



Business & Beyond

A Quarterly Publication of Saginaw Future Inc.

Spring 2002

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2002

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*Denotes Executive Committee

Inside this issue:

- **SSP Associates**
- **Michigan Sugar Company**
- **Davenport Inn**
- **Davenport University**
- **William A. Kibbe & Associates**

Braun Kendrick Finkbeiner P.L.C. Attorneys at Law

Braun Kendrick Finkbeiner, the largest general practice law firm, is based north of Detroit and east of Lansing has consolidated its offices in an attractive new facility located at **4301 Fashion Square Boulevard** in Saginaw Township.

The new office, along with the Bay City, Mt. Pleasant and Downtown Saginaw branches, houses 34 members, 13 associates, 4 administrative staff members, 16 paralegals and additional support staff members, for a total of 107 well-trained employees.

Practice groups include Business/Corporate,



Finance/Tax, Employee Benefits, Environment, Estate Planning/ Probate, Health Care, Immigration, Labor, Litigation, and Real Estate/ Commercial Development.

(continued page 6)

OHL Hockey Catch the Spirit

Hockey fans can expect to see Saginaw's new hockey team playing this fall at the Saginaw County Events Center.

Dick Garber purchased an Ontario Hockey League (OHL) team from NorthBay, Ontario and it is now located in Saginaw. The OHL is a member of the umbrella Canadian Hockey League, along with the Western Hockey League (WHL) and Quebec Major Junior Hockey League (QMJHL). The OHL offers 16-20 year old players an opportunity to develop their hockey skills while attending a local high school, college or university.

More than 70% of players on the National Hockey League (NHL) active rosters come from the Canadian Hockey League. In fact nine of the NHL's Red Wings' 20-man roster played in the OHL. The list includes Steve Yzerman, Sean Avery, Boyd Devereaux, Kris Draper, Manny Legace, Kirk Maltby, Darren McCarty, Brendan Shanahan, and Jason Williams.

Yzerman says Saginaw fans will fall in love with the game, as stated in the April 14, 2002 Saginaw News issue. "The world's best are playing in the OHL.

(continued page 3)

Medical Corridor Expands Again

SSP Associates announced plans to add 30,000 sq. ft. of medical office space. The firm had originally planned to construct a two story, 60,000 sq. ft. facility for the Michigan CardioVascular Institute (MCVI). The expected new investment in this project is \$3 million (with \$1 million immediately and another \$2 expected to complete the interior once a tenant has been identified).

The City of Saginaw received \$1.69 million in state tax funds to assemble the site. An additional \$60,000 federal Brownfield Grant was provided for environmental assessments.

Completion of the MCVI facility is set for early next year.

SFI Staff

JoAnn Crary, President

Steve Jonas, Executive Vice President

Steven Black, Vice President

Delena Allen, Manager Procurement & Exporting

Sabrina Dore, Accountant

Stephanie Szarapski, Marketing Coordinator

Lisa Dobbins, Administrative Assistant

Michigan Sugar in Good Hands

The Michigan Sugar Company was purchased out of bankruptcy by a sugar beet cooperative formed by the Great Lakes Sugar Beet Growers Association. SFI assisted the firm in obtaining a grant from the Rural Development Administration for the feasibility study. SFI also facilitated a meeting with Doug Rothwell, President of MEDC, to discuss legislative issues dealing with sugar and by writing letters of support for a \$5 million loan from the state.

The \$18.5 million investment will retain 350 direct jobs at area processing plants along with 1200 grower contracts. Michigan Sugar Company has contracted with area growers for thousands of acres and has invested several million dollars in transfer stations and research facilities throughout Saginaw County in recent years.

Davenport University on the Move

Davenport University will be relocating its downtown Saginaw campus to 5300 Bay Road, the former site of the McDonald Oldsmobile Cadillac dealership.

The new location in Kochville Twp. will emphasize Davenport's mission of convenience and affordability. The move is an opportunity for students from Midland and Bay City to have better access to the campus. The new facility will provide improved classroom space and parking, while allowing for possible future upgrades. Administrators plan for the new 27,000 square-foot campus to be open for the start of fall classes on August 26, 2002.

SFI is working with local investors to redevelop the former university campus in downtown Saginaw.



Ontario Hockey League *(Continued from page 1)*

People in Saginaw will be able to see NHL Stars before they become NHL Stars."

Legace stated "People in Saginaw will love the caliber of hockey. The talent is just unbelievable. You have kids determined to make it (to the NHL), and they come out and play hard every shift of every game."

The community has exhibited a great deal of enthusiasm and support for the franchise. Jessica Whitmill a 5th grade student at Handley

Elementary was the winner of the Name the Team Contest that created the team's name, Saginaw Spirit.

Reserve your favorite seat for OHL action today. For more information, call Julie or Sabrina at **(989) 497-Spirit** (497-7747). Or email at:

INFO@SAGINAWSPIRIT.com

William A. Kibbe & Associates, Inc.

The employee owned-business of William A. Kibbe & Associates, Inc. continues to expand its facilities and provide full-service engineering and architectural design services throughout Michigan and Northern Ohio. The continuous improvement process includes the ISO 9000 registration in 1999 and growth from a structural based consulting firm to a multi-disciplinary design organization. These improvements allow Kibbe to provide such services as architecture, civil engineering/surveying, geotechnical engineering, structural engineering, electrical engineering, mechanical engineering, machine design, and industrial engineering.

The 1475 South Washington Ave. and the Defiance, Ohio locations serve a multitude of different markets including commercial, educational, healthcare, hospitality, industrial, manufacturing, municipal, religious, residential, and retail. Employment levels have reached 120 employees.

Veterans Small Business Conference

Wednesday, June 12, 2002

Each year, the U.S. government spends billions of dollars in good and services from private firms. As a result of the passage of the Veterans Entrepreneurship and Small Business Development Act of 1999, each federal agency now has a goal to award these procurement dollars to veteran-owned businesses.

The Saginaw Future Inc. Procurement Technical Assistance Center in conjunction with the Michigan Technical Assistance Centers and the Veteran's Administration will be sponsoring a Veterans Small Business Conference. The conference will be held on **Wednesday, June 12, 2002** at the Best Western Midway Hotel, Lansing.

(continued page 7)

Wage and Salary Survey

Saginaw Future 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, 156 organizations submitted information regarding 161 different employment positions.

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 can be applied towards an ASE membership fee.

The survey questionnaire will be mailed in early May, and should be returned no later than June 3.

Questions regarding the survey should be directed to:

Dan Matthews
ASE Mid-Michigan
Region Director

Before May 11th
(989) 249-1949

After May 11th
(989) 964-7486

Hot off the Presses

SFI produces a monthly single page fax on new developments from throughout Saginaw County. Called the *Good News Snapshot*, this piece helps improve the image of the area. If you would like to be on our list to receive the *Good News Snapshot* please contact Lisa Dobbins with your e-mail address or fax at 989-754-8222 ldobbins@saginawfuture.com.

Steve Jonas, Executive Vice President of Saginaw Future Inc., has won the election to serve a two-year term as President of the Michigan Economic Developers Association Board of Directors. MEDA exists to advance economic development throughout Michigan.

Sabrina Dore, Accountant for SFI, recently received certification as an Economic Development Finance Professional from the National Development Council. She has successfully completed an intensive economic development finance training series. Courses provided training in the field of economic development in credit analysis, real estate financing, loan packaging, deal structuring and negotiating, and the creation and implementation of development programs.

SFI ACTIVITY BRIEFS

SFI Celebrates Ten Years of Success in Saginaw County

On February 28, 2002, the staff of Saginaw Future Inc. held its annual meeting highlighting achievements made in 2001. Combined project efforts for the year generated 26 business expansions, attracted seven new businesses to the area, created 435 jobs, and retained 487 jobs.

New businesses Saginaw Future attracted to Saginaw County included Saginaw Diversified Services, Progeny Properties LLC, Ollesheimer & Son, J&M Manufacturing, SSP Associates/ Michigan CardioVascular Institute, and SpringHill Suites. These businesses totaled more than \$17 million in investments and accounted for the creation of 107

new jobs. There were more than 30 attraction and expansion projects in Saginaw County during 2001. Saginaw Future facilitated the expansion of Accurate Carbide, Bernier Cast Metals, Citizens Bank, DDI Engineering, Saginaw Products, and Wright-K Technology, Inc. These companies are just a few that succeeded in expanding their businesses while retaining and creating employment. In addition, SFI assisted Saginaw's largest employer, Delphi Automotive, in applying for tax credit with the Michigan Economic Development Corporation and in seeking local approvals required to begin a multi-million dollar investment to add technology at its Buena Vista Township facilities.

SFI's President, JoAnn Crary, Attends Society of Automotive Engineers (SAE) 2002 World Congress

"Engineering for the Environment - Challenges and Opportunities" was the topic at this year's SAE 2002 World Congress held March 4-7 at the Cobo Center in Detroit. This expo is the largest automotive parts and components exhibition in the world. More than 1,000 suppliers and manufacturers, including 300 plus from outside of the U.S., participated to offer in-depth technical support. Attending the expo provided Saginaw County exposure to the global automotive community.

SFI Joins with the Michigan Economic Development Corporation to Exhibit at COMDEX

Saginaw Future staff attended and exhibited at the information technology marketplace, COMDEX on March 4-7 in Chicago. COMDEX is the universal IT marketplace that unites technology buyers and sellers online and in person. SFI and MEDC in a cooperative effort exhibited Saginaw County and other Michigan communities. The COMDEX experience created a valuable relationship between technology buyers and sellers from around the world.

PROCUREMENT & EXPORT ACTIVITIES

Federal Procurement Sub-Contracting Opportunities Conference

On Monday, April 29, 2002 Saginaw Future Procurement Technical Assistance center in cooperation with Senator Carl Levin, the Michigan Technical Assistance Centers, the Defense Logistics Agency, the Michigan Economic Development Corporation, and the Small Business Development Centers sponsored a Federal Procurement Sub-Contracting Opportunities Conference, which was held at the Crowne Plaza Detroit Metro Airport hotel. The conference affords over 300 small businesses an opportunity to meet directly with major prime defense contractors such as Boeing, Lockheed Martin, Martin-Marietta, general Dynamics, Eaton Corporation, as well as many other prime contractors. By attending this conference, small businesses had the opportunity to meet one-on-one with procurement professionals to discuss business opportunities. Anyone who would like a listing of the participating prime contractors' websites, or have any questions regarding the conference, please contact:

Delana Allen
(989) 754-8222
dsallen@saginawfuture.com

World Trade Week

May 20-22, 2002

"High Technology and International Business"

The Detroit Regional Chamber in association with its International Business Council will be celebrating World Trade Week beginning May 20 and commencing May 22. The U.S. Congress sanctions one week in May every year to be World Trade Week, the time when cities across the country focus on seizing global business opportunities. It is designed to educate the public about the positive aspects that international business has on our national and local economy. As the world's largest exporter of goods and services, exports have accounted for almost one-quarter of the United States' economic growth. This years' theme is "High Technology and International Business."



(continued page 7)

Upcoming Events

"Mid Michigan Regional
Business Expo"
(formerly Tri-Source)

Wednesday, May 8, 2002
1:00 p.m. - 7:00 p.m.
Saginaw Valley State
University - Ryder Center
7400 Bay Rd.

The Mid Michigan Regional Business Expo is a cooperative effort of Bay, Midland, & Saginaw County Chambers of Commerce. The expo will have hundreds of businesses all in one place offering:

- Product information and demonstrations
- The introduction of new products and services
- Special show pricing
- Door prizes and contests
- Networking opportunities

For further information check Mid Michigan Regional Business Expo's web page at:

www.midmichiganexpo.com

or contact SFI:

(989)754-8222

www.saginawfuture.com

Corporate Watch Calls

Saginaw Future visited 51 companies through the Corporate & Critical Watch programs between January 1, 2002 and March 31, 2002.

Alchem Aluminum
 Allied Tool
 American Plastic Recycling
 Bernier Cast Metals
 Bernthal Packing
 Bridgeport Manufacturing
 Caraustar Inc.
 Chemical Bank
 Cinderella Inc.
 CNS Genetics
 CovenantHealthCare
 Custom Foods
 Davenport University
 Dixie Cut Stone & Marble
 Dr. Jonathan Rene
 Fehrman Machining
 Garber Management Group
 General Machine
 GM-Saginaw Metal Casting Operations
 Great Lakes Eglinton
 Hausbeck Pickle Co.
 Heinlein Awning Co.
 Hoyt Nursing Home
 John E. Green Company
 Kurek Tool
 MBS International Airport
 Michigan Sugar
 Miller Mold
 Minsor Powertrain
 Mistequay Group
(Continued page 7)

Braun Kendrick Finkbeiner P.L.C. *(continued from page 1)*

In excess of \$5 million was invested in the expansion project for the nearly 40,000 sq. ft. Fashion Square Boulevard facility. This transition further underscores the firm's ongoing commitment to its clients and the community.

Mich-Again Voted #1

Michigan was voted number one for new and expanding business facilities in the nation, according to *Site Selection* magazine. Though the Governor's Cup was awarded to Illinois, the business community ranked Michigan as the true winner in 2001.

"Unfortunately, at the eleventh hour of the contest *Site Selection* magazine changed the rules by switching to a new system for awarding the actual Governor's Cup," stated Doug Rothwell, president & CEO of the MEDC. "If the magazine kept with the traditional judging, the Cup would be in Michigan today. The true judge of the best place to grow is the business community. They have once again voted overwhelmingly for Michigan."

Under the new system, ten new criteria have been established. Of the ten, Michigan was in the top five.

Michigan secured 1st place for number of new and expanded facilities, and also for new and expanded facilities per one million population in 2001. Michigan captured 2nd place for total capital investment in new and expanded facilities per one million. The state ranked 3rd place for number of top 100 metros. Michigan also captured 5th place for number of top 100 small towns.

According to *Site Selection* magazine, Saginaw County ranked 9th for new and expanded facilities projects with a total of 42 in 2001. This is an increase from 2000 in which Saginaw County had 36 new projects and ranked 11th. Michigan as a whole generated a total of 1,419 new projects.

Davenport Inn Michigan's Best Small Business

Davenport Inn has been awarded Michigan's Best Small Business Award for 2001. Recipients are awarded based on the company's contributions to the growth and vitality of their surrounding community by managing its increasing development, improving profitability, and creating jobs. Employment has increased from 5 employees to 50 full-time positions at Davenport. SSP Associates is investing \$4.5 million in the facility. The expected completion of improvements at the Inn has been scheduled for November, 2003. The Shaheen family received the honor at the May 1 Michigan Small Business Development Center's Award Ceremony in Lansing.

World Trade Week

(continued from page 5)

The focus of this week of events is to assist companies of all levels of experience in international trade, as well as to assist them with the necessary contacts and tools to seize global opportunities. If you would like additional information on these events, please contact:

Delena Allen
(989) 754-8222
dsallen@saginawfuture.com

Companies Receive Economic Development Job Training Grant (EDJT)

The Economic Development Job Training Grant (EDJT) program provides training funds to businesses to promote new job opportunities, provide advanced training for existing employees, skilled training for new workers to strengthen the state's economic base.

The grants are available through the Michigan Economic Development Corporation. Funds are released through a competitive application process. Once a firm has defined its training needs, training funds are pursued through the appropriate eligible entity. Eligible course categories include: applied academics, equipment specific, process improvement (ISO/ QS 9000) and technical training. The recent average training grant has been \$900 per trainee.

In a typical project, SFI staff and a provider such as Delta College Corporate Services or SVSU MMTC will meet with a company to discuss their employment plans and training needs. Delta will help develop a training plan that includes cost estimates. These costs may be covered by the EDJT program, the Governors Scholarship Fund, On-The-Job (OJT) funding or Job Training Partnership Act (JTPA) funds.

To date, this years recipients of EDJT Grants include:

	<u>Grant Award</u>	<u>Existing Trainees</u>
• Delphi (Saginaw Steering Systems)	\$150,000	1,328
• Hemlock Semiconductor Corp.	\$120,000	100
• Delphi (Chassis)	\$100,000	96
• XO Communications	\$105,000	225
• B & K Corporation	\$ 67,000	144
• Mistequay Group	<u>\$ 45,000</u>	<u>150</u>
Totals:	\$588,100	2043

Corporate Watch

(continued from page 6)

MMR
Nordic Electric
Overhead Door
Pointe Focus
Quality Roll
Ranger Tool & Die
RC Associates
Saginaw Control & Engineering
Saginaw Industrial Center
Saginaw Powder Coating
Saint Mary's
Shear Tool
Saginaw Industrial Machining Inc.
SSP Associates
Star of the West Milling
Straits Corporation
Tooling Systems Division
U.S. Graphite
Wm. A. Kibbe & Associates
WNNCO
Wolverine Pattern

Veterans Small Business Conference

(continued from page 3)

The goal of the conference is to assist veteran owned businesses in securing contracts from the federal government.

For additional information, please contact:

Delena Allen
(989) 754-8222
dsallen@saginawfuture.com

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Be sure to visit us on the web at:

www.saginawfuture.com

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If you would like more information about articles in **Business & Beyond** or about Saginaw Future, write SFI at 301 E. Genesee, 3rd Floor, Saginaw, MI 48607, or call (989) 754-8222. Saginaw Future's fax number is (989) 754-1715.

NOTE: We use multiple lists to mail **Business & Beyond**, and it is not always possible to cross-check these lists. As a result, you may receive a duplicate of this publication. Please pass it on to an interested associate.

SFI 2002 Performance Report

	2002 Goal	First Quarter	Second Quarter	Third Quarter	YTD Total
Business Expansions	20	7	-	-	7
Businesses Attracted	6	3	-	-	3
Jobs Created	475	161	-	-	161
Jobs Retained/Retrained	NGE	462/2043	-	-	462/2043
# of Gov't Contracts	170	Not Avail.	-	-	Not Avail.
Value of Gov't Contracts	\$10 M	Not Avail.	-	-	Not Avail.
Value of New Investment	NGE	\$30.566 M	-	-	\$30.566 M