



Business & Beyond

A Quarterly Publication of Saginaw Future Inc. Spring 2003

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**Denotes Executive Committee*

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New Alliance - New Facility

\$2.5 Million Investment

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\$6.2 Million Investment in Pat's Food Center



Pat's Food Center is a family-owned grocery store located in the Village of Freeland in Tittabawassee Township. Pat's, which opened in 1955, intends on investing \$6.2 million in developing a 35,000 sq. ft. addition to its existing store and create 15 full time equivalent positions. Plans are to convert the existing structure into a branded hardware store and move the grocery store into the new building.

A public-private sector partnership was the driving force



From l-r Pat's Food Center Founder Pat Cabala, Pat's Food Center Store Director Joel Cabala, MEDC V.P. of Community Relations Trisha Keith, Tittabawassee Township Supervisor Ken Kasper, Senator Mike Goschka and Tittabawassee Township DDA Chairperson Jason Adams.

behind the development of the Pat's expansion. The Pat's Food Center property is located within the Tittabawassee Downtown Development Authority (DDA), which began an extensive streetscape project in

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Former Davenport University Building to be Renovated & Redeveloped

Newly Created Ventures and Works,



Newly Created Ventures and Works, Limited

Limited (NCVW), a local property developer, in conjunction with 5300 Bay Road LLC, purchased the former Davenport University building in downtown Saginaw last year to renovate the structure for office use. NCVW's initial plans are to invest between \$200,000 and \$300,000 in renovation of the building.

The plan calls for new lighting, carpeting, paint and bathroom renovations of the interior. NCVW plans to install a new roof and paint the exterior of the



Rendering of proposed renovation.

building as well. NCVW has already purchased a nearby parking lot to add to the building's total number of parking spaces and also plans to renovate the parking lot behind the building.

Saginaw Future Inc. assisted

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OPRA - New Economic Development Tool

The Obsolete Property Rehabilitation Act (OPRA), of 2000, provides a unique tax incentive to encourage the redevelopment of obsolete buildings. It is designed to assist in the redevelopment of older buildings, in which a facility is contaminated, blighted or functionally obsolete. The intent of this program is to rehabilitate older buildings into vibrant commercial development and commercial housing projects.

Designed to complement brownfield redevelopment, OPRA's provide an exemption for ad valorem property taxes to commercial property and commercial housing property. An obsolete property rehabilitation district must first be established and located in one of 88 eligible communities. Buena Vista Township and the City of Saginaw are the only two communities eligible for OPRA incentives in Saginaw County.

With an OPRA, a community essentially freezes existing taxes on a designated facility for up to 12 years. The tax freeze provides an incentive for the developer to make significant improvements to a building without having the taxable value of the property increased.

New Alliance - New Facility

Synergy Medical Education Alliance (formerly known as Saginaw Cooperative Hospitals, Inc.) is pleased to announce the opening of a new family medicine facility located at 1575 Tittabawassee Road, Suite #1, Saginaw, Michigan. The Family Practice Center at Synergy Medical and University Family Physicians have merged and are now called Generations Family Care and will be located at the new facility.

The Generations Family Care facility opened April 2, 2003 for scheduled patient visits. A grand opening/ribbon cutting ceremony will be scheduled in May. Synergy expects over 20,000 patient visits per year at the new facility.

In addition to clinical space, the new building will house the offices of the Family Medicine Residency



Program staff and faculty in over 10,000 sq. ft. of new space. The current facility for Synergy Medical houses clinics for general surgery, obstetrics and gynecology, internal medicine, family medicine, endocrinology, maternal and fetal medicine, senior care and gynecological oncology.

The consolidation and relocation of Generations Family Care to the Tittabawassee Road site will allow for the expansion of existing services and the creation of new services at the main facility located at 1000 Houghton Ave. in Saginaw.

Former Davenport...

(Continued from page 1)

NCVW in securing a 12-year Obsolete Property Rehabilitation Act exemption (see left column) from the City of Saginaw based on \$210,000 in initial renovation costs.

"With the OPRA in place, NCVW will be able to offer virtually new office space in downtown Saginaw at a competitive rate," said Steve Black, vice president of Saginaw Future Inc.

NCVW has already leased 16,000 sq. ft. to Mobile Medical Response (MMR). MMR's medical training classes and education department are located at the building, where Medical First Responders, EMTs and Paramedics are trained. MMR also plans to move their billing and financial department to the facility.

The building has 19,000 sq. ft. available for lease, is networked for high speed telecommunications and T-1 lines are already in place.

\$6.2 Million Investment in Pat's Food Center

(Continued from page 1)

1995 in downtown Freeland. Unfortunately because of the DDA's limited financing, streetscape construction stopped short of the grocer's location.

To help address the situation, Saginaw Future Inc. with the help of the Michigan Economic Development Corporation and Senator Mike Goschka secured a \$310,350 Community Development Block Grant to enclose the county drain in front of the store that runs along M-47 (Midland Road). The grant will also provide funding to bury overhead utility lines and extend the downtown streetscape in front of the extended store.

The construction of the new Pat's Food Center is slated to begin in May. SFI also continues to work with Pat's to potentially secure a Brownfield Single Business Tax credit.

\$2.5 Million Investment in the City of Zilwaukee



The City of Zilwaukee and Saginaw County welcomes Stock Building Supply and its unique products. Stock Building Supply provides pre-processed building materials for construction professionals. Construction of the new Zilwaukee location has already begun.

Saginaw Future Inc. assisted the project developer, John Bueker of Bueker Construction, with securing a \$285,000 grant from the Michigan Economic Development Corporation to develop the Stock Building Supply site. Bueker intends on passing this credit to tenants locating on this 23-acre plus brownfield site on Adams Street in the City of Zilwaukee. The Bueker property includes former MDOT highway ROW and Zilwaukee's former



Developer John Bueker (l) & Stock Building Supply's Kevin Nehil.

municipal waste water plant.

Stock Building intends on hiring 26 employees to staff the new 33,000 sq. ft. facility.

Founded in 1986, Stock Building Supply has become the largest supplier of building materials to professionals in the United States, growing at a remarkable pace with over 200 locations in 24 states and sales exceeding \$2.7 billion a year.

New Carpenters Training Facility

Saginaw Future Inc. assisted the Michigan Regional Council of Carpenters and Millwrights with selecting a site for a new Carpenters Training Facility. This facility was needed due to consolidation between Genesee and Tri-County regions and the loss of the Flint training center.

The new facility will be located in the Buena Vista Commerce Centre Industrial Park. It will result in an approximately \$600,000 investment and the relocation of four trainers to the new facility. Construction is expected to begin in August. The Michigan Regional Council of Carpenters and Millwrights is a trade union that represents more than



23,000 journeyman carpenters, millwrights and apprentices across the State of Michigan.

Their investment in the Michigan economy begins with comprehensive, world-class apprenticeship and pre-apprenticeship programs. It continues with new training and specialization programs to keep pace with developments in construction methods and technology.

Wage and Salary Survey

Saginaw Future Inc. will once again join the American Society of Employers (ASE), Saginaw Valley Manufacturers' Association and the Valley Society of Human Resource Managers (VSHRM) to conduct the annual wage and salary survey for employers in Mid-Michigan.

The survey will serve as a reference for internal administrators when determining compensation. Last year, over 100 organizations submitted information regarding 151 different employment positions covering 15 job families.

Participating members of ASE will receive a copy of this report at no charge. Non-members that have completed the survey may purchase a copy for \$100. This \$100 may be applied towards an ASE membership fee.

The survey questionnaire was mailed in early May and should be returned no later than June 6.

Questions regarding the survey should be directed to:

Dan Matthews

ASE Mid-Michigan

Region Director

Phone: 989-964-7486

dmatthew@aseonline.org

New Procurement Opportunities for Small Business

Already being called the largest small business contracting initiative in SBA history, the Small Business Administration and United States Chamber of Commerce, has created a new partnership with Hewlett Packard (HP). The program will connect federal, state and local government procurement officers with small business owners seeking to award contracts for goods and services at events in several cities across the country.

After two successful pilot projects in Cleveland and Washington last year, the program has been enacted for the entire United States. The Business Matchmaking program matches small businesses with federal, state, and local government agencies and private companies who have actual contracts for products and services. The program is expected to make billions of dollars available in procurement contracts to small businesses.

The federal government annually spends more than \$200 billion for products and services, and the government's statutory goal is to have at least 23 percent of that total – or \$46 billion – go to small businesses.

These two-day events will provide opportunities for

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SFI Thanks Chairperson for Service



SFI Board of Directors and staff wishes to thank Former Chairperson Beth Bernthal for her service to Saginaw Future and Saginaw County.

Bernthal will be leaving her position as communications director for Delphi-Saginaw and become the new director of brand management & communications for Delphi Product & Service Solutions. She will be working out of Delphi's Troy office.

Bernthal served on the Saginaw Future Inc. Board of Directors since 1999 and was the 2002 and 2003 chairperson.

SFI ACTIVITY BRIEFS

Expansion - Kurek Tool Inc.

Kurek Tool is a manufacturer of tools, gauges, assemblies and prototypes. Kurek will be purchasing a new CNC vertical machine and wire EDM machine to broaden their capabilities. Kurek is located on Dixie Highway in Bridgeport and currently employs 12 people. They anticipate hiring two new employees as a result of increased sales due to the new equipment. SFI is assisting the company and the community with a tax abatement request.

Expansion - Tri-City Office Machines

Tri-City Office Machines has expanded to a new location in Zilwaukee's Bridgeview Manufacturing Services Center. The company constructed a new 5,200 sq. ft. building and added three new jobs in 2002. Tri-City Office currently employ 11 people and invested \$212,000 in the facility, which provides for the sale, distribution and refurbishing of office equipment. SFI assisted the company in attaining funds for the construction of a connecting road to the new building.

Expansion - Unique Instruments Inc.

Unique Instruments is a medical device manufacturer located in Bridgeport that currently employs 157 workers. Unique will be acquiring over \$2 million in equipment from a facility it closed in Indiana. The company felt it could better serve its customer base from its Bridgeport location and have fully integrated the equipment as of year-end. Unique expects to have increased sales from this location that will precipitate a need to hire nine more people. In fact, the company has added additional employees since bringing the equipment on line. SFI is assisting the company and the community with financial incentives to support the project.

SFI Welcomes New Board Members

Fred Gardner, *Audit and Administrative Partner for Gardner, Provenzano & Schauman, P.C., Certified Public Accountants*, is the Chairman of the Saginaw County Chamber of Commerce. He has been in accounting for over 30 years.



Gary Glaza, *Regional President of Citizens Bank*, has worked for Citizens Bank since 1986 in various ascending positions. He has served on numerous volunteer boards, such as the Davenport University Foundation and United Way of Saginaw County just to name a few.



Gavin Goetz, *External Affairs Manager for SBC*, has been with SBC since 1990. Goetz is a Board Member for the Saginaw County Chamber of Commerce, Chairman of the Nathan Weidner Foundation and volunteers for a number of organizations.



Deborah Kimble, *Saginaw City Manager*, prior to coming to Saginaw, Kimble spent 20 years as a local government official, educator, and advisor, most recently at the International City Managers Association. Before joining the staff of ICMA, Kimble served 12 years in local governments in Michigan and Ohio.



Rick Sutton, *Plant Manager, GM Powertrain Saginaw Metal Casting Operations*, began his GM career in Saginaw at the Saginaw Malleable Iron facility. He also worked at the Defiance, Ohio and Massena, New York foundries.



Rachelle R. Valdez, *Communications Director, Delphi-Saginaw*, was formerly Director of Brand Management & Communications for Delphi Product & Service Solutions. Valdez filled the Board position left by former 2002 and 2003 Chairperson Beth Bernthal.



Rick Vander Weele, *President/General Manager of Memtron Technologies Co.*, was formerly Memtron's Director of Finance. He has worked as a financial consultant and was an assistant controller for a Grand Rapids based bank.



New Executive Committee Members - Past Chairperson Grant Schaefer will complete Beth Bernthal's position as chairperson in 2003. Gary Glaza was appointed to secretary/treasurer. Frederic Fraizer was also appointed to the position of vice chair.

Procurement Opportunities

(continued from page 4)

small businesses to meet with government agencies and private companies through pre-scheduled, individual appointments. Meetings will be scheduled before the event by having small business owners (sellers) and government agencies and private companies (buyers) complete online profiles. Based on the profiles, the best possible matches will be created. In many cases, it is likely for a single small business to have numerous appointments during the event.

In partnering with the SBA and the U.S. Chamber on the Business Matchmaking program, HP will be at each event leading a team of experts in various fields. They will provide training and advice to small businesses on how to grow their business through public and private procurement. HP is also providing staffing and technology for the on-site registration process.

The next Matchmaking program will be held in June in Chicago, Illinois.

For additional information 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. visited 31 companies through the Corporate Watch program between January 1, 2003 and March 31, 2003.

Arthur Eddy Academy

Birch Run Expo Center

Carrollton Concrete Mix

Dixie Cut Stone & Marble Inc.

ERSCO Corp.
- Division of Maxco Inc.

Fabiano Brothers

GM - Saginaw Metal Casting Operations

Hehr International Inc.

John Hoffman

Kurek Tool Inc.

M Curry Corporation

Matrix Pain Management PC

Means Industries Inc.

Merritech

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Matrix Expands With Success



Matrix is a pain management practice that was started in November 1999 by Dr. Lingenfelter and housed in the Covenant North Medical Facility. Since then, the company has grown dramatically. Matrix has added three physicians and 13 workers. The company's dramatic growth forced

Matrix to seek a new facility.

Matrix purchased the vacant former Concentric Building located on Fashion Square Blvd. in Saginaw Township. Matrix is renovating the 23,000 sq. ft. facility that will provide necessary space for five physicians, support services, administrative staff and future expansion. With the increased space, plans call for the addition of another physician in 2004.

The company provides pain management therapies for numerous types of diseases and ailments including back problems and cancer. The company expects continued growth to double their staff over the next two years with investment expected to exceed \$3.5 million and 28 jobs to be created. Saginaw Future Inc. is assisting the company with marketing activities.

BRONNER'S CHRISTmas WONDERLAND Continues to Expand

Bronner's Christmas Wonderland began construction on a 4,200 sq. ft. addition to the store's south checkout, entrance and exit areas in January 2003. The existing 5,000 sq. ft. of the store's southern section will also be totally renovated.

The new, combined entrance and exit lobby will be four times as large as the two, smaller, current lobbies. It will provide seating, vending machines, lockers and a television area as well as more space for guests to enter and exit. The enlarged checkout area will better accommodate guests as well as shopping carts that were recently added at Bronner's.

"Expanding to Serve You Better" has been the theme for several years at Bronner's. In 2000, Bronner's completed a major addition to its north



building that added 37,000 sq. ft. In Spring 2002, Bronner's completed an 80,000 sq. ft. addition to the main Christmas building. Several parking lots have also been added to raise total parking spaces to 1,300.

The culmination of three and one half years of building projects will increase the size of the Bronner complex from 200,000 sq. ft. to 320,000 sq. ft. The current project at the south end of the store is scheduled to be completed by late spring.

Biz Resource Center Launched

*Regional Director of the Small Business & Technology Development Center
Christine Greve displays the center's new information tools.*



The Biz Resource Center (BRC), a partner program of the Michigan Small Business & Technology Development Center, provides a one-stop location where current and future small business owners can access information needed for the successful launch of a small business.

Available resources include the latest computer technology, hardware and software and an extensive small business reference library of hard copy

books and publications to help you plan or expand your business.

The Biz Resource Center is located at the Michigan Works! Saginaw West Service Center on 3875 Bay Road, Suite 7. The BRC adds new materials and resources throughout the year, as additional needs become apparent in the small business community.

Call 989-249-5232 for office hours.

More Than an Expo Center

The Birch Run Expo Center is building on its success as more than an expo center. Conveniently located on I-75 next to the Birch Run Outlet Mall and Frankenmuth, the expo center offers top-notch events, such as Shipshewana On the Road, Shrine Circus and Mid-Michigan Home & Garden. At the same time, the 110,000 sq. ft. facility offers space for meetings, trade shows, concerts, weddings and banquets. The expo center is also the home to the Continental Basketball Association's Great Lakes Storm, a professional basketball franchise that began playing at the facility in 2002.

Formerly a hockey arena, the expo center has been transformed into a multi-purpose facility. The facility was purchased in 2001 by Greg Van Boxel, a Fremont developer and Dr. Joe Oesterling, a Saginaw urologist, who have since invested

**BIRCH RUN
EXPO CENTER**
ENTERTAINMENT AND TRADE EVENTS



\$500,000 in renovations. The expo center has five full time employees and 40 show staff employees, while the Great Lakes Storm has three full time on-site employees.

The multi-purpose facility offers exhibit hall areas totaling over 53,000 sq. ft., 70,000 sq. ft. of meeting room space with seating for over 2,000 guests and a centrally located food court. The expo center also offers 29,000 sq. ft. of seasonal storage space that is air conditioned. For more information go to www.birchrunexpos.com that includes virtual tours of the facility.

Corporate Watch

(continued from page 6)

Michigan Regional Council of Carpenters and Millwrights

Miller Mold Co.

NCVW Investment Group

Precision Cut Technologies Inc.

Premium Manufacturing Inc.

Quality Door & Lumber Co.

R & M Machine Tool Inc.

Saginaw Control & Engineering Inc.

Saint Mary's

Schluckebeier Oil & Propane

Severance Tool

SSP Associates Inc.

Stock Building Supply

Straits Corporation

Synergy Medical Education Alliance

Thomas Township

Unique Instruments Inc.

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Saginaw Future Inc. Staff

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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	-	-	6
Businesses Attracted	6	2	-	-	2
Jobs Created	475	84	-	-	84
Jobs Retained/Retrained	NGE	NGE	-	-	NGE
# of Gov't Contracts	170	60	-	-	60
Value of Gov't Contracts	\$8 M	\$1.44 M	-	-	\$1.44 M
Value of New Investment	NGE	\$15.233 M	-	-	\$15.233 M