



Saginaw Future Inc. COMMUNITY REPORT

2004



**\$40 MILLION EXPANSION
FOR HEMLOCK SEMICONDUCTOR**



**\$13 MILLION
INVESTMENT IN
FRANKENMUTH**



**IMCO ALERIS RECYCLING
DOUBLES PRODUCTION**



**SAGINAW IS
A COOL CITY**



**MICHIGAN PRODUCTION
MACHINING
NEARLY COMPLETE**

“Tomorrow’s great moments are born from today’s opportunities.”

Table of Contents

SFI Board of Directors	3
Helping to Capitalize on Today’s Opportunities	4
Saginaw Cool City Projects	5
Hemlock Semiconductor & MPM Investments	6
Zehnder’s Splash Village & IMCO Aleris Recycling	7
Fast Tek Group & Tri-Star Trust Bank Growing	8
Miles Petroleum & Jake’s Old City Grill	9
Procurement Assistance & Funding Campaign	10
Watch Calls, Worker Training Grants & Marketing	11
Contact Saginaw Future	Back Cover

Saginaw Future Inc.

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

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

■ **Objectives** To actively support the **expansion** of advanced manufacturing, medical, hi-tech industries and professional service firms.

To proactively **recruit** advanced manufacturing, medical, hi-tech industries and professional service firms to Saginaw County.

To prepare and develop **infrastructure, sites** and **buildings** for new and expanding companies.

To initiate effective programs to strengthen and grow our local skilled **workforce**.

To **network**, form and foster **partnerships** with resources to achieve the SFI mission.

To provide the **leadership** and efficient management necessary to support the SFI organization.



Capitalizing on Today’s Opportunities

A Letter from the SFI Chairman

As chairman of Saginaw Future’s board of directors, I have the honor of bringing you a year’s worth of successful economic projects developed from opportunities here in Saginaw County. Since 1992, SFI has been working to generate new investment, job growth and capitalize on today’s opportunities.

During 2004, SFI worked on projects bringing nearly \$170 million in new investment to Saginaw County - by building on Saginaw’s strong heritage in manufacturing while looking ahead to new horizons in health care and technology. Here are just a few of this year’s highlights:

- Worked with General Motors, local municipalities, the state of Michigan and a private developer to attract a new automotive supplier and help an existing supplier expand -- over \$15 million in new investment...
- Helped the city of Frankenmuth and Zehnder’s Splash Village attain a nearly \$500,000 infrastructure grant that will benefit Frankenmuth for years to come...
- Continued to assist Hemlock Semiconductor as they improve their global competitive position with a \$40 million expansion project creating over 100 jobs...
- Assisted the city of Saginaw in receiving Michigan Cool City designation for two downtown projects that total over a million dollars in private investment...
- Continued to assist Saginaw County’s development through the application of grant funds - securing nearly \$23 million since SFI’s establishment in 1992...

These are just a few examples of the many different ways that Saginaw Future has been working to capitalize on opportunities in Saginaw County last year.

During 2004, Saginaw Future began its own fund raising campaign to secure its future. SFI partnered with the Saginaw County Chamber of Commerce to raise funds to support SFI, including a new Medical Initiative and Vision 2020. Over 150 companies and organizations have stepped up to contribute to date. Their investment is in Saginaw and will help support future economic development initiatives. I encourage all companies to support this campaign, it’s your future too.

Frederic Fraizer, Chairman
Saginaw Future Inc. Board of Directors



"The new Michigan Production Machining facility is a great example of reusing brownfields that ultimately benefit the entire area. The Michigan Economic Development Corporation has the economic development tools in place to make projects like ours a reality. MPM is looking forward to doing business in Saginaw." *Dan Myers, chief financial officer, Michigan Production Machining, Inc.*

2004 Saginaw Future Inc. Board of Directors



Frederic Fraizer*
Chairman
Past President
Saint Mary's



Gary Glaza*
Vice Chairman
Regional President
Citizens Bank



Rick Sutton*
Secretary/Treasurer
Plant Manager
GM - SMCO & SMI



Grant Schaefer*
Past Chair
President
Schaefer Technologies



Cecil Collins*
Manager
City of Saginaw



JoAnn Crary*
President
Saginaw Future Inc.



Todd Hare*
Chairman
Saginaw County Board
of Commissioners



Herbert Spence III*
Chairman
Saginaw County
Chamber of Commerce



Gary Shepherd
International
Representative
United Auto Workers



Gavin Goetz
External Affairs
Manager
SBC



Charles Graham
Manager
City of Frankenmuth



Richard Lane
Superintendent
Saginaw Intermediate
School District



Dwayne Parker
Supervisor
Buena Vista Charter
Township



Dr. Samuel Shaheen
President
SSP Associates, Inc.



Joe Smith
Chairman
Saginaw Labor Council



Rachelle R. Valdez
Communications
Director
Delphi - Saginaw



Rick Vander Weele
President/General Mgr.
Memtron
Technologies Co.

**Denotes
Executive
Committee*

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.

New SFI Board Members

- **Elliot S. Berton** - First Vice President / City President, Bank One
- **Garret Geer** - Community Relations Leader, The Dow Chemical Co.
- **Bruce Hill** - Vice President Health System & Purchaser Relations, HealthPlus of Michigan
- **Doug Rothwell** - Executive Director, GM Worldwide Real Estate
- **Bob Van Deventer** - President & CEO, Saginaw County Chamber of Commerce
- **Martin Williams** - Manager, Buena Vista Charter Township

Outgoing Board Members

- **Robert Cramer** - Chairman, UAW CAP Council
- **Deborah Kimble** - Former City Manager, City of Saginaw
- **Dwayne Parker** - Supervisor, Buena Vista Charter Township
- **Grant Schaeffer** - President, Schaeffer Technologies, Inc.

Helping to Capitalize on Today's Opportunities

Business Expansion and Attraction Projects

EXPANSIONS	Investment	Jobs Created	Jobs Retained
AKT Peerless Environmental Services L.L.C. / Aubry Cleaners	\$500,000	5	-
Covenant HealthCare Visiting Nurse Association	\$225,000	10	-
Delphi Energy & Chassis	\$42,000,000	-	-
Delphi Steering	\$44,000,000	-	-
Duperon Corporation	\$175,000	7	-
Fast Tek Group LLC	\$682,000	30	-
Food Value of Saginaw	\$1,500,000	24	26
Gosen Tool & Machine Inc.	\$100,000	2	-
Hemlock Semiconductor Corporation	\$40,000,000	122	-
Hi-Tech Steel Treating, Inc.	\$217,500	3	3
IMCO Aleris Recycling	\$8,200,000	15	-
M. Curry Corporation	\$325,000	4	-
Merrill Tool & Machine, Inc.	\$421,708	-	-
Miles Petroleum Inc.	\$1,155,000	7	-
Mobile Medical Response, Inc.	\$180,000	7	-
Rico Tool Company, Inc.	\$241,000	2	-
Rifkin Scrap Iron & Metal	\$519,165	2	8
Tri-City Office Machines	\$325,000	5	-
Tri-Star Trust Bank	\$1,000,000	10	-
Zehnder's Splash Village Hotel & Water Park	\$13,000,000	55	-
Zeilinger Wool Co.	\$21,800	2	-
Totals:	\$154,788,173	312	37
ATTRACTION PROJECTS	Investment	Jobs Created	Jobs Retained
Fort Saginaw LLC / Ippel's Building	\$5,271,000	50	-
MRW, LLC / Glen Rowan Estate Coffee Shop & Salzburg Winery	\$500,000	3	-
Michigan Production Machining, Inc.	\$6,600,000	25	-
Progeny Properties LLC / Jake's Old City Grill	\$670,000	35	-
SSP Associates, Inc. / Seitner's	\$250,000	-	-
Totals:	\$13,291,000	113	-

Statistical Overview

Business Activity	2004	1992-2004
Business Expansions	21	222
Businesses Attracted	5	62
Jobs Created	427	4,740
Jobs Retained	37	4,034
Workers Trained	270	4,151
Government Contracts	256	2,343
Total Value of Contracts	\$3,801,705	\$128,231,705
New Investment Value*	\$168,079,173	\$1,942,278,183

*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
2004	8	\$1,786,251	\$22,193,000
2003	4	\$659,300	\$10,215,000
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
Totals:	45	\$22,930,243	\$437,810,743



"AKT would like to take this opportunity to thank Saginaw Future, the city and the DDA for their efforts. They were instrumental in helping our project receive Cool City designation from the state of Michigan. AKT is proud to be located in Downtown Saginaw and the first Cool City project to be completed in Michigan." *Brian Eggers, principal, AKT Peerless Environmental Services L.L.C.*

Aubrey Cleaners - Cool Project!

Company: AKT Peerless Environmental L.L.C.

Opportunity: AKT Peerless Environmental invested \$500,000 in the former Aubrey Cleaners building. AKT offices are now located on the first floor with loft apartments on the second.

AKT Peerless is an environmental consulting firm with six locations throughout the state. The company relocated its Saginaw office to the former Aubrey Cleaners building on 212 Janes Street in Downtown Saginaw after extensive renovations were completed. The project was selected by the state of Michigan as one of Saginaw's Cool City projects. Michigan's Cool City program offers a number of resources for urban revitalization projects.



(l-r) David C. Hollister, director of the Michigan Department of Labor & Economic Growth, presents Saginaw's Cool City check to Mayor Wilmer Jones Ham, State Representative Carl Williams and City Council Member Andrew Coulouris.

SFI administered a \$50,000 Michigan State Housing Development Authority grant, which helped to renovate three loft apartments located on the second floor of the building. The first floor was redeveloped to house AKT offices. The company's continued growth required additional space and the \$500,000 project will create five new jobs.



Downtown Project Adds to the Cool Factor

Company: Glen Rowan Estate Coffee Shop and Salzburg Winery

Opportunity: MRW, LLC invested \$500,000 in a renovation project to house the Glen Rowan Estate Coffee Shop and Salzburg Winery in Downtown Saginaw.

Downtown Saginaw has a new coffee shop and soon a new winery and loft apartments. MRW LLC, a local developer, invested \$500,000 in the 212 and 214 Federal St. buildings to house the businesses and apartments. Access to the businesses is on S. Washington Ave. next to Wally's Old Fashioned Sandwich Shop. The project was selected as one of two cool city projects for Downtown Saginaw. MRW received a \$50,000 accelerator grant from the state of Michigan to help complete the project. SFI administered the state grant and the project will create three new jobs



Home of the Glen Rowan Estate Coffee Shop and Salzburg Winery.

The 3,000 sq. ft. lower floor is home to the Glen Rowan Estate Coffee Shop and the Salzburg Winery. The top floor, also 3,000 sq. ft., will be divided into three loft apartments ranging from 800 sq. ft. to 1,200 sq. ft. The MRW and AKT Peerless (above) projects plan to target young professionals who work in the medical and business services field. Downtown Saginaw is home to a number of medical and business services companies. College students seeking alternative housing will also be targeted.



2004 Contributors

AKT Peerless Environmental Services, L.L.C.

A.T. Frank Company

David J. Abbs, CFP, CFS

Acoustical Services, Inc.

Allied Office Interiors

Andrews, Hooper & Pavlik, P.L.C.

Art Sample Furniture

Bank One

Beyer Roofing Company, Inc.

Bierlein Companies, Inc.

Braun Kendrick Finkbeiner LLC

Bridgeport Charter Township DDA

Buena Vista Charter Township DDA

Carrollton Township

Champagne & Marx Excavating, Inc.

Charter Communications

Chemical Bank & Trust Co.

Chesaning Manufacturing

Chesaning Township

Chesaning Village

Citizens Bank

CMW Real Estate, Inc.

Communications Family Credit Union

Consumers Energy

Covenant HealthCare

JoAnn Cray

\$40 Million Expansion for HSC

Company: Hemlock Semiconductor Corporation (HSC)

Opportunity: HSC plans to invest more than \$40 million for expansion of its operations in Thomas Township. The project will create more than 100 new jobs and was assisted by state and local incentives.



Hemlock Semiconductor Corporation is located in Thomas Township.

Governor Jennifer M. Granholm recently announced that HSC will expand its operations, creating more than 100 new jobs. The expansion is a result of assistance offered through the Michigan Economic Development Corporation (MEDC). The MEDC approved a SBT credit valued at more than \$1.1 million to help convince HSC to choose Michigan over competing domestic and foreign sites. The company plans an initial private investment of more than \$40 million for the expansion. Thomas Township approved property tax incentives. The city of Saginaw also participated through a newly negotiated tax base sharing agreement with Thomas Township to supply water for 30 years.

A university of Michigan economic analysis estimates that 62 indirect Michigan jobs will be created as a result of increased economic activity associated with the expansion, in addition to the 60 jobs created directly by the company. HSC is the world's leading producer of polycrystalline silicon, a component of photovoltaic cells used to produce solar energy and various electronic devices used within the semiconductor industry.



MPM Nearly Complete

Company: Michigan Production Machining, Inc. (MPM)

Opportunity: MPM's new Saginaw facility is nearly complete and the \$6.6 million investment is expected to create 25 new jobs. The project was assisted by a Single Business Tax (SBT) credit and virtually tax-free Renaissance Zone status.



Michigan Production Machining, Inc. is located in the city of Saginaw.

A SBT credit offered through the Michigan Economic Development Corporation helped to redevelop the site, formerly owned by CSX rail, on 1400 Norman St. in the city of Saginaw. MPM used the \$663,371 credit to clean up the contaminated property, a Saginaw Brownfield site, making it suitable for construction of a new 35,000 sq. ft. manufacturing facility.

Because the 5.3 acre property is located within the Saginaw Northeast Renaissance Zone, the business will operate virtually free of state and local taxes. MPM, a manufacturer of machine power train parts, is expected to invest a total of \$6.6 million in the new facility and create 25 new manufacturing jobs. SFI assisted the company with the tax incentive and site location process. MPM is an automotive supplier that will perform processing operations on aluminum engine blocks for GM - Saginaw Metal Casting Operations.



2004 Contributors

Currie, Kendall, Polasky, Meisel, P.L.C.
Delphi Corporation
James Doane
Dornbos Printing Impressions
Dow Corning Corporation
Duro-Last Roofing, Inc.

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.
Garber Management Group
Gardner, Provenzano & Schauman, P.C.
Genei Industries
Gilbert, Smith & Borrello, P.C.
Glastender, Inc.

GM Powertrain - SMCO
HealthPlus of Michigan
Hemlock Semiconductor Corporation
Horizons Conference Center
IMCO Aleris Recycling
Independent Bank
J.R. Heineman & Sons, Inc.



"The \$489,000 infrastructure grant for Frankenmuth is a fine example of cooperation between state and local government, the Frankenmuth DDA, Saginaw Future and private industry. This grant will help support future development of commercial properties south of the Cass River. We're pleased that the state recognizes Frankenmuth's continued growth as a tourism destination."

Gary Rupprecht, mayor, city of Frankenmuth

\$13 Million Investment in Frankenmuth

Company: Zehnder's Splash Village Hotel & Water Park

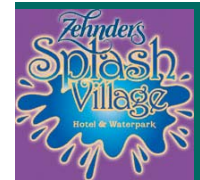


(l-r) Charles Graham, City of Frankenmuth; Sheila Stamiris, Frankenmuth Downtown Development Authority; Wayne Bronner, Frankenmuth Downtown Development Authority; Thomas Miller, Saginaw Future Inc.; John Cherry, State of Michigan; JoAnn Cray, Saginaw Future Inc.; Gary Rupprecht, City of Frankenmuth; Al Zehnder, Zehnder's Splash Village Hotel & Water Park

Opportunity: The city of Frankenmuth received a \$489,000 Community Development Block Grant made available through the Michigan Economic Development Corporation. The grant will help facilitate the redevelopment and expansion of the Zehnder's Bavarian Haus Motel. The project is expected to create 50 new jobs and spur nearly \$14 million in private investment.

The city will use the funding to extend and upgrade the water lines and waste water treatment facilities for redevelopment of the Bavarian Haus Motel into the Zehnder's Splash Village Hotel & Water Park. The new family entertainment and lodging facility will include 63 hotel suites, an arcade, restaurant, gift shop and a 30,000 sq. ft. indoor water park. The city of Frankenmuth will contribute \$75,000 to the project.

SFI assisted the Frankenmuth community and Zehnder's with the grant application process that benefited the new project and will help support future development of commercial properties in Frankenmuth.



IMCO Aleris Doubles Production

Company: IMCO Aleris Recycling

Opportunity: IMCO Aleris Recycling will invest \$8.2 million and more than double its production as a result of a new seven-year contract with GM - Saginaw Metal Casting Operations (GM-SMCO). IMCO, a molten aluminum recycler, will supply GM-SMCO with aluminum for production of V-8 engine blocks. IMCO Aleris, recently merged with Commonwealth Industries, Inc. to form Aleris International Inc., invested \$3.8 million to expand its existing facility from 45,000 sq. ft. to 80,000 sq. ft. and purchased \$4.4 million in new equipment.



IMCO Aleris Recycling is a provider of recycled aluminum and is located in Buena Vista Charter Township.

"IMCO's facility in Buena Vista Charter Township will include a new molding furnace and environmental controls," said IMCO Saginaw Plant Manager Gary S. Merritt, "IMCO's work force will grow to 46 from 31 by 2006."

SFI and Buena Vista Charter Township assisted the company with tax incentives that benefited the new project. The complex incentive process took place over several months and included community presentations.



2004 Contributors

John E. Green Company
King Communications
Kochville Township DDA
MacDonald Broadcasting Co.
Mahar Tool Supply Co., Inc.
Masud, Patterson, & Schutter P.C.

The Mayan Agency
Means Industries, Inc.
Memtron Technologies
Merrill Lynch
Merrill Village
Merritech
Michigan Sugar Company

Midwest Sales, Inc.
Midwestern Surgical Associates, PC
Mobile Medical Response
Morley Companies, Inc.
National City
Pinnacle Design
Princing & Ewend

Pumford Construction, Inc.
Pyramid FX
Rausch & Associates
R.C. Hendrick & Son, Inc.
The Rehmann Group
Remer Plumbing & Heating
Richland Township

Fast Tek & Morley Industrial Park Benefit from New Road

Company: Fast Tek Group LLC

Opportunity: Fast Tek is benefiting from infrastructure improvements near its facility. The company is located in the Morley Industrial Park in Buena Vista Charter Township and serves U.S. and Canadian manufacturers.



The Fast Tek Group and the Morley Industrial Park are located in Buena Vista Charter Township.

Saginaw Future assisted the company and the Buena Vista community by preparing a grant application. A \$304,000 infrastructure grant was awarded by the Michigan Economic Development Corporation for the reconstruction of West Morley and Morley Drive to all-season roads and to resurface East Morley Drive. A needed turn lane was also installed on a portion of West Morley Drive to accommodate increased truck traffic.

Fast Tek was also assisted with financing from the Saginaw County Revolving Loan Fund, which is administered by SFI. New contracts for Fast Tek have led to significant growth and an expected hiring of 30 new employees. The improved infrastructure will help meet the company's increasing transportation needs. The Fast Tek Group provides sorting, inspection, rework and containment services to automotive manufacturers and suppliers.



Tri-Star's Growth Leads to New Offices

Company: Tri-Star Trust Bank

Opportunity: Tri-Star Trust Bank purchased the former Michigan CardioVascular Institute building located at 1004 N. Michigan Ave. in the city of Saginaw. Tri-Star invested more than \$1 million and was assisted by a loan through the Saginaw County Revolving Loan Fund.



Tri-Star Trust Bank's new location is 1004 N. Michigan Ave. in the city of Saginaw.

Tri-Star Trust Bank has seen substantial development and outgrew its office in Saginaw Township. In response, the firm purchased the former Michigan CardioVascular Institute building in the city of Saginaw. Tri-Star completed renovation of the building, purchased new office furniture and fixtures and has officially moved in. Total investment for the expansion project exceeded \$1 million and 10 new jobs were created.

"This is an exciting time for Tri-Star," said Larry Preston, president of Tri-Star Trust Bank, "Our firm has seen significant growth in a short amount of time that has led to a new office in the city of Saginaw. We appreciate the support of the Saginaw County Revolving Loan Fund and the city of Saginaw. We expect to continue to expand and succeed at our new location."

The Saginaw County Revolving Loan Fund is administered by SFI. The new location is also located in a virtually tax-free Renaissance Zone. The firm is a subsidiary of Tri-Star Holding Company that provides integrated wealth management for individuals, company retirement plans, trust services and investments for charitable organizations.



2004 Contributors

Rifkin Scrap Iron & Metal Co.
City of Saginaw
County of Saginaw
Saginaw Bay Underwriters
Sag. Labor Management Cooperation
Committee - IBEW Local 557

Saginaw Medical Federal Credit Union
The Saginaw News
Saginaw Charter Township
Saint Mary's
Sargent Sand Co.
/ Saginaw Rock Products
SBC

Schaefer Technologies, Inc.
Scientific Brake & Equipment
Severance Tool Industries
Sheet Metal Workers International
Association - Local Union No. 7
Shinners & Cook, P.C.
Solutions Plus/Servcom Maintenance

S.P.A.C.E., Inc.
Spaulding Township
Spence Brothers Construction
Spicer Group
SSP Associates, Inc.
St. Charles Village
Standard Federal Bank



"Miles Petroleum appreciates being recognized for our hard work. We serve a wide range of Mid-Michigan customers but at the same time we're committed to Saginaw County. Miles Petroleum appreciates the assistance we received locally and from the state."

Barry Marlow, president, Miles Petroleum Inc.

Miles Petroleum Invests in Merrill

Company: Miles Petroleum Inc.



Miles Petroleum Inc. is located in the village of Merrill.

Opportunity: Miles Petroleum Inc. plans to develop new corporate offices and support facilities in the village of Merrill, investing \$1.155 million. SFI assisted the company with its Brownfield Single Business Tax credit application.

Miles Petroleum, a distributor of petroleum and propane products, will undertake a \$1.155 million redevelopment project that includes the demolition of an existing grain elevator in Merrill. The remaining structures will be renovated for use as new corporate offices, warehouse, garage and enclosed truck storage. The redevelopment project will create seven new jobs and work began in late summer. When the village of Merrill water system is completed in 2006, the company also plans to open a new car wash.

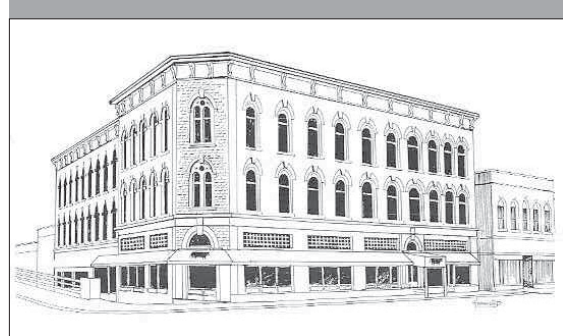
Miles Petroleum, founded in 1996, concentrates on bulk deliveries to airports, schools, government units, construction companies and local businesses, including numerous farming operations in the area.



Patience Pays Off for Old Saginaw City

Company: Jake's Old City Grill

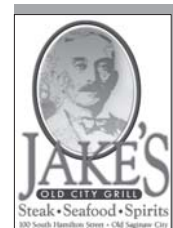
Opportunity: Progeny Properties LLC is renovating the former Carter Building on S. Hamilton Street, and converting it into a restaurant called Jake's Old City Grill. The "casual upscale" steakhouse and martini bar will be located just south of the Court Street bridge.



The future site of Jake's Old City Grill on S. Hamilton Street in Old Saginaw City.

"We're definitely excited about bringing a different type of restaurant to Old Saginaw City," said Paul Barrera, owner of Jake's Old City Grill. "It may have taken a little longer than we liked, but we're moving full speed ahead now." Progeny originally proposed the project in 2001, but had challenges due to the age of the structure. However, through patience and hard work, Progeny was able to address the structural issues and secure a \$670,000 investment to get the project moving forward. The state of Michigan was able to assist in the project's development through Core Communities grant funds. SFI assisted in securing the \$90,000 grant.

In 2001, the city of Saginaw, Saginaw Downtown Development Authority and SFI worked together to secure virtually tax-free Renaissance Zone designation for the entire block that the former Carter Building sits on. The incentive helped encourage investment in the building and is expected to draw further development in the area. Jake's Old City Grill is expected to create 35 jobs with 15 being full-time and is slated to open in Spring 2005. Future plans call for market-rate condominiums in the building's upper levels.



2004 Contributors

Star of the West Milling
Stevens Worldwide Van Lines
TBF Graphics/Digital
TCF Bank
Team One Credit Union

Thiel Electric
Thomas Township
Tittabawassee Township
Trillium Staffing Solutions
United Financial Credit Union
Wanigas Federal Credit Union

Wilcox
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.
Yeo & Yeo, P.C., C.P.A.
Zatkoff Seals & Packings
City of Zilwaukee



"How to Become a Government Contractor" seminar held at the Saginaw Commerce Tower.

Procurement and Export Assistance

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

During 2004, Saginaw County businesses received a total of 256 government contracts with a total value over \$3.8 million. The Saginaw Future's PEAO helps local businesses obtain federal, state and local government contracts. Consultation on exporting products and/or services internationally is also provided.

The PEAO continues to focus on educating businesses on the importance of being competitive in an open market by sponsoring seminars and providing technical assistance. Saginaw Future's PEAO sponsored and co-sponsored a total of twelve seminars that were designed to assist local companies grow by expanding their 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 PEAO will offer similar seminars in 2005.

Local Companies Bid On Government Contracts

The following are two unique 2004 examples of local companies that Saginaw Future's Procurement and Export Assistance Office worked with to develop government contract and export opportunities.



American Ballistics LLC, headquartered in Freeland, is currently providing American troops in Iraq with ballistic armor after successful contract negotiations with the federal government. The company provides armor for personnel, vehicles and structures. The advanced ballistic armor is in the form of portable, lightweight panels that can be easily assembled and locked into place.



Duperon Corporation, headquartered in the Saginaw Commerce Tower in Downtown Saginaw, placed its first international bid for work in Iraq. With this bid, Duperon positioned itself as a supplier to one of the world's largest international construction companies contracted to the U.S. Department of Defense as part of the Iraqi reconstruction effort. "The Saginaw Future team has provided us with invaluable assistance in preparing the Iraq bid and in working out the details of exporting our equipment," said Ursula Rozanski, Duperon's director of marketing.

- 1st State Bank
- A.C. Klopff Inc.
- AKT Peerless Environmental Services
- Aife Heat Treating, Inc.
- Allied Office Interiors
- Alloy Construction Services, Inc.
- Apple Mountain
- B & K Corporation
- Bank One
- Bavarian Inn Restaurant & Lodge
- Bierlein Companies, Inc.
- Brandie-Marford Associates
- Braun, Kendrick, Finkbeiner PLC
- Bridgport Charter Township ODA
- 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-Schneible Co.
- CMW Real Estate, Inc.
- Community State Bank
- Consumers Energy
- Corvus Modular Interests, LLC
- Covenant HealthCare
- JoAnn Cray
- DeGreat Keenan Commercial
- Deister Funeral Home
- Delphi Corporation
- Deribas 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

Funding Saginaw's Future Contributors To Date

- City of Frankenmuth
- Frankenmuth Mutual Insurance Co.
- Future Insurance Agency
- Garbar Management Group
- Gardner, Provenzano & Sebauman, P.C.
- Gilbert, Smith & Borrello, P.C.
- Glastender, Inc.
- GM Powertrain - SMCO
- John E. Green
- Hall C Associates
- Hausbeck Pickle Co.
- HealthPlus of Michigan
- Hemlock Semiconductor Corporation
- R.E. Hendrick & Son, Inc.
- Hi-Tech Optical, Inc.
- Hi-Tech Tool Treating, Inc.
- Horizons Conference Center
- Hoyt Nursing & Rehab Centre
- IBEW Local Union #567
- IMCO Alaris 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 ODA
- L and B Transportation Group
- MacDonald Broadcasting Co.
- Mahar Tool Supply Co., Inc.
- Majestic Van
- Masod, Patterson, & Schuttler, P.C.
- The Mayan Agency
- Means Industries, Inc.
- Memtron Technologies
- Village of Merrill
- Merrill Fabricators, Inc.
- Merrill Tool & Machine, Inc.
- Merrittch, Inc.
- Metropolis / The Saginaw Banner

- Michigan CardioVascular Institute
- Michigan Production Machining, Inc.
- Michigan Property Consultants LLC
- Michigan Sugar Company
- 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
- Phass Liner of Michigan, Inc.
- Pinnacle Design
- Frank M. Polasky, PLC
- Prining & Ewend
- Pumphord Construction, Inc.
- Ramada Inn & Suites
- Rohmann 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 Books & 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, Looby & Baumgarten, PC
- Wigen, Tinkneil, Meyer & Assoc., Inc.
- Wilcox
- Wirt Financial Services, Inc.
- WNEM TV - 5
- Wolquest Corporation
- Wolohan Lumber Co.
- Wright-X Technology, Inc.
- Yoo & Yoo, PC CPA
- Zalkoff Soles & Packings
- Zehnder's of Frankenmuth
- Zellinger Wool, Co.
- City of Zhilwaukee TIFA

- ### Specific Project Commitments
- Citizens Bank Trust
 - Michigan Economic Development Corporation
 - SBC Foundation
 - Saginaw Community Foundation
 - Saginaw County Revolving Loan Fund
 - Robert E. Stark & Martin H. Stark Foundation
 - Harvey Randall Wickes Foundation
 - Wiekson - Link Memorial Foundation

Funding Saginaw's Future

Michigan has ranked first in the nation for the most new investments and expansion projects five of the past seven years, finishing second the past two years. Many of the jobs created have diversified and strengthened our local economy. This has not happened by chance. Forward-thinking communities plan and invest in its future, implement new economic initiatives and support existing programs.

Saginaw Future and the Saginaw County Chamber of Commerce have joined forces to fund the initiatives of SFI and Vision 2020. Through the support of contributors to date on the left and others to come, the resulting initiatives will help ensure Saginaw's economic vitality.



“Saginaw Future, the city of Saginaw and the state of Michigan laid the foundation for this project when the entire block was designated a Renaissance Zone. The state also assisted with a Core Communities grant. This team effort approach helped the project move forward and we expect to open Jake’s Old City Grill this spring.” *Paul Barrera, owner, Jake’s Old City Grill*



2004 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 met with over 130 companies in 2004. From manufacturers like Delphi to Saint Mary’s in Saginaw County’s expanding medical field, SFI is available to assist companies of various size and type. Saginaw Future and the MEDC work together to develop solutions and reduce the barriers to growth.

2004 Worker Training Grants

Company	Grant \$ Awarded	Workers Trained
Delphi Steering	\$100,000	120
Euclid Industries	\$9,000	18
Merritech, Inc.	\$15,200	32
Saint Mary’s Medical Center	\$10,200	100
Totals:	\$134,400	270

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

Marketing and Commitment to the Saginaw Community

■ **Marketing:** Throughout the year, SFI markets Saginaw County at 16 various events. They range from industry tradeshows to state coordinated site consultant seminars and call campaigns. The purpose of these events is to increase the image and awareness of Saginaw County and attract new investment to the area. As follow up to these events, SFI provides site consultants and corporate executives with packages to visit and learn more about the opportunities in Saginaw.

■ **Promotion:** SFI runs more than 15 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, SFI produces a number of publications to help market Saginaw County.

■ **Image Campaign:** In cooperation with the Saginaw County Chamber of Commerce and other community organizations, SFI participates in a countywide image campaign through its active involvement with Saginaw County Vision 2020. A new Web site, www.thesaginawvalley.com, essentially a directory for information on The Saginaw Valley, will be launched in Spring 2005.

■ **Saginaw County Vision 2020 Entrepreneur and Small Business Alliance:** Saginaw Future assisted with the development and marketing of a new Web site. The Saginaw Small Business Information Network, www.ssb.in.org, is a one-stop small business development Web site for the Saginaw Valley. SFI also assisted with marketing a recent Small Business Alliance seminar.

■ **Saginaw Riverfront Development Commission:** Saginaw Future is represented on the commission and assisted in marketing efforts to promote new Ojibway Island docks, west side docks and linear park. SFI works closely with the city of Saginaw to redevelop the Saginaw Riverfront.

■ **Vision Tri-County:** SFI has been working with a regional group of economic and civic leaders from Saginaw, Bay and Midland Counties in order to identify and initiate regional projects that will benefit all of Mid-Michigan. Our changing national economy has become more regionally-driven and is the group’s driving force.

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





"This is a large expansion for Hemlock Semiconductor that will impact the entire region. The project required a great deal of groundwork that was successful due to the cooperative efforts of Thomas Township, city of Saginaw and the state of Michigan. Saginaw Future played a key role in facilitating negotiations and assisting with the incentive process."

Greg Skufca, site manager, Hemlock Semiconductor Corporation

In 2004, SFI helped 26 companies expand and invest nearly \$170 million in Saginaw County!



SBC AWARDS SAGINAW FUTURE A HIGH-TECH GRANT



NEW MACHINERY FOR FRANKENMUTH'S ZEILINGER WOOL CO.



GOVERNOR GRANHOLM APPLAUDS SAGINAW'S DEVELOPMENT EFFORTS & ITS FUTURE THROUGH VISION 2020



NEW SAGINAW RIVERFRONT DOCKS & LINEAR PARK



MMR EXPANDS PARAMEDIC SERVICES IN CHESANING

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