

IMCO Recycling Doubles Production

IMCO Recycling Inc. 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 its next generation of V-8 engine blocks.

In 2002, GM-SMCO beat out competitors in Mexico to win the \$80 million aluminum engine block line, which uses a state-of-the-art precision sand process.

IMCO Recycling, formerly Alchem Aluminum, will invest \$3.8 million to expand its existing facility from 45,000 sq. ft. to 80,000 and will be purchasing \$4.4 million in new equipment. Construction is expected to start within 45 days and be completed by year's end.

"IMCO's facility in Buena Vista Charter Township, near Interstate 75 and East Washington, will include a new molding furnace and



IMCO is a provider of recycled aluminum.

environmental controls," said IMCO Saginaw Plant Manager Gary S. Merritt, "IMCO's work force will grow to 46 from 31 by 2006."

SFI assisted the Buena Vista community and the company with tax incentives that benefited the new project. The complex incentive process took place

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Morley Industrial Park Gains New Road

Fast Tek Group, a local manufacturer, will soon be benefiting from infrastructure improvements near its facility. The company is located in the Morley Industrial Park in Buena Vista Charter Township and serves manufacturing facilities throughout the country and Canada.

Saginaw Future assisted the company and the Buena Vista community by preparing a grant application. A \$304,000 infrastructure grant was

awarded by the MEDC for the reconstruction of West Morley and Morley Drive to all-season roads and to resurface East Morley Drive. A needed

turn lane will also be 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.

Fast Tek is experiencing significant growth and expansion. The improved infrastructure will help meet the company's increasing transportation needs. New contracts have led to an expected hiring of 30 new employees.

The Fast Tek Group provides sorting, inspection, rework and containment services to automotive manufacturers and suppliers. The company provides reliable solutions for customers that have complications stemming from suspect, defective or rejected parts.



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For previous newsletters or for Saginaw County publications go to www.saginawfuture.com

Saginaw Tower Welcomes Duperon

Duperon Corporation is moving its multi-million dollar headquarter operations to the Saginaw Tower, at 515 N. Washington Avenue, in downtown Saginaw. The new office space will provide Duperon more room to continue growing its rapidly expanding (25% per year) national customer base, and position it for entry into the international marketplace.

The move reflects Duperon's ongoing partnership and commitment to the economic revitalization of Saginaw. Duperon draws its employees from Saginaw and a number of other Mid-Michigan communities.

"We're growing and we're going to be adding more people," said Urzula Rozanski, director of marketing for Duperon. Currently 15 workers are employed at Duperon's headquarters.

Terry Duperon, president and head of research and development for the Duperon Corporation, stated that the company's philosophy of service and quality has led to its growth. Duperon believes strongly that the small and medium business entrepreneur "will be driving the economy of the future by developing new products and



Saginaw Tower on 515 N. Washington Ave.

creating new jobs that never existed before."

Duperon is an engineering/manufacturing firm providing treatment solutions for municipal and industrial applications. The company has been located in Saginaw, Michigan since its first products came to market in 1979.

Duperon products include such innovations as the Self Cleaning Trashrack, the FlexRake™, compactors, conveyance systems and other municipal and industrial water treatment solutions equipment. Application areas include wastewater, water treatment, storm water, pump stations, industrial intakes, hydro-electric, and fish screening.

SFI assisted Duperon in the site selection process to meet its need for more operating space.

New Contract Leads to IMCO Expansion

(Continued from page 1)

over several months and included community presentations.

IMCO also received more good news from the state of Michigan. The Michigan Department of Environmental Quality (MDEQ) renewed IMCO's Clean Corporate Citizen designation.

A recognition letter from the MDEQ stated, "IMCO Recycling - Saginaw plant has demonstrated its environmental ethic and stewardship by continuing to meet criteria for the designation: the development and implementation of an environmental management system, the practice of pollution prevention and a strong environmental compliance record."

IMCO was first designated a Clean Corporate Citizen in December 2002.

Covenant VNA Acquires Room to Grow

The Covenant Visiting Nurse Association of Saginaw (VNA) has acquired room to meet the needs of its continued growth.

The VNA, located on 500 South Hamilton in the city of Saginaw, is a non-profit, community based home health care agency that has provided skilled nursing and other supportive service to the homebound since 1929.

The organization was interested in acquiring additional parking to accommodate employees and increased traffic to and from the facility.

The VNA currently employs a workforce of over 300 full and part-time people. Saginaw Future assisted in the acquisition of the former Helfrecht Building. The building was a dilapidated, vacant structure and was subsequently demolished to make room for VNA's growth needs.

The city of Saginaw also agreed to



close Mackinaw Street, which will allow the VNA to provide a larger parking area. The VNA is expected to hire an additional 10 employees along with an investment of \$70,000 in renovation work.

The Covenant VNA is the largest and longest established home care agency serving the Saginaw Valley and surrounding areas with the latest in comprehensive home care services.

VNA's services are available to residents of Saginaw, Bay, Tuscola, Huron and Sanilac Counties.

Saginaw - Top 5 for Best Cost of Living

A Salary.com survey released in March lists Saginaw as one of the top five best places to live when judged on salaries and cost of living.

The other four are Portsmouth, Ohio; Fairbanks, Alaska; Rock Island, Illinois and Corpus Christi, Texas.

Saginaw and the four other communities ranked at the top of 300 metro areas across the United States that were analyzed by Salary.com

To determine rankings, the Web site identified the cost of living and compared it to how much employers typically pay as compared to the national average.

Taken simultaneously, the two numbers indicate where dollars will go furthest.

The five worst are New York; San Francisco; Stamford, Connecticut; San Diego and San Jose, California.

"Saginaw is one of the most affordable places to live," agrees Bob Van Deventer, president of the Saginaw County Chamber of Commerce.

Van Deventer believes that affordability is just one of numerous factors that make Saginaw County an attractive place to live.

Salary.com has collected and reviewed data covering more than 1.3 million individuals working at more than 5,000 companies to determine true market value for salaries.

Governor Applauds Vision 2020

Nearly 400 people attended Saginaw County Vision 2020's Town Hall meeting at the renovated Temple Theatre. The meeting featured Governor Jennifer Granholm who was impressed with Saginaw's revitalization efforts.

Governor Granholm said Saginaw County Vision 2020's public and private partnership plays a pivotal role in why her administration has taken interest in helping Saginaw reach a renaissance.

Vision 2020 has been restructured to be more streamlined and focused. Vision 2020 leaders officially launched four new initiatives at the meeting.

- Identify and develop a strategic plan to target medical device manufacturers and health care service providers, with SFI taking the lead.
- Develop the Saginaw Small Business Information Center; an online, one stop information site to support entrepreneurs.
- Help fund and recruit volunteers for the Mid Michigan Children's Museum.
- Recruit 300 grade school mentors for the Reading Buddies project.

Governor Granholm also announced three grants from the state of Michigan for community initiatives in Saginaw County.

- \$25,000 to draft an East Genesee corridor redevelopment plan.
- \$23,500 for Vision 2020's Career Ladder Alliance
- \$50,000 to develop a strategic plan to target medical device manufacturers and health care service providers.



Procurement Seminar



T = Training
K = Knowledge
O = Opportunity

The T.K.O. Seminar is presented by Defense Supply Center Columbus, Saginaw Future PTAC, Thumb Area PTAC, and the Flint-Genesee Economic Growth Alliance PTAC.

This **free** seminar is dedicated to teaching vendors how to do business with Defense Supply Center Columbus (DSCC).

T.K.O. Seminar

- Wed., June 16, 2004
- 8:30 am - 12:00 pm
- RTC/M-TEC Center
Mott Community College
Flint, Michigan
3rd Floor, RTC 3107

Contractors will learn how to find open solicitations, procedures for viewing and downloading drawings and how to submit a quote through the DIBBS quoting process.

Contractors will also be advised on the Defense Finance and Accounting Service (DFAS) Web Invoicing System (WinS), where contractors are encouraged to register.

If you are interested in attending, please contact:

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

For more DSCC info
go to www.dscclia.mil

SFI ACTIVITY BRIEFS

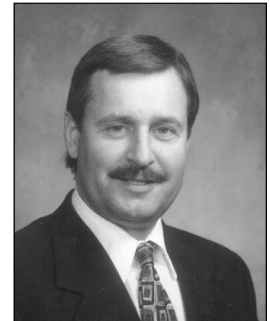
New Saginaw Future Board Members

Dr. Samuel Shaheen is the president of SSP Associates, Inc. and a surgeon with Midwestern Surgical Associates, P.C. Dr. Shaheen is a member of a number of professional societies that includes the American Board of Surgery, American Medical Association and Michigan State Medical Society. He is an associate fellow with the American College of Surgeons and a graduate of Northwestern University and the University of Michigan School of Medicine. Dr. Shaheen is involved with numerous civic and community organizations. He recently was appointed to the Saginaw County Chamber of Commerce Board of Directors.



Dr. Samuel Shaheen
President
SSP Associates, Inc.

Herbert Spence III is the vice president and CFO for Spence Brothers Construction. Spence is the chairman of the Saginaw County Chamber of Commerce and Saginaw County Vision 2020 Image Alliance. He has served on the Saginaw County Chamber Board of Directors since 1999. Spence is also the president of the Michigan Society of Professional Engineers - Saginaw Valley Chapter and holds a bachelor's degree in civil engineering and a master's degree in engineering from the University of Michigan. Spence is among the fourth generation of Spence's who manage the over one century old construction company.



Herbert Spence III
Vice President and CFO
Spence Brothers
Construction

Merritech Receives Job Training Grant

Merritech, Inc., located on 1023 South Wheeler St. in the city of Saginaw, is slated



to receive \$15,200 in job training funds. Saginaw Future and its partners were able to help acquire reprogrammed Economic Development Job Training funds from the Michigan Economic Development Corporation. Thirty existing Merritech workers and two new employees will be trained as a result of the grant money. Merritech was established in 1984 and has 90 employees. The company is a designer and builder of special automated machines including assembly, power and free systems, metal removal, plastic injection, welding, and test equipment. Merritech also supplies complete in-house engineering, fabrications, and manufacturing services.

Congressman Kildee Helps Secure \$500,000 for South Washington

The South Washington Avenue Corridor received a \$500,000 grant from the Department of Housing and Urban Development for continued blighted property acquisition and redevelopment. The funds were a special appropriation through the efforts of U.S. Congressman Dale Kildee. SFI, a member of the South Washington Avenue Corridor Committee, helped develop the successful grant application.



Funding Saginaw's Future Campaign

Michigan has ranked first in the nation for the most new investments and expansion projects five of the past seven years, while finishing second the past two years. Many of the jobs created over the last 13 years have diversified our local economy and lessened the impact of the current national economic slowdown.

This has not happened by chance, as forward-thinking communities plan and invest for future prosperity. The implementation of new economic initiatives and continued support of existing programs will help guide Saginaw towards its maximum

potential.

Saginaw Future Inc. and the Saginaw County Chamber of Commerce have joined forces to fund the initiatives of SFI and Saginaw County Vision 2020. Please see SFI's strategic plan below for more details.

With your support, the resulting initiatives will help ensure Saginaw's economic vitality for years to come. For more information, please call 989-754-8222, fax 989-754-1715 or e-mail info@saginawfuture.com



SFI 2005 - 2007 Strategic Plan

Lead Business Retention and Expansion Efforts

- Participate in the Center for Automotive Research's Automotive Communities Program
- Research future auto technology and investment opportunities
- Identify key elements in attracting and renewing auto investment
- Determine rehiring intentions of the traditional auto producers
- Continue the aggressive strategy to retain and expand world class manufacturing firms
- Meet with top employers through the Corporate Watch program
- Assist companies with diversification through government contracts and exporting



Identify and Develop Emerging Growth Opportunities and Attract New Industries

- Develop and implement strategies to support the region's health sciences sector, with special emphasis on bio-sciences and medical devices
- Assess the medical and health care economy
- Identify key trends in the medical devices and health care services sectors
- Target specific health care services and medical device firms for investment

Riverfront Development

- Collaborate with the Chamber, City, NRS, Saint Mary's and others to acquire property along S. Washington Avenue and assemble sites for redevelopment
- Access state and federal funds for environmental property assessments
- Attract commercial and mixed use development projects along the riverfront
- Continue to pursue funding for I-675/Washington Avenue Interchange
- Pursue funds for continuing the streetscape project from City Hall to Janes
- Assist Covenant HealthCare and Saint Mary's with continued growth and expansion

Cool Cities Initiative

- Submit priority projects for review by Governor's Cool Cities team
- Collaborate with the Cool Cities Committee to develop a project for submission to the Michigan Economic Development Corporation (MEDC)
- Assist the city of Saginaw with securing funds to support Cool Cities projects

Regional Collaboration and Marketing

- Collaborate with the Chambers and Economic Development Organizations in Midland, Bay and Saginaw Counties on regional efforts
- Participate in a branding campaign to market the region
- Pursue cooperative advertising funds from the MEDC to support regional marketing

Exporting Seminar



Saginaw Future Inc.'s Procurement and Exporting Center and Saginaw Valley State University present the ABC's of Exporting.

This half day seminar will help your firm gain new business overseas. This is the perfect seminar for first time exporters or existing businesses looking for new export ideas.

If your company wants to increase its revenue and profit margins though exporting, then this workshop is for you. The workshop is limited to 15 participants. Learn the steps your firm can take to become globally competitive from experienced instructors .

ABC's of Exporting

- Friday, June 11, 2004
- 9:00 am to 12:00 pm
- Saginaw Future Inc.
515 N. Washington Ave.
3rd Floor
Saginaw, MI 48607
- \$25.00

Includes Continental Breakfast

If you are interested in attending, please contact:

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

For more information go to
www.svsu.edu/bie/exportoutreach

Corporate Watch Calls

Saginaw Future Inc. staff members visited 30 companies through the Corporate Watch program between January 1, 2004 and March 31, 2004.

Accurate Carbide Tool Co.

Alfe Heat Treating Inc.

American Hack & Band

Amigo Mobility International Inc.

Bio-Star Private Equity Fund

Cinderella Inc.

CMI-Schneible Co.

Covenant HealthCare

Danaher Motion

Dixie Cut Stone & Marble Inc.

Fast Tek Group

Gallade Technologies L.P.

GM - Saginaw Metal Casting Operations - 2

Hemlock Semiconductor Corporation

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ASE Questionnaire On Its Way in May

The American Society of Employers (ASE), in conjunction with Saginaw Future Inc. (SFI), Valley Society for Human Resource Management (VSHRM) and Saginaw Valley Manufacturers' Association (SVMA), is again conducting its annual wage and salary survey for employers in the Mid-Michigan region.

All members of ASE, SFI, VSHRM and SVMA will receive the 2004 survey questionnaire in the mail in May. With participation from many area employers, this survey provides valid data that can enhance your internal compensation administration efforts. Last year, the survey captured data on 146 different positions from 96 organizations.

If you are an ASE member, by completing the questionnaire you will receive a copy of the full survey report at no charge. If you complete it and

are not an ASE member you may purchase your copy for a discounted rate of \$100.

When you receive your survey, please fill it out and return to ASE Mid-Michigan by June 4, 2004. Or, new this year, you may participate in the survey electronically to save time; visit the web at www.aseonline.org/mquest04.xls to download the questionnaire in MS Excel format. Once you have completed it, simply e-mail the saved file to surveys@aseonline.org

For more information, please contact Dan Matthews, ASE Mid-Michigan Region Director, at 989-964-7486.



Unique Training Method to Benefit MCVI

This June, the Boston Scientific Mobile Training Unit will be rolling in to Saginaw to help train Michigan CardioVascular Institute (MCVI) cardiologists in the latest angioplasty techniques for heart procedures.

Physician training is an ongoing part of the health care services provided by MCVI. The Boston Scientific Mobile Training Unit demonstrates MCVI's commitment to high-quality, innovative health services for the community.

The mobile training unit uses the SimSuite® Education System, which will enable interventional cardiologists to conduct life-like procedures. This technology has the latest computer-simulated diagnostic and evaluation tools available in a simulated cardiac cath lab environment.

The simulation training will be used as part of the FilterWire EX System Advanced Training Program. The FilterWire Embolic Protection System

Michigan CardioVascular Institute



is designed to reduce complications by capturing embolic material dislodged during angioplasty. The debris captured by the filter could otherwise travel through and block the coronary arteries, where it could cause a heart attack.

The FilterWire program demonstrates a unique collaborative relationship between MCVI and Boston Scientific, a leader in innovative medical technology. The program marks the first use of this unique simulation-based training for new product training, and the first nationwide tour of the mobile unit.

Event Center Reduces Subsidy

The Saginaw County Event Center's push for "more events and better events" has led to the reduction of the county of Saginaw's Event Center subsidy. The SMG Professional Management Company has come through on its promise to taxpayers ensuring top-notch entertainment year round in the facility's Wendler Arena, Heritage Theater and Unity Hall.



The Event Center hosted 34 Saginaw Spirit home games during the team's second season. Already this Spring, the Event Center has held a large number of high quality events, such as Thunder Nationals, the Lippizaner Stallions, Motorcycle Swap Meet, WWE, Riverdance, Sesame Street Live and many more. Watch soon for the announcement of next year's Broadway Series that is already set to include 42nd Street, Miss Saigon and Fiddler on the Roof.

The successful attendance of these wide-ranging, top-notch events has also helped in the reduction of the county's subsidy of the Event Center. Following the second full-year of operations the deficit was reduced to \$455,000, significantly below the \$650,000 mark that was benchmarked for the fiscal year of 2003. The Event Center has reduced the \$850,000 subsidy by almost half in two years!

Recently the Event Center has made it possible for live Internet teleconferences to be held in Unity Hall. This applies to wireless users as well as standard Internet connections. For more Saginaw County Event Center information go to <http://eventcenter.saginawcounty.com>

SBC Seeking Wholesale Rate Changes

SBC Michigan's wholesale cost case currently before the Michigan Public Service Commission is an important issue for Michigan's telecommunications industry, jobs and economy. SBC Michigan is Saginaw County's fifth largest employer with over 1,200 workers in our area alone. Many of these jobs are call center operators that could be located anywhere in the world. As one of our major job providers, Saginaw Future is concerned about the company's ability to remain competitive.



Current wholesale rates that competitors pay to access SBC Michigan's network are well below cost. Phone competitors using the SBC network pay a monthly average of about \$15 per line. It costs SBC \$25 per line per month to maintain and provide those lines. If SBC must subsidize its competitors, it's competitive advantage will be compromised.

In addition, if competitors can lease from SBC at government-mandated rates far below what it costs to deploy their own network, they have little or no incentive to invest, innovate and grow jobs. Michigan ranks 47 out of 50 in terms of the percentage of telecommunication lines owned by competitors, according to the FCC. The LinkMichigan study, completed last year, was initiated to promote broadband access. This current policy reduces our ability to achieve wide-spread access to high-speed telecommunications.

As one of Saginaw County's largest employers and community supporters, establishing a \$25 wholesale rate is critical to the retention of SBC Michigan and its employees in Saginaw County and Michigan.

Corporate Watch Calls

(continued from page 6)

IMCO Recycling Inc.

Kurek Tool Inc.

Means Industries, Inc. - 2

Michigan Sugar Company

Miles Petroleum
& Propane Inc.

New Covenant Christian
Center/Jacobson's

Pumford Construction, Inc.

Rotor Coaters International

Saginaw Asphalt
Paving Co.

Saginaw Valley
Agricultural Society

Saint Mary's - 2

Teamtech Motorsports
Safety

TM Klein & Sons

Tooling Systems Division

Tri Star Trust Bank

Wilcox Engineering

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

SFI 2004 Performance Report

	2004 <u>Goal</u>	First <u>Quarter</u>
Business Expansions	21	4
Businesses Attracted	6	-
Jobs Created	475	55
# of Gov't Contracts	180	87
Value of Gov't Contracts	\$7.5 M	\$1.43 M
Value of New Investment	NGE	\$8.5 M

SFI Adds to Staff

SFI announced the hiring of Thomas J. Miller as its economic development specialist. Miller will focus on pursuing grants and assisting businesses and communities with economic growth.

Miller recently served as a coordinator with SC-CHAP. Previously he worked for the Underground Railroad as the director of Americorp. Miller also was a policy consultant for the Michigan House of Representatives and a grant writer for Spicer Group.

Miller is a graduate of Michigan State University focusing on public policy and urban development.

Saginaw Future Inc. Staff

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