



Business & Beyond

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

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**Denotes Executive Committee*

Inside this issue:

Birch Run Plans for Future Growth

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New Saginaw Riverfront Boat Docks and Park!

On behalf of the City of Saginaw, Spicer Group has completed designs for new broad side docks near the Court Street bridge and docks for Ojibway Island. This portion of the Saginaw Riverfront project is made possible through a \$2 million grant through the State of Michigan.

The Court Street docks will be paired with a new linear park that will extend from Court to Madison. This park is the first segment of the west side riverfront trail that will eventually extend north. The docks and park are expected to be completed in 2004.

In addition to these riverfront



Proposed future site of west side park.

development projects, the City of Saginaw completed dredging of the Rust Avenue boat launch in late 2002. The dredging has greatly improved current boat access along the Saginaw River.

The recent developments along

(continue to page 2)

Temple Renovations in Full Swing

The 75-year old Temple Theatre, once a showcase entertainment venue for the region and an integral part of downtown Saginaw is being reborn through a renovation project by SSP Associates Inc.

SSP Associates has purchased the historic theatre and a plan to rejuvenate the facility is in full swing. Renovation and construction efforts have already begun earlier this summer.

In September of 2002, SSP Associates and the Saginaw City Council agreed to an innovative development deal to redevelop a major portion of North Washington Avenue in Saginaw.

The agreement included



Temple



Above right - renovation work on the interior of Downtown Saginaw's Temple Theatre.

Above - sketch from original souvenir Temple Theatre program. The Temple opened to the public on July 28, 1927.

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Saginaw County 2003-2004 Manufacturers Directory Available

Saginaw Future's 2003-2004 Saginaw County Manufacturers Directory is now available on-line at www.saginawfuture.com

The directory is posted as an Adobe PDF file for your convenience. A link to download the Adobe Viewer module will also be available, if you do not have the software.

Please contact Saginaw Future, 989-754-8222, if you do not have Internet capabilities and we will send you a printed copy of the directory.

The Manufacturers Directory has been prepared as a source of free information on Saginaw County manufacturers.

Information was obtained by letter, personal contact, telephone and use of the Michigan Industrial Directory. Saginaw Future appreciates the cooperation and assistance of the participating businesses.

Reasonable efforts have been made to ensure accuracy of the information in the directory. This information was obtained from what are generally considered reliable sources.

If your company is not listed, or if the information is inaccurate or has changed recently, please contact Saginaw Future, 989-754-8222 or e-mail info@saginawfuture.com

Birch Run Plans for Future Growth

The Village of Birch Run has received a \$15,000 planning grant from the Michigan Economic Development Corporation (MEDC). The funds will help pay for an approximately \$30,000 marketing study and strategic plan for the village's downtown business district.

The Village of Birch Run has in recent years developed an impressive freeway commercial district. The village's traditional downtown area, one mile west of the commercial district, has a local retail and service focus.

At various times local business

and government leaders have expressed an interest in tapping into the commercial traffic generated by the freeway commercial district.

Saginaw Future wrote and helped to secure the grant from the MEDC.

The village has also completed a \$3.2 million streetscape project in 2002, which won an outstanding municipal achievement award from the Michigan Municipal League.



New Saginaw Riverfront...

(Continued from page 1)

the Saginaw River are part of an overall Saginaw Riverfront development plan. The plan is instrumental in city revitalization that impacts the entire county.

The Saginaw River and surrounding watershed environments remain as one of the most beautiful natural assets of the community. The community's collection of architectural assets and infrastructure provides a solid foundation for riverfront restructuring.

Saginaw has numerous assets, such as its downtown, historic west side, hospitals, South Washington Avenue Corridor, park system and extensive transportation network that are interconnected through the Saginaw River.

As riverfront development occurs, the adjacent neighborhoods begin to improve, diversify and create a unique urban environment. The city, private sector leaders and members of the Saginaw Riverfront Development Commission recognize the need for revitalization along the river and progress is beginning to take shape.

Temple Renovations...

(Continued from page 1)

renovations at the Saginaw Tower. Work has already begun on the tower and tenants are quickly filling up the once nearly vacant building. SSP also added a third floor on the recently completed Michigan Cardio Vascular Institute. The third portion of the agreement was the purchase and restoration of the Temple Theatre.

The results of this innovative cooperation between the public and private sector is already taking shape. The restoration of the Temple is expected to be completed later this year.

The Saginaw Bay Symphony Orchestra has already scheduled its "Holiday Pops Concert" at the Temple.

The concert will be held on Tuesday, December 9, 2003 at 7:30 p.m. Please call 989-755-6471 for ticket information.

For information on office space at the Saginaw Tower or MCVI's third floor, please call 989-799-5700.

Demand Leads to Means Expansion

Means Industries Inc. is constructing a 28,000 sq. ft. addition to its current facility located on M-81 in Buena Vista Charter Township. Due to increased customer demand, Means will also be purchasing new equipment. Total project costs are expected to exceed \$2.4 million resulting in three new jobs. SFI facilitated meetings between the township and the company to provide potential tax incentives.

Means is a high-volume manufacturer of sophisticated clutch plates, one-way clutches, complex engineered stampings, and welded subassemblies for the automotive industry. Means has been making quality automotive components since 1922 and employs over 400 skilled workers.

Means has manufacturing plants in Vassar, Saginaw, and Melvindale, Michigan. Combined, these opera-



tions cover more than a quarter of a million sq. ft. of floor space. All of the manufacturing plants are QS-9000/ISO-9002 certified.

Means Industries of Saginaw has also announced the recent production launch of two "Means Diode MD®" One Way Clutches for Ford Motor Company's new TorqShift 5-speed automatic transmissions used in the F-Series Super Duty line of trucks.

The parent company of Means Industries is Amsted Industries, which has operating companies that are leaders in the manufacture of precision industrial products and other transportation products.

Link MBS Nearing Completion!



Link MBS findings are in the final stages of completion. The document is expected to be released at a final public event in early fall. Link MBS is a planning project to assess telecommunications services and needs in Midland, Bay and Saginaw Counties.

The document will include the results of residential and business surveys on telecommunications availability. Upon completion, the document will be posted online at www.linkmbs.org

In October 2002, Saginaw County received a grant in the amount of \$192,500 from the Michigan Economic Development Corporation (MEDC) for the launch of project.

Saginaw Future applied for the grant on behalf of Bay, Midland and Saginaw counties in accordance with the MEDC's LinkMichigan initiative, which includes Regional Telecommunication Planning Grants. Saginaw Future is also administering the planning project.

Link MBS is the first step in making sure that Midland, Bay and Saginaw counties remain competitive when it comes to broadband Internet infrastructure.

Peace Lutheran Builds \$8.1 Million Facility

After 63 years of educating children at Peace Lutheran School on Adams Avenue, the school is moving to a new, state-of-the-art facility at 1361 Lawndale Road, located on the corner of Lawndale and Shattuck.

"The school is the first phase of a growing ministry for community outreach at Peace Lutheran. We want to be a part of a growing area in Saginaw," said Administrative Pastor Jim Thelen.

The \$8.1 million facility has 15 spacious classrooms with networked technology, a media center, cafeteria and a full-size gym. The building has three wings—one each for lower elementary grades, upper elementary grades and junior high grades. The facility also includes a playground and athletic fields at 3055 Lawndale in Saginaw Township.

According to William Cochran, Director of School Ministry for the Lutheran Church Missouri Synod in St. Louis, MO, Peace Lutheran's new facility is the only school in the Michigan District currently being built from the ground up.

Saginaw Future assisted Peace Lutheran in securing Industrial Revenue Bond financing for the project.



Peace Lutheran's new \$8.1 million facility.

Business Opportunity Forum

Federal, state and local governments spend millions of dollars every year with private vendors and contractors. Governments purchase a wide range of products and services, from alarms to Asbestos removal.

Businesses of all sizes can sell their products and/or services to the State of Michigan. It is just a matter of knowing where to find the best contracting opportunities and how to do it!

Saginaw Future Inc.'s Procurement and Export Office in partnership with the State of Michigan's Department of Management and Budget will be holding the

2003 Business Opportunity Forum

- Thursday, September 18
- 9:00 am to 12:00 pm
- Saginaw Valley State University
 - Curtiss Hall
 - 7400 Bay Road
 - Saginaw, MI

The forum will teach you how to register as a vendor with the State of Michigan and how state and local agencies buy goods and services.

Information will be provided on how to bid on Department of Management and Budget and Department of Transportation (MDOT) design and construction projects.

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SFI ACTIVITY BRIEFS

Expansion - Aavkar Corporation



purchased the former Roadway Inn located on East Holland Ave. in Buena Vista Charter Township. Plans are to split the existing 100-room facility into two separate structures. Aavkar is negotiating with Super 8, Quality Inn, and other national franchises to manage the development. SFI assisted the new company and the community with an obsolete property designation that will freeze the assessment at the current level. Owners expect to invest between \$500,000 and \$1,000,000 and create 20-25 jobs.

Expansion - Pat's Food Center located in the Village of Freeland in Tittabawassee Township has begun construction on a 35,000 sq. ft. addition to its existing store. Pat's invested \$6.2 million and expects to create 15 full time jobs. Because of the substantial investment on a site with potential environmental challenges, Pat's received a \$520,600 Brownfield SBT credit. SFI assisted Pat's through the local approval process and wrote the credit application.



Joel Cabala,
store director for
Pat's Food Center

Michigan Department of Transportation Grant Application

- a Transportation Enhancement Grant Application was submitted for the Birch Run/I-75 interchange, which is the second busiest exit in the nation with an interchange in Orlando, Florida being the busiest. The project would focus on aesthetic development, such as, landscaping, decorative retaining walls, street lamps, improved visibility for commercial property and flagpoles and banners. The goal is to create a visually stimulating entry point for Birch Run's thriving commercial district, Saginaw County and the entire Saginaw Valley region. Initiated by the Village of Birch Run Downtown Development Authority, the project has been well received by the Michigan Department of Transportation. SFI, local government officials and business leaders have also been closely involved with the proposed project.



Trade Opportunities - Saginaw Future Inc.'s Procurement and Export Office, in cooperation with the Center for Business and Economic



Development, and the Global Business Initiative at Saginaw Valley State University held a free China/Korea trade opportunities presentation in June. The Michigan Economic Development Corporation Trade Director for the China Office, Yvonne Warmbier-Ramp, gave an update on the China market, as well as outlined economic opportunities for Michigan companies. Gi-Hyun Kim from the Korea International Trade Association spoke on potential trade opportunities with South Korea.

Reduce Cost & Waste Through RETAP

Small businesses and Michigan institutions can tap into a new source of information to reduce costs and waste through the Michigan Retired Engineer Technical Assistance Program (RETAP). RETAP is a non-profit corporation staffed by dedicated retired engineers and scientists with extensive industrial experience in waste reduction and on-site assistance. Since its inception in 1994, RETAP has assisted hundreds of facilities in multiple business sectors, such as hospitals, auto service, metal forming, chemical companies and numerous others.

RETAP provides free, confidential and non-regulatory on-site waste reduction assessments. All requests and reports are sent directly to and maintained by RETAP. The assessments are not compliance or regulatory audits. Assessments are conducted by a team of RETAP professionals who review facilities for opportunities for source reduction, reuse, recycling and energy efficiency.

"With RETAP's assistance we made numerous improvements. I would strongly recommend that other companies take advantage of



this service," said Dennis W. Stickney, plant chemist for Internal Grinding/Honing Abrasives, Inc. in Grand Rapids, MI.

Written, confidential reports contain specific recommendations to save money, increase efficiency, reduce need for costly waste disposal and treatment, reduce liability and promote a positive public image. There is no obligation to implement the recommendations. Companies assisted through RETAP have saved thousands of dollars.

Businesses of all types with 500 or fewer employees in the State of Michigan are eligible, along with Michigan institutions of any size, such as, hospitals, schools, municipalities and county government. RETAP partners with the Environmental Science and Services Division of the Michigan Department of Environmental Quality.

For more information, contact Steve Jonas at Saginaw Future Inc. Please call 989-754-8222 or e-mail sjonas@saginawfuture.com

New Automotive Research Initiative

Saginaw Future Inc. has joined with the Center for Automotive Research to participate in the Automotive Communities Program (ACP) initiative. The new initiative focuses on 15 automotive communities in the upper Midwest.

The Center for Automotive Research is a highly respected research organization that tracks important trends and changes in the global motor vehicle industry.

Through its participation in ACP, Saginaw Future will receive critical information on automotive issues, such as new product timing data (vehicles and powertrain), investment and disinvestment alerts and major supplier contract activity. Saginaw Future will be using this information to seize investment opportunities and will also incorporate the information into strategic planning as the automotive industry continues to evolve.



Business Opportunity Forum

(continued from page 4)

Discussion on how minority and women-owned firms can become certified to do business with MDOT will be included. The forum will also touch on how to become a MDOT prequalified construction contractor or consultant. The forum will walk attendees through MDOT's bulletin board system, which allows access to important information on job opportunities.

Information on how to access state Web sites will also be presented. Available buyers and representatives include:

State of Michigan Agencies

- Department of Transportation
- Department of Management & Budget Acquisition and Infrastructure Services
- Michigan Economic Development Corporation
- Department of Career Development
- Department of Corrections
- Michigan Technical Assistance Center

U.S. Federal Government Agencies

Local Government

For more information on the 2003 Michigan Business Opportunity Forum and/or to register for the forum, 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 40 companies through the Corporate Watch program between April 1, 2003 and June 30, 2003.

AIS Construction Equipment Corp.

Allied Office Interiors

B & K Corporation

Birch Run Expo Center

CIGNYS - Saginaw

Cinderella Inc.

Citadel Communications

Danaher Motion

Field Neurosciences Institute

Frankenmuth Bavarian Inn Restaurant

Frankenmuth Mutual Insurance Co.

French Quarters

Fullerton Tool Co.

Glastender Inc.

GM - Saginaw Metal Casting Operations

International Quality Control Inc.

MacArthur Roofing & Sheet Metal

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New \$1.3 Million Facility for Tri-CAP

The Tri-County Community Adjudication Program (Tri-CAP), a social service agency that provides supervised housing and work experience, began construction of a new \$1.3 million facility in July.

The new facility will be located on the former Nodular Iron parking lot adjacent to the City of Saginaw's wastewater treatment plant on M-13.

Tri-CAP is a non-profit Probation Residential Center that services Saginaw, Bay and Midland counties.

Tri-CAP is a diversion program that reduces the number of non-violent offender admissions to prison and improves appropriate utilization of jail/prison facilities.

The program only accepts individuals who demonstrate a pattern of non-violent behavior. Individuals must also possess a criminal record, which indicates a



Above - Tri-CAP and civic leaders break ground for the new facility. Right - Ervin Bell, Chairman of the Tri-CAP Board of Directors, speaks on the commitment that led to the new facility.

pattern of non-violent offenses.

SFI provided ombudsmen services with the City of Saginaw and Michigan Department of Environmental Quality to mitigate an "emerging wetland issue" on the former parking lot.

Saginaw MSA - Top 15% of all MSAs

The Saginaw MSA has been ranked in the top 15% of all Metropolitan Statistical Areas (MSA) in the United States in a recent study that focused on an educated and skilled work force according to *Expansion Management* magazine.

Since 1983, Saginaw County has been part of a MSA with the counties of Bay and Midland. The counties share common boundaries and are linked economically through industry and tourist activity.

Expansion Management magazine is a monthly business magazine for executives of companies that are actively looking for a place to expand or relocate their facilities. The magazine recently released its annual High Value Labor Market Quotient ratings of the 329 metropolitan statistical areas

throughout the United States.

Expansion Management's High Value Labor Market Quotient focused on an educated, highly trained and available work force.

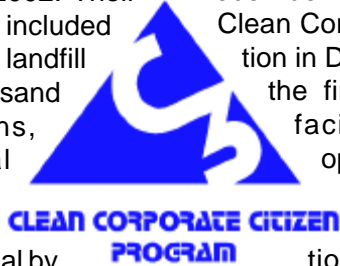
The Saginaw MSA placed 41st out of the 329 nationwide MSAs — ahead of Norfolk, VA; Syracuse, NY; Colorado Springs, CO and New York, New York. This ranking places the Saginaw MSA in the top 15% of all MSAs nationally!

This will be the last year that Midland County will be included in the Saginaw MSA. The U.S. Census Bureau recently announced that Midland County will no longer be designated as a metropolitan area, but will be placed in a newly created micropolitan category. Saginaw and Bay counties will continue to be designated as a MSA.

Saginaw's Clean Corporate Citizens

The Department of Environmental Quality (DEQ) voluntary C3 program offers public recognition and enhanced environmental regulatory flexibility for regulated establishments that demonstrate strong environmental performance and a commitment to continual improvement.

Eaton Corporation on 1000 Rust St. in Saginaw, MI earned International Standards Organization (ISO) 14001 certification in April 2000 and earned Clean Corporate Citizen designation in December 2002. Their significant goals for 2002 included reduction of trash sent to landfill by 10 tons, reduction of sand disposal by 400 tons, reduction of electrical usage in the foundry by 500,000 KWH and reduction of sludge disposal by 100 tons. In 2001, Eaton voluntarily reduced trash sent to landfill by 28%, reduced sand disposal by 23% and began researching and purchasing new environmentally friendly and/or recycled-content products.



IMCO Recycling Specialty Alloys – Saginaw Facility on 2600 Nodular Dr. received QS 9000 (Quality) and ISO 14001 (Environmental) certifications in December 2001. IMCO earned Clean Corporate Citizen designation in December 2002 and was the first aluminum recycling facility to be built and operated under the Environmental Protection Agency's new regulation, NESHAP. Recent environmental accomplishments include a baghouse monitoring system, pollution filtering barriers and a joint study with General Motors-Saginaw and Consumers Energy on reduction of natural gas usage.

Key Improvements at Harry W. Browne Airport

Harry W. Browne Airport is looking forward to increased access and marketability through two new projects.

The Instrument Landing System (ILS) project is scheduled to be completed by the fall of 2003. ILS will allow airplanes to land in less than ideal visual conditions through the use of navigation instruments. Previously, the airport was limited to landing aircraft through sight only. Planes were often rerouted when weather conditions obstructed visuals.

With the ILS in place, the airport seeks to attract additional corporate business and/or convince a fixed based operator to locate at the facility.

The Michigan Aeronautic Commission has also approved funding for a \$183,000 project to



rehabilitate and expand the airport apron and taxiways. The state expects the project to be completed this fall.

These improvements, combined with the ILS project will greatly help the airport market itself and encourage more activity and business. Saginaw County is in its second year of privatized airport operations. This arrangement has yielded positive results and has dramatically reduced expenses.

Corporate Watch

(continued from page 6)

- MBS International Airport
- Michigan Sugar Company
- Mobile Medical Response
- Morley Companies Inc.
- National City
- Pride & Country Village
- RC Engineering Inc.
- Rifkin Steel & Aluminum Company
- Roadway International
- Rotor Coaters International Inc.
- Saginaw Intermediate School District
- Saginaw Kitchen & Bath
- Saginaw Powder Coating Inc.
- Sleep Associates
- Spicer Group
- SSP Associates Inc.
- Star of the West Milling Co.
- SVRC Industries
- Synergy Medical Education Alliance
- U.S. Graphite Incorporated
- Wolverine Pattern & Machine Inc.
- Wright-K Technology Inc.

Saginaw Future Inc.
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 GREAT LOCATION.**



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- 39,000 Plus Square Feet
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- Near International Airport
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Sale Price As built - \$1,167,438
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Contact: Steve Jonas
 Phone: 989-754-8222
 Fax: 989-754-1715
 E-mail: sjonas@saginawfuture.com



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Business & Beyond is a quarterly Saginaw Future Inc. publication. For more information, go to www.saginawfuture.com; write to 301 E. Genesee, 3rd Floor; Saginaw, MI 48607; call 989-754-8222; fax 989-754-1715 or e-mail info@saginawfuture.com

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	-	9
Businesses Attracted	6	2	1	-	3
Jobs Created	475	84	43	-	127
# of Gov't Contracts	170	46	68	-	114
Value of Gov't Contracts	\$8 M	\$1.6 M	\$1.5 M	-	\$3.1 M
Value of New Investment	NGE	\$15.233 M	\$4.67 M	-	\$19.903 M