



Business & Beyond

A Quarterly Publication of Saginaw Future Inc. Winter 2002-2003

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Saginaw Metal Casting Operations Awarded Precision Sand Project

Saginaw Metal Casting Operations (SMCO), a division of General Motors Powertrain (GMPT), has been awarded the precision sand project to produce engine block castings for GM's next generation of aluminum V-8 engines. The company plans to invest approximately \$80 million to renovate a portion of the facility to install precision sand technology, retaining jobs for 191 employees who currently work at the plant.

The new engine will power future trucks, passenger cars and sport utility vehicles. Research, development and the installation of related equipment are scheduled



to begin before the end of 2002, with the new engines planned for the second half of 2006.

Rick Sutton, plant manager of Saginaw Metal Casting Operations, points out that, "It's important to recognize the strong teamwork that

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Lansing Mayor Speaks on Keys to City's Rebirth

Lansing Mayor David C. Hollister spoke on the benefits of how a united community retained and attracted a \$600 million investment in a 100 year-old General Motors plant in Lansing. Combined with other business development, Lansing has seen a \$2 billion investment in the city.

"The Lansing region is the only place in the world where an automaker is building two plants," said Hollister.

At a luncheon, co-sponsored by Saginaw Future Inc., Tri-County Economics Club and the Saginaw Valley Manufacturing Association,

Hollister laid out Lansing's strategic plan to retain GM and has since developed into new investment. GM has recently announced an \$80 million investment in Saginaw, which Hollister calls a good start.

Hollister, a former State House Representative, is serving his third term as mayor of Lansing after a



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Opportunities For Service Disabled Veteran-Owned Small Businesses

The "Service-Disabled Veterans' Small Business Federal Procurement Preference Act of 2002" has been introduced. This act would give service disabled veterans and "other handicapped individuals" who own small businesses presumptive status as "socioeconomically disadvantaged" under the SBA's 8(a) program, which gives preference in certain fed contract awards. Read the bill at <http://thomas.loc.gov> Enter bill #: H.R. 5583. Another bill, likely to be introduced in 2003, would authorize certain contracts to be set-aside for small businesses owned by service disabled vets without regard to 8(a) eligibility. Call Pam Corcini (Weds. only) at 202-225-9756 for more info.

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Executive Vice President

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Vice President

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& Exporting*

Stephanie Bauer
Accountant

Greg LaMarr
Marketing Coordinator

Lisa Dobbins
Administrative Assistant

Temple Theatre - New Ownership & Renovation Plan



The 75 year old Temple Theatre, once a showcase entertainment venue for the region and an integral part of downtown Saginaw has gone through a tough transitional period.

After closing its doors as a traditional theatre decades ago, recent attempts to revitalize the facility have been unsuccessful until now.

SSP Associates has purchased the historic theatre and a plan to renovate and rejuvenate the facility is already in place. SSP has had outstanding success in site development including the ongoing construction of the new medical

campus on South Washington Avenue.

SSP plans to repair and restore the Temple as a quality performing arts venue in phases over two years with an estimated investment total of \$1,350,000.

The Central Business District Renaissance Zone was expanded to include the Temple. In offering her support for the project, Mayor Wilmer Jones-Ham referred to it as, "Fox Theatre North." SSP plans to restore the facility so that it again becomes a quality film and performing arts venue for all of Mid-Michigan.

Saginaw Metal Casting Operations Awarded Precision Sand Project

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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 the global competitive challenges that we face. Our outstanding workforce at SMCO made it possible for us to achieve our objectives in cost and quality. Through the spirit of cooperation with our unions, we have been able to put competitive work agreements in place. When you put all these factors together, you have a winning combination, and that is what made it possible for us to be awarded the precision sand project."

Precision sand involves a resin-

bonded sand that forms a mold, which shapes the contours of the product to be produced. The sand is cured into a solid exterior mold. Molten metal is then poured into the mold. This process allows the use of cast-in-place iron liners, pressurized aluminum filling and produces a high degree of dimensional accuracy. About 2,400 hourly and salaried employees work at the 1.87 million square foot facility.

Ron Brogan, president of UAW Local 668, adds, "This is a step into the future. In today's world with all the new technology, we must be ready to meet the challenges that lay before us. This announcement means our members are committed to keeping General Motors a world-class automaker."

Workforce Resource Team... A New Employer Resource

No business is immune to the ups and downs of building a quality workforce. To support the immediate and long-term recruitment, training and retention needs of current and future employers in the Saginaw Valley, Saginaw Future Inc. has teamed up with Michigan Works!, the Saginaw County Business & Education Partnership, Saginaw County Vision 2020 and local training providers to form the Workforce Resource Team.

The Workforce Resource Team is focusing on the manufacturing, medical and high tech industry sector businesses.

The team will be hosting semiannual forums with human resource professionals from each of the targeted industry sectors to gather data about their current and future workforce needs. The information will then be used to ensure the appropriate training and support services are available to help meet the employers' labor market needs.

In addition, because of this collaboration employers will have easy access to current training opportunities by logging on to any one of the following websites.



They include:

- www.saginawfuture.com
- www.michiganworks.com
- www.scv2020.org

Training providers listed at the sites have met approved criteria and are responsible for updating and ensuring that the information provided is accurate and timely.

Upon request, members from the team will also meet with individual companies to discuss their workforce needs. Members are armed with ideas on how to save time and money in the recruitment and training of employees.

If you would like to meet with representatives from the Workforce Resource Team call Steve Jonas at Saginaw Future Inc. at (989) 754-8222 or e-mail sjonas@saginawfuture.com

SFI Appoints Two New Staff

Stephanie Bauer has been added to the Saginaw Future Inc. staff. Bauer will serve as the SFI accountant.

She was previously employed with a public accounting firm in Bay City, serving as an accountant for more than three years.

In addition to Bauer's duties at SFI, she oversees the financial/accounting aspects of a physician's office in Bay City.

She graduated Cum Laude from Northwood University with a BBA in accounting and management. Bauer also was a member of the Honorary Accounting Society.

Saginaw Future Inc. has also added Greg LaMarr to its staff. LaMarr will serve as the SFI marketing coordinator.

He was previously employed at the Saginaw County Chamber of Commerce, serving as Communications Manager.

LaMarr graduated Summa Cum Laude from Saginaw Valley State University with a Bachelor of Arts degree.

He also is a member of the Saginaw County Vision 2020 Image Alliance, serving on the Image Campaign Task Force and Web Site Development committee.

Contact: Steve Jonas
Saginaw Future Inc.
989-754-8222
sjonas@saginawfuture.com

Speculative Building For Sale or Lease



- Saginaw County, MI ● just off I-75 ● Buena Vista Commerce Center Industrial Park ●
- near General Motors, Delphi, Airport ●



Sale Price

As built - \$1,167,438
Approved P.A. 198,
50% Tax Abatement

Manufacturing Area

39,550 sq. ft.
(175' x 226' x 24')

Site Info

Situated on Lot 16
Adjacent Lot 15
available, 3.57 acres

3.62 acres

M-1 industrial
zoning - light
manufacturing

National Pattern, Inc. *Expanding*



National Pattern, Inc. is a major supplier of automotive prototype and production pattern tooling. Located in the City of Zilwaukee, the five acre facility has 20,000 square feet of offices and production area.

Sales have grown to be between 6.5 and 8 million dollars per year and employment has risen to its present level of 54 people. A good working relationship with Union craftsmen and a team concept of employee relations maintains a highly skilled and reliable work force. Historically, National Pattern has paid out in excess of 30 thousand dollars to employees as part of the profit sharing agreement.

The future looks bright. There will be continued expansion of facilities and personnel. The on-going apprentice training program will supply new highly skilled craftsmen. The wood shop will be expanded. CAD/CAM programming and design will be increased and additional stations purchased. Duplicators have been converted to C.N.C. and new multi-axis machine centers are now installed.

SFI ACTIVITY BRIEFS

Expansion - Peace Lutheran School

Peace Lutheran School is constructing a 60,000 square foot K-8 school building at 3055 Lawndale in Saginaw Township. The school building will include a gym, playground and athletic fields. SFI is assisting Peace Lutheran School with a \$6.6 million Industrial Development Revenue Bond as part of the \$8.1 million project.

Expansion - Tri-Cap

Tri-Cap is a social service agency that provides supervised housing and work experience. Tri-Cap intends to construct a new \$1.3 million facility on the former Nodular Iron parking lot, adjacent to the City of Saginaw's wastewater treatment plant on M-13. SFI provided ombudsmen services with the City of Saginaw and Michigan Department of Environment Quality to mitigate an "emerging wetland issue" on the former parking lot.

Expansion - Saginaw Products Corporation

Saginaw Products Corporation, a materials handling product manufacturer, purchased new equipment of \$130,000. The new equipment will allow the company to expand its services and offer refurbishing of trolley systems. The company received assistance through the City of Saginaw's industrial facilities exemption program.

Attractioning New Investment - Delphi Tower

SFI assisted the City of Saginaw and SSP Associates with a Renaissance Zone application and agreement terms on the transfer of the \$3.9 million facility. SFI is also working with SSP and General Motors on a long-term lease. SSP plans to make interior and exterior renovations along with tenant directed improvements. There is potential for 250 employees to be working in the facility with a current employment of 50.

Saginaw County Feasibility Study Complete

**Deloitte
& Touche
Fantus**

Earlier this year, Saginaw Future Inc. secured for Saginaw County a pilot grant from the Michigan Economic Development Corporation (MEDC) to conduct a Business Park and Super Site Feasibility Study for the entire County. This grant, the first in the state, allowed Saginaw County to hire the highly respected Fantus site selection practice of Deloitte & Touche to complete this project.

The study, completed in November, identified the 10 best sites in Saginaw County for new industrial business parks. Deloitte & Touche also suggested one location in Buena Vista and one location in the City of Saginaw to consider for the development of super sites (large sites appealing to industry). In the consultant's experience, freeway accessibility is a critical site selection factor.

Accordingly, all sites identified by Deloitte & Touche were along I-75 and I-675. This study was funded by a \$72,800 grant from the MEDC with the Saginaw County Revolving Loan Fund providing \$45,200 as local match. If you would like a copy of this study (CD-ROM or paper) or have questions, please contact Steve Black of Saginaw Future Inc. at (989) 754-8222 or e-mail sblack@saginawfuture.com

Saginaw County Receives Link Michigan Grant

A site location factor that is becoming more and more critical today is access to advanced telecommunication services. According to research conducted by the Michigan Economic Development Corporation (MEDC) and the Technology Policy Group, the Tri-City area is underserved by broadband Internet providers when compared to other Michigan communities of similar size and population.

The MEDC, through the statewide "Link Michigan" initiative offered the opportunity for municipalities to apply for Regional Telecommunication Planning Grants and encouraged multi-county grant applications. To that end, Saginaw Future applied for the grant on behalf of Bay, Midland and Saginaw Counties. Saginaw County is the grantee and was recently awarded a \$192,500 telecommunications grant by the MEDC.

The grant has three main objectives. The first objective is to determine current and future stakeholder telecommunication needs; stakeholders being government, business, education, healthcare and residents. A second objective is to determine the level of advanced telecommunication services being offered throughout the county and determine the gap in services. And finally, recommend "last mile" solutions. Last mile solutions determine how to best provide advanced telecommunication services to underserved areas of the county.

This grant is the first of many steps to ensure that, when it comes to advanced telecommunication services, Saginaw County and our region is on a level playing field with the rest of the state, or the country for that matter.

Upcoming Events

SFI 11th Annual Business Meeting

Celebrate Saginaw County's economic development success and honor the businesses and community leaders who have helped our county grow.

**Thursday
February 20, 2003
11:30 am - 1:00 pm
Saginaw Valley
State University
Curtiss Hall
Cost: \$20
Lunch will be served**

*Please RSVP by Monday,
February 3, 2003*

Contact Lisa Dobbins
Phone: 989-754-8222
Fax: 989-754-1715
E-mail:

ldobbins@saginawfuture.com

Link MBS Kickoff Meeting

This meeting will launch the telecommunications planning effort.

**Wednesday
January 29, 2003
Saginaw Valley
State University
Curtiss Hall
8:00 - 9:30 am**

Corporate Watch Calls

Saginaw Future Inc. visited 50 companies through the Corporate & Critical Watch programs between July 1, 2002 and December 16, 2002.

Accurate Carbide
 Alchem Aluminum
 B & P Process Equipment
 Birch Machinery
 Champagne & Marx
 Congressman Dale Kildee
 DDI Engineering
 Delphi
 Delta Corporate Services
 Delta Truss
 Duro-Last Roofing
 Eaton Corporation
 Euclid Industries
 Field Neurosciences
 Institute
 Gallade Technologies
 Glastender
 General Motors Corporation
 Gosen Tool
 Grover Machine
 HE Services
 Industrial Coating
 Johnson Carbide

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Lansing Mayor Speaks on Keys to City's Rebirth

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landslide victory in November 2001. He was able to develop a partnership with business, labor, education, government and neighborhoods, which has spurred this huge economic growth.

Improving Lansing schools was key; Hollister put together a Blue Ribbon Committee that focused on improving test scores, attendance, technology, parental involvement and accountability. He called on volunteers, engaging the whole community. Blue Ribbon Committees were also established to address labor, local government cooperation, regional focus, technical needs, financial analysis and public relations.

"Most importantly, we developed a united community to convince businesses like GM that Lansing was a good community to invest in," said Hollister.

Lansing is continuing to nurture their relationship with GM with their "Keeping GM" initiative, but have also looked to other business development to grow and diversify.

Lansing has built a new downtown regional transportation center, brought minor league baseball to Lansing and

"That demonstrates you can compete internationally," said Lansing Mayor David C. Hollister.



Hollister was speaking on the Saginaw Valley business and civic leaders who pulled together a community team that helped reel in a new \$80 million aluminum V-8 engine line for Saginaw Metal Casting Operations.

struck a partnership with the State of Michigan that includes new governmental buildings.

Regional partnerships have been created with Alaledon Township to enable Jackson National Life world headquarters to be located in Lansing and with Meridian Township to build a new golf course and upscale housing development.

Potential Opportunities for Printing Companies

The Government Printing Office would have to compete with companies for federal agencies' printing jobs, under a proposed rule. The Office of Management and Budget Director Mitch Daniels launched the push to change procurement rules for printing in May.

If enacted, the rule would end a century-old requirement that federal agencies use the printing office for most of their printing work. Proponents say the change will inject competition into the office, while opponents say the change will cost the government millions of dollars a

year in centralized efficiency.

Under the rule change, agencies would be required to announce printing jobs worth more than \$2,500 on FedBizOpps.gov, the government wide procurement announcement Web site. The General Services Administration may also set up a so-called multiple-award schedule through which agencies could purchase printing services.

Under the rule, the printing office would have to show that it could offer better quality, timeliness and the right price to agencies than they could get contracting out directly.

STRONG ROOTS...STRONG FUTURE

Saginaw County Vision 2020 has formed an Image Alliance bringing organizations like Saginaw Future, Saginaw County Chamber, Convention and Visitors Bureau, Crime Prevention Council and private and public sector organizations together to improve our community's image.

An Image Campaign Task Force was created to develop a logo, theme and Image Campaign.

Four phases of the Image Campaign have been developed to improve Saginaw County's image for the short and long-term.

Phase 1 Strategic Planning - An Image survey was conducted with the results directed toward improving our community's self-image, uniting our community with pride, improving how others from outside our community view *The Saginaw Valley*, and reinvestment and economic development.

Phase 2 Image Campaign Development - Development of a new identity that focuses on the future while building on the past. A new logo and message - *The Saginaw Valley* STRONG ROOTS...STRONG FUTURE was created. Campaign tools were also created, which include television, radio, billboard and print messages. Advertisements with a portion of the message available for purchase by Campaign Partners have been developed.

The Saginaw Valley brochure, merchandise, Web portal, which funnels Internet users who are searching for Saginaw Valley information to one site that will connect the user to appropriate site(s), have also been created.



STRONG ROOTS...STRONG FUTURE

Phase 3 Launching the Image Campaign - The Image Campaign was officially kicked off at the Chamber's December Percolator Breakfast. Key Campaign Partners have already been established, but the Task Force is working towards securing additional Campaign Partners. While the Campaign has short-term goals, a long-range strategy has been created for the continuous development of *The Saginaw Valley's* image for the long-term future.

Phase 4 Expanding the Image Campaign - An important component of the Image Campaign strategic plan is evaluation of progress. In order to meet short and long-term goals, it is vital to be able to adapt to what is necessary and focus on what is working. Phase 4 will spread *The Saginaw Valley* message to the region, state, country and the world!

For more information on becoming a Campaign Partner, purchasing *The Saginaw Valley* merchandise and/or *The Saginaw Valley* Image Campaign, please contact Veronica Horn at the Saginaw County Chamber of Commerce. Call 989-752-7161, fax 989-752-9055, e-mail veronica@saginawchamber.org

Corporate Watch

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LB Transportation
 Morley Companies
 Ortho Design
 Physician Solutions
 RC Engineering
 Rico Tool
 Saberline Transportation
 Saginaw Art Museum
 Saginaw Cooperative
 Hospitals
 Saginaw Valley
 State University
 Saint Mary's
 Sargent Dock &
 Terminal Inc.
 Shear Tool
 Siler Precision
 Spectrum Distributing
 Spicer Group
 SpringHill Suites
 SSP Associates
 Standard Electric
 Stoney Crest Regrind
 SVRC
 Team Tech Motorsports
 Thomson Saginaw
 Tri-City Office Machines
 U.S. Graphite
 Wolgast Corporation
 Wright-K Technology, Inc.
 XO Communications



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40,000 sf
 just off I-75 in
 Buena Vista Commerce Centre Industrial
 Park

Tremendous Location!
Exceptional Price!

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Business & Beyond

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NOTE: We use multiple lists to mail **Business & Beyond**, and it is not always possible to cross-check these lists. As a result, you may receive a duplicate of this publication. Please pass it on to an interested associate.

SFI 2002 Performance Report

	2002 Goal	First Quarter	Second Quarter	Third Quarter	YTD Total
Business Expansions	20	7	5	3	15
Businesses Attracted	6	3	0	2	5
Jobs Created	475	161	56	11	228
Jobs Retained/Retrained	NGE	2,505	114	42	2,661
# of Gov't Contracts	170	41	47	63	151
Value of Gov't Contracts	\$10 M	\$1.01 M	\$1.56 M	\$2.7 M	\$5.27 M
Value of New Investment	NGE	\$30.566 M	\$12.199 M	\$10.78 M	\$53.545 M