



# Saginaw Future Inc. 2005 COMMUNITY REPORT

**STRONG ROOTS  
STRONG FUTURE**

**Duro-Last Expands World  
Headquarters Offices**



**Hemlock Semiconductor  
Invests in Future**



**Medical Manufacturer  
Continues to Expand**

**New Facility for Citizens  
Bank & Tri-City Urology**



**Merrill Tool Holding Co.  
Invests \$6.5 Million**

# Table of Contents

SFI Board of Directors .....	3
Strong Roots...Strong Investment...Strong Future .....	4
Merrill Tool Holding Company & Hausbeck Pickle .....	5
Duro-Last Roofing & Unique Instruments .....	6
Hemlock Semiconductor, Citizens Bank & Tri-City Urology .....	7
Freeland Village Center, Lafarge & Schuch Hotel .....	8
Dow Corning HIMS, Government Contracts & Export Assistance ..	9
Funding Saginaw's Future .....	10
Watch Calls, Worker Training Grants & Marketing .....	11
Contact Saginaw Future Inc. ....	12

## About Saginaw Future Inc.

Established in 1992, Saginaw Future Inc. (SFI) is a public-private alliance of local businesses, the county of Saginaw, city of Saginaw, 15 local municipalities and the Saginaw County Chamber of Commerce. SFI's strategic partners also include education, labor and government.

Since its beginning, SFI has remained dedicated to fostering quality job creation through expansion of local industry and attraction of new businesses to the community. SFI has value-added programs in place to deliver solutions for economic development issues that are important to the local business community. SFI will continue to adapt and develop programs to help local companies compete and win in the global economy.

### 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, high-tech industries and professional services.

### Objectives

- To actively support the expansion of advanced manufacturing, medical, high-tech industries and professional service firms.
- To proactively recruit advanced manufacturing, medical, high-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.



# Strong Roots Create Strong Future

## A Letter from the SFI Chairman

As chairman of the Saginaw Future Inc. Board of Directors, I am proud to inform you of a number of exciting economic projects that have developed throughout Saginaw County in 2005.

Since 1992, Saginaw Future has been working to generate new investment and job growth. By building on Saginaw's strong roots in advanced manufacturing, new opportunities in the medical and professional service sectors will create a strong and more diversified future. During 2005, Saginaw Future assisted 33 companies that invested more than \$624 million in Saginaw County - here are just a few of this year's highlights:

- Worked with the Hemlock Semiconductor Corporation, local municipalities, the state of Michigan and the Michigan Economic Development Corporation to win a \$500 million expansion project in Thomas Township...
- Partnered with the Saginaw County Chamber and Vision 2020 to initiate Project Delphi, which will identify issues that can be positively influenced, as well as open effective communication with Delphi management and the UAW, as Delphi continues its restructuring process...
- Launched the SFI Medical Devices & Technology Initiative that will target new and assist existing medical device and diagnostic firms, life science industries and medical service providers...
- Assisted medical device manufacturer Unique Instruments with an expansion that has doubled its size and the Dow Corning Healthcare Industries Materials Site with the development of a \$1.5 million microbial testing lab...
- Partnered with a number of community and state organizations to assist the city of Saginaw in receiving more than \$13 million in grant funds for infrastructure improvement projects...
- Continued to assist Saginaw County's development through the application of grant funds - securing more than \$34 million since SFI's establishment in 1992...

These are just a few examples of the many different ways that SFI has been working towards a strong future for Saginaw County. None of these efforts would have been possible without the support of the Funding Saginaw's Future campaign contributors.

Their commitment will help support Saginaw Future's existing economic development programs and the implementation of new initiatives, as well as the initiatives of Vision 2020. Over 157 companies and individuals, and 11 foundations and organizations have contributed to date. They have invested in a strong future for Saginaw County and I encourage you to do the same.



Gary Glaza, Chairman  
Saginaw Future Inc. Board of Directors





"Duro-Last takes great pride in showcasing our operation to prospective customers and feel that our expansion and renovations will present a world-class facility. We appreciate the assistance of Buena Vista Charter Township, the Michigan Economic Development Corporation and Saginaw Future, which helped make the project possible."

*Thomas J. Lawler, co-owner, Duro-Last Roofing, Inc.*

## 2005 Saginaw Future Inc. Board of Directors



**Gary Glaza\***  
Chairman  
Regional President  
Citizens Bank



**Frederic Fraizer\***  
Past Chairman  
Past President  
St. Mary's of Michigan



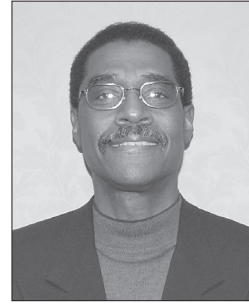
**Rick Sutton\***  
Senior Vice Chairman  
Former Plant Manager  
GM - SMCO & SMI



**Dr. Samuel Shaheen\***  
Secretary/Treasurer  
President  
SSP Associates, Inc.



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



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



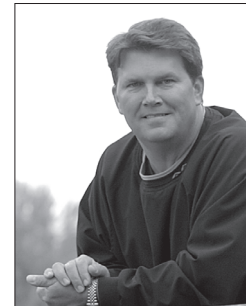
**Todd Hare\***  
Former Chairman  
Saginaw County Board  
of Commissioners



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



**Elliot S. Berton**  
First Vice President / City President  
Bank One



**Garret Geer**  
Community Relations Leader  
The Dow Chemical Company



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



**Charles Graham**  
Manager  
City of Frankenmuth



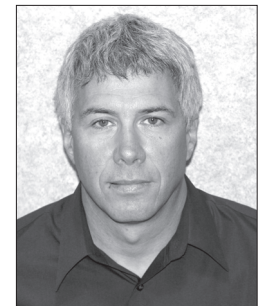
**Bruce R. Hill**  
Vice President Health System  
& Purchaser Relations  
HealthPlus of Michigan



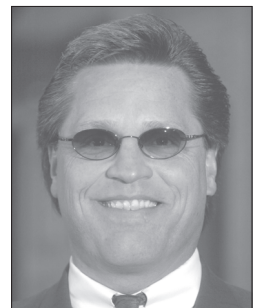
**Richard Lane**  
Superintendent  
Saginaw Intermediate  
School District



**Doug Rothwell**  
Executive Director  
GM Worldwide Real Estate



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



**Joe Smith**  
Business Agent  
Teamsters Local 486



**Herbert Spence III**  
Vice President & CFO  
Spence Brothers



**Rachelle R. Valdez**  
Communications Director  
Delphi - Saginaw



**Rick Vander Weele**  
Former President  
Memtron Input Components



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

*\*Denotes Executive Committee*

**New SFI Board  
Members for 2006**

**Rex Blackwell**  
Plant Manager  
GM - SMCO & SMI

**Ed Bruff**  
COO  
Covenant HealthCare

**Bill Huss**  
Plant Manager  
Dow Corning Healthcare  
Industries Material Site

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

# Strong Roots...Strong Investment...Strong Future

## Business Expansion and Attraction Projects

EXPANSIONS	Investment	Jobs Created	Jobs Retained
Bushey Automotive Service	\$525,000	~	~
CIGNYS – Bridgeport Facility	\$241,679	2	~
Citizens Bank	\$1,400,000	~	7
Custom Foods Inc.	\$146,206	1	~
Delphi Corporation	\$83,600,000	~	~
Dow Corning Corporation Healthcare Industries Material Site	\$1,515,000	3	~
Downtown Area Development LLC II / SSP Associates, Inc.	\$3,000,000	~	~
Duperon Corporation	\$700,000	8	~
Duro-Last Roofing, Inc.	confidential	61	~
The Fast Tek Group LLC	\$1,200,000	40	~
Hausbeck Pickle Company Inc.	\$3,425,000	10	34
Johnson Carbide Products, Inc.	\$300,000	2	~
Lafarge North America	\$2,822,524	2	5
Means Industries, Inc.	\$1,845,651	8	~
Memtron Input Components	\$229,240	2	~
Merrill Fabricators, Inc.	\$2,950,000	12	~
Merrill Tool & Machine, Inc.	\$2,550,000	15	~
Plastatech Engineering	confidential	10	~
Saginaw River Alliance	\$334,000		~
Doug Wirt Enterprises		2	~
International Materials Inc.		3	~
Saginaw Asphalt Paving Co.		40	~
Saginaw Rock Products Co.		2	~
Sargent Docks & Terminal Inc.		2	~
Siler Precision Machine, Inc.	\$236,000	~	3
Stoney Crest Regrind Service	\$66,000	2	~
Tri-City Urology P.C.	\$1,400,000	~	13
Unique Instruments, Inc.	\$8,950,000	90	~
Wineman Technology Inc.	\$300,000	10	~
<b>Totals:</b>	<b>\$117,736,300</b>	<b>327</b>	<b>62</b>
ATTRACTION PROJECTS	Investment	Jobs Created	Jobs Retained
Freeland Village Center	\$2,500,000	50	~
Hemlock Semiconductor Corporation	\$500,000,000	300	~
HSS Material Management Solutions	confidential	32	37
Perry's Schuch Hotel	\$500,000	40	~
Saginaw Golf Centre	\$3,600,000	20	~
<b>Totals:</b>	<b>\$506,600,000</b>	<b>442</b>	<b>37</b>

## Statistical Overview

BUSINESS ACTIVITY	2005	1992-2005
Business Expansions	27	249
Businesses Attracted	5	67
Jobs Created	769	5,509
Jobs Retained	99	4,133
Workers Trained	301	4,421
Government Contracts	195	2,538
Total Value of Contracts	\$5,521,208	\$133,752,913
New Investment Value*	\$624,336,300	\$2,566,614,483

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



## Grants Secured - 1992 to Present

Year	# of Grants	Grant \$	Private Investment
2005	6	\$14,845,000	\$2,887,000
2004	8	\$1,786,261	\$22,193,000
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>51</b>	<b>\$34,202,721</b>	<b>\$440,697,743</b>



"Merrill Fabricators appreciates being recognized for our investment on Holland Avenue. The \$2.95 million project benefited from the cooperative efforts of Buena Vista Charter Township, the Michigan Economic Development Corporation and Saginaw Future."

*Bob Yackel, general manager, Merrill Fabricators, Inc.*

## Merrill Tool Holding Company Invests \$6.5 Million

**Roots:** Merrill Tool Holding Company, est. 1968

**Future:** Two Merrill Tool Holding Company subsidiaries are expanding for a combined investment of \$6.5 million. Merrill Fabricators, Inc. is constructing a new facility in Buena Vista Charter Township, while Merrill Tool & Machine Inc. has added new manufacturing space and equipment in the village of Merrill.

Merrill Fabricators produces plate and tubing, steel and aluminum machine tool bases and related parts, stairways and platforms. The company invested \$2.95 million in a new 17,000 sq. ft. facility at 3010 Holland Ave. in Buena Vista. Merrill Fabricators, with a location in the city of Saginaw, hired five new employees and retained 12 employees. SFI was able to assist the company and the community with an investment incentive and the Michigan Economic Development Corporation (MEDC) approved a Brownfield Single Business Tax credit.

Merrill Tool added 20,000 sq. ft. of manufacturing space and new equipment to its facility on 21659 W. Gratiot Rd. in the village of Merrill. The company, which fabricates machine components for special machine builders, created 15 new jobs. Merrill Tool benefitted from funding from the Saginaw County Revolving Loan Fund, which is administered by SFI, along with an investment incentive.



*Merrill Fabricators's new facility is located on 3010 Holland Ave. in Buena Vista Charter Township.*



*A Merrill Tool & Machine technician precision cuts a part with a WaterJet Cutting Table.*

**STRONG MANUFACTURING  
STRONG FUTURE**

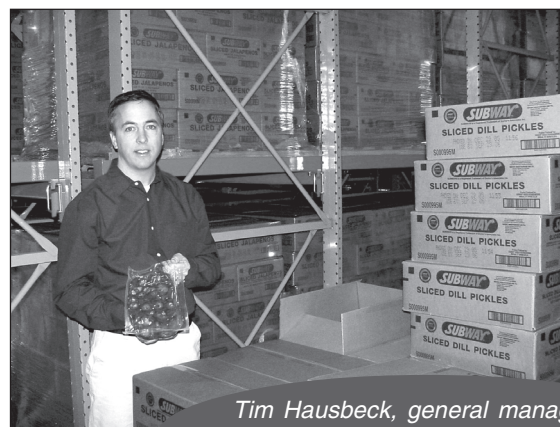
Merritech, Inc., located in the city of Saginaw, is also a subsidiary of the Merrill Tool Holding Company.

## Hausbeck Pickle Expands in City of Saginaw

**Roots:** Hausbeck Pickle Company Inc., est. 1923

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

The company specializes in brining and processing of pickles and peppers, with Burger King and Subway being two of its major clients. Hausbeck Pickle had been researching and considering expansion sites and investment incentives in Saginaw County. Its search also included Michigan's southern border communities along with Indiana in order to reduce transportation costs.



*Tim Hausbeck, general manager of Hausbeck Pickle Company Inc., displays pickles ready for shipment.*

"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 MEDC and Saginaw Future worked together to develop a competitive package for this expansion project to be located in Saginaw County."

Hausbeck eventually chose the former Gallade' Technologies building located in a Renaissance Zone in the city of Saginaw. The company is currently using the facility for warehousing but intends to construct an additional 40,000 sq. ft. manufacturing building on the site. Hausbeck's expansion will result in 34 jobs retained and 10 created.

**STRONG AGRIBUSINESS  
STRONG FUTURE**

SFI assisted Hausbeck Pickle with site location assistance, investment incentives and facilitated meetings with the city of Saginaw. The MEDC also approved a Single Business Tax credit.

# Duro-Last Expands World Headquarters Offices

**Roots:** Duro-Last Roofing, Inc., est. 1981

**Future:** Duro-Last, Roofing, the world's largest manufacturer of prefabricated roofing systems, is adding 18,000 sq. ft. The company is renovating and expanding offices at its world headquarters in Buena Vista Charter Township.

The project is required due to the company's increased sales and staff growth over the last several years. The high-tech, two-story expansion includes renovations to the existing structure's facade and offices.

According to Duro-Last President Tom Hollingsworth, Duro-Last has experienced an 8.5% increase in employees in Saginaw and a 13.2% increase in sales nationwide over the last year. "Based on our projections, we anticipate the addition of 61 new positions at our headquarters facility over the next 12 to 24 months," said Hollingsworth.

The addition and renovations will also more professionally accommodate the numerous plant tours that Duro-Last hosts for contractors, sales representatives and prospective customers from throughout the United States and Canada. "We take great pride in showcasing our operation to prospective customers and feel that our expansion and renovations will present a world-class facility," stated Hollingsworth.

Saginaw Future assisted Duro-Last and the community with an investment incentive package that was approved by Buena Vista Charter Township and the Michigan Economic Development Corporation. The company was also awarded an Economic Development Job Training grant to train new and existing employees and a State Education Tax incentive.

**STRONG MANUFACTURING  
STRONG FUTURE**

Duro-Last is a national roofing manufacturer with locations in Oscoda, Michigan; Grants Pass, Oregon; Jackson, Mississippi; and Sigourney, Iowa.



(top) Construction at Duro-Last world headquarters. (bottom) Rendering of completed project.



# Medical Manufacturer Continues to Expand

**Roots:** Unique Instruments, Inc., est. 1977

**Future:** Unique Instruments is a local success story in the growing biotech market. The company invested \$8.95 million in new equipment to increase production at its Saginaw County facility.

The company is a medical device manufacturer that specializes in surgical cutting accessories, instruments and implants. Unique Instruments, established in 1977, added capacity through leased space in Buena Vista Charter Township, which will more than double its size. The company hired 90 new employees in 2005, due to the expansion.

Saginaw Future facilitated meetings with the Michigan Economic Development Corporation and local government resulting in a State Education Tax incentive, as well as a local investment incentive.

Unique produces a number of instruments used in various medical procedures, such as spinal implants and bone screws, surgical drill bits for dental and sports medicine procedures and surgical blades for total knee replacement surgery.

Unique Instruments has a number of certifications, such as, ISO Class 7 Certified (Class 10,000) Clean Room, ISO 9001:2000 Certified Quality System and ISO 13485:2003. Unique is also registered by the Food and Drug Administration. This is the second recent investment for Unique. The company invested over \$2 million in 2003, for the transfer of equipment to its Bridgeport facility, which resulted in the hiring of nine people.

**STRONG MEDICAL  
STRONG FUTURE**



A Unique Instruments technician scans surgical implants for imperfections.



“We received excellent support from Governor Granholm’s office, the Michigan Economic Development Corporation, Thomas Township, the city of Saginaw, Saginaw Future, the DEQ and Consumers Energy. The team effort enabled Hemlock Semiconductor to invest in the Thomas Township location.”

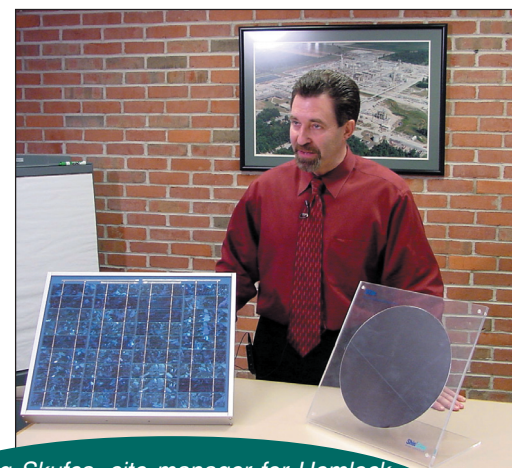
*Greg Skufca, site manager, Hemlock Semiconductor Corporation*

## Hemlock Semiconductor Invests in Future

**Roots:** Hemlock Semiconductor Corporation (HSC), est. 1979

**Future:** Hemlock Semiconductor will invest \$500 million in a two-phase expansion of its operations in Thomas Township. The project will create 300 new jobs. Assistance offered through the Michigan Economic Development Corporation (MEDC), local government, and community and state organizations helped convince the company to choose Michigan over a competing U.S. site.

Hemlock Semiconductor was formed as a wholly owned subsidiary of Dow Corning Corporation in 1979. In 1984, the company formed a joint venture with two of Japan’s largest silicon wafer manufacturers, Shin-Etsu Handotai Company Limited and Mitsubishi Materials Corporation. HSC is the world’s leading producer of polycrystalline silicon, used to produce solar energy and various electronic devices for the semiconductor industry.



*Greg Skufca, site manager for Hemlock Semiconductor Corporation, displays products manufactured from polycrystalline.*

“Hemlock Semiconductor’s decision to choose Michigan over Kentucky is a testament to the state’s leadership in competitive-edge technologies and will create jobs in the high-tech field of alternative energy investment and research,” said Governor Jennifer M. Granholm.

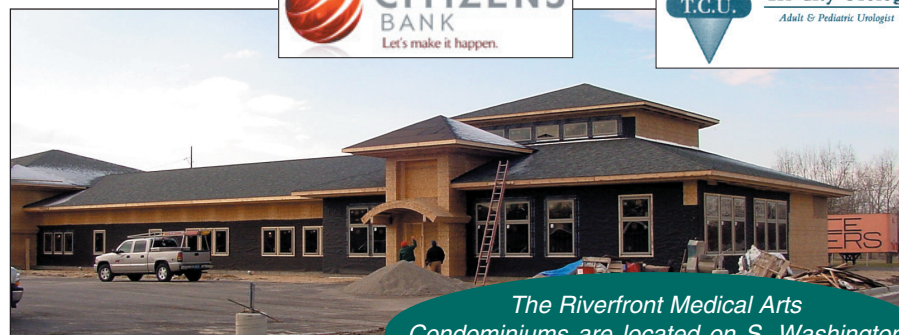
The MEDC approved a Single Business Tax credit valued at more than \$5.1 million over 15 years to win the project. Thomas Township and the city of Saginaw partnered to propose a 30-year investment incentive worth an estimated \$52 million. A University of Michigan economic analysis estimates the company’s expansion will generate 313 indirect Michigan jobs as a result of increased economic activity, in addition to the 300 jobs created directly by the company and its contracting agency. The project is expected to generate more than half a billion dollars in personal income for Michigan workers over the life of the incentive.

**STRONG TECHNOLOGY  
STRONG FUTURE**

## New Facility for Citizens Bank & Tri-City Urology

**Roots:** Citizens Bank, est. 1871; Tri-City Urology P.C., est. 1997

**Future:** Saginaw’s medical sector continues to grow with the addition of the Riverfront Medical Arts Condominiums, a new medical and professional office building. The \$2.8 million facility will be located at the corner of Atwater St. and S. Washington Ave., adjacent to the Michigan CardioVascular Institute. The state of Michigan provided funding support for the project through the MEDC’s Core Communities Fund.



*The Riverfront Medical Arts Condominiums are located on S. Washington Ave. in the city of Saginaw.*

Citizens Bank, which currently operates a branch on the site, will be one of two anchor tenants in the 20,000 sq. ft. Medical Arts Condominiums. “Citizens Bank has a long-standing presence in Downtown Saginaw and it is very important to continue that presence by providing services to our customers at a quality banking facility,” said Gary Glaza, regional president of Citizens Bank. “The new state-of-the-art branch will benefit our customers, at the same time it becomes another step in the rebuilding of our great city.”

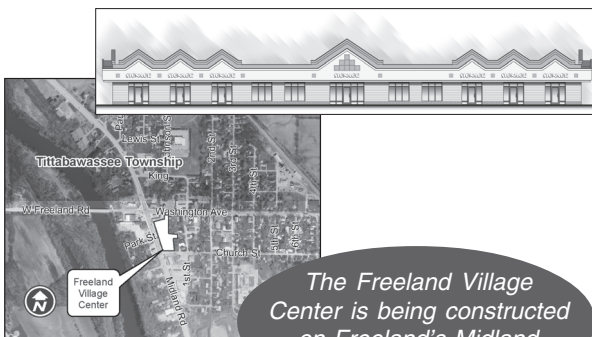
**STRONG SERVICES  
STRONG FUTURE**

Anchor tenant, Tri-City Urology P.C., is made up of five physicians that specialize in the medical and surgical treatment of male and female urinary tract problems, and the male reproductive system. “The location is perfectly situated between two major regional hospitals that will allow us to better serve our patients,” said Dr. Steven L. Jensen, president of Tri-City Urology P.C.

**STRONG MEDICAL  
STRONG FUTURE**

The city of Saginaw helped lay the foundation for the project when it assisted the development of the site in 2001, through the establishment of a Renaissance Zone, closing portions of Water St., rewriting parking ordinances and providing demolition funds. Downtown Area Development LLC II and SSP Associates, Inc. are the developers of the site.

# New Freeland Shopping Center



The Freeland Village Center is being constructed on Freeland's Midland St. / M-47.

**Roots:** Freeland Village Center, est. 2006

**Future:** Tittabawassee Township's village of Freeland will soon be benefiting from a \$2.5 million downtown shopping center.

Freeland Development LLC acquired a former auto dealership and a blighted retail center, and are redeveloping the site on Freeland's Midland Street/M-47.

The plan calls for two retail shopping centers with space for up to 16 merchants. The structural design includes ground-level architectural block, stylized facades and overhangs for pedestrians.

Approximately 50 jobs are expected to be created by the project that will provide additional shopping for Freeland's growing population. Careful attention had to be taken in order to address site location challenges, cost feasibility and integration with the developing Freeland Downtown area.

The site sits on a section of M-47 that has a substantial daily traffic count, with a posted speed limit of 45 mph and no street parking.

These challenges led to the plan that placed the buildings back from the state highway, along with development of landscaping and greenbelt that will be aesthetically appropriate for the location. There will be no signage adjacent to M-47, instead uniform lettering will be placed on the building's facade.

Construction of the Freeland Village Center began in December 2005.

**STRONG MARKET  
STRONG FUTURE**

# New Location for Lafarge



Lafarge purchased and refitted the former Alchem building in the city of Zilwaukee.

**Roots:** Lafarge North America, est. 1909

**Future:** Lafarge Midwest, a subsidiary of Lafarge North America, purchased and refitted the former Alchem building in the city of Zilwaukee.

Lafarge North America is a cement manufacturer with locations throughout Michigan and the United States. The company, with a terminal in Carrollton Township, added to its Saginaw County presence with its new Zilwaukee location.

The company has redeveloped the building into a distribution center for its cement products. Lafarge invested \$2.8 million in the long-vacant building on Adams St. The easy I-75 access was an important factor in selecting the location.

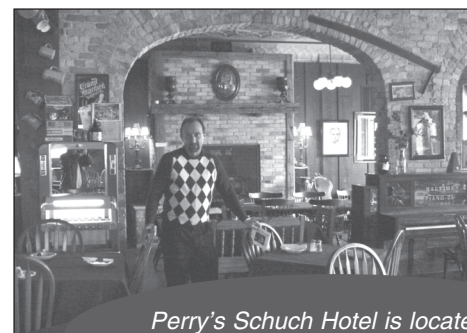
The new investment will result in the creation of two new jobs and the retention of five jobs. Saginaw Future assisted the company and the community with investment incentive packaging.

Lafarge North America, together with its subsidiaries, is the largest supplier of cement and a leading ready-mixed concrete supplier in North America. The company is also one of the top four producers of construction aggregate (crushed stone, sand and gravel) and a leading manufacturer of gypsum drywall.

Lafarge products are used in the construction of roads, offices, factories and hospitals, just to name a few.

**STRONG DISTRIBUTION  
STRONG FUTURE**

# Schuch Hotel Open For Business



Perry's Schuch Hotel is located on 301 N. Hamilton St. in Old Saginaw City.

**Roots:** Perry's Schuch Hotel, est. 1868

**Future:** Local businessman, Mike Perry, has brought new life to a historic building in Old Saginaw City. Perry purchased and renovated the Schuch Hotel that was originally built in 1868.

The building, renamed Perry's Schuch Hotel, houses a restaurant and bar on the main level, which held a grand opening in August 2005.

Perry invested \$500,000 in the redevelopment project, with much of the renovation work being done by himself. Approximately 40 employees staff Perry's Schuch Hotel, which is known for "upscale casual dining."

Future plans call for the renovation of the building's upper levels and development of loft apartments, which will also add to the growing Old Saginaw City area.

Saginaw Future Inc. assisted the project and the city of Saginaw with the pursuit of suitable parking and an environmental assessment.

The most notable owner of the historic hotel was the Schuch family who purchased the building in 1912. John P. Schuch, who helped run the business with his father, was a Saginaw County sheriff, state senator and a founder of the Saginaw Valley Historical Society. Despite name changes over the years, the building has been commonly referred to as the Schuch Hotel.

**STRONG MARKET  
STRONG FUTURE**





“Dow Corning HIMS is proud to be a leader in medical manufacturing and our new microbial testing lab will support future product development. We appreciate the cooperative assistance from the state, local government and Saginaw Future.”

*Bill Huss, site manager, Dow Corning Healthcare Industries Manufacturing Site*

## New Dow Corning Microbial Lab



*Governor Jennifer M. Granholm toured and spoke on the 21st Century Job Fund at Dow Corning HIMS.*

**Roots:** Dow Corning Healthcare Industries Materials Site (HIMS), est. 1964

**Future:** Dow Corning HIMS, located in Thomas Township, is currently constructing a new microbial testing lab, which will assist in product development. The company is also purchasing new mixing equipment and software.

HIMS is the only Dow Corning site dedicated to supplying products to the health care industry.

These products are used by customers around the world to manufacture a wide variety of health care products, including pharmaceutical tubing, pacemaker leads, drug-delivery patches (nicotine patches), ports & IV sets, home diagnostic kits for renal patients, anti-gas antifoams and many other applications.

SFI was able to assist the community and Dow Corning HIMS with an investment incentive. Three jobs will be retained due to the project and there are approximately 150 employees at the location.

In December 2005, Governor Jennifer M. Granholm toured the facility and spoke on the 21st Century Job Fund, which is a \$2 billion program to foster investment in high-tech industries.

**STRONG MEDICAL  
STRONG FUTURE**

## Government Contracts and Export Assistance

The Saginaw Future Inc. Procurement Technical Assistance Center (PTAC) continues to support Saginaw County and regional businesses with contracting opportunities and reaching new markets. Those opportunities include federal, state and local government contracts.

During 2005, the Saginaw Future PTAC helped area companies win a total of 195 government contracts with a total value of more than \$5.5 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 eight seminars that were designed to assist local companies by expanding company markets and pursuing new opportunities. These opportunities may lie in sales to foreign markets or by doing business with the local, state and/or federal government. The PTAC will offer similar seminars in 2006.



*Buena Vista Charter Township Manager Martin Williams speaks at the Buena Vista Business Symposium co-sponsored by the Saginaw Future PTAC.*

## Area Companies Win Government Contracts



*JM Kusch Inc. is located on 3530 Wheeler Rd. in Bay County's Bangor Township.*

Licensed by General Electric, J M Kusch Inc. is a one-stop sourcing supplier for General Electric, which is a supplier for Boeing and Douglass commercial aircraft. The company, located in Bay County, specializes in tooling, lifting fixtures, transportation equipment and stands.

Kusch is a designated U.S. Government Woman Owned Small Business that began operations in 1979. In 2005, the company was awarded numerous government related contracts. The Saginaw Future PTAC has worked with J M Kusch for over five years, providing assistance with bid opportunities, bid histories, competitive information, as well as identifying potential prime contractors.

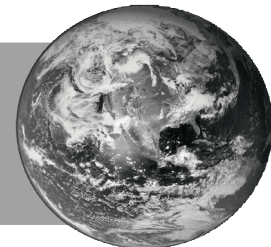
*Jetool division is located on 307 S. 4th St. in the village of Chesaning.*



The Jetool division of Chesaning Manufacturing Company, Inc. has been manufacturing GSE Aircraft Turbine Engine Overhaul tools since 1975 for many major engine manufacturers. The tooling and test equipment is used on commercial and government air carriers for the F-100 engines that are in the F15's and F16's tooling and test equipment.

Jetool, with assistance from the Saginaw Future PTAC has received numerous sub-contracting opportunities from companies that were awarded contracts from the federal government. The company, a service-disabled veteran owned business, deals with top companies from around the world, such as Honeywell and General Electric.

# Funding Saginaw's Future



## CONTRIBUTORS

### \$25,000 +

- Citizens Bank
- Covenant Healthcare
- Delphi Corporation

### \$10,000 - \$15,000

- Bank One
- Consumers Energy
- The Dow Chemical Company
- Dow Corning Corporation
- GM Powertrain - SMCO
- HealthPlus of Michigan
- Mobile Medical Response, Inc.
- St. Mary's of Michigan

### \$4,000 - \$6,000

- Hemlock Semiconductor Corporation
- National City Bank
- The Saginaw News
- Shaheen Development  
(Future Insurance Agency, Horizons Conference Center, Midwestern Surgical Associates, Pinnacle Design, Ramada Inn & Suites, Riverfront Medical Realty LLC, SSP Associates, Inc.)

### \$2,000 - \$3,000

- Aleris International (IMCO Aleris Recycling)
- Bavarian Inn Restaurant & Lodge
- Braun, Kendrick, Finkbeiner PLC
- Champagne & Marx Excavating, Inc.
- Chemical Bank & Trust Co.
- CMI-Schneible Co.
- Corvus Nodular Interests, LLC
- Enterprise Automotive Systems
- The Fast Tek Group LLC
- Frankenmuth Mutual Insurance Co.
- Garber Management Group
- Independent Bank
- International Materials Inc.
- John E. Green Company
- LaSalle Bank
- Means Industries, Inc.
- Memtron Input Components
- Merrill Tool Holding Company (Merrill Fabricators, Inc., Merrill Tool & Machine, Inc., Merritech, Inc.)
- Pumford Construction Inc.
- Rehmann Robson, PC
- Saginaw Labor-Management Co-op Committee (IBEW)
- Scientific Brake & Equipment
- Spence Brothers Construction
- Spicer Group
- Stevens Worldwide Van Lines
- The Straits Corporation
- Wolgast Corporation

### \$1,000 - \$1,999

- 1st State Bank
- Alfe Heat Treating, Inc.
- Alloy Construction Service, Inc.
- Apple Mountain Realty
- Bierlein Companies & Apple Mountain
- Consumers Choice Credit Union
- Fabiano Brothers
- Firstbank-Alma
- Frank M. Polasky, PLC
- Glastender, Inc.
- Hausbeck Pickle Company Inc.

- Lake Huron Credit Union
- Michigan CardioVascular Institute
- Minsor Powertrain Systems, LLC
- Morley Companies, Inc.
- Princing & Ewend
- R.C. Hendrick & Son, Inc.
- Saginaw Bay Underwriters
- Saginaw Valley State University
- Sargent Sand Co./Saginaw Rock Products
- Standard Electric Co.
- SVRC Industries, Inc.
- Synergy Medical Education Alliance
- TCF Bank
- Team One Credit Union
- Tri-Star Trust Bank
- United Auto Workers
- Wanigas Federal Credit Union
- Wigen, Tincknell, Meyer & Assoc., Inc.
- Wilcox
- William A. Kibbe & Associates, Inc.
- Wolohan Lumber Co.
- Wright-K Technology, Inc.
- Yeo & Yeo, PC CPA

### \$301 - \$500

- A.C. Klopff Inc.
- AKT Peerless Environmental Services
- Allied Office Interiors
- Chesaning Manufacturing Co.
- Community State Bank
- JoAnn Crary
- Deisler Funeral Home
- Duperon Corporation
- Duro-Last Roofing, Inc.
- Gardner, Provenzano & Schauman, P.C.
- Gilbert, Smith & Borrello, P.C.
- Hall & Associates
- Hi-Tech Optical Inc. & Phase Liner of Michigan, Inc.
- Hi-Tech Steel Treating, Inc.
- Keller Williams Realty
- LB Transportation Group
- Majestic Van
- Janet Ione Martineau
- Masud, Patterson, & Schutter, P.C.
- Michigan Production Machining, Inc.
- Michigan Sugar Company
- Mid-Valley Insurance and Financial
- Miles Petroleum & Propane, Inc.
- Northeastern Paint & Floor Covering Supply
- Prudential Anderson, Lemmer & Wilson Inc. Real Estate
- Rifkin Scrap Iron & Metal Co.
- Schaefer Technologies, Inc.
- Severance Tool Industries
- Shinnors & Cook, PC
- Smith Bovill, PC
- S.P.A.C.E., Inc.
- Star of The West Milling Company
- Tri-City Office Machines
- Unique Instruments, Inc.
- Wilson Realty Inc.
- Wirt Financial Services, Inc.
- Wirt Saginaw Stone Dock
- Wm. F. Nelson Electric, Inc.
- Zatkoff Seals & Packings
- Zehnder's of Frankenmuth

### \$1 - \$300

- B & K Corporation
- Jaye Byrne Blakely

- Centennial Technologies, Inc.
- Cinderella, Inc.
- CMW Real Estate, Inc.
- DeGroat Keenan Commercial
- Employee Benefit Resources, Inc.
- Fifth Third Bank
- Hoyt Nursing & Rehab Centre
- Investech, Inc.
- J. M. Kusch, Inc.
- Steve & Ann Jonas
- King Communications Inc.
- MacDonald Broadcasting Company
- Mahar Tool Supply Co., Inc.
- The Mayan Agency
- MBS International Airport Commission
- Michigan Property Consultants LLC
- Midwest Sales, Inc.
- National Pattern, Inc.
- Pat's Food Center
- Saginaw County Employee Credit Union
- TSSF Architects, Inc.
- Wade Trim, Inc.
- Webster, Looby & Baumgarten, P.C.
- Zeilinger Wool, Co.

### In-Kind

- Advanced Tex Screen Printing, Inc.
- Dornbos Printing Impressions
- Metropolis/The Michigan Banner
- Patisserie
- SPI Innovations
- TBF Graphics/Digital
- Things Remembered (Fashion Square Mall location)
- Wellington Limited
- 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 Township
- Spaulding Township
- Thomas Township
- Tittabawassee Township
- Village of Chesaning
- Village of Merrill
- Village of St. Charles

### SFI Medical Devices & Technology Initiative

- AT&T Foundation
- Citizens Bank Trust
- County of Saginaw
- Michigan Economic Development Corp.
- Morley Foundation
- Saginaw Community Foundation
- Saginaw County Revolving Loan Fund

### Project Specific Contributors

- Harvey Randall Wickes Foundation
- Melvin L. & Hilda J. Zuehlke Charitable Foundation
- Robert E. Stark & Martin H. Stark Foundation
- Wickson-Link Memorial Foundation

Saginaw Future has partnered with the Saginaw County Chamber of Commerce and Saginaw County Vision 2020 to raise funds to support the initiatives of SFI and Vision 2020. The Funding Saginaw's Future campaign will help ensure Saginaw's economic vitality for years to come.



**Jim VanTifflin,**  
*Funding Saginaw's  
Future Chairman*

"Over 157 private sector companies and individuals have made contributions to date," said Jim VanTifflin, chairman of the Funding Saginaw's Future campaign. "Their support clearly indicates that we live in a community that is forward-thinking and invests in its future."

In addition, four area foundations contributed funds for specific projects, and seven foundations and organizations funded the initial development of the SFI Medical Devices & Technology Initiative (MDTI).

The Michigan Economic Development Corporation, Saginaw Community Foundation and Saginaw County Revolving Loan Fund funded the MDTI study and strategic plan. Citizens Bank Trust, County of Saginaw and Morley Foundation contributions are earmarked for the MDTI's early implementation, and the AT&T Foundation will fund the creation of marketing materials.

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

"The combined effort of Saginaw Future, Chamber and Vision 2020 board members is the driving force behind the fund raising campaign," said VanTifflin.



“Lafarge North America appreciates the support of the Zilwaukee community and the assistance of Saginaw Future. Our new distribution center, with easy access to I-75, is a great opportunity to grow our business.”

*Fred Workman, terminal manager, Lafarge North America*

## 2005 Corporate Watch Calls



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 new investment trends.

Teaming up with the Michigan Economic Development Corporation (MEDC), SFI staff members met with 157 companies in 2005. From manufacturers like Duro-Last to the Michigan CardioVascular Institute in Saginaw County’s expanding medical field, SFI is available to assist companies of various size and type. SFI and the MEDC work together to develop solutions and reduce the barriers to economic growth.

## 2005 Worker Training Grants

Company	Grant \$ Awarded	Workers Trained
DTI-Assembly & Test	\$30,000	60
Duro-Last Roofing, Inc.	\$30,500	61
GM-Saginaw Metal Casting Operations	\$65,000	65
Memtron Input Components	\$11,700	65
Plastatech Engineering	\$5,000	10
St. Mary's of Michigan	\$8,000	40
<b>Totals</b>	<b>\$150,200</b>	<b>301</b>

*In partnership with Delta College, Michigan Works! and Saginaw Valley State University.*

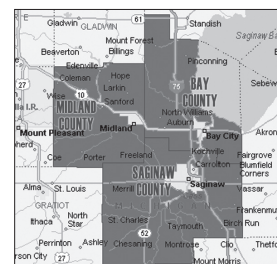
## Marketing and Commitment to the Saginaw Community

SFI markets Saginaw County at various events throughout the state and country, ranging from industry tradeshows to state coordinated site consultant seminars. The purpose of these events is to increase the image and awareness of Saginaw County, and attract new investment. As follow up to these events, SFI provides site consultants and corporate executives with packages to learn more about the benefits of a Saginaw County location.

SFI also runs advertisements in local, regional and national publications, the majority focus on facility development and expansion activities. SFI has also contributed to numerous articles featuring Saginaw County. These publications target senior executives, decision makers and site consultants. In addition to SFI’s quarterly newsletter, Saginaw Future produces 13 specific publications to help market Saginaw County.



- **Buena Vista Downtown Development Authority:** SFI assists local economic agencies whenever possible and in 2005 provided assistance with Buena Vista’s grant application and administration of a Downtown Development Commercial Corridor strategic plan that targets the reuse of the Fort Saginaw Mall.
- **Frankenmuth Economic Development Corporation:** SFI assisted the organization’s board, and supplied information and research on “big box” retail impact.
- **Image Campaign:** In cooperation with the Saginaw County Chamber and other community organizations, SFI is actively participating in a countywide image campaign, which is working to develop a positive image for Saginaw County. Go to [www.thesaginawvalley.com](http://www.thesaginawvalley.com) for more information on the campaign and Saginaw County.
- **Saginaw County Vision 2020:** SFI is represented in the community betterment program with staff members on numerous committees and the executive committee. Vision 2020 has also supported the development of the SFI Medical Devices & Technology Initiative, selecting the initiative as one of its targeted goals.
- **Saginaw Riverfront Development Commission:** SFI is represented on the commission and plays a key role in assisting with the development of the Saginaw Riverfront.
- **S. Washington Ave. Corridor Committee:** SFI, along with a number of organizations working in cooperation with private sector companies and the public sector, have assisted in the economic revival of one of the city of Saginaw’s main thoroughfares.
- **Vision Tri-County:** SFI continues to work with a group of economic development and chamber of commerce leaders from Saginaw, Bay and Midland Counties to initiate regional projects that will benefit all of Mid-Michigan. Vision Tri-County presented a regional event that focused on potentially changing the complex U.S. Tax Code.



SFI staff members sit on numerous community and service organization boards, and are active in a wide range of civic organizations, from the Reading Buddies program to the Michigan Economic Development Corporation.



"We're proud to continue the history of the Schuch Hotel in Old Saginaw City. We appreciate the assistance of the city of Saginaw and Saginaw Future that contributed to our renovation project."

*Mike Perry, owner, Perry's Schuch Hotel*

## In 2005, SFI assisted 33 companies expand and invest over \$624 million in Saginaw County!



**E. Genesee Ave. \$2.12 Million Road Reconstruction Complete!**



**Memtron Input Components Invests in Frankenmuth**

**\$680,000 Buena Vista Twp. Water Line Assists Delphi & Future Growth**



**Team Effort Funds \$1.97 Million Saginaw River Dredging Project**



**Wineman Technology, Inc. Completes 6,100 sq. ft. Expansion Project**

**Contact Saginaw Future Inc.**  
● 515 N. Washington Ave., 3rd Floor ● Saginaw, MI 48607 ● Phone: 989-754-8222  
● Fax: 989-754-1715 ● E-mail: info@saginawfuture.com ● Web site: www.saginawfuture.com

**JoAnn Crary**  
*President*  
jcrary@saginawfuture.com

**Steve Jonas**  
*Executive Vice President*  
sjonas@saginawfuture.com

**Delena Spates-Allen**  
*Mgr. Procurement & Exporting*  
dsallen@saginawfuture.com

**Thomas Miller**  
*Economic Dev. Specialist*  
tmiller@saginawfuture.com

**Greg LaMarr**  
*Marketing Coordinator*  
glamarr@saginawfuture.com

**Stephanie Bauer**  
*Accountant*  
sbauer@saginawfuture.com

**Lisa Dobbins**  
*Office Manager*  
ldobbins@saginawfuture.com