# Business & Beyond





# **HSC to Invest \$1 Billion**

Hemlock Semiconductor Corporation (HSC), the world's leading producer of polycrystalline silicon, will invest up to \$1 billion in the next four years to expand its Hemlock, Michigan facility.

The expansion, which is expected to start coming online in 2010, will increase the company's total annual output of polycrystalline silicon to 36,000 metric tons, an increase of 90%.

"Our customers in the solar and semiconductor industries have a critical need for more of our materials," said Rick Doornbos, president and CEO of Hemlock Semiconductor Corporation. "This is the largest expansion in the history of this industry, and is indicative of our long-term commitment to meeting the needs of our customers."

The expansion will add up to 17,000 metric tons of polycrystalline silicon suitable for both the solar and semiconductor markets. This is the second major investment the company has announced in the past 18 months.

In November 2005, HSC announced a nearly \$500 million expansion that is under construction. It is on schedule for start-up and is expected to come online in early 2008.

Hemlock Semiconductor is a joint venture of Dow Corning Corporation and two Japan-based firms, Shin Etsu Handotai Co., Ltd. and Mitsubishi Materials Corporation. In solar applications, polycrystalline (continue to page 2)



Rick Doornbos. president and CEO of Hemlock Semiconductor Corporation, announces its \$1 billion expansion.

# Third Building for Saginaw's Riverfront

Downtown Area Development LLC II is located at 999 S. Washington Ave. in the City of Saginaw.



Downtown Area Development LLC III is the third medical/professional office building being constructed across from St. Mary's of Michigan's main campus in the City of Saginaw. The \$6 million project will house the Unemployment Insurance Agency, formerly the Michigan Employment Security Commission, and will have space available for lease.

The new 60,000 sq. ft. Downtown Saginaw building will retain 200 business professionals in Saginaw County, who provide specialized unemployment services. The project received a Brownfield Single Business Tax credit from the State of Michigan.

"Saginaw's riverfront is one of the city's treasures and is a great place to encourage new investment and growth." said Governor Jennifer M. Granholm.

The more than three acre complex is anchored by the Michigan CardioVascular Institute that was constructed in 2001. In 2005, the Riverfront Medical Arts Condominiums, which includes a Citizens Bank branch and Tri-City Urology PC, were built for nearly \$3 million.

Previous to the site's redevelopment, the location was considered a brownfield with dilapidated manufacturing structures, varying degrees of contamination and multiple owners.

(continue to page 2)



515 N. Washington Ave. - 3rd Floor Saginaw, MI 48607 Phone: (989) 754-8222 Fax: (989) 754-1715 Web: www.saginawfuture.com E-mail: info@saginawfuture.com

- **Medical Manufacturer Growing** Inside **Regional Management System** this **issue**:
  - **Funding Saginaw's Future**
  - National Roofing Developing Project
  - **Triple M Tire Expands in BV**

ESTABLISHED IN 1992 15 YEARS OF EXCELLENCE

# 2007 SFI Board of Directors

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\*Denotes Executive Committee

### HSC to Invest \$1 Billion

(Continued from page 1)

silicon is the cornerstone material used to produce solar cells that harvest renewable energy from light rays.

The expansion is expected to generate up to 250 full-time direct jobs, and an equal number of contracted positions upon completion. Additionally, there will be nearly 800 temporary local construction contractors needed while the expansion is constructed.

Dow Corning's Midland site, which serves as a major supplier of raw materials to HSC, will receive an expansion and upgrades, which will include the hiring of additional employees.

HSC began a formal search for additional expansion options and locations in mid-2006. The Hemlock site was chosen for its next expansion as it provided the fastest time-to-market, lower capital costs, and the ability to leverage the company's skilled employees.

"We received tremendous support from state and local officials, which was key to us locating this expansion here in Hemlock," said Doornbos.

"Michigan Governor Jennifer M. Granholm and Michigan Economic Development Corporation CEO James C. Epolito were personally involved in supporting this expansion, and we appreciate the attention they gave us. Locally, Thomas Township, City of Saginaw, Saginaw Future, and many of our state legislators worked hard to help us make this investment attractive. They removed obstacles and opened doors for us," Doornbos said.

HSC will continue efforts to search for a potential

Hemlock Semiconductor Corporation is located at 12334 Geddes Rd. in Thomas Township.



new green-site location. A global search for the new facility remains a top priority project for the company as high demand for HSC's materials is expected to continue.

"We serve customers throughout the globe. In this period of strong growth in the solar industry, we need to identify the best global site for future expansions, so we can continue to move rapidly to meet our customers' needs," said Doornbos.

## Third Building for Saginaw's Riverfront

(Continued from page 1)

The City of Saginaw, along with the State of Michigan, assisted in the overall complex's development through site preparation and investment incentives. The complex was designated a Renaissance Zone, portions of Water St. were closed, parking ordinances were rewritten and demolition funds were provided.

Recently St. Mary's of Michigan opened its cardiac rehabilitation clinic on the third floor of the Michigan CardioVascular Institute. Financial and accounting staff members from St. Mary's also made the move to the Saginaw Riverfront location.

# Medical Manufacturer Growing Again

Dow Corning Healthcare Industries Materials Site (HIMS) has launched a \$3.3 million expansion that will greatly increase its product line and create two new jobs. The investment will increase Dow Corning HIMS' manufacturing floor space for the first time in a number of years.

The medical manufacturer, established in 1964, is located at 1635 N. Gleaner Rd. in Thomas Township. HIMS is the only Dow Corning site dedicated to supplying products to the heath care industry.

These products are used by customers around the world to manufacture a wide variety of heath care products, including



Dow Corning Health Care Industries Materials Site is located at 1635 N. Gleaner Rd. in Thomas Township.

pharmaceutical tubing, pacemaker leads, drug-delivery patches (nicotine patches), ports & IV sets, home diagnostic kits for renal patients, anti-gas antifoams and many other applications.

Saginaw Future was able to assist Thomas Township and Dow Corning HIMS with an investment incentive. There are approximately 150 employees at the site. In 2006, the company constructed a new microbial testing lab, and purchased new mixing equipment and software.

# L2-Decorative Invests in Frankenmuth



L2 Decorative Products is located at 415 E. Jefferson in the City of Frankenmuth.

L2-Decorative Products purchased the long-vacant Wic-Top Manufacturing facility at 415 E. Jefferson in the City of Frankenmuth.

L2-Decorative Products manufactures plastic laminates for the automotive, recreational vehicle and boating industries. The company's products include custom-made laminate dashes in various custom colors, designs and wood grains, along with faux wood panels.

Saginaw Future assisted L2-Decorative Products and the City of Frankenmuth with the establishment of an Industrial Development District and an investment incentive. L2's \$800,000 investment led to the creation of four new jobs.

The building's renovation included the installation of a new metal roof, HVAC system, 2,000 sq. ft. addition and more. Interior work included a new suspended ceiling, electrical work and heaters.

L2-Decorative also added new manufacturing and office equipment, such as laminators, computers and furniture.

# Scientific Brake Expands



Scientific Brake and Equipment Co.'s City of Saginaw facility is located at 314 W. Genesee Ave.

Scientific Brake and Equipment Co. recently acquired two parcels of land adjacent to its 314 W. Genesee Ave. facility in the City of Saginaw. The additional space will allow the company to more efficiently configure its shipping and receiving area.

Saginaw Future, working with the Saginaw County Land Bank Authority and Department of Natural Resources, was able to assist in the acquisition that will add over an acre of land to Scientific Brake's Saginaw facility.

Scientific Brake, with additional locations in Alpena and Gaylord Michigan, is one of the largest propane delivery truck builders and refurbishers in the United States.

Recently, the company was ranked among the best truck equipment distributors in the nation by the National Truck Equipment Association.

Scientific Brake sells, services and leases commercial trailers, along with providing financing options. Scientific also provides heavy duty parts for trucks and trailers, specialized truck equipment, and full service truck repair.

# **Regional Management For Regional Results**

Regional cooperation in Mid-Michigan continues to be an important area of focus for improved guality of life and economic development.

The Dow Chemical Company contracted the Global Environment & Technology Foundation (GETF) of Arlington, Virginia to help research and facilitate regional cooperation.

While a number of regional projects, such as Vision TriCounty, have been contributing to the development of Mid-Michigan for a number of years, GETF was selected to bring an independent third party perspective.

After interviewing nearly 100 members of the Mid-Michigan community, GETF prepared an exploratory report confirming that a regional management system would be successful in Mid-Michigan.

Results show that the vast majority of Mid-Michigan

# How to Become a Government Contractor

The Saginaw Future Inc. Procurement Technical Assistance Center (PTAC) presents "How to Become a Government Contractor Seminar."



### What makes a successful government contractor?

Did you know the federal government purchases more than \$300 billion of goods and services a year and the State of Michigan has a diverse portfolio valued at more than \$11.6 billion? Find out what it takes to sell your goods and services to the federal government and the State of Michigan.

### Doing business with the State of Michigan

- · What products and services does the State of Michigan buy?
- Vendor registration and bidding information
- Marketing your product
- Planning and researching for state procurement opportunities
- Freedom of Information Act (FOIA)

### Federal government opportunities

 Classifying your product or service (NAICS, SIC Codes, PSC/FSCs)

(continue to page 5)

community leaders expressed a strong desire for a regional management system that would provide cohesion and coordination for the area.

A system would provide a forum and structure to



assist existing collaborative programs in the region. GETF identified a number of initiatives that were agreed on by local stakeholders, such as incubating areen chemistry and technology businesses, improving natural resources and marketing Bay, Midland and Saginaw Counties as a branded community.

Saginaw Future staff members are participating on the GETF economic development sub-committee.

# **New SFI Board Member**

Michael P. Gannon is the director of divisional human resources for Delphi Steering. He is also a member of the **Delphi Steering Strategy** Council (SSC), the top strategy and policy making body in the division.

Gannon began his career at General Motors in 1980 as a labor relations representative

for the Oldsmobile Division in Lansing, Michigan. From 1980 to 1989, he held a number of escalating positions within the company.

In 1990, Gannon transferred to the GM Powertrain group in Pontiac, Michigan as director of human resource management. In 1993, he transferred to GM Europe as director of human resource management. He then became general director of human resources for GM International Operations in 1994. In 1997, Gannon became vice president of personnel for General Motors Europe. He was named director of human resources for Delphi Steering in 1999 and was then appointed to the SSC on April 24, 2006.

Gannon earned a bachelor's degree in industrial administration from Kettering University (General Motors Institute). He earned a master's degree in business administration from the University of Michigan as a GM fellowship recipient. Gannon resides in Frankenmuth, Michigan with his wife Ruth and has three children.



# Funding Saginaw's Future

Webster, Looby & Baumgarten, P.C.

In-Kind

Advanced Tex Screen Printing, Inc.

Dornbos Printing Impressions Metropolis/The Michigan Banner

Things Remembered (Fashion Square Mall location)

Bridgeport Charter Township

Local Government Contracts

Village of Chesaning Village of Merrill

Village of St. Charles

Citizens Bank Trust

Michigan Economic

Morley Foundation

Loan Fund

SFI Medical Device

& Technology Initiative AT&T Foundation

Covenant Active Medical Staff

Saginaw Community Foundation

Project Specific Contributors

Harvey Randall Wickes Foundation Martin H. Stark

North Coast Technology Investors, LP

Wickson-Link Memorial Foundation

Melvin L. & Hilda J. Zuehlke

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**Development Corporation** 

Saginaw County Revolving

Frankenmuth Jaycees

Charitable Foundation

Stark Foundation

How to Become a Government Contractor

(continued from page 4)

· Getting registered: CCR and dynamic, small

Small business: Small Disadvantaged Business,

Mark your calendar

World Expo of Beer

Zeilinger Wool, Co.

SPI Innovations

Buena Vista DDA

Carrollton Township Chesaning Township

City of Frankenmuth

City of Saginaw City of Zilwaukee

County of Saginaw

Kochville Township

Spaulding Township

Thomas Township

Richland Township Saginaw Charter Township

Tittabawassee Township

business search

· And much more!

FREE to attend!

Assistance Center

Delena Spates - Allen

• Fax: 989-754-1715

Spring 2007

5

8(a), Veteran Owned, etc.

• Tuesday, June 26, 2007

9:00 am to 12:00 pm (noon)

Saginaw Commerce Tower

515 N. Washington Ave., 3rd Floor

Saginaw Future Inc. conference room

To register or for more information

Saginaw Future Inc. Procurement Technical

On City of Saginaw's riverfront

RSVP required - seating limited!

Manager Procurement & Exporting

E-mail: dsallen@saginawfuture.com

• Phone: 989-754-8222 ext. 232

Finding opportunities and solicitations

WNEM TV5

TBF Graphics/Digital

### \$25,000 +

CONTRIBUTORS

- Citizens Bank
- **Covenant Healthcare**
- **Delphi** Corporation

#### \$10,000 - \$15,000 Chase

- Consumers Energy The Dow Chemical Company
- Dow Corning Corporation
- **GM Powertrain SMCO** HealthPlus of Michigan
- Hemlock Semiconductor Corporation
- Mobile Medical Response, Inc. St. Mary's of Michigan

### \$4,000 - \$8,000

- National City Bank The Saginaw News

### \$2,000 - \$3,000

- Aleris International Bavarian Inn Restaurant & Lodge
- Braun, Kendrick, Finkbeiner PLC
- Champagne & Marx Excavating, Inc.
- Chemical Bank & Trust Co.
- CMI-Schneible Co.
- Communications Family Credit Union
- Corvus Nodular Interests, LLC Enterprise Automotive Systems
- The Fast Tek Group LLC
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- Frankenmuth Mutual Insurance Co.
- Garber Management Group
- Independent Bank
- International Materials Inc.
- John E. Green Company LaSalle Bank
- Means Industries, Inc.
- Memtron Input Components Merrill Tool Holding Company (Merrill Fabricators, Inc., Merrill Tool & Machine, Inc., Merritech, Inc.)
- Pumford Construction Inc. Rehmann Robson, PC
- **Riverfront Medical Realty**
- Saginaw Labor-Management Co-op
- Commitee (IBEW) Saginaw Midland Bay
- Michigan Works!
- Scientific Brake & Equipment Co. Spence Brothers
- Spicer Group
- Stevens Worldwide Van Lines
- The Straits Corporation
  - Wolgast Corporation

### \$1,000 - \$1,999

- 1st State Bank
- Acoustical Services, Inc.
- Alfe Heat Treating, Inc.
- Alloy Construction Service, Inc.
- Apple Mountain Realty
- Bierlein Companies & Apple Mountain
- CIGNYS
- Consumers Choice Credit Union
- Fabiano Brothers
- Firstbank-Alma
- Glastender, Inc. Hausbeck Pickle Company Inc.
- Lake Huron Credit Union
- Lendell Manufacturing Inc.
- Michigan CardioVascular Institute Midwestern Surgical Associates
- Morley Companies, Inc.
- R.C. Hendrick & Son, Inc.
- Saginaw Bay Underwriters Saginaw Powertrain Inc.
- Saginaw Valley State University
- Sargent Docks & Terminal
- and Saginaw Rock Products SECU Credit Union
- Standard Electric Co.
- SVRC Industries, Inc. TCF Bank
- Team One Credit Union
- Tri-Star Trust Bank
- United Auto Workers

- Wanigas Federal Credit Union
- Wigen, Tincknell, Meyer & Assoc., Inc. Wilcox Professional Services 11C
- William A. Kibbe & Associates, Inc.
- Wolohan Capital Strategies
- Wright-K Technology, Inc.
- Yeo & Yeo

### \$301 - \$500

- A.C. Klopf Inc. AKT-PM Environmental &
- **Developmental Services**
- Allied Office Interiors
- Andrews, Hooper & Pavlik PLC Chesaning Manufacturing Co.
- Community State Bank
- JoAnn Crary Davenport University
- Deisler Funeral Home
- **Duperon Corporation**
- Duro-Last Roofing, Inc. E.A. Becker & Associates, Inc.
- Future Insurance Agency
- Gardner, Provenzano,
- Schauman & Thomas P.C. Gilbert, Smith & Borrello, P.C.
- Hall & Associates
- Hi-Tech Optical Inc.

NetSource One

Pinnacle Design

- & Phase Liner of Michigan, Inc.
- Horizons Conference Center

Michigan Sugar Company

Northeastern Paint & Floor

Princing & Ewend Prudential Anderson, Lemmer

Rifkin Scrap Iron & Metal Co.

SSP Associates, Inc. Star of The West Milling Company

Synergy Medical Education Alliance

\$50 - \$300

& Wilson Inc. Real Estate

Shawn & Leslie Sheridan

Tri-City Office Machines Wade Trim, Inc.

Wirt Saginaw Stone Dock

Zatkoff Seals & Packings

Zehnder's of Frankenmuth

Bright Wilkins Investments

Centennial Technologies, Inc.

DeGroat Keenan Commercial

Home Builders Association of

Hoyt Nursing & Rehab Centre

King Communications Inc.

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MacDonald Broadcasting Company

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Saginaw County Employee Credit Union

Business & Beyond

Employee Benefit Resources, Inc.

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Shinners & Cook, PC Smith Bovill PC Specialty Manufacturing Inc.

S.P.A.C.E., Inc.

Michigan Production Machining, Inc.

Mid-Valley Insurance and Financial Miles Petroleum & Propane, Inc.

Covering Supply Orchid Unique Orthopedic Solutions

Saginaw Medical Federal Credit Union Severance Tool Industries

Keller Williams Realty LB Transportation Group Masud Patterson Schutter & Peters, P.C.

# National Roofing & Sheet Metal Developing Project

National Roofing & Sheet Metal Co. Inc. is currently leasing its facility at 211 Lee St. in the City of Saginaw and is exploring purchasing it.

The company is concerned about environmental conditions and has already completed Phase I testing. National Roofing is applying for City of Saginaw site assessment funds for Phase II testing.

Site assessment funds, granted by the Environmental Protection Agency, are used to help increase redevelopment and create jobs by encouraging private and public investment in brownfield sites.

The company sees potential for significant growth and has branched out into sheet metal work after acquiring American Sheet Metal Company. National Roofing is expected to invest more than \$1 million in the purchase of the building and the addition of new equipment.

Approximately 15 new employees will be hired due to the expansion. Ultimately the goal is to retain 100 to 150 quality jobs at the site during the company's peak season and 50 to 60 during its non-peak.

In addition to the city site assessment funds, National Roofing is seeking an investment incentive and assistance from the City of Saginaw Brownfield Redevelopment Authority.

# Fullerton Tool Invests Nearly \$900,000

Fullerton Tool Company is located at 121 Perry St. in the City of Saginaw.



The company purchased a new Haas Computer Numerical Control machine and a forming machine.

Fullerton Tool also upgraded its technology with the purchase of an Enterprise Resource Planning management system. The technology tracks and manages goods and resources, along with providing key information across the supply chain.

Fullerton Tool, located at 121 Perry St. in the City of Saginaw, manufactures specialty tools and solid carbide round cutting tools. The company was established in 1942 and currently employs approximately 120 people.

Saginaw Future assisted in securing \$24,000 in training funds from the Michigan Economic Development Corporation Economic Development Job Training program. SFI also assisted the company and the community with an investment incentive.

# **75-Year Commitment to Saginaw**



Rhinevault-Olsen Machine & Tool is located at 2533 Carrollton Rd. in the City of Saginaw

Rhinevault-Olsen Machine & Tool is a City of Saginaw manufacturer that recently purchased new equipment in order to meet client needs.

The company, located at 2533 Carrollton Rd., invested \$150,000 in a new CNN Machine, two surface grinders and two lathes. The project also included the renovation of a portion of its facility.

Rhinevault-Olsen is a Saginaw small business that has had a presence in the community since 1932. The company produces a broad range of products, such as tools, jigs, fixtures, and spur and helical gears. Precision and prototype machining are also company specialties.

Nine employees work for the manufacturer and the equipment purchase and renovation are expected to create an additional job.

Rhinevault-Olsen was awarded its first investment incentive in the history of the company after receiving an Industrial Development District designation. These districts allow local communities to be proactive and are established in order to encourage new business investment.



National Roofing & Sheet Metal Co. Inc. is located at 211 Lee St. in the City of Saginaw.

# **Triple M Tire Expands in BV**

Triple M Tire purchased the long vacant, former Quality Farm & Fleet building, which is located at 4265 E. Holland Rd. (M-46), adjacent to the Morley Industrial Park in Buena Vista Charter Township.

Triple M Tire is a tire dealer, automobile repair and service equipment supplies specialist. The company provides goods and services for tire distributors and repair shops.

Triple M refurbished the Buena Vista facility and purchased tire re-treading equipment that was moved to the location. The company's total investment was over \$600,000 and resulted in the hiring of 18 new workers. The Buena Vista location is the



Triple M Tire is located at 4265 E. Holland Rd. in Buena Vista Charter Township.

largest tire re-treading facility of its kind in the State of Michigan. Triple M Tire is a Goodyear, Michelin and Uniroyal tire dealer that focuses mainly on commercial trucking fleets, but does offer tire re-treading for the general public.

The company's headquarters are located in Gaylord, Michigan. Saginaw Future assisted Triple M Tire and Buena Vista Charter Township with an investment incentive.

# **SFI Corporate Watch Calls**

Partnering with the Michigan Economic Development Corporation, Saginaw Future Inc. staff members visited 34 companies through the Corporate Watch program between January 1, 2007 and March 31, 2007.

- Bavarian Inn Lodge
- L2-Decorative Products
- Bridgeport Powder Coating
- Lutheran Homes of Michigan
- Bromont Investments
- CMI Schneible Co.
- Delphi Steering
- Dow Corning HIMS
- Downtown Area Development LLC
- DTI Assembly & Test Orchid Unique
- Falconer Machining
- Fenner Chemicals
- Food Value of Saginaw
- Freeland Sports Assoc.
- Fullerton Tool Company
- Glastender, Inc.
- · GM Powertrain -SMCO
- Hausbeck Pickle Company Inc.
- Hemlock Seminconductor Corp.

- Micron Precision Machining Inc.
- Morley Companies Inc.
- New Castle
- New Covenant, Inc.
- Dr. Ononuju
- **Orthopedic Solutions**
- Silver Creek
  - Manufacturing
- Spaulding Machine Co.
- SRT Blending Systems
- Triple M Tire
- U.S. Graphite, Inc.
- White Knight Fluid Handling Inc.
- Wm. A. Kibbe & Associates
- Wright-K Technology, Inc.

# **Opportunities for Skilled Workers**

Saginaw Midland Bay Michigan Works! recently held a skilled labor networking



breakfast in order to link gualified applicants with specialized manufacturers seeking new employees.

Over 60 resumes that represented skilled trades, welders and Computer Numerical Control (CNC) machine operators were submitted to 14 regional companies that expressed interest and attended the event.

Saginaw Future led a team of economic and business organizations that cooperatively developed the networking event to assist area manufacturers. The team consisted of:

- Bay City Economic Development
- Bay Future, Inc.
- Delta College
- Midland Tomorrow
  - Saginaw County Chamber of Commerce
  - Saginaw Midland Bay Michigan Works!
  - Saginaw Valley State University

Saginaw Future helped to facilitate the development of the event and target market specific manufacturers that responded to assistance inquiries.

The Saginaw Midland Bay Michigan Works! received assistance from four other Michigan Works! offices from the surrounding region to target and attract gualified applicants. Local unions provided contact information for automotive early retirees and workers who received early buy-outs.

Saginaw Future Inc.

515 N. Washington Ave., 3rd Floor Saginaw, MI 48607



Saginaw Future Inc. 2007 Performance Report					
	2007 <u>Goal</u>	First <u>Quarter*</u>	Second <u>Quarter</u>	Third <u>Quarter</u>	YTD <u>Total</u>
Business Expansions	24	6	-	-	6
Businesses Attracted	7	3	-	-	3
Jobs Created	500	46	-	-	46
# of Gov't Contracts	200	44	-	-	44
Value of Gov't Contracts	\$5 M	\$407,086	-	-	\$407,086
Value of New Investment	NGE	\$12.74 M	-	-	\$12.74 M

\*Does not include Hemlock Semiconductor Corporation project that was finalized in the second quarter of 2007.

NOTE: Saginaw Future Inc. 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 publications, go to www.saginawfuture.com

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- Greg LaMarr Marketing Coordinator
- Stephanie Bauer Accountant
- Lisa Dobbins Office Manager