

Business & Beyond

A Saginaw Future Quarterly Publication.

saginaw
FUTURE

DEMOGRAPHICS

LOCATED IN
SAGINAW COUNTY

EXPANDING IN
SAGINAW COUNTY

LEADER IN
SAGINAW COUNTY

INDUSTRY
CONCENTRATIONS

ABOUT
SAGINAW FUTURE

Vol. 13 #1
Spring 10

It's in our DNA

228 Publications

Suniva Selected for Loan Guarantee

Suniva, Inc., a U.S. manufacturer of high-efficiency monocrystalline silicon solar cells and modules, recently announced that the company has been selected for the U.S. Department of Energy (DOE) Loan Guarantee Program under the DOE's Innovative Energy Efficiency, Renewable Energy and Advanced Transmission and Distribution Technologies Solicitation.

Upon the completion of the DOE's due diligence and subject to the successful negotiation of the terms of a loan for approximately \$141 million, Suniva plans to start the construction of a new manufacturing plant in Saginaw County, Michigan.

Building such a manufacturing plant could create approximately 500 direct jobs at Suniva, while creating an additional 2,000 indirect jobs for the Michigan economy according to the Michigan Economic Development Corporation. Suniva currently employs a diverse workforce—approximately a quarter of its employees are military veterans and many others were hired from shuttered automotive plants.

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Suniva was named "Renewable Energy Exporter of the Year" at the EX-IM Bank Annual Conference. Suniva CEO John Baumstark, second from the left, introduced President Barack Obama to attendees.

MTG Develops Turbines



Merrill Technologies Group (MTG) and a handful of Michigan companies received an Advanced Energy Manufacturing Tax Credit (48C) through the American Reinvestment & Recovery Act of 2009.

The Department of Treasury awarded \$2.3 billion in tax credits nationwide for qualified investments in advanced energy projects to support new, expanded, or re-equipped domestic manufacturing facilities.

MTG was awarded \$22,021,500 towards an investment of \$73 million in advanced manufacturing equipment to support the production of nacelles for Northern Power's new 2.2 Mega Watt utility-scale wind turbine. The project is expected to progress through prototype and pilot phases into full production.

The company is producing two prototypes, one of which will be launched third quarter, 2010 in Michigan. MTG is seeking a pilot program of 10 to 20 units for production in 2011, with commercial scale planned for 2012. To date, the project has resulted in 16 jobs created and 12 jobs retained with \$3.2 million invested.

Established in 1968, Merrill Technologies has diversified its expertise and expanded in numerous sectors that include energy, aerospace, defense, robotics, automotive and chemical processing.

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EST. 1992

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- www.SaginawFuture.com Redesigned

2010 SF Board of Directors

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(Tri Cities Region)

William G. Webber

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*Denotes Executive Committee

**Denotes Ex Officio Members

Suniva Selected for Loan Guarantee

(Continued from page 1)

"The DOE's acceptance of Suniva into the Loan Guarantee Program is very timely and supports the shared vision of President Obama and Suniva in significantly increasing the level of exports over the next five years," said John Baumstark, chairman and CEO of Suniva.

"The loan guarantee is essential to our efforts in building a second manufacturing plant in Michigan as quickly as possible, creating new cleantech jobs for Americans and supporting the economy by substantially increasing the number of solar cells and modules available for export."

The loan guarantee will enable Suniva to more than triple exports over the next five years. Last year, Suniva exported more than 90% of its products to Asia and Europe.

"Suniva exemplifies the innovative force behind the development of America's leading-edge green technology, and it exports to the global marketplace," said Fred P. Hochberg, Ex-Im Bank's chairman and president.

"Suniva exports products, not jobs. America will lead in exports when its businesses deliver value and innovation, which will also drive job growth."

With its expanding and skilled workforce, Suniva is producing world-class technology and generating record setting solar cell efficiencies in development and production. For more information about Suniva and its products, please visit www.suniva.com.

Saginaw Future President, JoAnn Cray stated, "We're thrilled that the DOE has selected Suniva for the Loan Guarantee Program. They understand that speed to market is critical and everyone is driving towards a goal of having a shovel in the ground as quickly as possible."

New InCal Investment in BV



InCal Technologies has added new equipment due to increased business in the aerospace, medical, and defense sectors. InCal provides commodity calibration management, sample approval inspection and electronic calibration services to an accuracy range of .000005 of an inch.

The company purchased a Zeiss Prismo Coordinate Measuring Machine, necessary software, and a new computer to operate the machine. This added equipment has helped retain one technician position.

InCal, located at 3870 E. Washington Road in Buena Vista Charter Township, also added an OGP Vision System for parts inspection that led to additional calibration employees. The total investment is more than \$200,000.

The third party accredited facility, established in 2004, is equipped with the very latest and highest quality measurement equipment, as well as highly qualified personnel.

Saginaw Future has worked with InCal since its inception, most recently with an investment incentive.

More Growth for Hausbeck Pickle

Hausbeck Pickle Company Inc. is developing a two-phase expansion that includes approximately 10,000 sq. ft. of manufacturing space with future plans calling for a warehouse addition and an on-site tank yard.

Hausbeck Pickle, established in 1923, specializes in brining and processing of pickles and peppers. Two of its major customers are Subway and Burger King.

The company anticipates starting construction on the manufacturing space this Spring with the tank yard addition to come in a year or two. Hausbeck, located at 1626 Hess Ave. in the City of Saginaw, will invest \$600,000 in the building expansion and \$900,000 plus in new equipment purchases that will result in 17 jobs created.

Saginaw Future assisted the company and the City of Saginaw with a Renaissance Zone extension application that required city and county resolutions of support. The project received approval by the Michigan Strategic Fund Board in March.

In addition to the announced projects, Hausbeck has recently expanded its facilities to include a new state-of-the-art warehouse and second processing plant that ensures additional capacity as well as manufacturing redundancy.



USG Invests \$1 Million Plus



U.S. Graphite, Inc. (USG) purchased the former Kelly Tire building adjacent to its 1820 E. Holland Ave. location in the City of Saginaw approximately a year ago. USG has invested over \$1 million in substantial improvements since occupying the building.

The long time City of Saginaw employer also purchased new presses that will be used to service new clients. The expansion project will retain 46 employees.

U.S. Graphite Inc. produces GRAPHITAR®, which is a trade name for a family of carbon-graphite products. For over 100 years USG has developed mechanical carbons, from pencil "lead" to nuclear reactor components.

GRAPHITAR® is made by blending powder allotropes of carbon, i.e. natural and artificial graphites, carbon blacks, petroleum cokes, etc. with a hydrocarbon binder, pressing this mix into shapes, then furnacing the shapes at over 2000 degrees F.

The resultant parts possess a unique combination of properties...lubricity, corrosion resistance, thermal stability, and wear resistance.

USG has manufacturing facilities in the U.S., United Kingdom and Mexico, with sales offices in the U.S. and Europe.

Two Community Impact Awards

Suniva's announced project and Nexteer Automotive's recent investment commitment received 2010 Corporate Investment & Community Impact (CiCi) Awards, presented by Trade & Industry Development magazine.

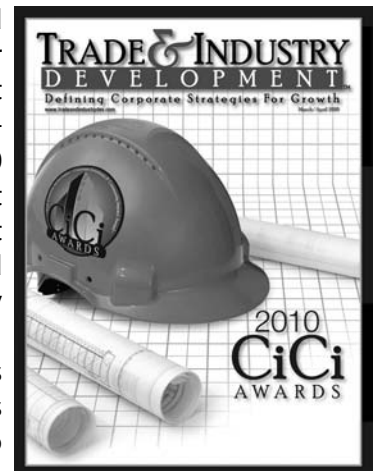
Suniva Inc. was selected based on its \$250 million plan to construct six production lines of its ARTisun photovoltaic cell in Thomas Township, Michigan.

At full capacity, the company estimates this project will produce photovoltaic cells with a capacity to provide over 400 megawatts of solar power annually (roughly enough power to generate electricity for 100,000 households).

Nexteer Automotive, formerly the steering division of Delphi Corporation, was also selected. It is the only global Tier One automotive supplier focused on advanced steering and driveline systems technology.

The company plans to invest \$413 million to expand and actively pursue diverse new business opportunities and retain its independent engineering capability.

With more than 1,000 project submissions from throughout North America, Suniva and Nexteer were chosen as two of only 15 finalists.



CIGNYS Corporation Invests Nearly \$750,000 in Three Locations

CIGNYS Corporation continues to expand its presence in Saginaw County with nearly \$750,000 invested in three County locations.

CIGNYS - Bridgeport Facility purchased a new Hass vertical milling machining center that will help the company be more efficient in working on customer orders in the defense and aerospace markets.

The **Saginaw Facility** purchased a new ERP accounting software and hardware program that will assist the company in being more competitive and efficient in project estimation.

CIGNYS - Shields Facility purchased a new milling center that will assist the company with more efficient processing of customer orders in the defense and aerospace markets.

Saginaw Future has assisted the manufacturer on a number of expansion projects over the past several years and was able to assist the company and respective communities with tax abatements for all three investments.

The Saginaw Future Procurement Technical Assistance Center has also been working with the company on new government contracting opportunities, especially in national defense.

CIGNYS was founded in 1919 under the name Saginaw Products Corporation and now privately owns and operates the three aforementioned facilities. The company designs and manufactures engineered products and components for Original Equipment Manufacturers.

CIGNYS has over 250,000 sq. ft. of combined floor space and tens of millions of dollars in materials, technology and machinery, the expertise of craftsmen and manufacturing pros to build a wide variety of products, and considers itself a manufacturer's manufacturer.

The company has a number of certifications including ISO 9001:2000 Registered, AS9100 Registered and ITAR (International Traffic in Arms Regulations) Registered.

The CIGNYS family of companies specialize in:

- materials handling equipment,
- ground support equipment for the aerospace industry,
- specialized military products,
- prototype stampings and tooling,
- advanced wear materials for the extrusion process industries.

In 2009 the manufacturer invested nearly \$1 million in its Bridgeport and Shields locations.



CIGNYS - Bridgeport Facility is located at 5763 Dixie Highway in Bridgeport Charter Township.



CIGNYS - Saginaw Facility is located at 68 Williamson St. in the City of Saginaw.



CIGNYS - Shields Facility is located at 1320 S. Graham Rd. in Thomas Township.

momentum

Campaign for Tomorrow's Growth Saginaw Future Inc. Contributors

- \$30,000 +
 - Dow Corning Corporation and Hemlock Semiconductor Corporation
- \$25,000
 - Citizens Bank
 - Covenant HealthCare
- \$10,000 - \$20,000
 - JPMorgan Chase Foundation
 - Consumers Energy
 - The Dow Chemical Company
 - HealthPlus of Michigan
 - Mobile Medical Response, Inc.
 - Nexteer Automotive
 - St. Mary's of Michigan
- \$4,000 - \$5,000
 - PNC
 - The Saginaw News
- \$2,000 - \$3,999
 - Bavarian Inn Restaurant & Lodge
 - Bierlein Companies, Inc.
 - Braun, Kendrick, Finkbeiner PLC
 - Champagne & Marx Excavating, Inc.
 - Chemical Bank
 - Fabiano Brothers
 - Frankenmuth Mutual Insurance Co.
 - Garber Management Group
 - Great Lakes Bay Michigan Works!
 - IBEW Local #557
 - Independent Bank
 - John E. Green Company
 - Means Industries, Inc.
 - Memtron Technologies Co.
 - Merrill Technologies Group
 - Morley Companies, Inc.
 - Pumford Construction Inc.
 - Rehmann
 - Riverfront Medical Realty
 - Scientific Brake & Equipment Co.
 - Spence Brothers
 - Spicer Group
 - Stevens Worldwide Van Lines
 - The Straits Corporation
 - Three River Corporation
 - Wildfire Credit Union
 - Wolgast Corporation
- \$1,000 - \$1,999
 - 1st State Bank
 - Absolute! Building Maintenance
 - Acoustical Services, Inc.
 - Amigo Mobility International, Inc.
 - Art Sample Furniture
 - CIGNYS
 - JoAnn Crary
 - Delta College
 - Filtrona Porous Technologies
 - Frank M. Polasky, PLC
 - Fullerton Tool Company
 - Glastender, Inc.
 - Hausbeck Pickle Company Inc.
 - ITC Holdings Corporation
 - Kochville Township DDA
 - KUKA Assembly and Test Corp.
 - Lake Huron Credit Union
 - Michigan CardioVascular Institute
 - Midwestern Surgical Associates
 - Residence Inn/Springhill Suites by Marriott
 - Ritkin Scrap Iron & Metal Co.
 - Saginaw Bay Underwriters
 - Saginaw Transit Authority Regional Services (STARS)
 - Saginaw Valley State University
 - Sargent Docks & Terminal, Inc. and Saginaw Rock Products
 - SVRC Industries, Inc.
 - Synergy Medical Education Alliance
 - Team One Credit Union
 - Tri-Star Trust Bank
 - United Auto Workers Region 1D
 - Wanigas Credit Union
- \$301 - \$800
 - Wigen, Tincknell, Meyer & Assoc., Inc.
 - William A. Kibbe & Associates, Inc.
 - Wolohan Enterprises Inc.
 - Wright-K Technology, Inc.
 - Yeo & Yeo
 - A.C. Klopff Inc.
 - Accurate Carbide Tool Co.
 - AKT Peerless Environmental Services, LLC
 - American Maintenance & Cleaning
 - Andrews, Hooper & Pavlik PLC
 - Brandle Roofing & Sheet Metal Co.
 - BRONNER'S CHRISTMAS WONDERLAND
 - Central Warehouse Company / Saginaw Diversified Services LLC
 - Chesaning Manufacturing Co.
 - Community State Bank
 - Deisler Funeral Home
 - Duperon Corporation
 - Duro-Last Roofing, Inc.
 - E.A. Becker & Associates, Inc.
 - Employee Benefit Resources, Inc.
 - Firstbank-Alma
 - Frankenmuth Credit Union
 - Gardner, Provenzano, Schauman & Thomas, P.C.
 - Gilbert, Smith & Borrello, P.C.
 - Great Lakes Loons/Michigan Baseball Foundation
 - Hi-Tech Optical Inc. & Phase Liner of Michigan, Inc.
 - Horizons Conference Center
 - HYMMCO, LLC
 - InCal Technologies
 - Iron Workers Local 25
 - LB Transportation Group - Omni Warehouse
 - Mahar Tool Supply Co., Inc.
 - Masud, Patterson, Schutter, Peters & Vary, P.C.
 - McNally-Nimmergood Co.
 - Michigan Sugar Company
 - Miles Petroleum & Propane, Inc.
 - MIS Corporation - Michigan
 - Muehlenbeck Distributing Co., Inc.
 - Norton Accounting & Consulting
 - One Source Office Products
 - Orchid Unique Advanced Machining
 - Pinnacle Design
 - Ramey's Janitorial Services
 - R.C. Hendrick & Son, Inc.
 - Remer Plumbing, Heating & A.C. Inc.
 - Saginaw Labor Council AFL-CIO
 - Saginaw Medical Federal Credit Union
 - Severance Tool Industries
 - S.P.A.C.E., Inc.
 - SSP Associates, Inc.
 - Standard Electric Company
 - Star of the West Milling Company
 - Thiel Electric
 - Trademark Commercial Group
 - Wilcox Professional Services, LLC
 - William F. Nelson Electric, Inc.
 - Wirt Financial and Leasing Services
 - Wirt Saginaw Stone Dock
 - XPEDX, Division of International Paper Co.
 - Zatkoff Seals & Packings
 - Zehnder's of Frankenmuth

- General Machine Service
- Global Recruiters of Saginaw
- Hoyt Nursing & Rehab Centre
- J. M. Kusch, Inc.
- John M. Jacobs Plumbing & Heating Inc.
- John V. Polomsky II, P.C.
- Steve & Ann Jonas
- King Communications Inc.
- MacDonald Broadcasting Company
- Maple Ridge Financial
- Mast, Foulds & Co., P.C.
- The Mayan Agency
- MBS International Airport Commission
- Mid Valley Insurance & Financial Services
- Midwest Sales, Inc.
- Panda Promotional Products
- Pat's Food Center
- RA Monk Insurance Agency
- R&R Ready-Mix, Inc.
- Saginaw Co. Employees Credit Union
- Saginaw Machine Systems
- TBF Graphics/Digital
- Terabyte Consulting
- TPI Powder Metallurgy Inc.
- TSSF Architects, Inc.
- Wade Trim, Inc.
- Webster, Looby & Baumgarten, P.C.
- Zehnder & Associates, P.C.
- Zeilinger Wool, Co.
- Zolton Law Offices
- Masud, Patterson, Schutter, Peters & Vary, P.C.
- The Michigan Banner
- Pringing & Ewend
- Step Above Enterprises - Jake's Old City Grill
- WNEM TV5
- Local Government Contracts
 - Bridgeport Charter Township DDA
 - Buena Vista Charter Township DDA
 - Carrollton Township
 - Chesaning Township
 - City of Frankenmuth
 - City of Saginaw
 - City of Zilwaukee
 - County of Saginaw
 - Richland Township
 - Saginaw Charter Township
 - Spaulding Township
 - Thomas Township
 - Tittabawassee Township
 - Village of Birch Run
 - Village of Chesaning
 - Village of Merrill
 - Village of St. Charles
- Project Specific Contributors
 - AT&T Foundation
 - Robert E. Stark & Martin H. Stark Foundation
 - Margaret Stoker Charitable Trust administered by Citizens Bank Wealth Management
- In-Kind
 - Atlas Advertising
 - Dornbos Printing Impressions

Sustain the Momentum Invest in Saginaw Future

Saginaw Future has launched its Sustain the Momentum-Invest in Saginaw Future funding campaign that will support Saginaw Future's economic development efforts from 2011 through 2013.

Led by Campaign Co-Chairmen Richard J. Garber and Jim VanTiflin, a SF Funding committee has been developed that includes assistance from the Saginaw County Chamber of Commerce.

Saginaw Future is a 501(c)3 non-profit, with the majority of its funding coming from private sector tax deductible contributions. The support of local businesses, individuals, foundations and organizations will allow for continued progress in existing programs and the development of new economic initiatives.

SF also contracts with 18 local municipalities, including the County of Saginaw and the City of Saginaw, for economic development services and expertise. The ultimate goal is new investment and new jobs created in Saginaw County and the Great Lakes Bay Region!

To Invest in Saginaw Future please go to www.SaginawFuture.com and click CONTRIBUTE HERE! or call Lisa at 989-754-8222 x 239.



Richard J. Garber



Jim VanTiflin

More than \$2.3 Million in Government Contracts

The Saginaw Future Procurement Technical Assistance Center (PTAC) assisted eight regional companies attain more than \$2.3 million in government contracts. The companies won a total of 186 state and federal government contracts in the first quarter of 2010.

The numerous products and services provided include specialized aerospace equipment, medical device product, road construction and transportation products.

The federal government is a multi-billion dollar purchaser of goods and services. States and local governments are also major purchasers of products and services.

The Saginaw Future PTAC provides no fee assistance to businesses that are interested in tapping this market. Saginaw Future's Procurement Manager, Delena Spates-Allen, has over 20 years of expertise helping businesses acquire federal and state government contracts.

The services offered by the Saginaw Future PTAC include bid matching service, market research, specifications and standards, federal acquisition regulations, subcontracting opportunities and much more. During 2009, the Saginaw Future PTAC helped area companies win a total of 515 government contracts with a total value of more than \$17 million.

The Saginaw Future PTAC educates businesses through formalized seminars and specific one-on-one consultations.



SF President Receives Two Awards



Saginaw Future President JoAnn Cray (r) receives the 2nd Annual "Wally Bronner Community Spirit Award" from Mrs. Irene Bronner.

Saginaw Future President JoAnn Cray was recently honored by two organizations for her commitment to community. Cray is leading dynamic economic development initiatives that have created jobs and new investment for Saginaw County and the Great Lakes Bay Region.

Cray received the 2nd Annual Wally Bronner Community Spirit Award, which was presented at the American Red Cross 13th Annual Everyday heroes celebration. Ten individuals that either work or live in Saginaw County received "Everyday Heroes Awards".

Junior Achievement (JA) of Northeast Michigan also honored Cray at its 13th annual Business Hall of Fame dinner in April. She received the inaugural Economic Leadership Award that will be given to people other than business owners who are "integral to reshaping our economy."

In addition, two Saginaw Future Board members, Dr. Samuel Shaheen and Herbert Spence III were inducted into the JA Hall of Fame.

New Procurement Technician

Marcelle T. Smith has been hired as the new Procurement Technician for the Saginaw Future Procurement Technical Assistance Center (PTAC).



Smith is a recent graduate of Florida A&M University with a Master Degree in Business Administration. He was a member of numerous academic organizations including the Presidential Scholars Association and White & Gold Honor Society.

Smith will assist and educate businesses in government procurement processes, in such areas as market research, marketing, bid proposal and quote preparation, and contract management and administration.

The position was made possible through a grant from the Michigan Economic Development Corporation (MEDC). The funding is part of an aggressive program by the MEDC and the State of Michigan to increase the number of government contracts won by Michigan businesses.

Smith has held a number of business and sports related positions previous to being hired by the Saginaw Future PTAC. He worked for the Florida A&M University Athletic Department, was a Business Operation Intern with the Great Lakes Loons, and Summer interned with The Dow Chemical Company and Delphi Corporation (now Nexteer Automotive).

A Saginaw native, he has volunteered with the East Side Soup Kitchen, Restoration Outreach Center, and was a math tutor at Mt. Olive Institutional Baptist Church.

www.SaginawFuture.com Redesigned

Saginaw Future has redesigned its Web site, www.SaginawFuture.com, making powerful economic development information only a click away.

Saginaw Future teamed up with Midland Tomorrow to RFP their Web sites together in order to leverage a cost effective agreement.

After an in-depth evaluation process that included submissions from regional, statewide and national firms, Atlas Advertising was selected to assist in the Web site development process. The award winning Web design company specializes in economic development marketing. The company provided template creation, software, hosting and more.

www.SaginawFuture.com is a first level introduction to Saginaw and Saginaw Future, and tells a compelling story on why our community is an exceptional business location. While focusing on new business attraction and helping existing businesses grow, the site is also a detailed statistical resource and provides quality of life information.

A number of online informational tools have also been added and integrated with www.SaginawFuture.com, such as a Facebook page, Youtube video channel, Flickr Photostream for Saginaw photo downloads and more!



New STARS Offices



The Saginaw Transit Authority Regional Services (STARS) recently held a grand opening at its renovated administrative offices in the Rosa Parks Transit Center. Located at 615 Johnson St. in the City of Saginaw, the office project was funded by the American Recovery and Reinvestment Act of 2009.

STARS is a public transportation system for the Urbanized Saginaw Area, which travels about 1.5 million miles per year and operates daily including Saturdays.

The agency renovated the first floor of the administrative offices, including building a board room and offices. STARS will save approximately \$30,000 a year in rental space costs that will no longer be necessary.

Over 2,700 people utilize Saginaw buses each day for work, doctor visits, shopping or school. STARS also serves as an effective solution to mobility challenged citizens. Annually, over 48,000 senior citizens and persons with disabilities utilize its LIFT service.

STARS credited the Federal Congressional Team, Federal Transit Administration, State Legislators, Michigan Department of Transportation and the County of Saginaw for supporting the project.

Everblue Partners With SVSU



Everblue Energy, Inc. is proud to announce a newly formed partnership with Saginaw Valley State University (SVSU) in Saginaw, Michigan.

Beginning in June 2010, SVSU's Office of Continuing Education & Professional Development will offer Everblue's sustainability courses, including LEED Green Associate, BPI Building Analyst and BPI Envelope-Shell training. The classes will be open for public enrollment, with a newly designed solar training course being offered by the end of summer 2010.

This partnership provides SVSU and Everblue the opportunity to offer residents of Central and North Michigan targeted, hands-on training for jobs in the growing "green jobs" sector of the American economy.

"As we look at the future of our regional economic growth, we recognize that these certifications will provide our labor force with the skills necessary to succeed with changing industry demands," said Monica Reyes, director of the office of Continuing Education & Professional Development.

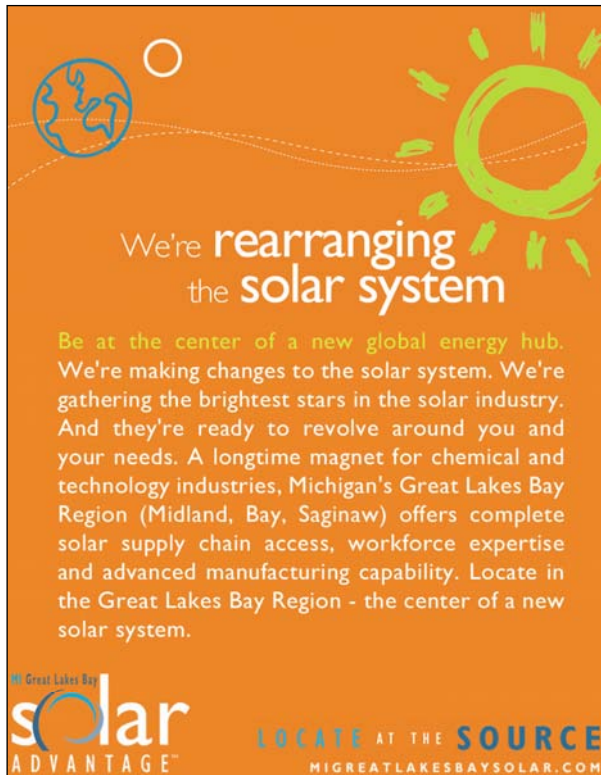
In partnering with Everblue to undertake such an initiative, SVSU is at the cutting edge of a nationwide trend. In fact, a recent study by the US Green Building Council projected that 7.9 million jobs will be created in green building by 2013.

"This exciting collaboration indicates SVSU's strategic dedication to the task of training the workforce of tomorrow," said Jon Boggiano, Everblue co-founder.

Saginaw Future

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Saginaw Future 2010 Performance Report

	2010 Goal	First Quarter	Second Quarter	Third Quarter	YTD Total
Business Expansions	20	7	-	-	7
Businesses Attracted	5	1	-	-	1
Jobs Created	1,000	58	-	-	58
# of Gov't Contracts	350	186	-	-	186
Value of Gov't Contracts	\$14 M	\$2.3 M	-	-	\$2.3 M
Value of New Investment	NGE	\$7.8 M	-	-	\$7.8 M

NOTE:

Saginaw Future uses multiple mailing lists, if you receive a duplicate newsletter, please pass it on to an interested associate.

Also, please contact Saginaw Future with address changes or with any new additions to the mailing list.

For previous newsletters and/or additional Saginaw County, MI, USA publications, go to www.SaginawFuture.com or call 989-754-8222.

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- Marcelle Smith
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