

Local Development Finance Authority

Regular Meeting Agenda

Monday, August 10, 2015
4:00 p.m., Council Chambers
South Haven City Hall



City of South Haven

1. Call to Order

2. Roll Call

Chairman Art Bolt, Tyler Dotson, Thomas Erdmann, Eugen Gawreliuk, Mike Henry, Robert Herrera, Stephanie Timmer, Andy Klavins, Doug Schaffer, Christine Valentine.

3. Approval of Agenda

4. Approval of Minutes – June 8, 2015 Regular Meeting

5. Interested Citizens in the Audience Will be Heard on Items Not on the Agenda

6. Financial Report

7. Economic Development Report

8. Southwest Michigan First Contract

9. Overton Bid Approvals

Bid tabulation and recommendation will be available at the meeting

**Asbestos Removal
Hazardous Drum Removal
Non-Hazardous Drum Removal
Transformer Cleaning
Building Demolition**

10. General Comments

11. Adjourn

SOUTH HAVEN CITY HALL IS BARRIER FREE AND THE CITY OF SOUTH HAVEN WILL PROVIDE THE NECESSARY REASONABLE AUXILIARY AIDS AND SERVICES FOR PERSONS WITH DISABILITIES, SUCH AS SIGNERS FOR THE HEARING IMPAIRED AND AUDIO TAPES OF PRINTED MATERIALS BEING CONSIDERED AT THE MEETING TO INDIVIDUALS WITH DISABILITIES AT THE MEETING UPON SEVEN (7) DAYS NOTICE TO THE SOUTH HAVEN CITY HALL.

RESPECTFULLY SUBMITTED,
Paul VandenBosch
Secretary, Local Development Finance Authority

SOUTH HAVEN CITY HALL IS BARRIER FREE AND THE CITY OF SOUTH HAVEN WILL PROVIDE THE NECESSARY REASONABLE AUXILIARY AIDS AND SERVICES FOR PERSONS WITH DISABILITIES, SUCH AS SIGNERS FOR THE HEARING IMPAIRED AND AUDIO TAPES OF PRINTED MATERIALS BEING CONSIDERED AT THE MEETING TO INDIVIDUALS WITH DISABILITIES AT THE MEETING UPON SEVEN (7) DAYS NOTICE TO THE SOUTH HAVEN CITY HALL.

Local Development Finance Authority

Regular Meeting Minutes

Monday, June 8, 2015
4:00 p.m., Council Chambers
South Haven City Hall



City of South Haven

1. Call to Order by Bolt at 4:00 p.m.

2. Roll Call

Present: Dotson, Gawreliuk, Klavins, Schaeffer (4:10 p.m.), Timmer, Valentine, Bolt
Absent: Erdmann, Henry, Herrera

Also present: Jack McCloughan, Economic Development Director

3. Approval of Agenda

Motion by Klavins, second by Dotson to approve the June 8, 2015 regular meeting agenda with Item 9 moved to the beginning of the list.

All in favor. Motion carried.

9. 2nd Avenue Utility Incentive

VandenBosch explained the original utility incentive, which expired on May 9, 2015, and is no longer in place. Funds were transferred to the Water & Sewer Fund, so the money is still available. There is a potential project which has been being worked on for quite a while. Michigan Blueberry Growers has brought in partners, Hanson Logistics and Dole, to build a freezer cold storage.

Jason Bransteter, Tippmann Group: Represents both Michigan Blueberry Growers (MBG) and Hanson Logistics. For the past six (6) months his company has been doing a study on the forty (40) acres of land owned by Michigan Blueberry Growers. Explained that Michigan Blueberry Growers and Hanson, along with Dole, will be partnering on this site.

Bransteter explained that the Tippmann Group designs and builds food storage and processing companies around the country. Tippman also manages cold storage facilities and are the third largest in the nation. Tippmann both competes with Hanson and builds for Hanson. The scope of the project has definitely changed since the previous incentive was discussed.

VandenBosch pointed out the site plan aerial that overlays the project and explained some of the details.

Bransteter noted that Hanson will purchase twenty-five (25) acres from Michigan Blueberry Growers, which will retain the balance of the land, fifteen (15) acres. Hanson will take the east portion, build the facility and partner with Dole to be moved into this operation. Dole will lease about fifty thousand (50,000) square feet from Hanson's to produce their goods and feed it directly into Hanson's facility for cold storage. On the other side will be a one hundred thousand (100,000) square feet food processing center for Michigan Blueberry Growers. Both entities will have plenty of room for expansion on the site.

Bransteter commented that in Hobart, Indiana the Tippmann Group started a facility similar to this project five (5) years ago and they have continued to expand almost every year. There was an incentive to Michigan Blueberry Growers which ran out in May; the developers are requesting an extension of that incentive. We are getting closer; sale of the land seems imminent, within the month. There were meetings in California last week and there are meetings scheduled this week to get the project moving forward.

VandenBosch noted that staff has written a resolution; the terms of the resolution gives six (6) months for construction to begin. And the incentive, not to exceed one hundred fifty thousand dollars (\$150,000), is a credit toward city water and sanitary fees and will be awarded to the first applicant for city water and sewer on that site.

Bolt pointed out this is not an extension; this is a new incentive. Valentine asked if this incentive can be split between entities. VandenBosch explained that while it might be possible to split it, the city does not want to extend the incentive more than six (6) months and Michigan Blueberry Growers will not be starting in six (6) months.

Dotson asked what the developers' schedule is for breaking ground. Bransteter said the hope was to break ground this summer and it is now looking like it will be later, but still before the end of the summer.

In response to a query by Dotson regarding how many jobs will be created, Bransteter noted that Dole is expecting approximately eighty (80); Hanson twenty-five (25) to thirty (30) and Michigan Blueberry Growers, depending on how much they do, sixty (60) to start. If Michigan Blueberry Growers transitions some other employees to this site, there could be an additional thirty (30) jobs added. Dotson said how many of those jobs will be new jobs as far as relocating. Bransteter stated that Hanson job will all be new, Michigan Blueberry Growers all new and Dole probably half new and half retained jobs. In response to a question by Valentine as to whether these will be full time positions, Bransteter stated that they would be full time and also noted that all of the involved companies have submitted plans to the state.

Bolt pointed out that this development represents a tremendous benefit to city utilities and the tax base is substantial. Bolt asked Bransteter if he is okay with the extension of the incentive to the first one in, to which Bransteter stated that he is.

VandenBosch read the resolution,

Bolt double-checked whether developer was okay with the stated terms and he affirmed that they would be able to work it out.

Motion by Valentine, second by Klavins to approve Resolution 2015-03, a Resolution Authorizing a Development Incentive for a Development at 1600 and 1800 2nd Avenue.

All in favor. Motion carried.

4. Approval of Minutes – April 13, 2015 Regular Meeting

Motion by Valentine, second by Gawreliuk to approve the April 13, 2015 regular meeting minutes as written.

All in favor. Motion carried.

5. Interested Citizens in the Audience Will be Heard on Items Not on the Agenda

Burr: Commented on the city's investment last week in the upgrade of the lift station which will enable this project and thanked the LDFA for their support.

6. Financial Report

VandenBosch reviewed the financial report.

Motion by Dotson, second by Klavins to accept the financial report as presented.

All in favor. Motion carried.

7. Economic Development Report

Jack McCloughan, Economic Development Director, reviewed his Economic Development activities.

8. Overton Building Acquisition

VandenBosch pointed out the map of the city's oldest Industrial District, identifying the Overton building and National Motors site. Stated that the Overton building is the last industrial ruin in this part of the industrial district and is presently located in the middle of a residential district. As is, the building constitutes a safety hazard. The city has been attempting to demolish the structure and recently the county has granted the city first chance to purchase the property, which VandenBosch described as "kind of paying our own taxes." The City Manager and City Council will be considering, on Monday, the purchase of the Overton property and will be asking the LDFA to take this property from the city, due to the past success of the LDFA with similar situations and properties. VandenBosch noted that the resolution on page seven (7) is an agreement by the LDFA to purchase the Overton property from the city for the actual cost at which the city acquires the building. VandenBosch noted that staff has a demolition project planned and hopes this building could be down by the end of the summer; that project will be a request coming back to the Brownfield Authority.

Dotson asked if this is a recommendation to Council. VandenBosch said staff put this proposal together; the LDFA will take ownership and work on demolition. There has been no official recommendation. Bolt explained that the LDFA has to agree to take the property before the city can agree to buy it.

Motion by Valentine, second by Dotson to approve the resolution presented: A Resolution to Acquire Tax Foreclosure Property from the City of South Haven.

All in favor. Motion carried.

9. Moved by Motion to the top of the list of items to be considered.

10. General Comments

VandenBosch: Pre-construction meeting will be held Wednesday for the Factory Condominium Health Club demolition project.

11. Adjourn

Motion by Gawreliuk, second by Schaffer to adjourn at 4:26 p.m.

All in favor. Motion carried.

Respectfully submitted,

Marsha Ransom
Recording Secretary

City of South Haven
Local Development Finance Authority
For the period ended July 31, 2015

	LDFA #1	LDFA #2	LDFA #3
Revenues			
Property Tax Captures	-	-	-
Interest Income	-	-	-
Land Sales	-	-	-
Other Revenue State PPT reimb	-	-	-
Other Transfers In	-	-	-
Total Revenue	-	-	-
Expenditures			
Economic Liaison	733	806	904
Administrative Costs	-	-	-
Professional Fees	-	-	-
Contractual Services	-	-	-
Capital Projects	-	-	-
General Fund Administration	-	-	-
Transfer to Building Authority Debt Service	-	-	-
MEDC Loan Payments	-	-	-
Transfer to St. Joe Project Debt Service	-	-	-
Other Transfers Out	-	-	-
Total Expenditures	733	806	904
 Year-to-Date Fund Gain/(Loss)	 (733)	 (806)	 (904)

Cash and Investments			
Cash	304,689	43,278	63,166
Certificates of Deposit	262,850	-	-
Other Financial Investments	200,728	129,657	504,265
Total	768,267	172,935	567,432

Land Assets - 345 Kalamazoo St	5.19 acres	\$	46,710	Mkt Value per assessor
Land Assets - 1391 Kalamazoo St	1.54 acres	\$	36,729	Mkt Value per assessor
220 Aylworth Ave	13.22 acres	\$	118,980	Mkt Value per assessor
1280 Kalamazoo St.	3.48 acres	\$	31,320	Mkt Value per assessor

LDFA Debt Obligations			
St. Joe Projects Bonds - Final Maturity - May 2027	\$120,000/Year		
DPW Relocation Bonds - Final Maturity - Nov. 2021		\$13,990 Average/Year	
MEDC Loan -0% Interest - Final Payment - April 2016			\$27,208/Year

August 3, 2015

TO: Local Development Finance Authority

FR: Paul VandenBosch

RE: Southwest Michigan First, Economic Development Services

The City Manager has requested that the LDFA consider a contract with Southwest Michigan First, a nonprofit economic development organization representing the southwest Michigan region.

The proposal states the following services to be provided:

- Provide support to attract expansion projects
- Collaborate with State to seek incentives for expansion projects
- Collaborate with State to create recruitment and training programs
- Collaborate with higher education to create training programs
- Respond to site selection requests for proposals on behalf of the City Market South Haven in Chicago, Dallas and Atlanta
- Membership and participation in <http://locationadvisors.net> services

The contract is for \$20,000 per year, and will be reviewed annually.

Proposed Scope of Work

Together, the City of South Haven and Southwest Michigan First bring the collective strength of business and community leaders committed to building and diversifying the Southwest Michigan economy. The goal of this Agreement is to establish regional alignment, focus resources and utilize historical strengths in accordance with the State of Michigan's alignment strategy.

In exchange for annual compensation as detailed in the agreement, Southwest Michigan First and the City of South Haven agree to the following services:

Business Attraction/Expansion

- The City of South Haven will work with local employers regarding expansion and retention of current primary employers.
- Southwest Michigan First will provide support assistance to the City of South Haven to attract expansion projects.
- Southwest Michigan First will collaborate with State and local incentive programs to assist expansion projects.
- Southwest Michigan First will collaborate with service providers to develop recruitment and customized training options for expansion projects.
- Southwest Michigan First will identify opportunities that support higher education training opportunities for expansion projects
- Southwest Michigan First will respond to Request for Proposals and coordinate primary employer prospects through the site selection process and coordinate with appropriate state and local resources to support the prospect.
- Southwest Michigan First will market the South Haven area to site decision influencers through one-on-one meetings and media materials in the Chicago, Dallas and Atlanta marketplace.
- On behalf of the City of South Haven, Southwest Michigan First will subscribe to the Secrets of Site Selection Membership that includes access to a webinar series featuring site consultants, an annual subscription to the locationadvisors.net database and registration for the annual conference (Annual conference dates are TBD).

Reports and Information. Southwest Michigan First agrees to provide the following reports and information:

- a. Southwest Michigan First shall provide oral updates to the City of South Haven Management team on a quarterly basis, including but not limited to the description of all services which have been rendered pursuant to this Contract since the last preceding report,
- b. Southwest Michigan First shall present to the City of South Haven Council at least once each year, or upon reasonable request, a program progress status report, giving an update on the administration of any funded programs or projects.

Confidentiality. It is expressly understood and acknowledged by the City of South Haven the necessity and requirement for confidentiality as it pertains to information that may be

supplied by businesses and/or other individuals to the City of South Haven or Southwest Michigan First. Southwest Michigan First may share that information with the City Of South Haven but City Of South Haven shall not communicate it to any others, unless specifically authorized by Southwest Michigan First, or as otherwise required by law. To the extent permitted by law, the City Of South Haven shall not reveal confidential information to the public, and agrees not to divulge, reveal, report or use any information for any purpose other than that for which it is intended.

Compensation and Method of Payment.

- a. Services provided under this Contract shall be performed by the Southwest Michigan First for a total contract fee of \$20,000 per year beginning in August 2015.
- b. The contract fee shall be paid semi-annually, in an amount of \$10,000.00 payable on the fifteenth (15th) business day of July and January.
- c. The contract shall be reviewed on an annual basis beginning in June of 2016.

Modification of Agreement. Modification, amendments or waivers of any provisions of this Agreement may be made only upon the written mutual consent of the parties.

City of South Haven

Dated: August ____, 2015 BY _____

Its _____

Southwest Michigan First

Dated: August ____, 2015 BY _____

Its _____

work plan 2015

SOUTHWEST MICHIGAN FIRST'S ACTIVITIES

work plan 2015

Southwest Michigan First is engaged in community-focused partnerships to promote robust economic growth. What that means in one powerful word is...

JOBS.

Some organizations seek to remedy tangible results of a problem by handing out clothes, food and medicine to those with immediate needs. Other organizations aim to address one social issue like child care for those without the means to pay, teen pregnancy or adult literacy. Only a few organizations take a stab at solving the root of poverty itself, but all three types of entities are vital when need is great.

As a 501(c)3 not-for-profit economic development organization, Southwest Michigan First has always categorized itself as the third type of benevolent organization. We have stitched the words of The Kauffman Foundation's founder into our heart and soul:

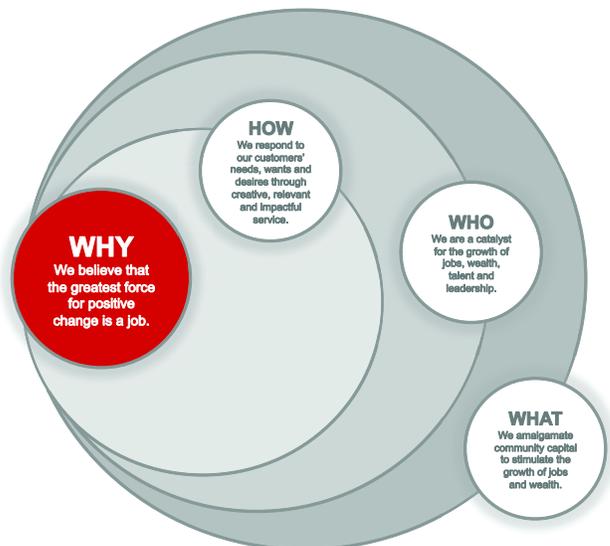
“The best social program in the world is a well-paying job with health care benefits and a retirement program.”

- Ewing Kauffman

Our team gets up every day to ensure that the future of the Southwest Michigan Region is one of robust economic growth. We aim to tackle the issue of poverty at its core — the ability of our region to create jobs — for we believe a job is the beginning of a cycle of self-respect and self-determination. With a job, an individual can provide themselves and their family with the essentials necessary for life: food, clothing, healthcare, shelter and education. The greatest force for change is a job!

Our organization is focused on the Southwest Michigan Region as a collective whole. We understand that the economies of the seven counties—Berrien, Branch, Calhoun, Cass, Kalamazoo, St. Joseph and Van Buren—that make up our region are closely tied. We know that many of our inhabitants live in one place and work in another. The companies located in one community—either in an urban core or in a rural area— have a direct impact on all of our residents. The students who graduate from our educational systems are our future workers. The financial stability of our local governmental units directly impacts our ability to attract new residents and ensure long-term sustainability.

While we have always understood this regional approach to our work, Governor Snyder provided an official framework for it upon taking office. In 2011, his statewide initiative to provide more access to capital, assistance for existing companies and program development joined the seven counties of Southwest Michigan together. Because of our historical commitment to collaboration, long-standing regional focus and economic development announcements, Southwest Michigan First was chosen to develop the collaborations for the Southwest Michigan Region. We did so in a 10-year plan for collaboration and economic growth called the Transformation Agenda. To date, we have brought more than 2,000 leaders from around the region together to both develop the plan and hone it in the spirit of continuous improvement.



regional approach

THE TRANSFORMATION AGENDA AND THE BIG PICTURE

In looking at the big picture, Southwest Michigan First will continue to tirelessly execute in four core areas of economic development as part of its 10-year plan called the Transformation Agenda:



Business Growth: Supporting the growth of jobs through the growth of companies



Vital Urban Cores: Strengthening the region's economy through the growth of our urban cores



Education: Leveraging education to grow individual and community economic vitality



Local Government: Increasing the positive impact that government can have on the lives of its cities and jobs creation

In 2012, Southwest Michigan First engaged with the W.E. Upjohn Institute to understand where the region stands in the overall big picture of economic strength. We looked at not only the region on its own but also its standing in relation to its U.S. peers - both actual and aspirational.

Why? Well at Southwest Michigan First, we like to look at a real picture without the “window dressing.” It’s great to say we had a hand in creating jobs, but it does us no good if our region is creating jobs at a pace less than competitive regions around the country. Likewise, we look at “reports” of downward statistics in the same manner: We don’t take one number in “such and such a table” as the status quo and throw up our hands in despair as if the sky is falling.

What we have found out is that we need 850,000 people in our seven-county region in order to be impactful. According to the 2012 U.S. Census Quarterly Workforce Indicators of the most recent period providing accurate data, we stand together as a region of 778,106 people. That is an increase of .03% from the prior year. While we always want to look on the bright side, we know that our growth is not fast enough to remain on pace with our competitors for jobs.

With a 30-year historical regional unemployment rate of 5.2%, the most recent seasonally unadjusted data available as of December 2014 from the Bureau of Labor Statistics puts the region at 4.6%; as of 2009, this number was 12.2%. That is great news of a positive trend in movement for our jobs base, and a testament to our Transformation Agenda strategies.

Here’s the catch: Growing jobs is not enough. We also need to grow population at a complimentary pace. To grow population, our region needs to attract people because of its quality of life, jobs outlook, educational systems both K-12 and be-

yond and governmental unit stability to just name a few things people look for in a location. While we can’t control the weather, we can do our best to promote jobs creation. And, in order to reach our target population of 850,000 and 5.2% unemployment rate, we need to create 47,767 new jobs over the ten-year period 2012-2022 in addition to keeping the ones we have. During the past three years, we have succeeded in growing 21,118 net new jobs for our region. Yet, population growth has been relatively stagnant.

We also know that many people living in our region are struggling to put food on the table. To keep on pace with our peers, we need to raise our average median household income from the \$42,513 where it stands today to \$62,520. We need to do more across the board to help the 13.2% of our regional families who are living below poverty. That \$42,513 represents a decline in wages where we stood just two years ago. Even though we are growing jobs, we have a lot to do to reverse the wage base lost during the Great Recession.

THE REGION AT A GLANCE



778,106
People



55,143
College Students



353,652
Jobs



66
School Districts



15,789
Companies



7
Counties & Intermediate School Districts



186
Cities, Townships & Villages



5
Community Colleges



19
Economic Development Groups



4
Private Colleges & Universities



1
Research University

Educated people want to be around other educated people; they want their children to attend schools with children who have a similar desire for education. Right now our region ranks 206th out of 375 areas in its number of college graduate citizens (U.S. Census American Community Survey, 2008-2012 Average). We need to rank in the top 100 to be competitive. We also need to quantify and then significantly increase the number of internships available annually for our high schoolers and college students to understand the opportunities available to them here so they don’t choose to live elsewhere after they graduate.

So how are we doing overall? On the following page, you will find an update of our progress to date.

SOUTHWEST MICHIGAN IN 2022

Transformation Agenda in Action

Southwest Michigan First has engaged with the W.E. Upjohn Institute to identify a peer group – which includes both **actual** and **aspirational** locations – against which we can monitor our progress towards becoming one of the most robust regions in the nation.



WHERE WE WANT TO BE AND WHERE WE'RE AT

<p>5.2%</p> <p>We're at 5.5%</p> <p>U.S. Bureau of Labor Statistics, August 2014</p> <p>UNEMPLOYMENT</p>	<p>850,000</p> <p>We're at 778,106</p> <p>U.S. Census Quarterly Workforce Indicators, 2012</p> <p>POPULATION</p>	<p>500</p> <p>We're at 100</p> <p>Southwest Michigan First and Regional Partners</p> <p>NEW+ACCELERATED COMPANIES</p>
<p>47,767</p> <p>We're at 21,118</p> <p>U.S. Bureau of Labor Statistics, July 2014</p> <p>NEW JOBS</p>	<p>\$62,500</p> <p>We're at \$42,513</p> <p>The Neilson Company, Demographic Snapshot 2014</p> <p>HOUSEHOLD INCOME</p>	<p>8</p> <p>We're at 2</p> <p>Southwest Michigan First and Regional Partners</p> <p>URBAN ANCHOR PROJECTS</p>
<p>\$200 M</p> <p>We're at \$30.5 M</p> <p>Southwest Michigan First and Regional Partners</p> <p>URBAN INVESTMENT</p>	<p>2,000</p> <p>We're at 41</p> <p>Southwest Michigan First</p> <p>INTERNSHIPS</p>	<p>Top 100</p> <p>We're at #206</p> <p>U.S. Census American Community Survey, 2008-2012</p> <p>COLLEGE GRADUATE RESIDENTS</p>
<p>Lower</p> <p>We're at \$1,272</p> <p>Census of Government Finances, 2011</p> <p>TAXES PER CITIZEN</p>	<p>Surplus</p> <p>We're at +\$84</p> <p>Census of Government Finances, 2011</p> <p>DEFICIT/SURPLUS PER CITIZEN</p>	

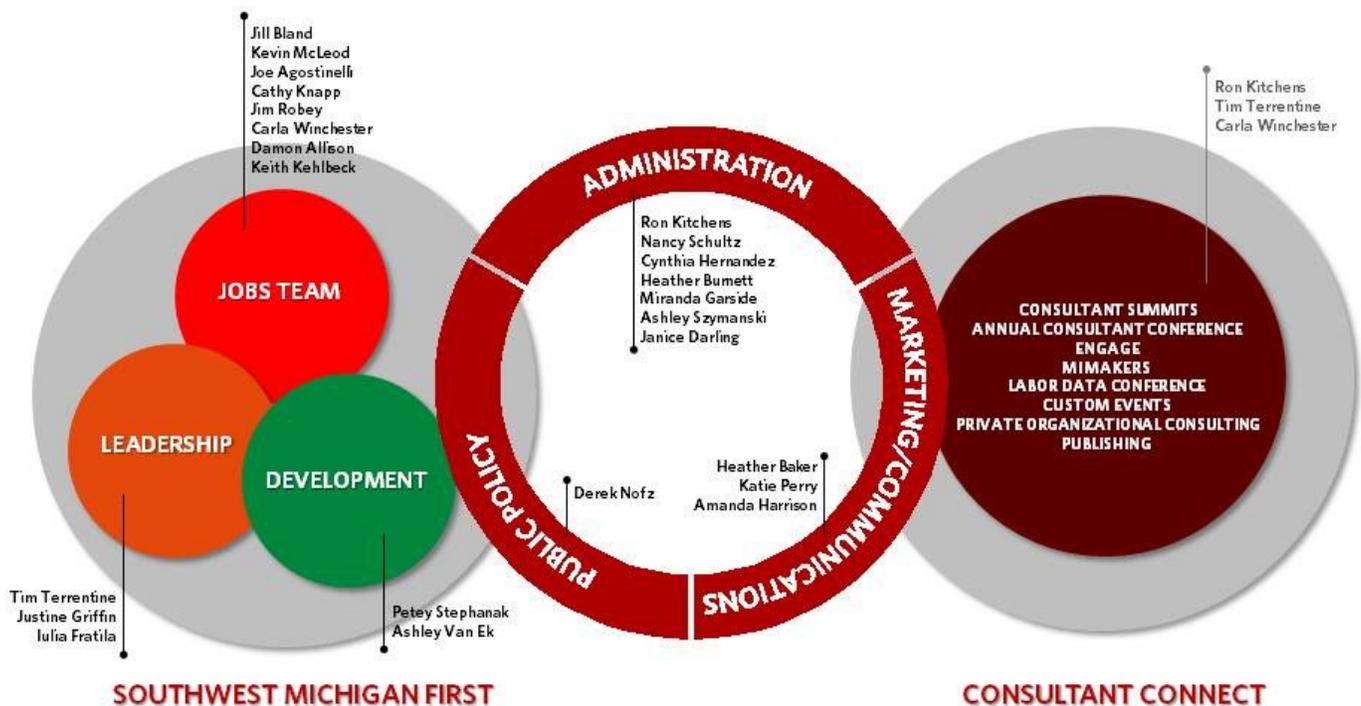
the strategy

ACHIEVING OUR DESIRED RESULTS

Operating under the same business and talent models as many of the great companies in our region, Southwest Michigan First has aligned itself in such a way as to maximize services. In order to accomplish our goals for the next decade, our team is well aware that we must be creative, focused and entrepreneurial. Capacity is build on our ability to offer products and services that further our core mission: the greatest force for change is a job.

Southwest Michigan First's Services are concentrated in three core areas with supporting services existing in the areas of Administration, Marketing/Communications and Public Policy.

- **Jobs Team**
 - Accelerate Existing Industry Business Retention and Expansion
 - Attract New Business Opportunities
 - Support Small Business and Its Growth Needs
- **Leadership**
 - Grow and Develop Current and Emerging Leaders
- **Development**
 - Establish a Sustainable Culture of Support for Economic Development in the Region
- **Marketing/Communications**
 - Communicate with Purposeful Passion for the Region and its Assets
- **Public Policy**
 - Build Strong Relationships and Collaborations with our Elected Officials at All Levels of Government Regardless of Geographical Boundaries or Political Affiliations
- **Administration**
 - Foster an Enabling Atmosphere for the Leadership Team of Southwest Michigan First to Succeed in its Activities



hitting the mark

EVALUATION PLAN

With a clearly focused team, Southwest Michigan First is able to benefit from the power of *many* functioning as *one*: The activities of the entire organization are focused on job creation activities directly impacting the economic strength of the region as a whole.

Annually, we evaluate the direction of the organization in order to maximize our resources in the upcoming year. We like to set a pace that will allow our team to attain our long-term goals.

Our long-term regional goals are affected not only by our performance but also, in many cases, by forces outside of our control, such as the global economy, environmental factors and county-to-county relationships. What we can control is our own activity.

In 2015, we are moving to results-focused measurements reporting approved by our Board of Directors. Below you will find our desired results along with tactics for achievement.



Results	Tactics
<p>Jobs</p> <p>Promote Existing Industry Business Retention and Expansion to Create and Retain jobs, Attract New Business Opportunities to the Region, and Support Small Business and Its Growth Needs.</p> <ul style="list-style-type: none"> • 50 Company Announcements • 1,523 Direct Jobs Announced • 2,284 Indirect Jobs Announced 	<ul style="list-style-type: none"> • Existing Industry Consults • Site Decision Influencer Impacts • Suspects • Prospects • Small Business Meetings
<p>Talent</p> <p>Grow and Develop Current and Emerging Leaders. Examples of such efforts could include:</p> <ul style="list-style-type: none"> • Catalyst University • Populus • Inspire • Small Business Breakfasts • Chamber Connect • Public Service Academy • Leadership Kalamazoo 	<ul style="list-style-type: none"> • Leaders Impacted • Leadership Program Execution • Leadership Event Attendance

The pursuit of
Southwest Michigan First's
internal and regional goals
requires a
consistently focused team effort.

Our keen understanding
of why
our organization exists and
what we must do
in order to achieve
our mission of jobs creation
allows us to remain
on task and
achieve results.

OUR WHY

The greatest force
for change
is a
job.



For more information, please contact:

Ron Kitchens, chief executive officer
Jill Bland, executive vice president

241 East Michigan Avenue
Kalamazoo Michigan 49007
269.553.9588

www.southwestmichiganfirst.com

About Us



Southwest Michigan First is an organization of privately funded economic development advisors who act as the catalyst for economic success in Southwest Michigan. Founded in 1999 on the principle that the most powerful force for change is a well-paying job, the organization works across all industries throughout the seven counties making up the Southwest Michigan Region.

Southwest Michigan First's unique model of philanthropy and capitalism is internationally recognized from Melbourne to Vancouver for its innovation in economic development. Looking to expand, locate or start something new? Southwest Michigan First's people and services are focused on connecting community capital to respond to its customers' needs, wants and desires to generate meaningful results.

Community driven, Southwest Michigan First is committed to company growth, government and education alignment, acceleration of its vibrant core communities, talent development and communication of its regional advantages.

To learn more about what we can do for you, please contact us at 269.553.9588.

Recognition

Southwest Michigan First has received international recognition for its work as an economic catalyst.

[Click on award for more details.](#)



MICHIGAN'S
Healthiest
EMPLOYERS
2 0 1 2



Services



Southwest Michigan First was created for one singular purpose: To assist companies in growing jobs. We believe a job makes a positive impact for generations to come. Our community's future depends on our local companies' ability to grow, be competitive and change with the times.

Our experience in working with companies of all sizes – from Fortune 500 companies to eight-person tool-and-die shops to bioscience R&D labs to large business service centers – has proven invaluable time and time again. Our commitment is to growing companies, just like yours, because we believe you are the future.

We focus our activities on services and collaborations that promote Business Growth:

- Business-to-Business Marketing – Maximize your potential by taking advantage of our resources that can grow your business.
- Supply Chain Recruitment – It has never been more important to build relationships with potential suppliers, partners or collaborators. We can help you gain access to the people and companies that can build your business.
- Workforce Development – Preparing the workforce of the future is a top priority of all organizations. Through skill gap analyses, leadership development and educational partnerships, we can work with you to your team for greatness.
- Capital Acquisition – Gaining access to capital – whether traditional, equity, angel, microloan or government funding – can be daunting. Our relationships and guidance can help you get the resources you need to succeed.
- Site Selection – Whether you need a site to build a new facility or a short-term solution, we can help you analyze all of your choices and maximize your investment. For start-up companies, incubators and virtual spaces are considerations too.
- Consulting Services – Our networks can help you complement your existing staff. Our expertise and relationships with service providers with proven track records can bring you success in the areas of talent, legal, business strategy, tech transfer, marketing, sales and technology validation.
- Brand Development – Your brand represents who you are and how you make your customers feel. Let us help you build your brand to bring your story and our region's to the global market.
- Efficient Government – We encourage collaboration to increase the positive impact of government on

jobs creation.

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Kalamazoo, MI 49007 p 269.553.9588 f 269.553.6897

Media - Press Releases

PRESS RELEASE: Southwest Michigan First launches regional internship portal to keep talent local
6/23/15

KALAMAZOO, MI – Southwest Michigan First announces the launch of its new internship web portal: [MIIINTERNSHIP.com](http://miiinternship.com) (<http://miiinternship.com/>), a one-stop source for employers and students to post and find internship, apprenticeship, fellowship and co-op positions throughout the Southwest Michigan Region.

Full Story 

PRESS RELEASE: The Shovel Will Hit the Dirt in White Pigeon as Forest River Manufacturing Breaks Ground on New Site

5/6/15

WHITE PIGEON, MI – On Wednesday, May 13, 2015 at 9:00 am, Forest River Manufacturing will break ground on its future Michigan site to be located at 500 West Chicago Road, White Pigeon, MI 49099.

Full Story 

PRESS RELEASE: Southwest Michigan First to host Populus, a one-day event for community change-makers to get stuff done

3/31/15

KALAMAZOO, MI – Southwest Michigan First will host its second annual Populus conference on May 1, 2015 in downtown Kalamazoo. Populus 2015 is a one-day event designed to foster collaboration and spur real change in the community as thought leaders, policy makers and engaged citizens work together to solve some of Southwest Michigan's most critical issues.

Full Story 

PRESS RELEASE: 400 jobs to be created by Forest River Manufacturing

1/27/15

LANSING—Sen. John Proos on Tuesday applauded Forest River Manufacturing for their expansion and their plan to invest more than \$7 million in a project to create nearly 400 jobs in White Pigeon.

Full Story 

FILING ALERT: Personal Property Tax Exemptions

1/26/15

Here at Southwest Michigan First, we're always on the lookout to keep your business moving forward.

For our local manufacturers, the time has come for us to remind you of upcoming deadlines to file for Personal Property Tax exemptions approved by state voters last August.

PRESS RELEASE: Summer internships for Southwest Michigan's college and university students are heating up

1/12/15

KALAMAZOO, Michigan – Southwest Michigan's college and university students should start thinking now about summer for all the right reasons! The Monroe-Brown Internship Program, a collaboration between Southwest Michigan First and the Monroe-Brown Foundation, has announced its 2015 internships offered by local companies to currently enrolled college students. This year's 33 internship offerings at 26 companies include opportunities in engineering, health sciences, information technology, production planning, merchandising, architecture, interior design, human resources, marketing, sales and financial management.

PRESS RELEASE: Pork processing facility locating in Coldwater Township, creating 800 jobs

12/16/14

LANSING, Michigan -- The Michigan Economic Development Corporation (MEDC) announced that the Michigan Strategic Fund has approved support to construct a new fresh pork processing facility in Coldwater. The project is expected to generate \$255.7 million in total capital investment and bring 810 new jobs to Michigan!

The Clemens Food Group, headquartered in Hatfield, Pennsylvania, has partnered with family-owned pork producers in Michigan, Indiana and Ohio to build a 550,000-square-foot facility that will be capable of processing 10,000 hogs daily when operational in late 2017 or early 2018. The company expects to break ground at the 440-acre Coldwater site in the summer of 2015.

PRESS RELEASE: Moving Marshall Forward

10/24/14

What does it take to put together a great team? Southwest Michigan First, under contract with the Marshall Area Economic Development Alliance (MAEDA), has assembled the team that will help Marshall move forward on many fronts including economic development, small business growth and tourism. The team, which includes both new and familiar faces to the community, was put together based on Southwest Michigan First's proven hiring strategy – centered on talent and team fit.

PRESS RELEASE: MANN+HUMMEL USA opens new South Campus facility

9/30/14

PORTAGE, MICHIGAN, Sept. 30, 2014 – Yesterday, MANN+HUMMEL USA (MHUS) celebrated the official opening of its new world-class South Campus facility with a ribbon cutting ceremony.

PRESS RELEASE: Southwest Michigan First's Catalyst University Now Accepting Applications for New Makers' Mart Competition

9/10/14

KALAMAZOO, Michigan -- Catalyst University, the annual leadership gathering taking place on January 29, 2015 at Wings Stadium in Kalamazoo, announces it is now accepting applications for its new Makers' Mart competition. The winning Southwest Michigan maker will receive \$5,000 in cash plus \$5,000 worth of legal, marketing and accounting consultations.

August 3, 2015

TO: Local Development Finance Authority

FR: Paul VandenBosch

RE: Overton Environmental and Demolition Bids

On August 5, bids will be opened for environmental work and demolition of the Overton Building.

There are five bids and contracts to the project:

Cost Estimates:

Asbestos Removal	50,000
Hazardous Drum Removal	25,000
Non-Hazardous Drum Removal	5,000
Transformer Cleaning	15,000
Building Demolition	380,000
Total	475,000

If the brownfield plan is approved by City Council on August 3, the source of funding will be the Brownfield Local Site Remediation Revolving Fund.

As of this date, the City has not received title to the land from the County Treasurer. The City does have a court order to demolish the building.

The Local Development Finance Authority is requested to recommend the bids to City Council.

City Council is expected to consider approval of the bids at the August 17 City Council meeting.

If approved, completion of the Overton Building demolition is estimated to be mid-November.

Staff Recommendation:

Recommend approval of the bids to City Council.

August 3, 2015

TO: City Staff

FR: Paul VandenBosch

RE: Wednesday Bid Openings

Wednesday, August 5 Bid Openings at City Hall

There are five bid openings scheduled for Wednesday, August 5 at City Hall. All bidders have been asked to submit the bids to the Building Department. If you receive a bid, please give it to Marsha in the Building Department as soon as possible.

Three of the bids will be opened at 2:00 p.m.

One bid will be opened at 2:30 p.m.

Overton Building Environmental Work

Former Overton Building - Hazardous Drum Removal
2:00 p.m. Bid Opening

Former Overton Building - Non-Hazardous Drum Removal
2:00 p.m. Bid Opening

Former Overton Building - Transformer Cleaning
2:00 p.m. Bid Opening

Former Overton Building - Asbestos Removal
2:00 p.m. Bid Opening

Overton Building Demolition

Overton Building Demolition
2:30 p.m. Bid Opening

ADVERTISEMENT FOR BID

Seeking qualified contractors to remove asbestos containing floor tiles, pipe insulation, window glazing, window caulk and other materials from the Former Overton Building at 229 Elkenburg St. in South Haven. A mandatory pre-bid meeting will start at 11:00 a.m., at the Southwest corner of the building, (which also has a parking area) on 15 July 2015.

Sealed bids, labeled "Former Overton Building-Asbestos Removal", will be received until, 2:00 p.m. on August 5, at South Haven City Hall, Building Department, 539 Phoenix Street, South Haven, Michigan 49090. The bids will be opened and publicly read aloud at that time.

Contract documents may be obtained, from Villa Environmental Consultants, Inc., 408 West Main Street, Benton Harbor, Michigan 49022, with phone contact (269) 927-2434. The City of South Haven reserves the right to accept or reject all or any portion of a bid, and is not bound to accept the low bid. The City of South Haven has the right to waive informalities or irregularities in a bid received, and to accept a bid which, in the judgment of the City, is in the best interest of the City of South Haven.

Bid security in the amount of five percent (5%) of the Bid must accompany each Bid in accordance with the instructions to Bidders. The bid security can be a bid bond, or certified or cashier's check payable to the City of South Haven.

ADVERTISEMENT FOR BID

Seeking qualified contractors to remove and dispose of non hazardous drums, hazardous drums and clean out a transformer from the Former Overton Building at 229 Elkenburg St. in South Haven. Three separate contracts will be awarded by the City of South Haven.

Sealed bids for three separate bids, each to be individually bid and labeled "Former Overton Building-Hazardous Drum Removal", "Former Overton Building-Non Hazardous Drum Removal", and "Former Overton Building-Transformer Cleaning", will be received until, 2:00 p.m. on August 5, 2:00 p.m., at South Haven City Hall, Building Department, 539 Phoenix Street, South Haven, Michigan 49090. The bids will be opened and publicly read aloud at that time.

Contract documents may be obtained, from Villa Environmental Consultants, Inc., 408 West Main Street, Benton Harbor, Michigan 49022, with phone contact (269) 927-2434. The City of South Haven reserves the right to accept or reject all or any portion of a bid, and is not bound to accept the low bid. The City of South Haven has the right to waive informalities or irregularities in a bid received, and to accept a bid which, in the judgment of the City, is in the best interest of the City of South Haven.

BID ADVERTISEMENT

OWNER - THE OWNER OF THE PROJECT, THE CITY OF SOUTH HAVEN, HAS CONTRACTED ABONMARCHÉ TO BE THE ARCHITECT FOR THE OVERTON BUILDING DEMOLITION PROJECT.

PROJECT - OVERTON BUILDING DEMOLITION PROJECT, 229 ELKENBERG STREET, SOUTH HAVEN, MICHIGAN 49090.

TIME - SEALED BIDS WILL BE RECEIVED UNTIL AUGUST 5, 2015 AT 2:30 P.M. IN THE OFFICE OF THE CITY OF SOUTH HAVEN, 539 PHOENIX STREET, SOUTH HAVEN, MICHIGAN 49090. THE BIDS SHALL BE PUBLICLY OPENED AT THE ABOVE ADDRESS.

BIDS - ALL BIDS SHALL BE ADDRESSED TO CITY OF SOUTH HAVEN. BIDS SHALL BE SEALED AND SHALL HAVE THE NAME AND ADDRESS OF THE BIDDER AND THE CONTRACT FOR WHICH THE BID IS BEING SUBMITTED ON THE OUTSIDE OF THE ENVELOPE. ALL BIDDERS SHALL BID IN ACCORDANCE WITH AND UPON THE BID FORMS INCLUDED IN THE CONTRACT DOCUMENTS.

EXAMINATION AND/OR PROCUREMENT OF CONTRACT DOCUMENTS - THE CONTRACT DOCUMENTS ARE ON FILE FOR INSPECTION AT ABONMARCHÉ, 95 WEST MAIN STREET, BENTON HARBOR, MICHIGAN 49022. (269) 927-2295. COPIES OF THE CONTRACT DOCUMENTS MAY BE OBTAINED FROM THE ABOVE WITH A NON-REFUNDABLE FEE OF \$10.00 FOR EACH PRINTED SET OF CONTRACT DOCUMENTS, PLUS SHIPPING TBD BY SHIP-TO ADDRESS. ELECTRONIC COPIES WILL BE AVAILABLE FOR FREE DOWNLOAD.

A MANDATORY PRE-BID MEETING IS SCHEDULED FOR JULY 23, 2015 AT 1:00 P.M. AT THE SITE. HARD HATS AND FLASHLIGHTS ARE REQUIRED FOR THIS MEETING.

BID SECURITY - A CERTIFIED CHECK, CASHIER'S CHECK, OR BID BOND IN AN AMOUNT EQUAL TO FIVE PERCENT (5%) OF THE TOTAL OF THE BID, MADE PAYABLE TO CITY OF SOUTH HAVEN, WILL BE REQUIRED WITH EACH BID. A 100% LABOR, MATERIAL AND PERFORMANCE BOND WILL BE REQUIRED OF THE SUCCESSFUL BIDDER. THE BONDING COMPANY MUST BE LICENSED TO DO BUSINESS IN THE STATE OF MICHIGAN.

BID REJECTION - THE OWNER RESERVES THE RIGHT TO REJECT ANY AND ALL BIDS, WAIVE ANY INFORMALITIES IN BIDDING OR TO ACCEPT THE BID OR BIDS, CONSISTENT WITH LAW, WHICH BEST SERVES THE INTERESTS OF THE OWNER.

WITHDRAWAL OF BIDS - NO BID SHALL BE WITHDRAWN FOR A PERIOD OF SIXTY (60) DAYS AFTER THE SCHEDULED OPENING WITHOUT THE CONSENT OF THE OWNER.

AWARD OF BID - THE OWNER WILL NOTIFY THE SUCCESSFUL BIDDER WITHIN FOURTEEN (14) DAYS AFTER RECEIVING BIDS. THE SUCCESSFUL BIDDER WILL BE REQUIRED TO FURNISH A SATISFACTORY PERFORMANCE AND LABOR MATERIALS PAYMENT BOND.

END OF BID SOLICITATION

**SECTION 00 0120
PROJECT SCHEDULE**

THIS PROJECT SCHEDULE PERTAINS TO THE OVERTON FACTORY DEMOLITION PROJECT, 229 ELKENBURG STREET, SOUTH HAVEN, MI 49090.

PLANS OUT FOR BID: JULY 20, 2015.

MANDATORY PRE-BID CONFERENCE: JULY 23, 2015 AT 1:00 P.M. MEET AT THE SITE. HARD HATS ARE REQUIRED FOR THIS TOUR.

BID DUE DATE: AUGUST 5, 2015, AT 2:30 P.M. LOCAL MICHIGAN TIME. ALL BIDS SHALL BE ADDRESSED TO THE CITY OF SOUTH HAVEN, 539 PHOENIX STREET, SOUTH HAVEN, MI 49090. BIDS SHALL BE SEALED AND SHALL HAVE THE NAME AND ADDRESS OF THE BIDDER AND THE CONTRACT FOR WHICH THE BID IS BEING SUBMITTED ON THE OUTSIDE OF THE ENVELOPE.

CITY COUNCIL TO AWARD CONTRACT: AUGUST 17, 2015.

START DEMOLITION: SEPTEMBER 21, 2015.

COMPLETE DEMOLITION: NOVEMBER 13, 2015.

SITE RESTORATION (EXCEPT FOR SEEDING): DECEMBER 11, 2015.

FINAL COMPLETION (SEEDING): APRIL 15, 2106

END OF PROJECT SCHEDULE

Table 1

Summary of Costs for Eligible Activities

Eligible Activities	Estimated Cost
Demolition	\$ 380,000
Lead and/or Asbestos Abatement	\$ 50,000
Chemical Drum Removal	\$ 30,000
PCB Remediation	\$ 15,000
Brownfield Plan Preparation	\$ 5,000
Interest	\$ 20,000
TOTAL	\$ 500,000