



Business & Beyond

301 E. Genesee - 3rd Floor
Saginaw, MI 48607

Fall 2003
www.saginawfuture.com

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**Denotes Executive Committee*

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Cinderella - Brownfield Success

Cinderella Inc., a distributor of pool and spa supplies, is currently preparing the former CSX site between Remington and Atwater in the City of Saginaw. Cinderella will be breaking ground on its first building of an expansion project.

The first building will be a 25,500 sq. ft. warehouse. Additional structures and office space are anticipated to follow along with renovations of existing structures.

The multi-million dollar investment, which includes renovations, new construction and equipment, will result in a total of 150,000 sq. ft. of warehouse and office space.



Preparation of Cinderella's new warehouse began in early September.

"Cinderella's ultimate goal is to consolidate a growing distribution and production facility at the combined location," said Gerald Kurtz, president of Cinderella Inc.

Cinderella currently operates a 62,000 sq. ft. facility on S. Jefferson

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Dow Corning Invests in Mid-Michigan

Dow Corning will be locating a new venture involving silicon carbide in Mid-Michigan. Dow Corning acquired companies in Connecticut, Florida and California that are developing next generation lighting through the use of silicon carbide.

The Michigan Economic Development Corporation (MEDC), along with Saginaw Future Inc., put together an attractive proposal to bring 35 jobs at an average salary of \$80,000 a year to the region.

Eight of the jobs require PhD level personnel and Dow Corning projects a 10% employee growth with projected sales growth

reaching between \$3 million to \$50 million.

Site packages from Connecticut and New York were the early front-runners before the submission of the Mid-Michigan proposal.

Dow Corning's strong presence in Saginaw, Bay and Midland counties was a major factor in its

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New Virtual Property Tours



Former Builder's Square on 3175 Westbay, 109,800 sq. ft.

In 2002, Saginaw Future received a high-tech Excelerator grant from SBC to produce 360 degree Virtual Property Tours. The property tours allow Internet computer users to virtually explore the interior of buildings for sale or lease.

This cutting edge promotional tool allows Saginaw Future to market available Saginaw County buildings that would be suitable for advanced manufacturing, high-tech companies, and medical and business services worldwide.

The property tours are posted on the Internet and available 24 hours a day - seven days a week.

Recent property tours include: Eaton Corporation Foundry on 1000 Ezra Rust, Former Builder's Square on 3175 Westbay, Former Jacobson's Building on 400 Federal, and Michigan CardioVascular Building - third floor on 1015 S. Washington Ave.

For Saginaw Future Virtual Property Tours go to www.saginawfuture.com

New Building for Citizens Bank

Citizens Bank has announced the construction of a new branch operation at the corner of Atwater St. and S. Washington Ave. The bank will be on the first floor of a new office building adjacent to the recently completed Michigan CardioVascular Institute.

The facility size is estimated at 33,743 sq. ft. and will include the bank with additional professional office space. Construction of the new multi-million dollar building on S. Washington Ave. is targeted to begin in 2004.

The Michigan Economic Development Corporation has awarded \$115,000 from the former Core Communities Fund program for the project. The City of Saginaw is now able to access the funds due to the successful agreement between Citizens Bank and SSP Associates Inc., the developer.

Saginaw Future Inc. assisted Citizens Bank and SSP Associates in the development of the project by securing the Core Communities grant and coordinating the project's development.



Cinderella

(Continued from page 1)

in the City of Saginaw. Cinderella's new site abuts their S. Jefferson property and will be combined with the present facility.

Saginaw Future and the City of Saginaw began working with Cinderella more than 18 months ago. In order to develop the vacant site, environmental and geo-technical issues needed to be addressed before development began.

"It's important to recognize the patience and commitment that Cinderella brought to this project," said Steve Black, vice president of Saginaw Future Inc.

Saginaw Future facilitated the property negotiations with CSX and assisted in the packaging of brownfield incentives, which included tax increment financing. A Brownfield SBT credit application will also be submitted on behalf of Cinderella.

Currently Cinderella employs 32 full time employees and 20 seasonal workers in Saginaw. Cinderella Inc. also operates a branch location near Grand Rapids.

Dow Corning

(Continued from page 1)

decision to locate the new facility in Williams Township in Bay County. The project is expected to result in an initial \$21 million investment.

"It was refreshing to work with an organization that recognized the importance of locating this facility in Mid-Michigan. Saginaw Future lobbied for the project to be located in Saginaw County, but the Bay County location was simply a better fit for us," said Robert M. Johns, global director for Dow Corning Compound Semiconductor Solutions.

"Even after the Saginaw County site was not selected, Saginaw Future continued to assist us in securing a competitive incentive package."

Silicon carbide technology is at the late research and development stage and into early phase manufacturing.

Military uses for the product are spurring development, however solid state lighting used in automotive and commercial display applications are also beginning to emerge.

Granholm Praises Saginaw Manufacturing

Governor Jennifer M. Granholm brought her "manufacturing matters" message to Delphi Saginaw Steering Systems recently. In an open panel discussion with Delphi employees, Granholm outlined her Manufacturing Matters initiative. She also praised the company, workforce, and local and state officials for their collaborative efforts in securing Delphi's continued commitment to Saginaw.

During the past three years, Michigan has lost more than 170,000 manufacturing jobs, following a national trend. The manufacturing industry employs approximately one out of every five workers in Michigan.

"Keeping manufacturing strong in Michigan requires strong leadership and collaboration," Granholm said. "Open discussion is essential to continue the example of success that Delphi Steering Systems has achieved. The manufacturing workforce plays a critical role in the industry's future."

The meeting was one of many planned discussions leading to a Manufacturing Matters summit the Governor will convene with business, labor, and economic leaders later this year. Granholm outlined her manufacturing initiative and opened the floor to general discussion. A four-member panel that included Delphi, Michigan Economic Development Corporation, United Auto Workers and Saginaw Future, joined the Governor to address questions on their organizations' role in the ongoing success of Delphi Saginaw.



Governor Jennifer M. Granholm spoke at Delphi Saginaw.

International Quality Control Expanding

International Quality Control (IQC) is a relatively new company, which began operations in 2001. Its initial success has led to a recent expansion. IQC is continuing to expand and is in the process of



IQC's proposed expansion on E. Holland Ave. in Saginaw.

purchasing a building that is adjacent to its existing operations on E. Holland Ave. in the City of Saginaw.

IQC, a minority owned company, offers several key services for automotive suppliers, such as technical representation, light assembly, sorting, reworking and warehousing. The company works with tier I and II automotive companies to sort and inspect parts for quality assurance.

IQC currently employs 31 people and expects to hire an additional 12 employees due to new business

opportunities. Saginaw Future assisted the company by facilitating meetings with the Saginaw Economic Development Corporation and a local bank to work on a financing package.

The package also includes funds from the Saginaw County Revolving Loan Fund that is administered by Saginaw Future.

International Quality Control expects an investment of approximately \$500,000 including the purchase of the building and renovations.

SFI Plans Move to Saginaw Tower



Saginaw Tower on 515 N. Washington Ave.

Saginaw Future Inc. will be moving to the Saginaw Tower on 515 N. Washington Ave., across from the Saginaw County Event Center.

Saginaw Future plans to relocate in December 2003 and be operational by January 2, 2004. Saginaw Future's phone number, fax number, staff e-mail addresses and Web site will remain the same.

Saginaw Future's mailing address will change to: 515 N. Washington Ave., Third Floor, Saginaw, MI 48607.

The Saginaw County Convention & Visitors Bureau will be also moving to the Saginaw Tower and will be sharing the third floor with Saginaw Future.

The close proximity of the organizations will provide numerous advantages. Plans call for combining expenses, such as copiers and printers. The central location will also be more user friendly for the public and will provide opportunities for combined community projects.

For more information on available office space at the Saginaw Tower, go to www.saginawfuture.com for a Virtual Property Tour.

DIVERSIFY with Federal Contracts

Saginaw Future Inc.'s Procurement and Export Office in conjunction with U.S. Congressman Dale E. Kildee will be sponsoring a "Contracting with the Federal Government" conference.

During this conference, businesses will receive detailed information on how to participate in the federal government procurement process. Participants will also have the opportunity to meet with government contractors who are looking to draw on the expertise provided by Michigan industry.

DIVERSIFY Contracting with the Federal Government

- Friday, November 14, 2003
- 8:00 a.m. - 3:00 p.m.
- Mott Community College
RTC/M-TEC Center
1401 E. Court St.
Flint, MI 48503

There is something for every business regardless if you are new to government contracting or have previous experience. Businesses will have the option to choose from the following courses that benefit their company the most.

Intro to Procurement
What you need to know to become a government
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SFI ACTIVITY BRIEFS

Community Betterment - Saginaw Riverfront Groundbreaking

The City of Saginaw and the Saginaw Riverfront Development Commission broke ground for new boats docks along Ojibway Island's riverbank, west side boat docks and a new west side linear park. The Riverfront Development Commission also has kicked off its Riverfront Wish Book initiative that is designed to supplement the riverfront construction by adding additional features, such as lighting, benches and bike racks. Businesses, civic organizations, service clubs and individuals are encouraged to sponsor a specific project along the Saginaw Riverfront. For a copy of the Riverfront Wish Book, a catalog of available items to sponsor, please contact Tim Dempsey, Saginaw DDA Director at 989-759-1237 or e-mail tdempsey@saginaw-mi.com SFI is assisting with marketing efforts.



Saginaw Mayor Wilmer Jones-Ham

Revolving Loan Fund - Saginaw Economic Development Corporation Investment

The Saginaw County Revolving Loan Fund granted the Saginaw Economic Development Corporation (SEDC) a \$30,000 loan for its Small Business Administration Micro Loan Program. The funds will be used for a loan loss reserve account needed to acquire \$200,000 of federal funds that will be then lent out to qualifying small businesses. These businesses are typically service, retail or home-based. Fifty one percent of the jobs created through this program are targeted to benefit low to moderate income people. The SEDC's first \$200,000 Micro Loan program resulted in 39 jobs. The SEDC is a private, non-profit organization formed to generate jobs and tax base through industrial and commercial development within the City of Saginaw. SFI administers the Saginaw County Revolving Loan Fund.



Saginaw County Treasurer Marv Hare presents Leslie Weaver, commercial loan officer for the Saginaw Economic Development Corporation, with a check.

Incumbent Worker Grants - provided by Michigan Works!

Company	Grant \$ Awarded	Workers Trained
Unique Instruments Inc.	\$24,200	35
Danti Tool & Die Inc.	\$20,265	24
Danaher Linear Motion	\$19,342	15
Wright-K Technology, Inc.	\$12,000	30
Saginaw Control & Engineering Inc.	\$7,000	8
Totals:	\$82,807	112

Link MBS Reports on Study Findings

The Link MBS Task Force held a final conference at Saginaw Valley State University on October 9th to release the tri-county portion of the "Link Michigan" study. The study and conference focused on Internet and broadband availability in the Midland, Bay and Saginaw County region (MBS).

The Link MBS study, spearheaded by Saginaw Future, is part of a statewide effort to inventory broadband capability, marketplace demand and develop strategies to best position the tri-county region for economic growth in today's economy.

The study, conducted by the Lansing-based technology and consulting firm, Control Room Technologies (CRT), found that:

1. Broadband availability in the region is one of the highest in the nation.
 - 86% of MBS residents have high-speed Internet connections available in their home
 - 40% of MBS residential Internet users have a high-speed connection to the Internet – this is 30% higher than the national average
 - 60% of MBS residents use the Internet on a daily basis
2. Businesses in the region are Internet savvy
 - 83% use the Internet for e-mail on a daily basis
 - 81% of business respondents have a Web site
 - 65% of businesses use some form of high-speed Internet connection
 - Over 50% of businesses with an Internet connection have all of their computers connected

Recommendations on how the tri-county region can leverage its Internet infrastructure and knowledge base to gain competitive advantages were the focus of discussion. The entire tri-county broadband study can be accessed at www.linkmbs.org



New wireless Internet technology.

Shippers Expands in Saginaw

Captiva Holdings has purchased the former Nagel Paper and Box building on E. Holland in the City of Saginaw. The building will be the new home to Shippers Products Inc.

Shippers is a supplier of packing materials, such as tape, strapping and foam peanuts. Shippers, which began business in 1986, also supplies packaging equipment, such as stretch wrappers, cushioning systems and product marking equipment.

"Shippers has almost doubled in size in two years," said Dave Nielsen,

owner of Shippers Products Inc., "We're very excited about the potential for expansion in the new building."

Shippers is investing approximately \$100,000 to reconfigure the building. Shippers currently has four employees and expects to eventually create two new jobs. Saginaw Future is assisting the company with marketing activities.



...Federal Contracts

(continued from page 4)

contractor, such as where to start, how to get help, where to find opportunities, how to propose, what to do if you win, how to deliver, and how to get paid.

Panel of Prime Contractors/Agencies

Interact with prime government contractors and find out what makes a successful sub-contractor. Also hear from federal agencies regarding opportunities here in Michigan.

Sell Using the GSA

Learn everything you need to know about becoming a GSA contractor and selling your product to the federal government through the federal supply schedule.

Advanced Procurement Techniques

How to increase the business volume with the government, marketing government buyers, expanding the customer list, getting repeat business, and finding opportunities to team with others.

If you are interested in attending, please contact:

Delena Spates - Allen
Saginaw Future Inc.
Manager Procurement & Exporting
989-754-8222 or e-mail
dsallen@saginawfuture.com

Corporate Watch Calls

Saginaw Future Inc. staff members visited 39 companies through the Corporate Watch program between July 1, 2003 and September 30, 2003.

Chesaning Manufacturing Co.
 Covenant HealthCare
 Delphi (Steering Systems)
 Delphi (Chassis)
 Dow Chemical Corporation
 Dow Corning Corporation
 DTI Assembly & Test
 Duro-Last Roofing, Inc.
 Eaton Corporation
 Enterprise Automotive Systems, Inc.
 Fast Tek Inc.
 General Motors
 Great Lakes Eglinton Inc.
 Great Lakes Industrial
 H.E. Services
 Hehr Glass
 Johnson Carbide Products, Inc.
 King Refrigeration, Inc.

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Fuel Cell Technology Forum

The Central Michigan Research Alliance (CMRA) presents "The Future of Fuel Cells." CMRA will hold the second of a series of technology forums designed to facilitate new partnerships between regional start-ups and larger, technology oriented enterprises.

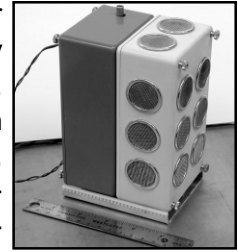
The Future of Fuel Cells

CMRA Technology Forum
 Thursday, December 4, 2003
 9:00 am to 3:30 pm
 Saginaw Valley State University
 Curtiss Hall
 7400 Bay Road Saginaw, MI
 \$49 per participant
 (includes lunch)

The agenda includes numerous alternative energy experts along with a government perspective on how to implement this cutting edge technology.

Speakers include: Herb Dobbes -

director of Alter-native Energy Initiatives, U.S. Congressman Dave Camp, Rachel Kuntzch -



Portable fuel cell.

director of development for Next Energy, and a number of other alternative energy experts.

Established in February 2003, CMRA is a consortium of research, economic development and academic institutions committed to leveraging the region's technology and research capabilities to foster the growth of existing and start-up companies. The alliance is particularly interested in pursuing innovative collaboration between regional academic and industrial organizations.

To register, or for additional information, contact Linda Haas at 989-964-7015.

Helping Domestic Firms Stay Competitive

The Great Lakes Trade Adjustment Assistance Center (TAAC) specializes in helping domestic firms stay competitive and be more efficient. The TAAC program helps small and mid-sized manufacturers in Michigan, Indiana and Ohio impacted by import competition.

The TAAC, sponsored by the Economic Development Administration - U.S. Department of Commerce, will work with your management to identify competitive strengths and weaknesses and develop a customized plan to stimulate growth.

A professional outside the firm will assist in the implementation of projects identified in the adjustment plan.

"The Great Lakes Trade Adjustment Assistance Center is in the process of assisting us in the implementation of an innovative and cost effective delivery system that was developed to accelerate the

structural steel design and construction process. So far the results have been very beneficial," said Ronnie Neuman, president of Alloy Construction

Service. Alloy is a Carrollton-based contractor that has specialized in structural steel fabrication and erection for light to heavy industry for 22 years.

In order to receive assistance from TAAC, a firm must be certified as eligible by the U.S. Department of Commerce. The TAAC will help prepare the petition for certification at no charge. Requirements include, a decline in sales and/or employment that is due in part to an increase in directly competitive imports.

For more info, call the TAAC at 877-877-5439 or go to www.gлтаac.org



Saginaw Future Receives SBC Grant

Saginaw Future Inc. has been awarded an SBC Excelerator High-Tech grant. The grant will be used for a high-powered notebook computer, software and training that will enable Saginaw Future to incorporate Global Information System (GIS) data in site proposals and site searches.



Site selection decision makers are increasingly pressed for time and demand detailed site information, often in less than 24-hours. Another trend is that site selection decision makers expect detailed customized GIS maps of sites proposed for their consideration. Typically, the desired format is an aerial photo of the site with critical information overlaid on the aerial, such as property lines, zoning, and water and sewer line locations.

In addition to customized maps, another important application of GIS is the ability to rapidly search the entire county for sites that meet a client's needs. For example, a client may initially request that Saginaw Future identify all 20 plus acre sites in the City of Saginaw with industrial zoning.

The City of Saginaw and Saginaw County have agreed to supply Saginaw Future with the raw data to be inserted in the GIS program and provide regular updates as the data changes.

The new technology will allow Saginaw Future to rapidly respond to clients' needs by conducting quick property searches and generating customized maps in a timely manner.

BV Commerce Centre - Phase III Complete

The Buena Vista Commerce Centre has recently completed Phase III of its 70 plus acre industrial park. The Commerce Centre is located in Buena Vista Charter Township, ¼ mile east of the I-75 and M-81 interchange. A successful industrial park, the Centre is currently home to seven operating companies, which includes Means Industries Inc. and a FedEx distribution facility.

Phase III, initiated in 2000, resulted in the development of approximately 24 acres, with an investment of \$700,000. The township has installed curb and gutter, extended water and sewer lines, and has completed a storm water retention pond in order to develop its remaining acreage. Buried electrical lines and all-season roads are also in place.

The existing infrastructure and close proximity to I-75, combined with



a number of other site advantages, have led to the success of the seven-year-old industrial park. Only 18 lots are still available for purchase.

The ideal location led to development of the second Saginaw Future Speculative Building in the Commerce Centre. The building is essentially an unfinished structure with only basic construction completed. This allows a company to complete construction to its particular needs, while drastically reducing construction time. The Speculative Building, 40,000 sq. ft., is still available for purchase or lease.

Corporate Watch Calls

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Klopf, Inc.
 Means Industries, Inc.
 Memtron Technologies
 Merritech, Inc.
 Mistequay Group Ltd.
 Plastatech Engineering Ltd.
 Precision Cut Technologies, Inc.
 Quality Roll LLC
 R & M Machine Tool, Inc.
 RC Associates
 Saginaw Knitting Mills, Inc.
 Sam's Club
 SBC
 Spaulding Machine Co.
 Saginaw Valley State University
 The Standing Company
 TPI Powder Metallurgy Inc.
 Tri Star Bank
 Visiting Nurses Association
 William A. Kibbe & Assoc.
 Zentx Media Group, Inc.

Saginaw Future Inc.
 301 E. Genesee - Ste. 300
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**GREAT LAKES.
 GREAT LOCATION.**



SPECULATIVE BUILDING



Saginaw County, MI

- 39,000 Plus Square Feet
- Easy Expressway Access
- Near Delphi & GM
- Near International Airport
- Finished to Your Needs

Sale Price As built - \$1,167,438
 50% Tax Abatement!

Contact: Steve Jonas
 Phone: 989-754-8222
 Fax: 989-754-1715
 E-mail: sjonas@saginawfuture.com



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NOTE: Saginaw Future uses multiple mailing lists and it is not always possible to cross-check them. If you receive a duplicate of this publication, please pass it on to an interested associate.

Saginaw Future Inc. Staff

JoAnn Crary <i>President</i>	Greg LaMarr <i>Marketing Coordinator</i>
Steve Jonas <i>Exec. Vice President</i>	Stephanie Bauer <i>Accountant</i>
Steven Black <i>Vice President</i>	Lisa Dobbins <i>Administrative Assistant</i>
Delena Spates-Allen <i>Mgr. Procurement & Exporting</i>	

SFI 2003 Performance Report

	2003 Goal	First Quarter	Second Quarter	Third Quarter	YTD Total
Business Expansions	21	6	3	4	13
Businesses Attracted	6	2	1	1	4
Jobs Created	475	84	43	16	143
# of Gov't Contracts	170	46	68	82	196
Value of Gov't Contracts	\$8 M	\$1.6 M	\$1.5 M	\$1.48 M	\$4.58 M
Value of New Investment	NGE	\$15.233 M	\$4.67 M	\$8.475 M	\$28.378 M