in," said Jerry Matthews, a Lansing golf course architect,

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Inside this issue:

Merrill Tool Expanding Again!

New SFI Board Members

Funding Saginaw's Future

\$99.9 Million Investment Plan

Saint Mary's Emergency Expands

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NOTE: SFI uses multiple mailing if you receive a duplicate publication, please pass it on to an interested associate. Also contact us with any changes or additions.

For previous newsletters and/or additional Saginaw County publications go to www.saginawfuture.com

Job Training Grants

Company	Program	Grant \$ Awarded	Workers Trained
GM - Saginaw Metal Casting Operations	Michigan Works!	\$65,000	65
Memtron Technologies Co.	Michigan Works!	\$11,700	65
Saint Mary's Medical Center	Michigan Works!	\$8,000	40
Total		\$84,700	170

Hausbeck Pickle Expands in the City of Saginaw (Continued from page 1)

warehousing but intends to construct an additional 40,000 sq. ft. manufacturing building on the site later this fall. Hausbeck's expansion will result in 34 jobs retained and 10 created.

Saginaw Future assisted Hausbeck Pickle with site location and facilitated meetings with local municipalities. SFI is currently working with the company to secure a Single Business Tax credit through the Michigan Economic Development Corporation.

Hausbeck Pickle, established in 1923, has enjoyed continued company growth and success. In 2002, the company invested \$200,000 in its Spaulding Township location that created 17 jobs.

The company plans to maintain its headquarters in Spaulding, while expanding in the nearby city of Saginaw location.

The Hausbeck Pickle Company specializes in brining and processing of pickles and peppers. Two of its major customers are Subway and Burger King.

New Golf Centre Planned for Kochville Township (Continued from page 1)

who was responsible for its design.

Matthews has sculpted at least two dozen Michigan golf courses, including Bucks Run in Mount Pleasant, the back nine at Hidden Oaks in St. Louis and done considerable work at the Saginaw Country Club.

The Kochville Township Planning Commission approved a special use permit and site plan for the 37-acre property in November 2004. Tentative plans call for the Saginaw Golf Centre to open in the fall of 2005.

The Centre seems to be a perfect fit for area golfers looking to improve their game. Saginaw County is home to 13 public golf courses, including three championship level courses.

Saginaw Future assisted the Saginaw Golf Centre project with its pursuit of financing.

Merrill Tool Expanding Again!

Merrill Tool & Machine, Inc. has experienced tremendous growth due to its successful efforts and sales diversification, along with the growth of key customers.

Merrill Tool, established in 1968, plans to add 20,000 sq. ft. of new manufacturing space. Located in the village of Merrill, the company will also be adding new equipment that includes additional cranes.

Merrill Tool's investment is expected to exceed \$2.55 million and will create 15 new jobs. The company benefitted from funding from the Saginaw County Revolving Loan Fund, which is administered by Saginaw Future.

Merrill Tool and the community were also assisted by SFI with a tax incentive.

The latest project is the company's third expansion in the past three years



Merrill Tool & Machine, Inc. is located on 21659 W. Gratiot Rd. in the village of Merrill.

and its manufacturing floor space will be over 40,000 sq. ft. The growing company invested more than \$1.7 million in 2003 and 2004.

Merrill Tool fabricates machine components for special machine builders, including fixture build and mechanical assembly.

Merrill Tool is ISO 9002 certified and has received certification from the Federal Aviation Administration as an official airplane repair facility. The company has over 60 employees and is affiliated with Merrill Fabricators, and Merritech in the city of Saginaw.

Fast Tek Continues to Grow



Fast Tek is located in the Morley Industrial Park in Buena Vista Charter Township.

The Fast-Tek Group LLC has experienced significant success in recent years and is working to continue its development. The company's Buena Vista Charter Township facility is located in the Morley Industrial Park.

Due to an increased sales volume, Fast Tek required working capital and sought assistance from the Saginaw County Revolving Loan Fund (RLF), which is administered by SFI.

The Saginaw County RLF loan led to a \$1.2 million investment by the Fast Tek Group. The company expects to hire an additional 40 employees this year after hiring more than 30 last year.

In 2004, Fast Tek invested \$682,000 in its Buena Vista facility and the entire industrial park benefited from a \$304,000 infrastructure grant from the Michigan Economic Development Corporation to improve access to the park and accommodate increased truck traffic.

The Fast Tek Group has five locations in the Midwest and performs sorting, inspection, rework and containment services. The company's primary customers are automotive producers and suppliers in the United States and Canada.

New Image Alliance Web Site



The Saginaw Valley Image Alliance, part of Saginaw County Vision 2020, recently launched its new Web site - www.thesaginawvalley.com.

The Web site is essentially a searchable Web directory highlighting the Mid-Michigan counties of Bay, Midland and Saginaw.

The directory includes links to non-profit, civic and government sites that provide users with a wide variety of information on the region. New links and information are added as they become available.

The development of the Web site was made possible by a grant from GM - Saginaw Metal Casting Operations.

Meetings with public and private sector leaders resulted in the Web directory format.

The quality of existing Saginaw Valley sites, such as the newly designed Saginaw County Vision 2020 and Saginaw County Convention & Visitors Bureau sites, led to the decision to create a directory to consolidate and funnel users to them.

The site is a must see for people new to the area and a useful guide to the region for residents.

Department of Defense Opportunities



The Department of Defense (DoD) 2005.2 Small Business Innovation Research (SBIR) solicitation has been posted. The DoD's SBIR program funds early-stage research and development projects through small technology companies.

These projects serve DoD needs and have the potential for commercialization in private sector and/or military markets. The program is funded at approximately \$1.079 billion for 2005.

As part of its SBIR program, the DoD issues an SBIR solicitation four times a year.

The SBIR solicitation explains research and development needs and invites proposals from small companies - firms organized for profit with 500 or fewer employees, including all affiliated firms.

From May 2nd through June 14th, small businesses have the opportunity to contact the topic point of contact to ask questions, as well as to receive clarifications.

For more information on the SBIR program go to www.dodsbir.net/solicitation

NEW SFI BOARD MEMBERS

Elliot S. Berton, first vice president / city president, Bank One, has been with Bank One for 26 years. Berton serves on the board of directors for the Saginaw County Business & Education Partnership and East Central Michigan Development Corporation, which he is also a past president. He has been a Downtown Kiwanis Club member for 25 years. Berton holds bachelor's degrees in finance from Michigan State University and accounting from Saginaw Valley State University.



Garret Geer, community relations leader, The Dow Chemical Co., has held his current position since July 2003. Geer is responsible for working with the Tri-County community to improve the understanding of Dow's Michigan Operations. He joined Dow in 1984 and is experienced in purchasing, communications, public affairs, sales and marketing. He is a two-time recipient of the Pinnacle Award for Sales Excellence and recently served as Dow Building Materials Senior Marketing Manager.

Bruce R. Hill, vice president health system & purchaser relations, HealthPlus of Michigan, has 18 years of broad health care experience with a large health system, top-level consulting firm, large city tertiary hospital, suburban medical center and a health insurer. HealthPlus is an HMO serving over 185,000 Mid-Michigan members. He is a University of Michigan alumnus with a bachelor's degree in Economics and a master's degree in Health Administration and Policy.



Doug Rothwell, executive director, GM Worldwide Real Estate, has served in his current position since 2003. Previously, Rothwell was president and CEO of the Michigan Economic Development Corporation and its fore-runner agency. He was named the nation's Economic Developer of the Year by the American Economic Development Council and continues to serve on the International Economic Development Council's Board of Directors.

Bob Van Deventer, president & CEO, Saginaw County Chamber of Commerce, has been a member of the Mid-Michigan business community for over 30 years. Van Deventer began his career at Second National Bank in Saginaw before it became Citizens Bank. He then served as an account executive for The Scott & Miller Group. Before becoming president of the Chamber, Van Deventer served as the marketing and business development director for The Rehmann Group.



Martin V. Williams, township manager, Buena Vista Charter Township, has served in his current position since 2004. Prior to that Williams was the director of human resources in Buena Vista and served on the township's Board of Trustees from 2000-2002. Williams is currently a charter member of the "Dads for Education" program for Buena Vista Schools. He is a member of Junior Achievement and received the Martin Luther King, Jr. Recognition Award in 2002.

Funding Saginaw's Future

Contributors To Date

- 1st State Bank
- A.C. Klopff Inc.
- AKT Peerless Environmental Services
- Alfo Heat Treating, Inc.
- Allied Office Interiors
- Alloy Construction Services, Inc.
- Apple Mountain
- B & K Corporation
- Bank One
- Bavarian Inn Restaurant & Lodge
- Bierlein Companies, Inc.
- Brandle-Morford Associates
- Braun, Kendrick, Finkbeiner PLC
- Bridgeport Charter Township DDA
- Buena Vista Charter Township
- Carrollton Township
- Centennial Technologies, Inc.
- Champagne & Marx Excavating, Inc.
- Chemical Bank & Trust Co.
- Village of Chesaning
- Chesaning Manufacturing Co.
- Chesaning Township
- Cinderella Inc.
- Citizens Bank
- CMI-Schoenle Co.
- CMW Real Estate, Inc.
- Community State Bank
- Consumers Energy
- Corvus Modular Interests, LLC
- Covenant HealthCare
- JoAnn Crary
- DeGroat Keenan Commercial
- Deisler Funeral Home
- Delphi Corporation
- Dornbos Printing Impressions
- The Dow Chemical Company
- Dow Corning
- Duperon Corporation
- Duro-Last Roofing Inc.
- Employee Benefit Resources, Inc.
- Enterprise Automotive Systems
- Fabiano Brothers
- Fast Tek Group LLC
- Fifth Third Bank
- Firstbank - Alma
- City of Frankenmuth
- Frankenmuth Mutual Insurance Co.
- Future Insurance Agency
- Garber Management Group
- Gardner, Provenzano & Schauman, P.C.
- Gilbert, Smith & Borrello, P.C.
- Glastender, Inc.
- GM Powertrain - SMCO
- John E. Green
- Hall & Associates
- Hausbeck Pickle Co.
- HealthPlus of Michigan
- Hemlock Semiconductor Corporation
- R.C. Hendrick & Son, Inc.
- Hi-Tech Optical Inc.
- Hi-Tech Steel Treating, Inc.
- Horizons Conference Center
- Hoyt Nursing & Rehab Centre
- IBEW Local Union #557
- IMCO Aleris Recycling
- Independent Bank
- International Materials Inc.
- Investech, Inc.
- Steve and Ann Jonas
- Keller Williams Realty
- William A. Kibbe & Associates, Inc.
- King Communications Inc.
- Kochville Township DDA
- J.M. Kusch, Inc.
- L and B Transportation Group
- MacDonald Broadcasting Co.
- Mahar Tool Supply Co., Inc.
- Majestic Van
- Masud, Patterson, & Schutter, P.C.
- The Mayan Agency
- Means Industries, Inc.
- Memtron Technologies
- Village of Merrill
- Merrill Fabricators, Inc.
- Merrill Tool & Machine, Inc.
- Merritech, Inc.
- Metropolis / The Saginaw Banner
- Michigan CardioVascular Institute
- Michigan Production Machining, Inc.
- Michigan Property Consultants LLC
- Michigan Sugar Company
- Mid-Valley Insurance and Financial
- Midwest Sales, Inc.
- Midwestern Surgical Associates
- Miles Petroleum & Propane, Inc.
- Minsor Powertrain Systems, LLC
- Mobile Medical Response, Inc.
- Morley Companies, Inc.
- National City Bank
- Wm. F. Nelson Electric, Inc.
- Northeastern Paint & Floor Covering Supply
- Phase Liner of Michigan, Inc.
- Pinnacle Design
- Frank M. Polasky, PLC
- Pricing & Ewend
- Pumford Construction Inc.
- Ramada Inn & Suites
- Rehmann Robson, PC
- Richland Township
- Rifkin Scrap Iron & Metal Co.
- City of Saginaw
- County of Saginaw
- Saginaw Bay Underwriters
- Saginaw County Employees Credit Union
- Saginaw Industrial Center
- The Saginaw News
- Saginaw Rock Products Co.
- Saginaw Charter Township
- Saginaw Valley State University
- Saint Mary's
- Sargent Docks & Terminal, Inc.
- Schaefer Technologies, Inc.
- Scientific Brake & Equipment
- Shimmers & Cook, PC
- Smith, Bovill, PC
- Solutions Plus Inc.
- S.P.A.C.E., Inc.
- Spaulding Township
- Spence Brothers Construction
- Spicer Group
- SpringHill Suites
- SSP Associates, Inc.
- Village of St. Charles
- Standard Electric Co.
- Standard Federal Bank
- Star of the West Milling Company
- Stevens Worldwide Van Lines
- The Straits Corporation
- SVRC Industries, Inc.
- Synergy Medical Education Alliance
- TBF Graphics Digital
- Team One Credit Union
- Thomas Township
- Tittabawassee Township
- Tri-City Office Machines
- Tri-Star Trust Bank
- TSSF Architects, Inc.
- UAW Region 1-D
- Unique Instruments, Inc.
- Webster & Baumgarten, PC
- Wellington Limited
- Wigan, Tincknell, Meyer & Assoc., Inc.
- Wilcox
- Wirt Financial Services, Inc.
- Wirt Saginaw Stone Dock
- WNEM TV5
- Wolgast Corporation
- Wolohan Lumber Co.
- Wright-K Technology, Inc.
- Yeo & Yeo, PC CPA
- Zatkoff Seals & Packings
- Zehnder's of Frankenmuth
- Zeilinger Wool, Co.
- City of Zilwaukee TIFA

Cost Effective Marketing Seminar



The Saginaw Future Inc. Procurement Technical Assistance Center in conjunction with the Michigan Procurement Technical Assistance Centers present the:

Cost Effective Marketing Seminar

- Thursday, June 9, 2005
- 8:30 a.m. to 4:30 p.m.
- \$35.00
- Zehnder's of Frankenmuth
- 730 S. Main St., Frankenmuth, MI

The seminar will provide practical, hands-on guidance for the improvement of marketing performance.

Businesses will learn how to effectively market to customers, develop a cost effective marketing strategy, and evaluate all marketing and advertising options.

Attendees will learn how to prepare for trade shows, position products/services, and retain existing clients.

Topics will be specifically geared for manufacturing, IT services, bioscience, and homeland security business sectors.

To register, please contact Saginaw Future's Delena Spates-Allen at 989-757-2105 or e-mail dsallen@saginawfuture.com

Specific Project Commitments

- Citizens Bank Trust
- Michigan Economic Development Corporation
- Morley Foundation
- SBC Foundation
- Saginaw Community Foundation
- Saginaw County Revolving Loan Fund
- Robert E. Stark & Martin H. Stark Foundation
- Harvey Randall Wickes Foundation
- Wickson-Link Memorial Foundation
- Melvin L. & Hilda J. Zuehlke Charitable Foundation

Corporate Watch Calls

Saginaw Future Inc. staff members visited 50 companies through the Corporate Watch program between January 1, 2005 and March 31, 2005.

Accurate Carbide Tool Co.

AKT Peerless Environmental Services L.L.C.

AHB Tooling & Machinery, Inc.

Amigo Mobility International, Inc.

ASI Recovery

Blackledge Tool

Caraustar Industrial & Consumer Products Group

Covenant HealthCare

Delta Truss, Inc.

Duro-Last Roofing, Inc.

Fast-Tek Group LLC

Fort Saginaw LLC

Great Lakes Eglinton, Inc.

Hammond Drives & Equipment

Hausbeck Pickle Company Inc.

Hehr International, Inc.

Hi-Tech Steel Treating, Inc.

IP3 Inc. - 2

J.R. Heineman & Sons Inc.

Junior Achievement of Northeast Michigan

Magnum Machine & Manufacturing

(continue to page 7)

Nearly \$100 Million Investment Plan for Delphi



Delphi Steering is located in Buena Vista Charter Township.

The Delphi Corporation plans to invest nearly \$100 million in its steering facility in Buena Vista Charter Township. The investment will improve existing processes and allow for the implementation of new technology.

Delphi received a Brownfield Single Business Tax credit (SBT) for up to \$99.9 million in capital investment for Delphi Steering's Plants 3, 5, 7, 9 and a portion of Plant 4. The entire multi-plant complex was determined to be functionally obsolete.

The new incentive will assist Delphi in becoming more competitive in a challenging period for the automotive industry, retain jobs and will ultimately

result in a state-of-the-art facility.

The Michigan Economic Development Corporation and Saginaw Future had been in discussions with Delphi to help identify investment opportunities and proactively pursue assistance. In turn, the Saginaw County Board of Commissioners supported the SBT incentive, which received approval from the state.

The project is for the SBT incentive only and does not involve any local property taxes or tax increment financing. Delphi's previous five-year Brownfield Plan, approved by the board of commissioners in 2000, included Plants 1, 6 and a portion of Plant 4.

\$1.3 Million for Saginaw River Dredging

Governor Jennifer M. Granholm recently announced more than \$1.3 million in Community Development Block Grant funding for Saginaw County.

The grant, made available through the Michigan Economic Development Corporation, will help finance the silt relocation portion of the Saginaw River dredging project. Low water levels combined with silt accumulation threaten to severely limit the capacity of the river to accommodate commercial freighter traffic.

"The Saginaw River is part of Michigan's vital transportation infrastructure," Granholm said. "We cannot sit by and allow it to become unusable. Jobs are at stake and more stand to be created."

The Saginaw River is the state's eighth largest port by cargo volume with about 4.6 million tons of



river commerce annually, according to the Michigan Department of Transportation.

The Federal Army Corps of Engineers has committed funds to the dredging portion of the project and part of the costs of relocating silt removed from the river bed.

The total federal contribution is approximately \$2.5 million. Saginaw County is expected to contribute \$333,000 in addition to \$334,000 from the Saginaw County River Alliance.

Saint Mary's Emergency Facility Expands

Millions of people live with chronic pain. With no relief, long-term pain impacts personal relationships, work productivity and daily activities. A new expansion at Saint Mary's Ambulatory Care Center on Towne Centre in Saginaw Township seeks to address those needs.



Saint Mary's Emergency Care Center is located on 4599 Towne Centre in Saginaw Township.

The 7,300 sq. ft. expansion to the second floor of the Towne Centre location is adding significant space to the pain treatment center and the digestive care department. The project nearly doubles the size of both areas. The additional space will improve access, reduce waiting time for patients and improve patient privacy.

The Saint Mary's Foundation funded the nearly \$3 million expansion project. Open houses and a blessing took place in the second week of April and the new space is expected to become operational very soon.

The Ambulatory Care Center was constructed in 1992. When it was built, there were plans to expand in 2000, for the addition of laboratory services, endoscopy and pain treatment. As demand for those services grew, the need to expand was realized and development of the current addition began.

ASE Seeking Wage Information

The American Society of Employers (ASE), in conjunction with Saginaw Future Inc., Valley Society for Human Resource Management (VSHRM) and Saginaw Valley Manufacturers' Association (SVMA), is again conducting its annual wage and salary survey for employers in the Mid-Michigan region.



This year, the 2004 wage and salary survey has been expanded to include new job families and several new positions. All members of ASE, Saginaw Future, VSHRM and SVMA will have received the 2004 survey questionnaire in the mail in May. (Because of duplicate memberships, you may receive the questionnaire under the name of one of the other sponsoring organizations.) With participation from many area employers, this survey provides valid data that can enhance your internal compensation administration efforts. Last year, the survey captured data on 146 different positions from 96 organizations.

If you are an ASE member, by completing the questionnaire you will receive a copy of the full survey report at no charge. If you complete it and are not an ASE member you may purchase your copy for a discounted rate of \$100.

Please fill out your survey questionnaire and return it to ASE Mid-Michigan as soon as possible. Or, new this year, go to www.aseonline.org/mquest04.xls to download the questionnaire. Once you have completed it, simply e-mail the saved file to surveys@aseonline.org

For more information or if you have any questions, please contact Dan Matthews, ASE Mid-Michigan Region Director, at 989-964-7486.

Corporate Watch Calls

(continued from page 6)

- MBS International Airport
- Merrill Tool Holding Co.
- Michigan Sugar Company
- MTI Precision Machining
- Nagel Paper & Box Company
- National Pattern, Inc.
- Perry-Shook Hotel
- Potter Street Depot
- Premier Manufacturing, Inc.
- R & M Machine Tool, Inc.
- Reverend Roy Manning, Sr.
- Rifkin Scrap Iron & Metal - 2
- Rifkin Steel & Aluminum Co.
- Rotor Coaters International
- Saginaw River Development LLC
- Saginaw Spirit / The Dow Event Center
- SpeedNet
- SSP Associates, Inc.
- Saginaw Transit Authority Regional Services
- Synergy Medical Education Alliance
- The Rehmann Group
- Tri-Star Trust Bank
- Unique Instruments, Inc.
- Wolohan Lumber
- Wright-K Technology, Inc.
- Yeo & Yeo PC CPA
- Zentx Media Group Inc.

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- Greg LaMarr
Marketing Coordinator
- Stephanie Bauer
Accountant
- Lisa Dobbins
Office Manager

SFI 2005 Performance Report

	2005 Goal	First Quarter	Second Quarter	Third Quarter	YTD Total
Business Expansions	21	5	-	-	5
Businesses Attracted	6	2	-	-	2
Jobs Created	475	119	-	-	119
# of Gov't Contracts	180	46	-	-	46
Value of Gov't Contracts	\$7.5 M	\$838,620	-	-	\$838,620
Value of New Investment	NGE	\$111.682 M	-	-	\$111.682 M