

THE SAGINAW VALLEY... *GROWING*



DELPHI LAUNCHES E-STEER



*URBAN
RENAISSANCE*



GM INVESTS \$88 MILLION



*FRANKENMUTH STREETSCAPE
INVESTMENT*



Saginaw Future Inc. **2002 Community Report**

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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, high tech industries, and professional services.

Objectives

To actively support the **expansion** of advanced manufacturing high tech industries, and professional service firms.

To proactively **recruit** advanced manufacturing, hi-tech industry, 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.



Cultivating Growth in Challenging Times

*A Letter from the
SFI Chairperson*

As chairperson of Saginaw Future's board of directors, it's my pleasure to introduce this 2002 annual report to the Saginaw County community. Since 1992, Saginaw Future has published and distributed an annual report to highlight each year's projects and accomplishments. This year, we decided to try a new approach and communicate more directly with Saginaw County's citizens and businesses.

In spite of an increasingly difficult and challenging economic environment, Saginaw Future helped to bring more than \$251 million of new investment to Saginaw County last year. In the following pages, you can learn more about how in 2002 Saginaw Future worked to:

- Retain 191 jobs at Saginaw Metal Casting Operations by helping the foundry to successfully compete against Mexico for \$88 million of new business with GM...
- Work out a creative development deal to refurbish Saginaw's historic Temple Theatre and renovate the Saginaw Tower building on N. Washington Ave...
- Gain state and local approvals for additional Renaissance Zone designations before the program expired at the end of 2002...
- Help 1,000 sugar beet growers become owners in forming a cooperative to acquire the bankrupt Michigan Sugar Company...
- ...And much more.

These are just a few examples of the ways Saginaw Future has been at work in Saginaw County last year. Looking ahead, we know the economy will continue to change rapidly. That's why Saginaw Future will continue to pursue economic development and investment in creative ways — keeping the Saginaw Valley growing strong for years to come.

Beth Bernthal, Chairperson
Saginaw Future Inc. Board of Directors

"Saginaw Future Inc. has worked with the Frankenmuth community and the Bavarian Inn family of businesses numerous times in the past. This experience combined with their grant writing and project coordination expertise were major factors in making the new Streetscape project a success."
William A. Zehnder - president, Frankenmuth Bavarian Inn Restaurant

2002 Saginaw Future Inc. Board of Directors



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 Communications Director
 Delphi



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Senior Vice Chair
 Manufacturing Operations Mgr.
 Eaton Corporation



Linda Sims
Secretary/Treasurer
 Community Services Mgr.
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 President
 Schaefer Technologies, Inc.



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 Chairman - Saginaw Co.
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 Saint Mary's



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 Saginaw Intermediate
 School District



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 City of Frankenmuth



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 Wright-K Technology, Inc.



Joe Smith
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 Teamsters Local 486



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 President
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 Buena Vista Charter Twp.

New Members of the 2003 SFI Board of Directors

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 Chamber of Commerce

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 President
 Citizens Bank

Gavin Goetz
 External Affairs Manager
 SBC

Deborah Kimble
 Manager
 City of Saginaw

Rick Sutton
 Plant Manager
 GM Powertrain - SMCO

Ric VanderWeele
 President
 Memtron Technologies



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, 16 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 business projects

to the community. Because business conditions have changed and evolved, SFI has responded with value-added programs to deliver solutions for economic development issues that are important to the local business community.

As technology continues to make the world smaller, SFI will work to adapt and develop programs to help local companies compete and win in the global economy.

Helping Business Grow and Succeed

Business Expansion and Projects			
EXPANSIONS	Investment	Jobs Created	Jobs Retained
Agape Childcare Center	\$500,000	12	-
Braun Kendrick Finkbeiner LLC	\$5,000,000	-	107
CIGNYS (Saginaw Products Corporation)	\$130,000	1	-
CIGNYS (Shear Tool, Inc.)*	\$220,350	3	-
Custom Foods Inc.	\$300,000	3	-
Davenport University	\$5,500,000	-	-
Delphi	\$110,000,000	-	-
Frankenmuth Bavarian Inn	\$300,000	10	-
Hausbeck Pickle Company Inc.	\$200,000	17	-
Hehr International Inc.	\$50,000	10	-
Hi-Tech Steel Treating Inc.	\$324,000	2	-
Michigan Sugar Cooperative	\$18,500,000	20	350
Mistequay Group Ltd	\$1,250,000	5	5
National Pattern Inc.	\$328,000	3	-
Peace Lutheran School	\$8,100,000	-	-
Saginaw Art Museum	\$5,100,000	4	-
Siler Precision Machine Inc.	\$118,000	1	-
Tri-City Office Machines Inc.	\$212,000	3	-
Wonderland Beauty & Barber Supply	\$400,000	4	-
Zehnder's of Frankenmuth	\$975,000	25	-
Totals:	\$157,507,350	123	462
<i>*Includes two expansion investments in 2002.</i>			
PROJECTS	Investment	Jobs Created	Jobs Retained
GM - Saginaw Metal Casting Operations	\$88,000,000	-	200
Quality Roll	\$121,000	4	-
Saginaw Spirit Hockey Club	\$2,000,000	27	-
SSP Associates Inc.*	\$4,250,000	-	-
Totals:	\$94,371,000	31	200
<i>*Includes three project investments in 2002.</i>			

Statistical Overview		
Business Activity	2002	1992-2002
Business Expansions	21	183
Businesses Attracted	6	47
Jobs Created	278	3,998
Jobs Retained	662	3,278
Workers Trained*	2,628	3,115
Government Contracts	218	1,814
Total Value of Contracts	\$7,070,000	\$118,510,000
New Investment Value**	\$251,878,350	\$1,586,161,350
<p><i>*Reflects a new method of tracking instituted in 2001.</i></p> <p><i>**New Investment Value includes public and private dollars invested in new facilities, equipment, working capital and infrastructure.</i></p>		



Grants Secured - 1992 to Present			
Year	Jobs	Grant	Other Funds
2002	35	\$850,300	\$3,284,460
2001	115	\$2,513,938	\$11,628,992
2000	167	\$3,223,750	\$25,838,020
1999	126	\$442,500	\$27,606,000
1998	159	\$996,428	\$5,987,200
1997	30	\$223,141	\$2,527,000
1996	61	\$538,205	\$6,237,200
1995	419	\$5,474,002	\$305,524,717
1994	-	\$1,044,300	\$5,692,760
1993	36	\$859,846	\$5,182,032
1992	40	\$709,700	\$4,894,362
Totals:	1,188	\$16,876,110	\$404,402,743



“Saginaw Future Inc. has long been a valuable asset to Delphi in Saginaw County. They are excellent partners, always willing to assist us as new investment opportunities are evaluated. As Delphi continues to improve its competitiveness, we look forward to growing our partnership with SFI.”

Robert J. Remenar – president, Delphi Saginaw Steering Systems

Technology Drives Delphi’s Saginaw Operations

Project: Continued investments in facilities and job training
Company: Delphi
SFI Role: Ongoing assistance in facilitating investments, including \$250,000 in job training grants

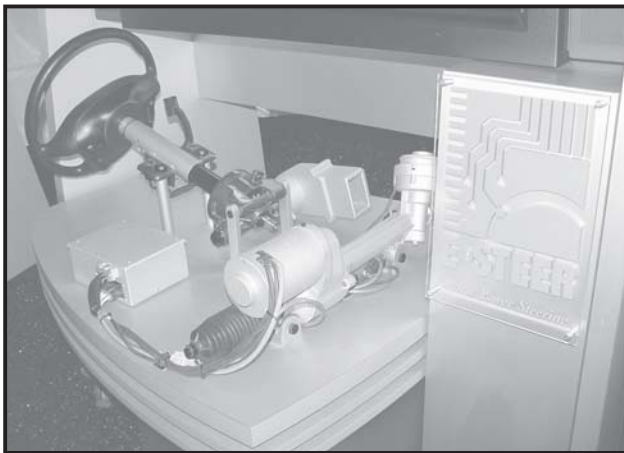


Robert J. Remenar, president of Delphi Saginaw Steering Systems, spoke on E-STEER at a 2002 Delphi openhouse.

Continuous Improvement Calls for Continued Investment

Over the years, SFI has been working closely with Delphi as they continue to invest in their Saginaw operations. During 2002, Delphi invested more than \$110 million in their facilities in the City of Saginaw and in Buena Vista Township — as they continually improve their plants and processes to meet customer needs.

For example, Delphi will soon begin E-STEER™, electric power steering, production in a previously underused portion of their Buena Vista Township facility, which was made eligible for a brownfield single business tax credit with the assistance of Saginaw Future.



E-STEER display at 2002 Delphi openhouse

SFI also recently assisted Delphi in securing \$250,000 in job training grants for employees at both Saginaw County facilities.

SFI President JoAnn Cray notes that Delphi has continued to invest in their employees and facilities in Saginaw

County. “As we continue to work with Delphi, it’s clear they are driven by continuous improvement in their product and process technologies — and their operations in Saginaw are part of this plan.”

In addition to E-STEER, Delphi’s Saginaw operations are also involved in some of the company’s most technically innovative components:

- Chassis operations including front and rear corner brakes
- QUADRASTEER™ four-wheel steering systems
- TILT-WHEEL™ steering columns, which celebrated a 40th anniversary in 2002
- Adaptive energy-absorbing steering columns

Delphi, Saginaw County’s largest employer, is a world leader in mobile electronics and transportation components and systems technology.



Teamwork Wins \$88 Million Investment in Saginaw

Project: \$88 Million Precision Sand Project
Company: Saginaw Metal Casting Operations, a Division of General Motors Powertrain
SFI Role: Project coordination, ombudsman services and assistance in facilitating tax abatement



An Unprecedented Partnership

A partnership that was unprecedented in Saginaw's past has brought new opportunity for Saginaw's future with an \$88 million investment in Saginaw Metal Casting Operations (SMCO). In November 2002, General Motors announced that SMCO had beat out competitors in Mexico for the new precision sand business that will produce engine blocks for GM's next generation of aluminum V-8 engines. The investment has also saved 191 jobs at the plant, since GM had previously planned to cut about 200 jobs from the plant. What's more, additional jobs may well be created as local suppliers prepare to meet SMCO's expanding needs. Saginaw Future president JoAnn Cray noted, "The last time there was new investment (\$170 million for a lost foam aluminum line), Saginaw gained four new suppliers and over 250 jobs."

A Collaborative Effort

Saginaw Future played a key role in facilitating the collaborative efforts of SMCO, the city of Saginaw and the Michigan Economic Development Corporation to develop a strong business case for the project. In addition, plant manager Rick Sutton credits the efforts of the plant's 2,400 employees who helped to save \$75 million in plant operation costs over the past three years, even while starting up production of the lost foam aluminum Vortec 4200 inline-6 engine block and cylinder head for the carmaker's popular line of SUVs.

A Winning Combination

As Rick Sutton explained, "It's important to recognize the strong teamwork that helped make the precision sand project a reality for SMCO. Saginaw Future Inc., the Saginaw City Council and the Michigan Economic Development Corporation worked with the SMCO team to develop a very compelling business case to address our global competitive challenges," he said. "Our outstanding workforce at SMCO helped us achieve our goals in cost and quality. Through the spirit of cooperation with our labor leaders, we have been able to put competitive work agreements in place." Sutton also added, "When you put all of these factors together, you have a winning combination, and that is what made it possible for us to be awarded the precision sand project."

The project's initial stages of research, development and equipment installation began in late 2002, with engine production scheduled to begin in 2006.

Unanimous City Council Vote Speaks Volumes for Saginaw

The successful outcome of the Saginaw Metal Casting Operations project was due in large part to the unanimous vote from the Saginaw City Council to approve a 100 percent personal property tax abatement on the plant's new precision sand aluminum line. This decision will save SMCO about \$16 million in property taxes over the next 20 years, but the significance of the unanimous vote is more than financial.

According to Ed Donovan, Director of Municipal Government Relations for General Motors, "This decision proved to us at GM that the community of Saginaw is willing work with us as we face an increasingly competitive environment so that we can continue to grow our business in Saginaw. It has been refreshing to work with a community that is receptive and positive when it comes to business investment. Like many other manufacturing businesses, General Motors has found that this is not always the case. Saginaw has definitely shown itself to be business-friendly."

Saginaw's Mayor Wilmer Jones Ham added, "As elected leaders for the city of Saginaw, we saw this project as a key opportunity to save and bring new jobs in our community. Because of the teamwork that took place between our own city council, business and labor leaders from SMCO and General Motors, along with Saginaw Future and the Michigan Economic Development Corporation, we were able to send a positive message to both GM and to our community."



2002 Contributors

AKT Peerless Environmental Services, L.L.C.
 A.T. Frank Company
 David J. Abbs, CFP, CFS
 Acoustical Services, Inc.
 Alchem Aluminum
 Allen Supply Co.
 Allied Office Interiors
 Andrews, Hooper & Pavlik, P.L.C.
 Apple Mountain Realty
 Art Sample Furniture
 Award & Sports
 B & K Corporation
 Bank One

Bavarian Inn Restaurant & Lodge
 Beyer Roofing Company, Inc.
 Bierlein Companies, Inc.
 Birch Run Village
 Blue Cross Blue Shield/BCN
 Brandle-Morford Associates
 Braun Kendrick Finkbeiner LLC
 Bridgeport Township DDA
 Buena Vista Township DDA
 Bushey Glass
 C. Riffel & Sons, Inc.
 Carrollton Township
 Champagne & Marx Excavating, Inc.
 Charter Communications

Chemical Bank & Trust Co.
 Chesaning Chamber of Commerce
 Chesaning Manufacturing
 Chesaning Village
 Citizens Bank
 CMW Real Estate, Inc.
 Commerce Center Partnership
 Communications Family Credit Union
 Consumers Energy
 Covenant HealthCare
 JoAnn Cray
 Currie, Kendall, Polasky, Meisel, P.L.C.
 Davenport Inn
 Delphi

Dixie Cut Stone & Marble, Inc.
 James Doane
 Dornbos Press, Inc.
 Dow Corning Corporation
 Duro-Last Roofing
 Easy Printing Center
 Eaton Corporation
 Fabiano Brothers
 Facility Matrix Group
 First American Title Company
 City of Frankenmuth
 Frankenmuth Mutual Insurance
 Future Insurance Agency
 Galen E. Wilson Petroleum Co.

“Saginaw Future Inc. is a valuable resource. Their knowledge of Renaissance Zones combined with their great working relationship with the City of Saginaw facilitated the process of acquiring and developing the Temple and Tower properties.”

Dr. Samuel Shaheen, M.D. - president, SSP Associates Inc.

SSP Associates Take on Temple Theatre and Tower Projects

- Projects:** Renovation of Saginaw’s Historic Temple Theatre and Saginaw Tower Building on N. Washington Ave.
- Company:** SSP Associates, Inc.
- SFI Role:** Project planning and development, preparation of Renaissance Zone application and facilitating its approval

Creative Three-Part Deal Will Revitalize Saginaw’s Downtown

In September 2002, the Saginaw City Council approved an innovative development deal with SSP Associates to make big things happen on Washington Avenue in Saginaw. According to the plan, SSP Associates will:

- Invest \$1.15 million to acquire and restore the 75-year-old Temple Theatre
- Invest \$100,000 to renovate the nearly vacant Saginaw Tower building on N. Washington Ave., and
- Invest \$3 million to build a 30,000-square-foot third floor addition at the Michigan Cardiovascular Institute.

In return, the city turned over ownership of the Saginaw Tower on N. Washington Ave. to SSP for a nominal fee, and also approved 15-year state renaissance



Saginaw Tower at 515 N. Washington Ave.

zones for the properties. Without the deal, the Temple Theatre would have continued to decay, facing another winter without heat, utilities or badly needed repairs — and the Saginaw Tower would have continued to stand nearly vacant after two years on the market with no offers.

Saginaw Future worked with SSP and city officials to create the plan, which will continue to revitalize the city’s Washington Ave.

Saginaw Future president JoAnn Cray credits SSP for their “proven track record as successful developers who are committed to Saginaw.” In addition, Cray commended Saginaw’s city officials and council members for “seeing the long-term benefits of the project.”

In offering her support of the plan, Mayor Wilmer Jones Ham referred to the new Temple Theatre as “Fox Theatre North.” She also told *The Saginaw News* that she wanted the community to understand that “it’s important for the city council to embrace developers who are willing to put their money into the city,” she said. “This is another great example of a public/private partnership that benefits our entire community.”



Temple Theatre at 201 N. Washington Ave.

2002 Contributors

Gallade Technologies
 Gardner, Provenzano & Schaubman, P.C.
 Genei Industries
 Glastender, Inc.
 GM Powertrain
 H.F. Middlebrook & Sons
 HealthPlus of Michigan
 Hemlock Semiconductor
 Holiday Inn Express
 Horizons Conference Center
 Independent Bank
 J.R. Heineman & Sons, Inc.
 Jensen, Gilbert, Smith & Borrello, P.C.

John E. Green Company
 King Communications
 Kochville Township DDA
 Landmark/Schemm Insurance Agency, Inc.
 Lawyers Title Insurance Co.
 MacDonald Broadcasting Corporation
 Mahar Tool Supply Co., Inc.
 Manors, L.L.C.
 Martin Chevrolet Sales
 Masud, Patterson, & Schutter P.C.
 The Mayan Agency
 McDonald Pontiac Cadillac
 GMC Oldsmobile, Inc.

Means Industries, Inc.
 Memtron Technologies
 Merrill Lynch
 Merrill Village
 Merritech
 Michigan Cardiovascular Institute
 Midwest Sales, Inc.
 Mistequay Group Ltd.
 Mobile Medical Response
 Morley Companies, Inc.
 National City
 Pinnacle Design
 Pricing & Ewend
 Pumford Construction, Inc.

Rausch & Associates
 R.C. Associates, Inc.
 R.C. Hendrick & Son, Inc.
 The Rehmann Group
 Remer Plumbing & Heating
 Richland Township
 Rifkin Scrap Iron & Metal Co.
 City of Saginaw
 Saginaw County
 Saginaw Bay Underwriters
 Saginaw Industrial Machining Center
 Sag. Labor Management Cooperation Committee - IBEW Local 557
 Saginaw Medical Federal Credit Union

Making Michigan's #1 Tourist Attraction More Pedestrian-Friendly

Project: \$585,000 Streetscape Improvement Project
Community: City of Frankenmuth
SFI Role: Prepared CDBG application and project coordination



Upgrading "Walkability" Features in Downtown Frankenmuth

Saginaw Future prepared and administered an application to secure a Community Development Block Grant for a downtown revitalization project in Michigan's top tourist destination: Frankenmuth. The city of Frankenmuth was awarded \$585,000 in CDBG funds from the Michigan Economic Development Corporation. Over \$2 million in local matching funds were also provided for the project by the Frankenmuth Downtown Development Authority.



The goal of the project is to expand pedestrian walkways along Frankenmuth's Main Street. CDBG funds were focused on improvements at the Frankenmuth Visitors Center Platz and the Gunzehnhause Platz — both on Main Street. At the Visitor Center Platz, improvements include new benches, trash receptacles, lighting and landscaping. The Gunzehnhause Platz, located across the street and one block south of the Visitor Center Platz, will be expanded to accommodate a greater number of visitors along the corridor. In addition, realignment of the traffic patterns near this platz will improve vehicle and pedestrian safety, supporting easier and more direct access to Zehnder's Restaurant.



Construction work at the Visitor Center Platz!

According to Steve Black, vice president of Saginaw Future, "what really pushed the project over the top is the continued growth and job creation at these two destination restaurants," he said. Frankenmuth's Bavarian Inn and Zehnder's Restaurant expect to hire 35 additional employees as a result of the project.

2002 Contributors

The Saginaw News
 Saginaw Township
 Saginaw Valley State University
 Saint Mary's
 Sargent Sand Co./Saginaw Rock Products
 SBC
 Schaefer Technologies, Inc.
 Scientific Brake & Equipment
 The Scott & Miller Group
 Sheet Metal Workers International Association - Local Union No. 7

Shinners & Cook, P.C.
 Solutions Plus/Servcom Maintenance
 SPACE, Inc.
 Spaulding Township
 Spence Brothers
 Spicer Group
 SSP Associates
 St. Charles Village
 Standard Federal Bank
 Star of the West Milling
 Stevens Worldwide Van Lines
 Swan Creek Township

TBF Graphics
 TCF Bank
 Team One Credit Union
 Thiel Electric
 Thomas Township
 Tittabawassee Township
 Trillium Staffing Solutions
 United Saginaw Credit Union
 Wanigas Federal Credit Union
 William A. Kibbe & Associates, Inc.
 Wirt Financial Services, Inc.
 Wirt Saginaw Stone Dock

Wm. F. Nelson Electric, Inc.
 Wolgast Corporation
 Wolohan Lumber Co.
 Woodruff Contracting, Inc.
 Wright-K Technology, Inc.
 XO Communications, Inc.
 Yeo & Yeo, P.C., C.P.A.
 Zatkoff Seals & Packings
 Zehnder's of Frankenmuth
 Zentx Media Group
 City of Zilwaukee

“Saginaw Future Inc. is an asset to Saginaw County. Their ability to coordinate with local governments and grant writing expertise were major contributions to the acquisition of Michigan Sugar Company by its growers and saving 350 full-time jobs.” *Richard E. Leach - director of community & government relations, Michigan Sugar Company*

Cooperative Acquires Michigan Sugar Company

Project: Acquisition of Michigan Sugar Company
Company: Michigan Sugar Beet Growers, Inc.
SFI Role: Helping to secure grant and loan funds, project coordination with local and state officials



Helping Growers Become Owners

As of February 13, 2002, Michigan Sugar Company was officially acquired by Michigan Sugar Beet Growers, Inc., a cooperative of more than 1,000 sugar beet growers. The formation of the cooperative and acquisition of the bankrupt company was a sweet success for Saginaw County — but it was equally valuable for the entire state. Michigan’s sugar beet industry is estimated to contribute approximately \$115 million to the state’s economy annually.

SFI played a significant role in the deal from the earliest stages, assisting the cooperative in obtaining \$210,000 in grant funds from the USDA Rural Development Administration to explore the formation of a cooperative. SFI also facilitated a meeting with the MEDC to discuss sugar-related legislative issues — and wrote letters in support of a \$5 million loan from the state. In addition, SFI

helped the budding cooperative secure a USDA Value Added Product Market Development Grant in the amount of \$500,000 for working capital to get the new organization up and running.

In the final deal, Michigan Sugar, headquartered in Saginaw Township, received a zero-interest loan granted by the state of Michigan. The new cooperative also assumed \$18.5 million of Michigan Industrial Development Bonds as part of the acquisition. As a result, the take-over by the new cooperative retained 350 jobs at processing plants in Caro, Carrollton, Croswell and Sebawaing, which now continue to produce and market the “Pioneer Sugar” brand.



Saginaw is Granted Seven Additional Renaissance Zone Designations

Projects: Additional Renaissance Zone designations in Saginaw
SFI Role: Project planning and development, preparation of Renaissance Zone applications and facilitating approval

Saginaw was among several communities to be granted additional Renaissance Zone designations before the law expired at the end of 2002. The program was created in 1996, designating zones as virtually free from local and state taxes for both residents and businesses. Over the course of the program, requirements for new zones became more stringent, making the additional zone designations all the more noteworthy for Saginaw.

Renaissance Zone Highlights

Of the seven additional Renaissance Zone designations, Saginaw Future worked with Saginaw’s City Council as well as state officials to gain the necessary approvals for the following projects:

- The Temple Theatre and the Saginaw Tower on N. Washington Ave. (see article on page 6).
- Expansion of the Agape Childcare Center, located at 2815 Janes and owned by the Holy Communion Gospel Center, to include an early childhood center with classes for kindergarten through third grade.
- 39 acres at the former Delphi Plant 2 site. Delphi and the city of Saginaw are exploring a public-private partnership to redevelop this site.
- Portions of the 900 and 1100 blocks of the developing S. Washington Ave. corridor were also given designations in anticipation of future development.

Even though the Renaissance Zone program has now ended, the tax-free status of these properties will continue for years to come. In the mean time, Saginaw Future will be working aggressively to market this unique and powerful tool for economic development in Saginaw.

The Results Are In

Project: Business Park and Super Site Feasibility Study for Saginaw County

SFI Role: Prepared grant application and secured the grant from the MEDC, then coordinated the study with the site consultant

**Deloitte
& Touche
Fantus**

Business Park and Super Site Feasibility Study for Saginaw County

During 2002, Saginaw Future secured a grant of \$72,800 from the Michigan Economic Development Corporation to conduct a Business Park and Super Site Feasibility Study for Saginaw County. The grant was awarded as a pilot by the MEDC — the first such grant in the state. The Saginaw County Revolving Loan Fund provided \$45,200 as a local match for the project. After reviewing numerous proposals, SFI selected the Fantus site selection practice of Deloitte & Touche as the consultant to conduct the study.

By October 2002, the study was complete and the results were presented to numerous groups including the Vision 2020 Infrastructure and Government foundation teams. The study

results included 10 sites identified by Fantus professionals as “preferred sites” for development of business parks in Saginaw County. Fantus also suggested two other sites that would be ideal for development as “super sites” — large sites that would appeal to new manufacturers or distributors.

The study results have already been used to strengthen proposals for site consultants. Communities with sites identified in the study may also use the results to help with future planning. Most importantly, the process of going through a site feasibility study with a credible site selection consultant puts Saginaw County in a strong position when applying for state funding for a speculative business park in the future.



Launching Link MBS

Project: Tri-County area planning project to assess telecommunications services and needs

SFI Role: Prepared grant application on behalf of Bay, Midland and Saginaw Counties; Now administering regional grant as part of the LinkMichigan Initiative



SFI Secures Grant on Behalf of Tri-Counties

In October 2002, Saginaw County received a grant in the amount of \$192,500 from the Michigan Economic Development Corporation for the launch of Link MBS — a planning project to assess telecommunications services and needs in the Tri-County region. Saginaw Future applied for the grant on behalf of Bay, Midland and Saginaw counties in accordance with the MEDC’s LinkMichigan initiative, which includes Regional Telecommunication Planning Grants. Now that the grant has been secured, SFI is also administering the planning project.

Steve Jonas, executive vice president of Saginaw Future, is taking the lead on the Link MBS project. As he explained, the need for improving telecommunications capabilities in the area is clear. “According to research conducted by the MEDC and the Technology Policy Group, the Tri-County area is underserved by broadband Internet providers when compared with communities of similar size and population in the state,” he continued. “The average Internet dial-up speeds in the region are among the lowest in Michigan. Link MBS is the first step in making sure that Midland, Bay and Saginaw counties remain competitive when it comes to telecommunications infrastructure.”

The County of Saginaw’s Revolving Loan Fund and the County Controller’s office have been instrumental in moving this project forward. The planning process will be completed in June 2003, when an extensive summary of recommendations will be provided for the three counties.

“We have sold all of the industrial zoned land in the Bridgeview Center, which has added \$16 million of new taxable value and 600 jobs. We would like to thank our development partners for planning and development. They are the Tax Increment Finance Authority Board, Saginaw Future Inc., as well as several legal, planning and engineering design firms.”
James L. Collison - chairman, Tax Increment Finance Authority, City of Zilwaukee

2002 Marketing Report

One of the keys to economic success is marketing. Saginaw Future Inc. promotes Saginaw County year round through various communication strategies. From recruitment advertising in national trade publications to key trade shows, Saginaw Future is helping to market Saginaw County's economic opportunities. With the assistance of grants from partners, such as the Michigan Economic Development Corporation, Saginaw Future participated in the following events in 2002:

- Business Parks & Development Conference
- Comdex Conference (hi-tech, communications)
- Corenet - Corporate Real Estate Executives Meeting (national)
- Corenet - Corporate Real Estate Executives Meeting I (Michigan chapter)
- Corenet - Corporate Real Estate Executives Meeting II (Michigan chapter)
- Environmental Protection Agency Brownfield Annual Summit
- International Economic Development Council
- International Biotech Convention and Exhibition
- Michigan Economic Developers Association
- Michigan Competitiveness Conference
- Mid Michigan Regional Business Expo
- National Procurement Conference
- Saginaw Township Business Association Expo
- Site Consultants Conference
- Society of Automotive Engineers International Congress and Expo



2002 Corporate Watch Calls

Constant 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 Inc. remains connected and responsive to changing needs and new investment trends.

Throughout the year, the Saginaw Future staff met with 127 companies. From manufacturers like Danaher Corp. (formerly Thomson Saginaw), to Saint Mary's in Saginaw County's expanding medical field, Saginaw Future is available to assist companies of various size and type. The Saginaw Future staff does everything possible to be available for questions or discussion on economic development.



Economic Development Job Training Grants

Company	Grant Award	Existing Employees Trained	New Employees Trained
B & K Corporation	\$67,500	144	15
Delphi	\$250,000	1,624	4
Eaton Corporation	\$27,000	50	-
Fullerton Tool Co.	\$23,000	24	-
Gosen Tool & Machine	\$9,545	9	-
Hemlock Semiconductor Corp	\$120,600	100	20
H.E. Services	\$80,000	75	15
Kurek Tool Inc.	\$15,000	15	-
Mistequay Group Ltd.	\$45,000	150	30
RC Engineering Inc.	\$20,000	70	-
Stoney Crest Re grind Service	\$12,329	13	-
Teamtech Motorsports Safety	\$10,000	5	-
XO Communications	\$105,000	225	40
Totals:	\$784,974	2,504	124

Procurement and Export Assistance

Saginaw Future Inc.'s Procurement and Export Assistance Office continues to support Saginaw County businesses with contracting opportunities and reaching new markets.

During 2002, Saginaw County businesses received a total of 218 government contracts with a total value over \$7,070,000.

Congratulations **Wright-K Technology, Inc.**

Wright-K Technology, Inc. has become a recognized leader in providing Engineering, Special Machine Tool Manufacturing/Integration and Technical Services to the federal government.



Wright-K is currently providing sub-contracting work to the government with initial assistance provided by the Procurement Technical Assistance Office.

"It's important to recognize the strong teamwork that helped make the precision sand project a reality for Saginaw Metal Casting Operations. Saginaw Future Inc., the Saginaw City Council and the Michigan Economic Development Corporation worked with the SMCO team to develop a very compelling business case to address our global competitive challenges."

Rick Sutton – plant manager, Saginaw Metal Casting Operations, a Division of General Motors Powertrain



**DAVENPORT UNIVERSITY
BUILDS NEW CAMPUS**

2002 SFI PROJECTS AT A GLANCE



**MAYOR WILMER JONES-HAM
SPOKE AT WONDERLAND
BEAUTY & BARBER SUPPLY'S
GRAND OPENING**



**BRAUN KENDRICK FINKBEINER LLC
NEW OFFICE BUILDING**



**FORMER LANSING MAYOR DAVID C.
HOLLISTER, NOW DIRECTOR OF A NEW
COMBINED STATE DEPARTMENT, SPOKE AT
SFI SPONSORED LUNCHEON**

**IN 2002, SFI HELPED
COMPANIES EXPAND
AND INVEST OVER
\$251 MILLION IN
SAGINAW COUNTY!**



**SBC AWARDS SAGINAW FUTURE
\$25,000 GRANT**



Saginaw Future Inc. Staff

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