

— MIDDLE MICHIGAN —  
**DEVELOPMENT CORPORATION**  
MMDC.ORG

# 2018 ANNUAL REPORT

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MIDDLE MICHIGAN  
DEVELOPMENT CORPORATION

# STRATEGIC PLAN

2019-2021

## MISSION

*We grow the economy with services designed to retain, expand and attract businesses in Clare and Isabella Counties.*

## VISION

*We are the primary economic development driver for businesses, communities and industrial partners in Middle Michigan.*

## BUSINESS RETENTION & GROWTH

- Conduct regular retention calls on area businesses with municipalities and other partners.
- Advocate for area companies seeking state and local incentives for expansion projects.
- Connect businesses with suppliers and customers through Pure Michigan Business Connect.
- Facilitate federal contracts, workforce training and export growth for area businesses.

## BUSINESS ATTRACTION

- Target businesses for attraction and respond quickly to new leads and site selector inquiries.
- Update site selectors and area businesses through MMDC and MEDC websites and social media.
- Assist incoming businesses with state incentives and municipal approval processes.
- Coordinate with economic development partners for a regional attraction strategy.

## COMMUNITY DEVELOPMENT

- Publish available properties on the MMDC, MEDC and Great Lakes Bay Region websites.
- Advocate for municipal partners seeking state incentives for community development projects.
- Work with developers, land owners and real estate brokers to promote redevelopment.
- Assist developers with real estate tax credits and other incentives.

### Clare Office

402 North First Street  
Harrison, Michigan 48625  
Phone: (989) 539-2173  
Fax: (989) 539-6053

### Mt. Pleasant Office

200 East Broadway  
Mt. Pleasant, Michigan 48858  
Phone: (989) 772-2858  
Fax: (989) 773-2115



# A MESSAGE FROM OUR PRESIDENT

## *Dear Friends,*

I have just completed my third full year as President and CEO of the Middle Michigan Development Corporation and am very pleased to present our 2018 Annual Report!

We have included our Mission and Vision statements and our recently updated Strategic Plan on the inside front cover. The inside back cover lists our current Executive Committee and updated Board of Directors. The back cover includes some screen shots from our website which you can check out at [mmdc.org](http://mmdc.org).

Inside, we have included some major “good news” stories focused on business expansions at American Mitsuba and Bandit Industries as well as the retention of Unified Brands in our area. There also are many other great success stories that are detailed in the coming pages. Key metrics for the year also are highlighted in the box below. We made 157 company visits and 302 company assists while the companies we work with have reported 299 new hires and over \$34.7 million in new investment!

We continued this year to look at various aspects of economic development with our highly successful speaker series for our quarterly meetings. Our speakers included:

- David Dunckel, CBSP, Senior Strategy Director, Michigan Veterans Affairs Agency
- Katharine Czarnecki, Senior Vice President, Community Development, Michigan Economic Development Corporation (MEDC)
- Roger Curtis, Director, Michigan Department of Talent and Economic Development (TED)
- Earl Poleski, Executive Director, Michigan State Housing Development Authority (MSHDA)

2018 was an incredible year for grants! MMDC was awarded \$100,000, the largest grant we have ever

received, from MEDC’s Michigan Defense Center. The focus of this grant is to increase the number of companies in our area pursuing opportunities within the Defense and Homeland Security sectors.

We also received two grants from the East Michigan Council of Governments (EMCOG). The first EMCOG grant was for \$12,262 to partner with Greater Gratiot Development, Inc. for a study on the need to upgrade US-127 to a full expressway and whether this change would positively impact economic development and public safety. The second EMCOG grant was for \$16,000 to assist neighboring rural counties to achieve “best practices” in preparing their available sites for new businesses.

I want to remind our readers that MMDC by itself doesn’t create jobs, but we do provide essential services to area businesses who do. We would not be successful in our efforts without the strong support of great board members and area business leaders. We are looking forward to another successful economic development year in 2019!

**JAMES MCBRYDE**  
President and Chief Executive Officer  
Middle Michigan Development Corp.

## 2018 MMDC METRICS

- \$34,784,931 INVESTED
- \$569,247 IN GRANTS RECEIVED
- 299 NEW HIRES
- 157 COMPANY VISITS
- 302 COMPANY ASSISTS

# Middle Michigan: A Place Where Talent is Developed...



Photo Credit: Central Michigan University



## Home to Central Michigan University

Central Michigan University (CMU) is an academic community committed to the pursuit of knowledge, wisdom, discovery and creativity. CMU provides student-centered education and fosters personal and intellectual growth to prepare students for productive careers, meaningful lives and responsible citizenship in a global society. CMU adheres to the core values of integrity, respect, compassion, inclusiveness, social responsibility, excellence and innovation.

Central Michigan University also boasts a robust School of Engineering and Technology, featuring six undergraduate programs, a Master of Science in Engineering degree, and job placement rates well above 90% with the vast majority of graduates choosing to start their careers in the State of Michigan. The mechanical, electrical and computer engineering programs are accredited through the Engineering Accreditation Commission of ABET. In addition, the Industrial Technology Management Program is accredited by the Association of Technology Management and Applied Engineering.

In an Anderson Economic Group study released last year, Central Michigan University was noted for its \$1.2 billion economic impact on the state of Michigan in 2016.

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## Home to Mid Michigan College

Mid Michigan College is a public college founded in 1965 with full service locations and technical education centers in Harrison and Mt. Pleasant. The College offers one and two-year certificates and associate degrees in occupational, tech and trade and health science programs. Mid prides itself in offering an affordable education that prepares students for a career or transfer to a University.

Mid Michigan College also offers a wide variety of technical training programs that benefit the Middle Michigan business community. The locations in Mt. Pleasant and Harrison provide students with hands-on technical training, certification, internship opportunities and skills development.

Training programs are developed in conjunction with industry partners and include industrial trades, CAD, welding, CNC, plastics and more. Customized training is also available to meet specific business needs.



# and Nurtured.



Photo Credit: Central Michigan University



## Middle Michigan is an Amazing Place to Work and Live

Through economic development services and programs designed to attract and retain talent, we are able to work collaboratively as a community to create vibrant, sustainable and unique places to live and work within Clare and Isabella counties.

Life is good in Middle Michigan and you're never too far away from the many great offerings Michigan provides.

## Adventure for Every Season

No matter how you choose to unwind, Middle Michigan has something for everyone to enjoy.

Clare County offers countless outdoor adventures with over 81 lakes and streams, your destination for sledding, skiing, zip lining and golf as well as snowmobile and ATV trails and much more.

Isabella County also features the winding Chippewa River with over 15 parks to walk or hike and features over a dozen local golf courses.

The area also boasts over ten top destinations, including the world famous Cops & Doughnuts bakery with locations in Clare and Mount Pleasant and the Soaring Eagle Casino and Resort.

Art galleries and museums can also be found throughout Middle Michigan.

## An Emerging Food Scene

From fine dining to down home cooking, there are over 115 restaurants to choose from in the Middle Michigan region. From American diners to sushi bars and Korean fare, there are many options available to satisfy any appetite.

Middle Michigan also features several craft breweries in the region and is home to the Central Michigan Craft Beer Festival which takes place every summer in downtown Mt. Pleasant.

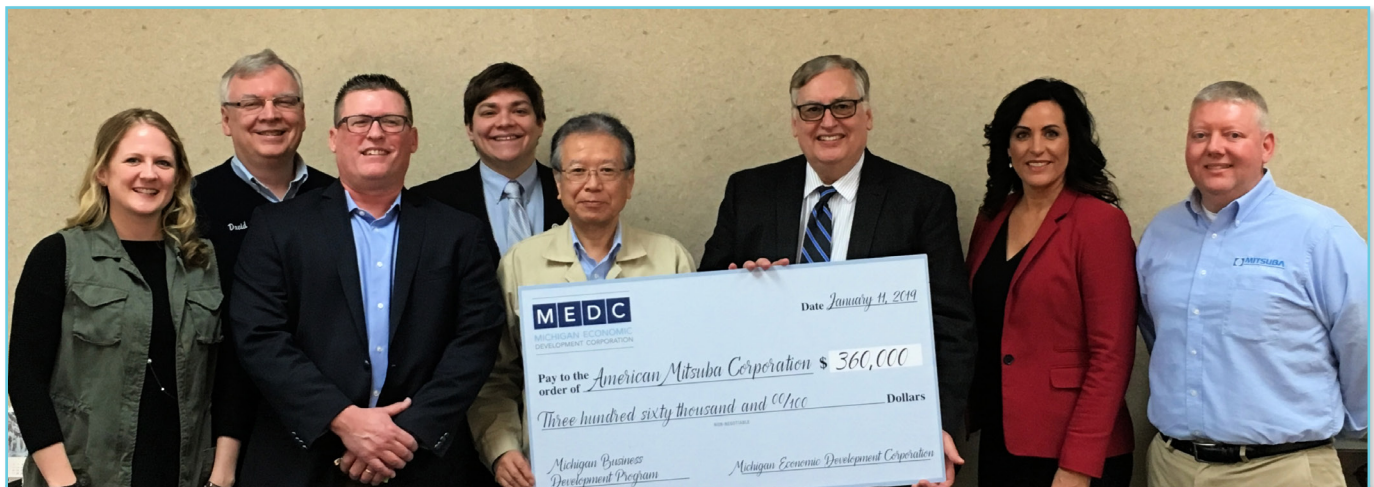
Local food enthusiasts can also find Michigan grown produce and products at any of the seasonal farmers markets featured throughout both Clare and Isabella Counties. The Harrison City Market located in Harrison is also open all year and features a commercial kitchen that food related start-ups can utilize to get their business off the ground.

Middle Michigan's cost of living is rated below the national average by Sperling's Best Places!

## BUSINESS EXPANSIONS ON THE RISE

In 2018, we continued to provide business expansion support to our companies in Clare and Isabella Counties. These services often include assistance to secure Industrial Property Tax Abatements for various expansion projects. In addition, we coordinate with the Michigan Economic Development Corporation (MEDC), local municipalities and other community partners to make sure these projects move forward. This assistance is often a determining factor for whether the expansion took place here locally or at another facility located in another state.

## AMERICAN MITSUBA RECEIVES A BUSINESS DEVELOPMENT GRANT



Pictured from Left: Ashton Bortz, Congressman Moolenaar Chief-of-Staff; David Stevens, American Mitsuba Corporation Senior Vice President; Roger Hauck, State Representative of the 99th District; Will Joseph, Mayor of Mt. Pleasant; President Kimura, CEO/COO of American Mitsuba Corporation and Executive Vice President, Executive Office and Chief of Americas Operations of Mitsuba; James McBryde, MMDC President and CEO; Nicole Noll-Williams, Senator Peters Regional Director; Jeff Jacques, American Mitsuba Corporation Plant Manager.

With MMDC's assistance, American Mitsuba Corporation (AMC) received a \$360,000 Business Development Grant from the MEDC to ensure their business expansion would take place here rather than at their Bardstown, Kentucky location. The City of Mt. Pleasant also approved an Industrial Property Tax Abatement in September as part of this incentive package. As a result, AMC is planning to add up to 45 new jobs and \$13 million dollars of new investment to their Mt. Pleasant facility.

"Without MMDC, our expansion may have occurred at our Kentucky plant, not here in Mt. Pleasant," says David Stevens, Senior Vice President of American Mitsuba Operations. "Jim McBryde was able to not only get our request for a Business Development grant on MEDC's radar, but also was able to leverage his relationships in Lansing to get support for this project. I understand this is one of the few times in MEDC history that an initial no to a Business Development grant was turned around to a yes. This couldn't have happened without Middle Michigan Development Corporation's direct involvement."

"Jim McBryde and the entire MMDC team have shown that they are dedicated to ensuring all businesses in Clare and Isabella have access to funding and opportunity often only larger communities receive," David Kurtycz, MEDC's Business Development Project Manager shared. "Because of Jim's tenacity, American Mitsuba received a Business Development grant that will truly benefit the community they are located in."

This is the first ever MEDC Business Development grant that has been received by a company in Clare or Isabella counties. It required multiple conversations and months of coordination between American Mitsuba, MMDC, the City of Mount Pleasant and the MEDC to ensure that this grant went through.



## UNIFIED BRANDS STAYS AND EXPANDS WITH MMDC FINANCIAL AND INCENTIVE PACKAGE ASSISTANCE

In 2018, Unified Brands announced plans for restructuring their manufacturing footprint, as some of the company's operations would be moving to Mississippi. Prior to the announcement, Jim McBryde had the opportunity to speak directly with executives from Unified Brands' Atlanta headquarters. During these conversations, Jim made it clear that he believed the company would continue to benefit from the superior level of workmanship present in the workforce here in Middle Michigan.

According to Jim, "Unified Brands leadership must agree, as they made the decision to sustain their more highly custom refrigeration and kitchen ventilation products at their Weidman location".

MMDC also will be working closely with Unified Brands to pursue Industrial Property Tax Abatements in 2019 for building improvements through Broomfield Township and the Michigan Department of Treasury. Recognition of our workforce and the potential tax abatements have encouraged the company to maintain their presence in Isabella County and to make investments of over \$2 million to upgrade their facilities in the upcoming years.

## BANDIT INDUSTRIES INC. RECEIVES APPROVAL FOR TWO INDUSTRIAL PROPERTY TAX ABATEMENTS WITH MMDC ASSISTANCE



Jason Morey, National Sales Manager, and Jamie Morey, Parts and Service Director. Bandit Industries, Inc.

2018 brought not one, but two, expansion projects for Bandit Industries, Inc. Working closely with the MMDC team, Bandit was able to receive an Industrial Property Tax Abatement for each of their two facility expansions in Broomfield Township.

Bandit relied on MMDC to coordinate efforts with the Broomfield Township Board and Michigan Department of Treasury to get these tax abatements approved. Both were approved by Broomfield Township and the Michigan Department of Treasury in the second half of 2018 resulting in \$1,226,942 in new investments in their facilities and approximately 25-30 new jobs over the next two years.

“Middle Michigan Development Corporation worked very closely with us through the whole process of applying for both industrial property tax abatements as we expanded our business. Jim McBryde and Kati Mora walked us through each step and coordinated efforts with Broomfield Township and the Department of Treasury to ensure success. We are very thankful for the support of MMDC.

**-Louie Jensen,  
Facilities Manager,  
Bandit Industries**

# SOLUTION FOCUSED MIDDLE MICHIGAN DEVELOPMENT YOU THROUGH THE INDUSTRIAL

## INVEST IN MID MICHIGAN

Company expansions typically require substantial investment and it's not uncommon for businesses to locate expansions elsewhere to take advantage of incentives offered by other states.

***The Industrial Property Tax Abatement incentive is a powerful tool to encourage businesses to stay and grow their operations here.***

If your business is looking to receive an Industrial Property Tax Abatement for an upcoming expansion project, our team at MMDC is here to help you with the entire process.



### STEP 1

Contact the MMDC office prior to the expansion start date.



### STEP 5

The municipality will hold a public hearing to approve the Property Tax Abatement and MMDC staff will attend this hearing to support your request.

**We make the process easy, from concept to completion.**



# CORPORATION IS ABLE TO HELP PROPERTY TAX ABATEMENT PROCESS



## STEP 2

MMDC staff will visit with your company to learn more about the project.



## STEP 3

MMDC will provide your organization with all the paperwork necessary to apply for an Industrial Property Tax Abatement from the Michigan Department of Treasury.



## STEP 4

MMDC will meet with the appropriate municipality to go over the expansion project details on behalf of your organization. MMDC additionally will review the paperwork with the municipality and ensure all documents are filed correctly and procedures for success are in place.



## STEP 6

If approved, the municipality will file the appropriate paperwork with the Michigan Department of Treasury and inform MMDC.



## STEP 7

Once approved by the Michigan Department of Treasury, the company will be notified of the approval by mail.



## STEP 8

MMDC will coordinate with your business to develop a press release to share the good news through local print and digital media.

**MMDC is here to help your company grow!**

# AREA CONSORTIUMS RECEIVE OVER \$2.6 MILLION IN MARSHALL PLAN INNOVATIVE GRANT FUNDING

In 2018, Middle Michigan Development Corporation collaborated with two area consortiums seeking grant funding from the Michigan Department of Talent and Economic Development (TED) to establish sustainable career pipelines in our area schools. Out of about 90 consortiums that applied, only nine received grant funding and both the Clare-Gladwin and Gratiot-Isabella consortiums were among them for a combined total of \$2,615,611! The Clare-Gladwin group is known as the Middle Michigan Professional Trades Talent Consortium and the Gratiot-Isabella group is known as the Central Michigan Talent Consortium.

The Marshall Plan for Talent was first introduced at MMDC's July Quarterly Breakfast by our special guest speaker Roger Curtis, Director of TED. The Marshall Plan is an innovative program designed to bring together students, educators, business and industry partners, post-secondary institutions, economic development and workforce development organizations to collaborate and bridge gaps between our schools and the business community to foster career development and lifelong learning.



**The work put into earning this grant was unlike anything any of us had seen. As the convener of our Talent Consortium, Jim McBryde was the point person to make sure all stakeholders were at the table and had a voice in the grant application. For four months, we collaborated with nearly 30 local organizations – schools, businesses, colleges and universities, our state legislators, non-profits and many other entities. And it was worth every ounce of effort to be able to better prepare our local kids for careers they will love.**

**- Sheryl Presler, Clare-Gladwin RESD Superintendent**

Funding can be utilized for curriculum creation, project-based certification programs, equipment, full-time staff, industry mentors, professional development, competency-based pilot programs, cyber-security initiatives, career navigators and teacher shortage relief programs. About 14,000 area students will be impacted by this funding and as a result, our school districts will be able to better prepare students and adults for the careers of tomorrow.

Each consortium plans to use the funds a bit differently, but both have a strong emphasis on placing career navigators in schools to assist students in discovering which career paths make the most sense for them. Our area talent consortiums also include a variety of local partners, all of which are listed on the next page.

The Middle Michigan Professional Trades Consortium (Clare-Gladwin) will focus on career pathways in manufacturing by training students for jobs as automotive mechanics, technicians and diesel engine specialists. The Consortium will use the National Coalition of Certification Centers Inc. to certify students with an industry recognized portable certification at the new CTE Automotive and Diesel Technology Lab Clare County. The grant funds also will be used to purchase modern equipment and technology for the Clare lab as well as updating the current automotive lab in Gladwin County. The Consortium also will be hiring two career navigators and establishing an educator externship program.

The Central Michigan Talent Consortium (Gratiot-Isabella) will target career pathways for Manufacturing/Professional Trades and Healthcare as the industries with the highest wages and highest demand in the region. This unique focus on healthcare is due to the close proximity of Central Michigan University's medical school, Mid Michigan College's healthcare programs and the presence of two different hospital systems in Mt. Pleasant. The Consortium will focus on creating a workplace citizenship curriculum, developing a career navigation system with career pathway planning, promotion and awareness.



As the convener of the Central Michigan Talent Consortium, I was delighted to have MMDC heavily involved. Jim McBryde's presence as a member of the Talent Consortium was crucial as he was able to provide a clear and confident voice to both the process and the plans for our proposal. His role with MMDC and its work in supporting economic development provided a great context from which to develop our proposal. I am sure that having such a comprehensive Talent Consortium with members like Jim was critical in getting our proposal approved.

**- Doug J. Bush, Gratiot-Isabella RESD Associate Superintendent for Career and Technical Education**

## MIDDLE MICHIGAN PROFESSIONAL TRADES TALENT CONSORTIUM (CLARE-GLADWIN)

**Convener:** James McBryde, President/CEO MMDC

**Fiscal Agent:** Sandra Russell, CTE Director Clare-Gladwin Regional Education Service District (RES D)

**Partners:** Clare Gladwin RESD; Clare Public Schools; Farwell Area Schools; Harrison Community Schools; Gladwin Community Schools; McGuire Chevrolet; Dean Transportation; Sugar Springs Marina; Macone Marine Center; Double D's Automotive; Foster Automotive Inc.; Graff Motor Sales; Secord Lake Marina; Bob's Tire Store; Triple M Collision of Gladwin; Gladwin County Road Commission; Mid Michigan College; Central Michigan University; Ferris State University; Michigan Works! Region 7B; Gladwin County Chamber of Commerce; Central Michigan Manufacturers Association; Gladwin Economic Development Corporation; Middle Michigan Development Corporation; Snap-On Tools; Eastern Michigan Council of Governments; Michigan Senate, 33rd District; United Way of Clare & Gladwin Counties; East Central MI-STEM; Clare County Community Foundation.

## CENTRAL MICHIGAN TALENT CONSORTIUM (GRATIOT-ISABELLA)

**Convener and Fiscal Agent:** Douglas Bush, Associate Superintendent for CTE, Gratiot-Isabella RESD

**Partners:** Gratiot-Isabella RESD; Beal City Public Schools; Mt. Pleasant Public Schools; Shepherd Public Schools; Alma Public Schools; St. Louis Public Schools; Breckenridge Community Schools; Ithaca Public Schools; Ashley Community Schools; Fulton Public Schools; Aircraft Precision Products; MidMichigan Health; Powell Fabrication; Avalon & Tahoe; J. Ranck Electric; Isabella Community Credit Union; Michigan Masonic Home; Merrill Technologies Group; Welbilt-Delfield; Alma College; Mid Michigan College; Merrill Institute; Central Michigan University; Great Lakes Bay Michigan Works!; Central Michigan Manufacturing Association; Home Builders Association of Central Michigan; Greater Gratiot Development Corporation; Middle Michigan Development Corporation; Great Lakes Bay Regional Alliance; Junior Achievement of Central Michigan.



# MIDDLE MICHIGAN SECURES \$100,000 GRANT FROM THE MICHIGAN DEFENSE CENTER

MMDC was one of only four organizations across the State of Michigan to receive a Defense Industry Growth Area Grant in 2018. This \$100,000 grant is designed to support growth in the Defense and Homeland Security sectors in Isabella, Clare, Arenac, Gladwin and Gratiot counties through federal contracting opportunities. These funds will allow us to connect with companies in the region and identify unique opportunities that support business growth and development in these sectors.

According to Jim McBryde, MMDC President/CEO, “This is a fantastic opportunity for us to showcase the businesses and manufacturers located within our region. Additionally, we will get the chance to provide greater assistance to area businesses and help them diversify their customer base and provide new markets for the products they manufacture.”

Over the course of 2019, the MMDC team along with our recently hired Rural Specialist/Field Coordinator, Brian Roberts, will work in our two counties and collaboratively with Arenac, Gladwin and Gratiot counties along with the Region 5 Procurement Technical Assistance Center (PTAC) office to establish the following objectives:

- Create a database featuring companies within the five-county region in order to better match them with opportunities across Defense and Homeland Security sectors.
- Identify companies interested in pursuing these types of opportunities and assessing their familiarity within the defense industry.
- Coordinate with our community partners, including the Central Michigan University Research Corporation (CMURC), to highlight high-tech industries specifically within the five counties.



We are so pleased that Middle Michigan Development Corporation pursued this grant. We have been looking for an economic development partner in Region 5 that we can work with to support Michigan's businesses interested in growth within the Department of Defense and Department of Homeland Security industry growth sectors.

**- Sean Carlson, Executive Director of the Michigan Defense Center**



## MEET BRIAN ROBERTS

Brian Roberts, MMDC's Rural Specialist/Field Coordinator, is the newest addition to our team and will be working closely with companies in Clare and Isabella counties and with our sister economic development organizations in Arenac, Gladwin and Gratiot counties. He will be assisting us to identify and maintain a database of businesses within this five-county region who are interested in and have the capacity to pursue business opportunities in the Defense and Homeland Security industry sectors. Area businesses can expect a coordinated effort between our Rural Specialist/Field Coordinator, our office, the offices of our fellow economic development organizations and the Region 5 PTAC office.

Brian is a proud Michigander at heart, born and raised in Saginaw. Brian recently "boomeranged" back to area, joining us after living in Southeast Asia over the last few years. When not chasing his one-and-a-half-year-old daughter, Brian enjoys spending time learning, practicing and teaching the Japanese martial art of Aikido. The self-discipline involved in practicing a martial art has been integral in his personal development and never-ending pursuit to be a better person.



Brian has a Bachelor's degree from Michigan State University and an MBA from Hawaii Pacific University. Please join us in welcoming Brian to the team! He can be reached by phone at our Mt. Pleasant office at (989) 772-2858 or by email at [broberts@mmdc.org](mailto:broberts@mmdc.org).



Sean Carlson, Executive Director of the Michigan Defense Center, discusses how grant funding can benefit Middle Michigan businesses.

Our intent as an organization is to identify at least ten companies that have the capacity to work within the Defense and Homeland Security industry sectors and to help them to pursue federal contracts. We are hoping that these new contracts will lead to the creation of at least fifty new jobs across the five counties over the next few years.

Those partnering with us on this project include the Central Michigan Manufacturers Association (CMMA), the Small Business Development Center (SBDC), Mid Michigan College, Michigan Works! Region 7B, Great Lakes Bay Michigan Works!, the Central Michigan University Research Corporation (CMURC), and the Michigan Economic Development Corporation (MEDC).

# THE YEAR IN ECONOMIC DEVELOPMENT

**2018** was an incredible year for economic growth in our area!  
The following are highlights of some key economic development successes:

## Morbark Acquires Second Company to Secure Future Growth

Morbark has acquired DENIS CIMAF, Inc., a company based in Roxton Falls, Quebec specializing in the development of high-performance brush cutter-mulcher attachments for excavators, skid steers, forestry tractors, graders and other types of heavy equipment. The purchase of this company, finalized in December 2018, will continue to enhance Morbark's strategic mission of broadening the range of tree care products and industrial equipment, aftermarket parts and service they offer to their customers.

This is the second recent acquisition for Morbark since they acquired Rayco Manufacturing in late 2017. Similar to the acquisition of DENIS CIMAF, Inc., the addition of Rayco Manufacturing to the Morbark family expanded the lineup of the innovative equipment Morbark offers. Rayco stump cutters, aerial trimmers, forestry mulchers and crawler trucks are just a few of the products that were added because of this dynamic growth.



Kevin Cotter, General Counsel and Governmental Sales Manager at Morbark Annual Demo Days.

## Morbark Hosts Annual Demo Days and Debuts a New Whole Tree Chipper



Morbark continues to debut new products built locally at their facilities in Isabella County. MMDC team members were among the more than 250 guests in attendance at Morbark's annual Demo Day Celebration. With guests traveling from across the globe to the Morbark headquarters in Winn, attendees received a first-hand look at the high-quality craftsmanship Middle Michigan manufacturers are known for. In addition, guests got the opportunity to see equipment in action including Morbark's newest whole tree chipper, the 23X Chiparvester®.

## Going Pro Talent Funds Awarded to Five Isabella and Clare County Businesses

Five companies will receive Going Pro Talent funding in 2019. This funding allows companies to provide short-term training opportunities to equip their employees with skills needed to do their job well and to set the stage for further growth and advancement.

### Going Pro Grant Recipients

Advanced Battery Concepts	\$17,300
City of Harrison	\$5,700
Future Mold	\$1,500
Isabella Bank	\$45,000
J. Ranck Electric	\$68,616





Aerial View of CMURC Mount Pleasant SmartZone.



## Middle Michigan Hosts Two Site Consultant Visits

Working collaboratively with the MEDC and Great Lakes Bay Region, we were able to host two site consultant visits over the past year. On our first site consultant visit with Paige Webster of Webster Global Site Selectors, we visited the Clare North and South Industrial Parks and the CMURC Mt. Pleasant SmartZone where we held a round table visit with area business and community leaders. On our second site consultant

visit with Rick Kleban, President of Sycamore Growth Group, we toured the area and visited the CMURC Mt. Pleasant SmartZone. We held another round table discussion with our partners from the City of Mt. Pleasant, Central Michigan University, and CMURC where we discussed local opportunities for Rick's client companies and best practices for supporting site selector requests.

## Advance Battery Wins Defense Logistics Agency Contract

The US Army Tank Automotive Research Development and Engineering Center has partnered with Advanced Battery Concepts to develop batteries and provide research based on their GreenSeal® Technology. The contract was awarded by the Defense Logistics Agency and provides new opportunity to this expanding company.



Dr. Edward O. Shaffer II CEO and Founder of Advanced Battery Concepts

## Burch Tank & Truck, Inc. Expand Precision Cutting Capabilities

Burch Tank & Truck Inc. announced that they expanded their precision cutting capabilities by adding one of the largest fiber cutters in the Midwest to their Mt. Pleasant facility. Not only will this machine allow the company to offer custom cutting and high-quality fabrication parts, but it also will reduce costs and improve efficiencies. Additionally, Burch Tank & Truck Inc. has offered to help support other Middle Michigan businesses and will offer their custom precision cutting services at a reasonable cost. Please contact Burch Tank & Truck for further information.



Burch Tank & Truck, Inc.'s new fiber cutter.

## MMDC Receives Eastern Michigan Council of Governments Grant

Middle Michigan Development Corporation has moved to the forefront of rural economic community development. In 2018, we received a \$16,000 grant from the Eastern Michigan Council of Governments (EMCOG) to support the development of a rural community site selection toolkit. This opportunity will benefit our region along with other rural communities around the state. Through this grant, we will provide leadership for rural counties in our region to better understand how the site selection process works at the state and local levels in order to bring more businesses and investments to our area.



## Clare-Gladwin CTE opens Wilhelm Joseph Magnus Building for Skilled Trades Learning

This past spring the Clare-Gladwin Career and Technical Education program dedicated its new 17,000 square foot center, the Wilhelm Joseph Magnus Building for Skilled Trades Learning. This building will house the Construction Trades program, providing the first permanent space for students enrolled. The new building accommodated its initial class of students in the fall of 2018.



From Left: Zoë Munro and Claudia Maria Tomaselli (Great Lakes St. Lawrence Governors & Premiers), Jim McBryde (MMDC), Silvia Alonso (Michigan Mexico Center), Chris Bosio (MEDC)

## MMDC Office Serves as Host Site to MEDC International Teams

The MMDC office was one of four locations selected to host MEDC's international teams from Brazil and Mexico this year. Our location in Middle Michigan serves as an ideal place for business leaders from across the state to meet with MEDC staff. For MMDC, this is also a unique opportunity to highlight the many wonderful features of Clare and Isabella counties to these international economic developers.

## City of Mount Pleasant Makes Way for 410 W. Broadway Development

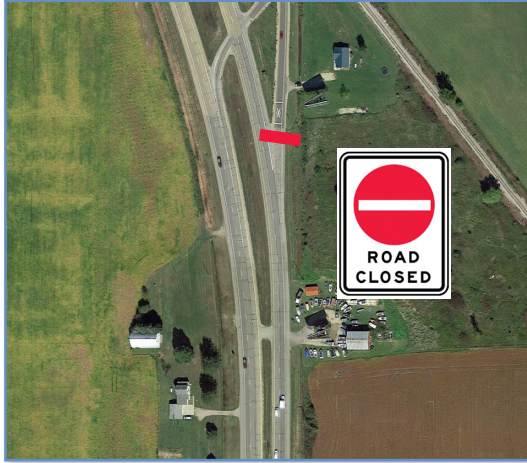
Plans continue to move forward for the 410 W. Broadway property in downtown Mt. Pleasant. Based on a conceptual design submitted by Eric Hanna, President/CEO of Michigan Community Capital (MCC), the City Commissioners approved the purchase and development agreement between the City's EDC and MCC in the fall of last year. The company plans to develop a four story, 50,000 square foot building that would feature first-floor retail and 48 apartments on the three upper stories. MMDC continues to work closely with the City of Mt. Pleasant, the developer, and the MEDC on this project to help secure community development opportunities in support of this initiative.



## Sharpco Growth Results in New Building

Sharpco, a custom welding and fabrication shop based in Clare, is just one of the many growing companies we are celebrating this year. Along with their tremendous growth came the need for a new building which has given the company the space they need to manage their increasing workload.





## Update on US-127 Project

Last year we completed a study on the 16-mile stretch of highway located between Ithaca and St. Johns in partnership with Greater Gratiot Development, Inc. (GGDI). Jim McBryde, President and CEO of MMDC, and Jim Wheeler, President of GGDI, have presented the study findings at association meetings across the state and have proposed action steps designed to minimize the risk of accidents and improve economic development opportunities by prioritizing updates along this section of US-127.

In November 2018, MDOT permanently closed the Bagley Road crossing, which was one of the most dangerous intersections in the state. This closure was at least partly due to the increased focus on the current roadway and the need to improve this road to a limited access expressway. MMDC and GGDI will continue to work together to make this roadway safer and more conducive to economic development.

## Flex Tech High School Offers Additional Talent Solutions

The Flex Tech High School in Shepherd welcomed its first class of ninth and tenth grade students in 2018. Emphasizing project-based learning, one of Flex Tech's primary initiatives is to ensure students learn not only the required fundamentals, but develop solution-based skills necessary to succeed along the career path each student chooses. To help students identify which career path best suits them, Flex Tech partners with local businesses to highlight a variety of career options to its students in order to ensure students find careers they are well-suited for. Careers highlighted include those achieved through both traditional and non-traditional career paths in addition to local manufacturing opportunities within our region.



Kati Mora, Pam O'Laughlin, Jim McBryde, and Teri Rau.

**WE WANT TO THANK  
YOU FOR ANOTHER  
GREAT YEAR OF  
ECONOMIC GROWTH!**

**OUR TEAM IS DEDICATED  
TO YOUR SUCCESS AND  
ALWAYS AVAILABLE TO  
ASSIST YOU.**



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## 2018 SPONSORS

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Alro Steel Corporation  
American Mitsuba  
Apex Clean Energy, Inc.  
Bandit Industries  
Bigard & Huggard  
Central Asphalt  
Central Concrete  
Chemical Bank  
Commercial Bank  
Consumers Energy  
Cops & Doughnuts  
DTE  
Fabiano Brothers  
Fisher Transport  
Future Mold  
Harkins Oil & Gas  
Highland Plastics  
Isabella Bank  
Isabella Community Credit Union

ITC  
Jay's Sporting Goods  
JBS Contracting, Inc.  
Konwinski Construction  
Kyle's Manufacturing  
McLaren Central Michigan  
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Mid Michigan Health  
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## 2018 CLIENTS

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Central Michigan University  
Charter Township of Union  
City of Clare  
City of Harrison  
City of Mount Pleasant

Hayes Township  
Isabella County  
Mid Michigan College  
Village of Farwell

**Thank you to all our 2018 supporters!**

2019

# EXECUTIVE DIRECTORS



**JEROME SCHWIND**

MMDC CHAIR  
PRESIDENT  
ISABELLA BANK



**BARRIE WILKES**

MMDC VICE CHAIR  
CMU VICE PRESIDENT  
FINANCE AND  
ADMINISTRATIVE SERVICES



**BRAD WAHR**

MMDC TREASURER  
VICE PRESIDENT FOR  
COMMERCIAL LENDING  
MERCANTILE BANK OF MICHIGAN



**TRACEY CONNELLY**

MMDC SECRETARY  
CITY MANAGER AND CLERK  
CITY OF HARRISON



**MARGARET MCAVOY**

MMDC AT LARGE  
COUNTY ADMINISTRATOR /  
CONTROLLER  
ISABELLA COUNTY



**HARMONY NOWLIN**

MMDC AT LARGE  
COMMUNITY AFFAIRS REGIONAL MANAGER  
CONSUMERS ENERGY

## EX-OFFICIO MEMBERS



**JAMES MCBRYDE**

MMDC PRESIDENT AND  
CHIEF EXECUTIVE OFFICER



**RICK BARZ**

MMDC FORMER PRESIDENT  
FORMER PRESIDENT OF  
ISABELLA BANK

## 2019 BOARD OF DIRECTORS

James McBryde - *President and CEO, Middle Michigan Development Corporation*

Rick Barz - *Past President Isabella Bank and Past President of MMDC*

Tracy Byard - *County Administrator, Clare County*

Tracey Connelly - *City Manager and Clerk, City of Harrison*

Mark Clements - *Community President, Chemical Bank Clare*

Kevin Cotter - *General Counsel and Governmental Sales Manager, Morbark, LLC*

Scott Govitz - *Assoc. Vice President of Workforce & Economic Dev., Mid Michigan College*

Ken Hibl - *City Manager, City of Clare*

Louie Jensen - *Facilities Manager, Bandit Industries*

Margaret McAvoy - *County Administrator/Controller, Isabella County*

Bill Mrdeza - *Community Services and Economic Development Director, City of Mt. Pleasant*

Paul Murray - *Managing Shareholder, Robert F. Murray and Company*

Harmony Nowlin - *Community Affairs Regional Manager, Consumers Energy*

Kayla Randall - *Village Clerk, Village of Farwell*

Greg Rynearson - *Owner/Partner, Cops and Doughnuts*

Jerome Schwind - *President, Isabella Bank*

Brian Smith - *Economic Development Director, Saginaw Chippewa Indian Tribe*

Mark Stuhldreher - *Township Manager, Charter Township of Union*

Mark Upton - *Director of Operations Michigan, Unified Brands*

Brad Wahr - *Vice President for Commercial Lending, Mercantile Bank of Michigan*

Greg Walters - *General Manager, Alro Steel Corporation*

Barrie Wilkes - *VP for Finance & Administrative Services, Central Michigan University*





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