

FOCUS

THE MONTHLY NEWS MAGAZINE OF THE LANSING REGIONAL CHAMBER OF COMMERCE • MAY 2019

Lansing Region Small Businesses Among Michigan 50 Companies to Watch

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MICHELLE RAHL
Vice President of
Business Development
Lansing Regional
Chamber of Commerce

Small Business Driving the Local Economy

JOB CREATION IS AT RECORD HIGH LEVELS IN THE UNITED STATES, with small business accounting for nearly two-thirds of all new job creation. The entrepreneurial spirit that drives the creation and growth of small businesses is the source of most innovation. In many respects, small businesses represent the engine and compass of our economy.

Locally, close to 80 percent of the members of the Lansing Regional Chamber of Commerce are companies with 15 to 20 employees or less. We see the great work that our small business members perform in a diverse number of industry sectors from technology to healthcare, transportation, marketing and communications, insurance and financial services, restaurants and food service, construction, manufacturing and many others.

It is particularly rewarding to see outstanding businesses recognized for the great work they perform every day. Six members of the Lansing Regional Chamber of Commerce were named among the 2019 *50 Companies to Watch* by Michigan Celebrates Small Business, including: AppleTree and Gilden Woods Early Care and Preschool, C2AE, DBI Office, Public Sector Consultants, Therapy Today and Van Dyke Horn Public Relations. The Greater Lansing Business Monthly also recognized several Chamber members at its recent Entrepreneur of the Year awards, including: The Ticket Machine, Michigan Creative, The Plant Professionals and Niowave.

During the past year, the Chamber, with the active engagement of many our members, developed a new strategic plan to provide us with direction in how we serve our members and help build a stronger, more vibrant region. One of the main pillars of our new plan centers around the importance of delivering business value to our members. This represents our value proposition to all of our members, most especially the small businesses that serve as the backbone of our organization. To that end, the Chamber recently launched a new Business Value Committee which will work closely with our team to strengthen and streamline the messaging and value provided to our small business members. We would like to thank the members of the Business Value Committee who have committed their time to this important endeavor; co-chairs Lisa O'Connor (Edge Publicom) and Michelle Massey (Dewpoint), Ken Misiewicz (Pleune Service Company), Greg Coyne (Sandler Training), Jim Baker (Corporate Office Interiors), Amanda Stitt (Change Media Group), Mitch Crank (Century 21 Looking Glass, Inc.), Stephen Plumbley (Tandem Studios) and Don McNabb (Triterra).

Our marketing and communications team is also working on a plan to expand our robust digital media program to include more messaging directed towards the needs and interests of our small business members. This will bolster an already outstanding communications platform that includes FOCUS Magazine and our regular communications on Facebook, Instagram LinkedIn and Twitter.

When you think about what it takes to build a great community, many of those characteristics are found in the work ethic, commitment and entrepreneurship demonstrated by the small business owners and employees in the Lansing region.

Of the course, the staples of our Chamber offerings will always remain at the center of our efforts. Our members consistently tell us how much they value the opportunity to connect with others in the business community through our numerous networking opportunities throughout the year. Thousands of members are taking advantage of our Member Mixers, Chamber University, Economic Club, Lansing Open and Annual Dinner programs at which they make those valuable connections.

When you think about what it takes to build a great community, many of those characteristics are found in the work ethic, commitment and entrepreneurship demonstrated by the small business owners and employees in the Lansing region. Our pledge at the Lansing Regional Chamber of Commerce is to focus every day on providing everything we possibly can to support you and help build on your success. ■



ABOUT THE LEADERSHIP CIRCLE

Leadership Circle members are proven business and community leaders. We value their commitment and applaud their efforts to strengthen our region with their leadership and appreciate the important role they play in advancing our organization.

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Save the Date! GRUB CRAWL

Date: June 4, 2019

Location: REO Town

Sponsorship and Information: Contact Ashlee Willis at 517-242-7434 or michiganpremierevents@lansingchamber.org

Tickets: lansingchamber.org/events

WEDNESDAY, MAY 1 / DELTA GOVERNMENT RELATIONS COMMITTEE 8 a.m. – 9 a.m. Delta Township Library, 5130 Davenport Drive, Lansing. The Delta Government Relations Committee meets the first Wednesday of each month to provide a forum for business leaders to discuss important issues impacting Delta Township. To ensure adequate seating, please RSVP to Steve Japiga at sjapiga@lansingchamber.org.

WEDNESDAY, MAY 8 / LANSING BUSINESS ROUNDTABLE 8 a.m. – 9 a.m. Lansing Board of Water & Light Train Depot, 1201 S. Washington Ave., Lansing. The Lansing Business Roundtable meets the second Wednesday of each month to provide a forum for business leaders to discuss important issues impacting Lansing. To ensure adequate seating, please RSVP to Steve Japiga at sjapiga@lansingchamber.org.

WEDNESDAY, MAY 15 / EAST LANSING AND MERIDIAN TOWNSHIP BUSINESS ROUNDTABLE 8 a.m. – 9 a.m. Plante Moran, 1111 E Michigan Ave., East Lansing. The East Lansing and Meridian Township Business Roundtable meets the third Wednesday of each month to provide a forum for business leaders to discuss important issues impacting East Lansing and Meridian Township. To ensure adequate seating, please RSVP to Steve Japiga at sjapiga@lansingchamber.org.

THURSDAY, MAY 9 / LANSING ECONOMIC CLUB 11:30 a.m. – 1:30 p.m. Kellogg Hotel and Conference Center, East Lansing. Speaker: LaJune Montgomery Tabron, president and CEO, Kellogg Foundation. The W.K. Kellogg Foundation (WKKF), founded in 1930 as an independent, private foundation by breakfast cereal pioneer Will Keith Kellogg, is among the largest philanthropic foundations in the U.S. Guided by the belief that all children should have an equal opportunity to thrive, WKKF works with communities to create conditions for vulnerable children so they can realize their full potential in school, work and life. Program begins at noon. Please arrive early for registration and networking. \$55/member ticket, \$75/non-member ticket or \$425/table of eight (includes plated lunch). Pre-registration is required.

TUESDAY, MAY 14 / MEMBER MIXER 5 p.m. – 7 p.m. Green Dot Stables, 410 S. Clippert St., Lansing. A Detroit favorite known for serving more than 20 different handmade sliders, Green Dot Stables will host our May Member Mixer! No cost to attend for members (\$15/non-members). Includes hors d'oeuvres.

WEDNESDAY, MAY 22 / CHAMBER UNIVERSITY 8 a.m. – 9:30 a.m. Lansing Regional Chamber of Commerce Insurance Capital Board Room, 500 E. Michigan Ave., Ste. 200, Lansing. Speaker: Amanda Stitt, Change Media Group. How do you make a work environment that is conducive to collaboration and productivity? How do you get the most out of remote employees with clear communication channels and accountability? Learn best practices for remote work and creating a dynamic office space. This is a FREE event, but space is limited. Sponsored by Fifth Third Bank and Fraser Trebilcock.

WEDNESDAY, JUNE 13 / CHAMBER 360 8 a.m. – 9:30 a.m. Lansing Regional Chamber of Commerce Insurance Capital Board Room, 500 E. Michigan Ave., Ste. 200, Lansing. Chamber members are encouraged to attend Chamber 360 to learn how to maximize your Chamber benefits, meet our staff and network with fellow members. This is a FREE event, but space is limited. To register for this event, please contact Michelle Rahl at mrahl@lansingchamber.org. ■

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[Lansing Regional Chamber of Commerce](http://LansingRegionalChamber.org)

2019
LRCC EVENTS

For more information about Chamber events, tickets or sponsorships, contact Ashlee Willis at michiganpremierevents@lansingchamber.org.

Adelante Moving Forward
 Arts Council of Greater Lansing
 Bluffs at Lakes of Milford Association, The
 Breslin Student Events Center
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 PNC
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 Smith Floral & Greenhouse
 Sparrow Medical Supply
 Sparrow Physicians Health Network
 Spartan - Yellow Cab
 Stony Point Communications, Inc.
 Sunrise Cleaning And Construction Services
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CHAMBER MILESTONES

We'd like to offer a special salute to these great organizations that reached milestone anniversaries as Chamber members this month. Thank you for your continued support through the years!

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20 Years

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15 Years

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15 Years

DART CONTAINER

5 Years

DEWPOINT

5 Years

HIGH FIVE THE DREW STANTON FOUNDATION

5 Years

KAY BEAUTY

5 Years

Lansing Regional Chamber of Commerce members have unparalleled access to their company and staff profiles on the LRCC website. To access and update this information at any point, visit lansingchamber.org and enter your username and password. If you have not yet logged into the site, please follow the simple password reset instructions. Call 517-487-6340 with any questions.

Happy Clean: Cleaning with a Smile

BY MATTIE MILNE, KOLT COMMUNICATIONS

MANY TIMES, PEOPLE DON'T LINK 'HAPPY' AND 'CLEANING' TOGETHER, but for David Mears, those two words couldn't fit together more perfectly.

"At the end of the day, Happy Clean moves me forward because of the name," said David Mears, owner of Happy Clean. "It helps me be the person I am and remain positive about the work I am doing."

Mears and his wife, Jamie, opened Happy Clean in October 2010 and since, have been working to not only create a cleaner environment for the Lansing area, but a happier one.

Mears was in his early 20s when he first had the idea to open a cleaning service. The thought occurred in a series of dreams where Mears and his wife were cleaning a building. At the time, this was a perplexing project. Jamie told him to pursue the continuous dream, but added in, "just don't quit your day job."

Today, the idea is far from perplexing, as the Mears' service residential homes and professional buildings throughout the Lansing area. From a humble beginning, to Mears making this a full-time job, purchasing an office building for Happy Clean and hiring six employees, Mears owes Happy Clean's success to the support of Jamie.

"We boot strapped our service. We fell into this but we love it," said Mears. "We've learned we really enjoy working with elderly people or those who don't have the ability to clean as thoroughly as they'd like. Situations like those lift



David and Jamie Mears with the Happy Clean team.

our spirits and remind us we can truly help others."

Mears said the most important factor in building a relationship with the client is their comfortability. They work to ensure the services provided are customizable for the client's specific needs.

Happy Clean uses their expertise and attention to detail in order to recommend the best services.

"We can always work within a budget. We're happy to split our services up between deep and basic cleaning depending on your needs," said Mears. "I am happy to come to someone's house and give them an estimate. At Happy Clean, we don't speed through, but keep it consistent."

At the core of their services is quality results and the importance of helping each other out. Mears encourages anyone looking to hire a cleaning service to contact Happy Clean, and he thanks current staff and customers for making work so rewarding.

"Love what you do, even if it's not every aspect," said Mears. "Cleaning a toilet may not be ideal, but at the end of the day, we feel great seeing an improved difference in a short period of time, knowing we helped someone."

To learn more about Happy Clean and pricing, contact 517-515-5336 or visit them at happyclean.biz. ■

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Sparrow, Michigan Medicine Sign Affiliation Agreement

SPARROW HEALTH SYSTEM AND MICHIGAN MEDICINE, the academic medical center of the University of Michigan, have signed an affiliation agreement paving the way for ongoing collaboration between the two systems.



Both organizations are committed to providing the right care, at the right time, in the right place, through shared clinical goals and ensuring patients have access to specialty care options near their local communities.



The first implementation of the agreement will be a joint venture integrating the pediatric services offered through Sparrow Children's Center in Lansing. The joint venture is expected to launch in early May.

"It's a privilege to partner with Sparrow to provide care for children and families in the communities of mid-Michigan," says Chris Dickinson, interim executive director of C.S. Mott Children's Hospital. "Our commitment is always to keep care close to home for families, and this relationship will help us do that."

C.S. Mott Children's Hospital, the only children's hospital in Michigan ranked among the nation's top children's hospitals in every specialty evaluated by U.S. News & World Report, already provides pediatric cardiology, pediatric gastroenterology and pediatric surgery services through clinics at the Sparrow Medical Professional Building. The new relationship is expected to strengthen existing clinical partnerships and create additional pediatric specialty service availability in the communities Sparrow serves.

These expanded services will complement the care already provided by MSU and Sparrow employed physicians. This does not impact Sparrow's existing relationship with MSU's College of Human Medicine and College of Osteopathic Medicine.

"Our organizations are coming together to mutually serve our pediatric patients," said Karen Kent VanGorder, S.V.P. and chief medical and quality officer, Sparrow Health System. "Sparrow physicians, and the children we care for, will have expanded access to the latest pediatric expertise and clinical care resources."

In addition to expanded access to pediatric specialty care, hospital officials predict the collaboration will significantly enhance the patient experience and lead to more coordinated care for pediatric patients from around the region.

The second implementation of the affiliation agreement is expected to be a minority investment by Michigan Medicine in Sparrow's health plan,

Physicians Health Plan. This investment is expected to be completed in six months or less.

The affiliation agreement also signals an intention to work together on future opportunities that may be developed by teams of physicians and leaders from both systems.

Both organizations will now appoint representatives to an oversight committee that will approve all proposed cooperative agreements and to teams that will work on specific proposals.

"Collaboration in this form brings together the best talents of both entities in a meaningful way that can greatly benefit our most vulnerable patients. This partnership with Michigan Medicine is representative of Sparrow's culture where the patient is always the top priority in decision making and where all Sparrow team members can be the very best they can be for every patient, every time," said Joseph J. Ruth, acting president and CEO, Sparrow Health System.

"Sparrow is an important part of the fabric of the mid-Michigan community, and their commitment to delivering high quality care is clear," said David Spahlinger, president of the University of Michigan Health System, the clinical care enterprise of Michigan Medicine.

"We're honored to partner with Sparrow physicians and staff and look forward to many opportunities to reinvent and strengthen care for our communities together." ■



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GOV. GRETCHEN WHITMER used her first appearance before the Lansing Economic Club to rally support for her first budget plan, which was submitted to the legislature in February. The Governor seeks major increases in funding for infrastructure, education, closing the skills gap and clean drinking water.

“After 40 years of disinvestment, we find ourselves at a crossroads,” said Whitmer, an East Lansing native. “We’ve been stealing from K-12 funding to fix potholes, which has been no fix at all. We’ve been making kids bear the brunt of our decisions.”

The Governor's plan to pour an additional \$2.5 billion into infrastructure would be financed by a 45-cent-per-gallon increase in the gas tax. Whitmer said to do anything less would cause Michigan to fall farther behind, citing statistics that show our state is 46 out of 50 states in per capita spending on roads, dead last among 50 states in revenue growth for education.

“We can’t pretend we are fixing problems anymore,” said Whitmer. “We have to fix it now.”

The Governor's budget would also protect funds going into education. She told the crowd her budget would increase state spending per pupil in every school



district. The Lansing Schools would receive an additional \$342 per student under the plan.

“This budget is a major step forward in the education of our kids,” said Whitmer. “The goal at the end is to have a state where our kids want to stay, work and live.” ■

WHERE BUSINESS GETS DONE

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Community Collaboration is Key to Creating the Next Generation of Leaders

BY TIM BOGRAKOS, EXECUTIVE DIRECTOR, THE FIRST TEE OF MID-MICHIGAN

THE WORD COLLABORATE IS DEFINED as working together and willingly cooperating. It is an easy word to use when tackling a joint project or competing with a team, but now put that word in the context of building a community. Bringing people and organizations together for the betterment of all is a worthy and noble endeavor, however, it is not without challenges. Successfully creating a collaborative community takes both vision and vulnerability. We are forced to re-imagine our ideology, mindsets, and goals, while simultaneously creating an interconnected ecosystem of opportunity that positively impacts the people we serve.

For the past 11 years, The First Tee of Mid-Michigan has been working to build character and instill core values into Greater Lansing youth, through the game of golf. We are proud to have impacted tens of thousands of children, as an organization, and are equally proud to be one of the many local charities striving to develop our future leaders. While we have had the privilege of partnering with dozens of like-minded organizations along the way, we recognize that, in order to have the truly transformational impact we know is possible, we must be willing to think bigger. Willing to work together in new and innovative ways. Willing to build pathways and open doors for young people to grow both as individuals and as a generation. We must be willing to collaborate.

Over the last several months, The First Tee of Mid-Michigan, Todd Martin Youth Leadership, Capital Area Soccer League and Conquest Health and Fitness Foundation have been working to develop an intentionally focused, youth development collaboration. By harnessing the strengths of each organization, we are building programs, strategies and relationships intended to cultivate mid-Michigan youth from all backgrounds, both in sports and in life.

According to mischooldata.org, the Lansing School District's graduation rate was 62 percent in 2016-2017 and 76 percent of its students were classified as "economically disadvantaged" during the same time. Dwindling budgets for non-academic classes and increased classroom learning time has led to dramatically less play/recess opportunities. These factors have converged to create increased disciplinary issues in the classroom and on the playground and a lack of resources at the district level to fix the inequity. As a youth collaborative, we want to work with the school district to address these issues and provide assistance and support.

In order to effectively close this accessibility gap and empower every child in our community to chase their dreams, we believe that a united front is a stronger front. Through the creation of this youth collaborative, we can enhance the current programs already being executed, expand programming to bridge more intentionally with one another, as well as allow for the integration of future partnerships. Inversely, the establishment of this initiative eliminates some significant ceilings like-minded youth serving organizations often face. Rather than competing for funding, participants and relevance, a joint collaborative effort allows each organization to increase the capacity for impact by becoming collectively streamlined and purposeful in execution.



A cultural shift has been initiated in the Greater Lansing region. Business development, economic growth, community investments and engagement all serve as evidence of a transition into the diverse and flourishing society that we call home. The key to the success and sustainability of the progress we are enjoying is the engagement of the young people who are on deck as the next wave of leaders and decision makers. We have a responsibility to lift them up and embolden them to thrive, regardless of their station, school district or social status. We also have a responsibility to set the example for what is possible when passion and people collaboratively unite for the benefit of all.

Thank you to partners, Rebecca Johnson (Todd Martin Youth Leadership), Scott Dane (Capital Area Soccer League), and Andre Hutson (Conquest Health and Fitness Foundation) for their belief and investment in bringing this dream to life. ■

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Leadership Lansing: The Importance of Vision

GREAT LEADERS HAVE VISION. They also need the ability to communicate that vision and the passion to convince others to follow their lead. Those themes emerged through the April workshop of this year's Leadership Lansing cohort.

During his lunch presentation, developer Pat Gillespie spoke about his passion for bringing people together to solve problems and build a better community. Gillespie has been a leader in the rebirth of downtown Lansing, as his projects have brought more residents and businesses into the central city. Gillespie, who is currently developing an urban market/hotel on the 600 block of East Michigan, shared his commitment to the community as a lifelong resident and graduate of Michigan State University. Gillespie emphasized the importance of a positive approach and a genuine desire to do the right thing ahead of worrying about profits.

A group of leading non-profit executives provided insight into the "why" behind the work they do to meet needs in the region. Moderated by Margaret Trimer of Delta Dental, the panel included Teresa Kmetz of Capital Area United Way, Carmen Turner of the Boys and Girls Club of Greater Lansing, Dennis Fliehm of Capital Region Community Foundation, Debbie Mikula of the Greater Lansing Arts Council and Erik Larson from Impression 5 Science Center.

The Leadership Lansing cohort was treated to a tour of Impression 5 Science Center, which has grown into major tourist attraction in downtown Lansing. The group got a behind-the-scenes preview of the makings of I-5's newest exhibit, *Smash*, which is a model of the Facility for Rare Isotope Beams at Michigan State University. That exhibit will debut in July 2019. ■



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Our Kids. Our Community. Our Promise. Our Future.

BY JUSTIN M. SHEEHAN, LANSING PROMISE

ON APRIL 25, 2019, the Lansing community gathered at the Don Johnson Fieldhouse for the 5th Annual Lansing Promise Dinner. A partnership between the Lansing Regional Chamber of Commerce, the Lansing School District and the Lansing Promise. We knew it would be a special event, a sacred space to imagine the future of the capital city. But what we found that night was something more profound. We found hope. And we found community. In the faces and dreams of our future scholars.

It's been said, one should "[n]ever doubt that a small group of thoughtful, committed citizens can change the world, indeed, it's the only thing that ever has." Margaret Mead was right. And so we take great confidence in the future of the Lansing Promise and of our city, because this community, this Promise community, is full of thoughtful and committed citizens ready to change the world. And that change starts right here, in Lansing.

At the Lansing Promise we believe in the inherent value and worth of every young person in this city. And we imagine a community where every young person has the opportunity to dream, the ability to thrive, and the investment, love and support needed to build a brighter future. For themselves, their families and their community.

This is economic development at its finest. Building the people that make the place. And so we invest funds through gap filling scholarships to reduce financial barriers for Lansing's young people at Lansing Community College, Michigan State University and Olivet College.

Since 2012, this movement has grown. And you should know that Lansing's business community has played the pivotal role in the success of this movement.

- Because our community believes: More than 985 scholars have set foot on a college campus.
- Because our community believes: We've invested more than \$2.3 Million directly into scholarships, leveraging millions more in state and federal aid on behalf of our scholars.
- Because our community believes: More than 20,000 credits have been earned to date.
- And because our community believes our scholars believe and are proving that out with nation leading retention rates.

On behalf of the 985 scholars who have set foot on a college campus through the Promise, the 200+ new Promise scholars starting this fall and the thousands of future Promise scholars preparing for their brighter futures. Thank you. Thank you for believing. Thank you for giving of your time, your talent and your treasure so that others may have hope.

We believe. And it's working. ■

Justin M. Sheehan is the executive director of the Lansing Promise.



LANSING PROMISE BY THE NUMBERS



The Lansing Promise began its efforts by awarding scholarships in the fall of 2012. Since then:

985
Promise Scholars have enrolled at MSU, LCC, or Olivet College.

20,000
Credits have been earned by Promise Scholars as of the 2017-2018 School Year.

250+
Promise Scholars have earned a degree, certificate or have successfully transitioned to a four year degree program.

2.3 Million
Dollars have been invested in Lansing Students.

600
Scholars are still in their first four years of learning or career training.

OUR KIDS. OUR COMMUNITY. OUR PROMISE. OUR FUTURE.

Chamber Welcomes Four New Executives to Lansing Region

THE LANSING REGIONAL CHAMBER AND MEMBERS welcomed four executives to the community at Executive Welcome held on March 27 at Lansing Brewing Company. Executives featured at the event included Darci Marcum, plant manager at General Motors Lansing Grand River Assembly, Goran Jurkovic, president and CEO at Delta Dental, Bill Burke, director of business and community affairs for Coldwell Banker Hubbell Briarwood and Kirk Ray, president and CEO of McLaren Greater Lansing.



DARCI MARCUM was named GM Lansing Grand River Assembly plant director in January 2019. In this role, she leads the operations for GM Lansing Grand River Assembly (LGR) and the stamping plant. Prior to becoming the LGR Plant Director, Darci was the assistant

plant director of Arlington Assembly Plant in Texas. She successfully led plant operations for the global home of GM's full-size SUVs — the Chevrolet Tahoe and Suburban, GMC Yukon and Yukon XL as well as the Cadillac Escalade. Darci holds a bachelor's degree in Industrial Management/Engineering from Purdue University and earned her master's in business administration from the University of Dayton. Darci and her husband, Josh, have one daughter, Lizzi.



GORAN JURKOVIC, CPA, CGMA, is the president and CEO of Delta Dental of Michigan, Ohio, and Indiana, one of the largest dental benefits administrators in the country. He assumed the top leadership role of the \$2.9 billion company January 1, 2019, the sixth person to hold

this role since Delta Dental of Michigan was founded in 1957. Jurkovic leads Delta Dental's intensified efforts to build brighter futures for the residents of Michigan, Ohio and Indiana by investing in initiatives that support healthy, smart, vibrant communities. In 2019, Delta Dental and the Delta Dental Foundation expect to invest nearly \$7 million in the communities they serve.



BILL BURKE is the director of business & community affairs with Coldwell Banker Hubbell Briarwood. Bill serves as the liaison between the Greater Lansing community and CBHB, helping move the company forward by contributing to public

relations, marketing and the recruitment of new talent. He has experience in multiple industries including sales and broadcasting. A graduate of and former quarterback at MSU, Bill lives in Okemos with his wife and two children.



KIRK RAY is the president & CEO for McLaren Greater Lansing. Prior to this role, Ray was the CEO with Lutheran Health Network — Kosciusko Community Hospital and Lutheran Health Physicians in Warsaw, IN where he was responsible for strategic, operational and market leadership initiatives. ■

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Demolition Begins at Gillespie Group's BLOCK600 Project

REMOVAL OF STRUCTURES AND HAZARDOUS MATERIALS WILL MAKE WAY FOR AN URBAN MARKET, HOTEL AND HOUSING

THE HIGHLY ANTICIPATED BLOCK600 PROJECT

has entered its next phase of transformation with the demolition of existing structures along Michigan Avenue and the removal of hazardous materials. Unveiled to the public last August, the BLOCK600 project will be anchored by an urban market designed and driven by Meijer and the first new downtown hotel in over 20 years developed by nationally known and award-winning hotel development and management company, Concord Hospitality Enterprises (Concord Hospitality), adding a new wave of energy to the area. Gillespie Group and Concord Hospitality recently announced the hotel will be a Courtyard by Marriott.

At a press conference held April 9 on the project site, Gillespie Group President Pat Gillespie and Lansing Mayor Andy Schor expressed their excitement for the transformative impact it will have on the region.

“The response and energy received from the announcement of BLOCK600 has been incredible. We see this development as a turning point for our community – engaging the pride of downtown Lansing residents and business owners. The transformation of the 600 E. Michigan and Larch corner further extends our commitment to making Lansing an accessible, walkable and exciting place to live, work and play, not only for our residents, but for all who visit,” said Gillespie.

A ceremonial countdown to the demo occurred as Schor signaled a start to demolition of the building formerly occupied by Brogan's Tire and Auto Service. Lansing-based SC Environmental Services will be conducting the demolition. Since announcing plans for the development in the heart of Lansing's Stadium District, Gillespie Group has worked diligently with partners from the Michigan Department of Environmental Quality, City of Lansing, Lansing Economic Area Partnership (LEAP), City of Lansing Brownfield Redevelopment Authority and Michigan Economic Development Corp. to manage the large amount of cleanup required for the site. The organization has now received the necessary approvals to begin demolition and removal.

“Having a grocery store, hotel, and housing continues to be a priority for Lansing,” said Schor. “Today is an exciting day as we take the first step of demolition. From the removal of hazardous materials, to a conscious effort to not be a burden to all who use Michigan Avenue, this exciting development will come to life and be a game changer for the downtown area and all of Lansing. I commend the Gillespie Group for their hard work, and I appreciate our city staff who reviewed and approved the permits in record time!”

Demolition and cleanup of the site is expected to proceed throughout April and into early May 2019. Following the conclusion of site excavation and demolition,



construction will begin on the development's core structure to accommodate the initial arrival of the new Meijer urban marketplace. The urban market, hotel and residential spaces will all provide much-needed amenities that will change the future living experience and visiting experience in Downtown Lansing. Gillespie Group is confident that this development will attract more people, businesses and entertainment to the area.

“Concord Hospitality is excited to be a part of this project alongside Gillespie Group, Meijer, city officials and other partners to transform and enhance Downtown Lansing for residents and visitors alike,” said Ryan Maher, vice president of business development at Concord Hospitality. “It’s an honor to have the opportunity to develop the first Downtown Lansing hotel in over 20 years, and we look forward to bringing this new property to life for all to enjoy.”

Meeting the intended timeline for a groundbreaking in spring 2019, the project is still on course for the development's market, hotel and apartments to open in late 2020. To learn more about the project, visit gg600block.com. ■



Surf's Up: Get Ready to Hit the Beach

DEWPOINT SPONSORS PORTION OF RIVERFRONT REVITALIZATION

AS LANSING CONTINUES ITS CITYWIDE REBIRTH AND REVITALIZATION, Dewpoint is drawing a line in the sand. The leading provider of integrated business and technology services and solutions in mid-Michigan has partnered with the efforts of the Capital Region Community Foundation to reinvigorate downtown Lansing's riverfront by sponsoring a new beach.

The beach will be located on the water's edge along the Grand River near the MP Social bistro and the Marketplace Apartments. Plans include lounge chairs and umbrellas as well as all the other amenities and accoutrements that are conjured when thinking of sun and sand. Guests will also be able to enjoy the aural experience of live music from the nearby outdoor event space called the HUB (Happening Under the Bridge).

"We want to give back to the city that has given us so much," said Ken Theis, president and CEO of Dewpoint. "Lansing's comeback has been building momentum in recent years, and Dewpoint is proud to play a role in the city's ongoing transformation – and we're pleased to be able to do it with such an innovative and fun project that residents and guests will be sure to enjoy for years to come."

"The Community Foundation is passionate about creating vibrant, thriving communities and saw a huge unmet opportunity to develop Lansing's riverfront," said Laurie Baumer, the Foundation's executive vice president. "We are thrilled that Dewpoint, our other sponsors and Lansing Mayor Andy Schor share our vision for a vibrant riverfront that will help the region attract and retain talent."

"The sandy beachfront at Rotary Park will be a major piece of our newly activated riverfront, and I'm excited to see this plan become a reality," said city of Lansing Mayor Schor.

The Community Foundation has earmarked over \$1 million in matching funding for private contributions it has raised toward several potential projects along the downtown Lansing riverfront from the Cherry Hill boat launch near I-496 to the Brenke Fish Ladder near Old Town. The slated projects were selected through a community feedback initiative. In addition to the beach, other proposed projects include kayak launches, an outdoor classroom, public seating with fireplaces, creative lighting and improved parks and fishing areas. ■



Lansing Region Small Businesses Among Michigan 50 Companies to Watch

BY ROSS WOODSTOCK & SOPHIA CHARBONEAU, KOLT COMMUNICATIONS

“Representing all regions of the state and a diverse range of industries, companies like these are known for their exceptional entrepreneurial leadership, creation of innovation or use of innovation in creative ways, and their sustainable competitive advantage.”

SIX

of the Lansing region's outstanding small businesses are among 50 companies from around the state being recognized with the prestigious Michigan 50 Companies to Watch award from the Michigan Celebrates Small Business organization. Members of

the Lansing Regional Chamber of Commerce making the list of 50 to Watch in 2019 include Apple Tree, C2AE, DBI, Public Sector Consultants, Therapy Today and Van Dyke Horn. Liberty Reach, Inc of East Lansing was also named to the 50 Companies list. Massman Trucking, Inc. of Okemos was named one of the Michigan SBDC Best Small Business Honorees.

Companies who are selected as a “Michigan 50 Companies to Watch” are a remarkable group of second-stage companies. Defined as having six to 99 full-time-equivalent employees and generating \$750,000 to \$50 million in annual revenue or working capital from investors or grants, these companies form the backbone of Michigan's economy. Representing all regions of the state and a diverse range of industries, companies like these are known for their exceptional entrepreneurial leadership, creation of innovation or use of innovation in creative ways, and their sustainable competitive advantage.

“We at the Michigan Celebrates Small Business organization are proud to recognize these exceptional companies. They are a tremendous part of Michigan's success and we are excited to see what the future holds for them,” said J.D.

Collins, State Director of the Michigan Small Business Development Center and a member of the Michigan Celebrates Small Business Board of Directors. Winners were selected by Michigan-based judges from the banking, economic development, entrepreneurship development, and venture capital communities. The selected companies also go through a rigorous due diligence process.

The Michigan 50 Companies to Watch will be honored at an awards program on May 8 at the Breslin Center in East Lansing.

APPLETREE AND GILDEN WOODS: SETTING THE STANDARD IN EARLY CHILDHOOD EDUCATION



APPLETREE AND GILDEN WOODS

AppleTree and Gilden Woods has been providing child care and early childhood education for over 20 years. It's no surprise, that this company was awarded the 50 Companies To Watch, by Michigan Celebrates Small Business.

“It's a huge deal,” said Bridgett Vanderhoff, owner of AppleTree and Gilden Woods. “I was excited and honored to have the company chosen. But I didn't get here alone. I immediately was grateful to my team, my advisors, and my family.”

With locations spread across Michigan, AppleTree and Gilden Woods sets the standard of educational child care while providing an above average learning environment that fosters every child's needs.

Their mission is to “provide the highest quality educational programming in a safe and nurturing, child-centered environment that earns the trust of the children and families we serve.” It’s through their supportive culture and unique educational programs that they can do just that.

“Our programs are based on best practices for early childhood education,” said Vanderhoff. “They focus on the whole child. The environment and curriculum are implemented to nurture children’s individual needs. This allows them to create close bonds with friends, gain confidence and create a rewarding experience that will take them further on their educational journey.”

All partners and employees that are involved in each location live in Michigan and their families have attended local AppleTree schools. It’s through this unique company culture that each educational site can foster a supportive culture for working families.

“We are an integral part of the communities we are located in and stay committed to the families we serve. It is a culture of family with families, serving families,” said Vanderhoff.

The road that lays ahead for AppleTree and Gilden Woods is full of wonderful surprises. Vanderhoff plans their first out of state school to open in Apex, North Carolina in January 2020.

“Our growth will be organic and strategic,” said Vanderhoff. “We value quality over quantity of schools and will only grow if we can maintain the highest standards for ourselves that we have set.”

It’d be no surprise, if we hear more about AppleTree and Gilden Woods in the near future.

C2AE: BUILDING LONG-TERM RELATIONSHIPS FOR MORE THAN 50 YEARS

When asked to reflect on what has made him proudest about C2AE, President Bill Kimble quickly pointed to the company’s landmark 50th anniversary a couple of years ago.

“A company that can say they have been around for 50 years is rare,” said Kimble. “That is a tribute to the people that work here and have worked here over the past half century.”

C2AE is an architecture, engineering, and infrastructure design firm with over 50 years of experience specializing in the markets of education, healthcare, government and manufacturing. The firm has 95 full-time employees in seven offices in Michigan and New York. C2AE has been involved in numerous landmark developments throughout Greater Lansing including currently working on the McLaren Replacement Hospital project.

C2AE prides itself in bringing enterprise-driven design thinking to each client and opportunity. Kimble says they value long-term relationships with clients that have many needs as opposed to just one project. Focusing on four major sectors makes for a nice variety of work for the C2AE team.

“We have 400-500 projects that move through here each year,” said Kimble. “We have the ability to touch a lot of different markets.”

Kimble sees exciting growth prospects for the company in the coming years. He envisions additional work coming from neighboring Great Lakes states. He also forecasts a large demand in the government market for new projects due to a blend of new, exciting technologies and overdue reconstruction of aging infrastructures.



C2AE: PATTENGILL BIOTECHNICAL MAGNET SCHOOL EXTERIOR



“Smart buildings, autonomous vehicles and other technological advances are rapidly altering the structure of our world,” said Kimble. “At the same time, failing infrastructure in the United States has been well documented for the past two decades, from lead water pipes to the crumbling roads that mask them. Pent up infrastructure improvement projects and the call to modernize our region’s infrastructure will meet with advancing technologies in the built environment over the coming decade.”

As a longtime partner to municipal, state and federal government clients, C2AE is positioned to bridge the gap between private company innovation and governmental operations. Kimble says the company has the resources to adapt to the changing world.

DBI: PROVIDING WORKPLACE SOLUTIONS FOR 35 YEARS

Since 1984, DBI has provided products and services that support the way companies conduct business from pencils and paper to space planning and modular walls. DBI has grown into one of the largest independent office products dealers in Michigan helping business work better. The company has 91 employees and is headquartered at 912 E. Michigan Ave. in Lansing. The 50 Companies to Watch designation was welcome news at DBI.

“We are very excited and proud to be recognized as one of outstanding small businesses in Michigan,” said Steve Klaver, owner and vice president of DBI. “We are a partnership of people with shared goals and a core value – excellence



DBI SHOWROOM



DBI: RECENTLY COMPLETED PROJECT

in reputation. Every DBI member feels they are part of something special in bringing the best products and services to our customers.”

Owner and DBI President George Snyder attributes the company’s longevity and success to the long-term employees, referred to as members at DBI. Snyder believes that longevity in the workforce leads to long-term relationships with customers. “We listen to our customers and act as a trusted business advisor,” said Snyder.

DBI brings value to the sales conversation by digging deeper, asking relevant questions to understand their customers’ needs and culture.

“Before we offer any product solutions, we engage in an open and honest discussion, reviewing client criteria and their immediate and future goals,” said Snyder. “We believe if we approach every day and every situation with a goal of demonstrating excellence in reputation, that we will serve our customers well.

Snyder is also proud of the fact that as DBI has acquired several smaller companies through the years, most of the owners of the acquired business chose to stay on and work at DBI.

DBI has always been a strong advocate of buying local and supporting mid-Michigan charities and non-profits.

“We take that very seriously,” said Snyder. “When people in the region buy local, it makes it possible for us to invest in the community.”

The company buys as many products as possible locally and partners with other area businesses in a variety of events each year.

PUBLIC SECTOR CONSULTANTS: A FORCE IN PUBLIC POLICY

As Public Sector Consultants neared its 40th anniversary, CEO Jeff Williams was curious what percentage of businesses manage to realize that milestone.

“We found out that we are in the 95th percentile of companies when it comes to longevity,” said Williams. “I’ve been here for 29 of the 40 years and it has been rewarding to see this company succeed.”

PSC is a non-partisan consulting firm that helps non-profits, government and business understand the impact of public policy. For virtually every important public policy issue—but especially in education, energy and the environment, health, and community and economic development, PSC has developed an established track record of delivering quality research and implementation strategy for an impressive roster of blue-chip clients throughout Michigan.

“A lot of times companies use our research to interact with government to change something in a local community,” said Williams.

PSC’s mission is to improve the quality of life for Michigan residents and beyond through good public policy research. The company prides itself on providing impartial research on tough issues is often called upon to implement and manage new programs. Sometimes clients seek their facilitation skills on hot-button issues. PSC is also called upon to evaluate clients’ programs and help make improvements.

Williams says a key to the company’s success through the years has been that it has been able to attract very creative people who have a passion for that mission.

“The hallway conversations we have reflect the variety involved in the work we do,” said Williams. “I can shout out practically any public policy topic and someone will have some insight based on a project they have been involved with. It really is a lot of fun.”

A challenge the company has been able to successfully navigate has been the rapidly changing nature of public policy and the tools needed to stay on top of those changes, trends certain to continue in the coming years.

As PSC enters its fifth decade, the company is transitioning into its fourth generation of shareholders. Williams will be stepping down later this year, and the company will become a woman owned firm, as Julie Bennett and Rachel Kuntzsch, both current shareholders, will take the reins of leadership.

THERAPY TODAY: TREATING EVERYDAY PEOPLE WITH EVERYDAY PROBLEMS



When it comes to mental health, it’s important for all people to have access to help when needed. That is exactly what Leslie Auld provides – help. Leslie is the founder of Therapy Today Counseling and Consulting LLC. Therapy Today provides

“talk therapy, with a wide range of approaches and specialties treating adults, children, couples and families”.

Located in East Lansing, Therapy Today offers same day counseling in addition to ongoing weekly therapy. The mission of Auld’s company is “to



PUBLIC SECTOR CONSULTANTS

provide high quality therapy TODAY to everyday people with everyday problems.”

“The goal is to create a mentally healthy community, a community in which no one has to be alone with painful and difficult emotional problems for long because an appointment with a therapist is available,” said Auld.

A company that provides genuine help to people deserves countless awards. That is why it’s no surprise that Therapy Today is being recognized by Michigan Celebrates Small Business and receiving the 50 Companies to Watch award.

“Winning the award has been a huge deal for me and for our company as a whole,” said Auld. “When I received notification that Therapy Today had been chosen to win this award, I was stunned and overcome with tears of joy. It is such an honor that any time I share the news with someone, my eyes well up with tears. It is very moving to be honored this way with so many great companies in Michigan to choose from. This provides strong encouragement to continue with the mission of expansion to contribute to the health and well-being of other communities.”

This award could not have come at a better time for Auld. Along with winning the MCSB award, she was also selected as the Athena Powerlink recipient of 2019. Auld has big plans for the future of Therapy Today.

“What I see for the future of my company is the opening of as many locations as possible in different communities to make available access to therapy that is as easy as going to the corner store for a gallon of milk,” said Auld.

With that dedication and passion that Auld pours into her company, these future plans will soon become a reality.

VAN DYKE HORN: A PR FIRM THAT GETS THE JOB DONE

A marathon runner, dog walker and board member supporting arts, animals and academics, 16-year Detroit resident Peter Van Dyke does it all. It’s with his ‘get the job done’ work ethic that he’s able to run a successful public relations business, while being deeply involved in the community and still be able to finding time to visit his cottage on the weekends.

VANDYKE • HORN

PUBLIC RELATIONS

“This award is highly competitive,” said Van Dyke. “We’ve been very focused on our growth for the past three years, we’ve double revenue and doubled staff. It’s one thing to be so focused on growth, but to then be recognized by a prestigious organization is a wonderful validation.”

Van Dyke Horn is owned by Van Dyke and his partner Marilyn Horn, who both worked for the company, which was formerly named Berg Muirhead and Associates, before acquiring it in 2016. The agency has been based in Detroit for 21 years and, just last year, expanded to the Lansing community with the opening of a new branch. Van Dyke Horn provides strategic communications and public relations services to a range of clients, from global automotive companies to local nonprofit organizations.

Van Dyke Horn has a total of 14 team members that work from either the Detroit site or the Lansing site. A key trait about this Van Dyke Horn is that the company is deeply rooted in diversity. Van Dyke Horn is Michigan’s largest owned public relations agency. Van Dyke mentioned that the cultivating a team diversity in age, gender and race is part of their heritage, company culture and has always been very intentional.

“There’s no class in college that teaches you how to run a PR company,” said Van Dyke. “This award provides an incomparable opportunity to network with our second stage companies to share best practices.”

Van Dyke mentioned that this award came around the perfect time for his company. With the company growing so rapidly, it’s one of Van Dyke’s goals to make sure that all systems that make up Van Dyke Horn stay in place to provide a strong foundation for future growth. Major success is in the future for Van Dyke and even maybe a marathon or two. ■

Chamber Reinforces Need for Regional and Statewide Investment in 2020 Budget

GOVERNOR GRETCHEN WHITMER addressed more than 700 mid-Michigan business leaders at Lansing Economic Club on Tuesday, March 26.

The Chamber commends Gov. Whitmer for her leadership and placing a strong emphasis on infrastructure, talent and education investment and the importance to the future of our region and the state. Investment in infrastructure, talent and education remain top priorities for the Chamber and our members. We encourage Gov. Whitmer to work closely with Michigan delegates in Washington, D.C. to leverage federal funds to invest in our state.



Whitmer

As our current infrastructure continues to crumble, the Chamber supports increased investment in road and infrastructure funding, accompanied by strategic, well-implemented infrastructure asset management. We believe a thorough review of the transportation funding formula is in the long-term, best interest of the residents of the state and encourage Gov. Whitmer and the

legislature to consider the need for a more comprehensive road-funding plan to address the condition of all roads, including local roads.

We understand the 1.75 percent business tax was suggested to offset the elimination of the pension tax, but we ask the governor and legislature to find alternative solutions that will support and not hinder innovation, economic growth and job creation.

With skilled worker shortage impacting the bottom line of businesses across the state, we will continue to support strengthening K-12 education through investment, technical education and diverse pathways for secondary education. An effective, efficient and accountable education system that addresses educational needs and opportunities for Michiganders of all ages is critical to growing and strengthening the talent pipeline. The future of our region and state depends on it.

We look forward to working with Gov. Whitmer and the legislature to renew and rebuild Michigan with a smart, fiscally responsible budget that addresses the pressing needs of Michigan and the Lansing region. ■

First National Bank of Michigan seeds landscaper's continued success.



Pictured left:
Jennifer Marsh, FNBM

Pictured right:
Brian Stiles, Owner

Rooted in Lansing, Stiles Lawn, Landscape & Snow Removal does everything to make great outdoor spaces greater—from building patios and fire pits to planting stunning flower beds to installing ponds and water features. Thanks to First National Bank of Michigan's guidance and out-of-the-box thinking, this 30-year lawn maintenance and landscaping company continues to flourish.

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To read the full story, please
visit: [www.fnbmichigan.com/
stiles-landscape](http://www.fnbmichigan.com/stiles-landscape)

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Embracing Diversity and Inclusion

BY J. ISAAC NOEL BENJAMIN, II, EXECUTIVE EDITOR, THE CHRONICLE NEWS



DIVERSITY AND INCLUSION HAVE MEANING AND POWER. As a young man pondering the what-ifs and possibilities in life, I received an early vision of clarity. I knew what I wanted to be when I grew up – I wanted to be a writer.

While on active duty and stationed in Germany, I had the unique experience of breaking bread with people from many different cultures. Some were soldiers (not U.S. troops), and some were local citizens. One overriding and dynamic concepts became very clear. We all put our pants on one leg at a time, and we all eat breakfast in the morning.



Benjamin

Diversity is different individuals valuing each other regardless of skin color, intellect, talent or years of age. Inclusion means an invite to the party, and you've been asked to dance.

It is imperative that we as business owners embrace the concepts of community, inclusion and business diversity. "Diversity is our business" is our motto at The Chronicle News. As a newspaper, we are tasked with truth, honesty and the knowledge that freedom of speech embodies the ideas we all hold dear as a last line of defense. As a newspaper, we keep the community informed, up-to-date,

and occasionally, we blow the whistle. In short, we are the voice, heartbeat and soul of the city.

"There's not a liberal America and a conservative America — there's the United States of America."

— President Barack Obama, DNC 2004

As the voice of the community it's important to realize that both diversity and inclusion first starts at home. I am reminded of a time some years ago when I boarded a plane for a business trip. At some point in time, before the flight took off, we were greeted by the pilot. She greeted us with a deep smile in her voice and assured us that we would have a good flight. I thought to myself, wow, a female pilot. I thought no more about it at the time. Later in the flight, there was some turbulence. The first thought in my mind at that point was, "I hope she can handle this." I must admit if the pilot were a man, that thought would not have occurred to me at that moment. It turns out that she was and is a great pilot. Gender had nothing to do with it.

Our community is made up of people from all walks of life. They bring to the table a multitude of cultural and life experiences. To every business owner who reads this — I issue a call to arms. Embrace diversity and inclusion! ■



REDESIGNING HEALTH CARE.

McLaren Greater Lansing is redesigning health care with a new \$450 million dollar hospital that will be adjacent to MSU.

The campus will house a 240-bed state-of-the-art hospital, cancer center, medical services building, and other facilities to support health care delivery, educational opportunities, and medical research.

An estimated 2,500 construction jobs will be created in the development of the health care campus. McLaren expects to add an additional 80 employees to its current workforce of more than 2,000 employees when the campus opens.

mclaren.org/redesignhealthcare



DOING WHAT'S BEST.

PEOPLE NEWS



(Left) Bob Gallagher, LEED AP BD+C, MEP Project Manager, Barton Mallow Company. (Right) David Stygles, Project Engineer, The Christman Company

McLaren Greater Lansing has broken ground on a new \$450 million health care campus in South Lansing. Taking on a project of this scope takes a talented team, and some of the people involved earned construction management degrees right next door at Michigan State University. Lansing-area native **David Stygles** graduated from Michigan State University in 2016 and now works as a project engineer at The Christman Company, which is headquartered in Lansing.



CEO Wayne Sietoff, Sergeant Jason Lovato, Sergeant John Wilson, Chief of Public Safety & Operations Eric Patrick)

The Capital Region International Airport is proud to announce the promotion of public safety

officers **John Wilson** and **Jason Lovato** to the rank of Sergeant. With Wilson's 28 years of service and Lovato's 11, these officers have a history of protecting our passengers and their strong leadership and positive influence will surely benefit the airport for years to come.

Jeff Shapiro, principal with **NAI Mid-Michigan/TMN Commercial**, recently represented High Caliber Karting and Entertainment in the negotiation of their 75,000 square-foot lease to open a kart track entertainment venue in the former Younker's Men's space at Meridian Mall. High Caliber Karting and Entertainment plans to open by the end of the summer.



Celebrating Daisy Award winner Jodie Hills' accomplishment are Sparrow Clinton Hospital CFO Mark Brisboe (left); SCH Director of Patient Care Services Mariah Hesse, RN, BSN, CENP; and SCH Vice President of Patient Care Services Beth Daugherty, RN, BSN, MPH, CRRN (far right).

Compassionate care of a special patient earned one **Sparrow Clinton Hospital** nurse a DAISY Award for exceptional nursing skills. **Jodie Hills, BSN, RN**, recently gained praise from the daughter of a patient with dementia. The daughter commended Hills' empathetic, reassuring, and compassionate disposition, saying Hills took care to calm and reassure her mother during her hospital stay. She added "Jodie is an angel."

Robert Half is pleased to announce the following additions to their team of staffing professionals: **Jennifer Willis MBA**, recently joined as the salaried professional services sales executive. Jennifer will coordinate the Accountemps Loan Staff team. **Ron Zeiter** has rejoined Robert Half as the Lansing office branch manager. Ron has over 25 years of experience in retail, small business and professional staffing.

Martin Commercial Properties is pleased to announce the sale of the Clippert Sunshine Center, near the Frandor Shopping Center. **Van and Cutler Martin** represented the seller, Kirkpatrick and Powers Family, in the transaction. The sale of the 11,674 SF strip comprised 401, 402, 405, and 407 N. Clippert Street. Of note, the center sold with 100% occupancy and speaks to the draw of the area and businesses that occupy Clippert Sunshine Center.



Eugene Comer, an instructor in **Lansing Community College's** Aviation Maintenance Technology program, has received the Charles Taylor Master Mechanic Award from the Federal Aviation Administration (FAA) in recognition of more than 50 years of aviation maintenance experience. The award was presented to Comer by Richard Anderson, FAA front line manager, Eastern Michigan Flight Standards District Office, and Gary Knaggs, FAASTeam program manager,

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NICE PEOPLE. GREAT RESULTS.

Eastern Michigan Flight Standards District Office, during an aircraft maintenance technician conference at Eastern Michigan University.



McLaren Greater Lansing nurse **Katelyn Lavery** was honored with the DAISY Award for Extraordinary Nurses. The award is part of the DAISY Foundation's program to recognize the exceptional care nurses provide every day. Katelyn was rewarded by hospital leadership and co-workers and received a certificate commending her for being an "Extraordinary Nurse," as well as a sculpture called "A Healer's Touch," hand-carved by artists of the Shona Tribe in Africa.

NAI Mid-Michigan/TMN Commercial is pleased to announce recent office and retail leases at 1595 W. Lake Lansing Rd on the southwest corner of Lake Lansing Road and Coolidge Road in East Lansing. **Jeff Shapiro**, principal, represented the owner in both transactions leasing the 5,261 square-foot 2nd floor office space to Spicer Group and the 1,680 square-foot first floor retail space to Baskin Robbins. Owner, Kevin McGraw of Interstate Partners LLC and River Caddis Development is looking forward to the new tenants joining with Jimmy John's, Tropical Smoothie Café and Art Van PureSleep.

Robert Half is proud to announce that **Laura Mullins**, division director – office team and **Jimmy Tunney**, senior staffing manager – Accountemps attended their annual Reach for the Stars recognition event in April for their outstanding performance in 2018. This recognition is for the top 1% of performers for Robert Half worldwide.



Dragomer

In the past 80 years, the antibiotic scene has changed to include different options that are affordable and widely available. However, as much good as antibiotics have done, there is a startling new epidemic on the horizon that **Brett Dragomer**, antimicrobial stewardship pharmacist at **McLaren Greater Lansing**, is trying to get ahead of. The Centers for Disease Control and Prevention (CDC) has found that each year in the US, at least 2 million people get an antibiotic-resistant infection. The antibiotic-resistant bacteria causing these infections are a result of antibiotic overuse, which is common in our country.

The **Capital Area United Way** honored five adults, one youth and one company on May 25, 2019 for giving thousands of combined hours of volunteer

time to local organizations, including; *Walter A. Campbell Award*: **Jerry Swartz** received the highest United Way volunteer honor for devoting more than two decades of volunteerism to United Way. *2018 Adult Volunteer of the Year Award*: **Alice Florida**, nominated by the Greater Lansing Food Bank, transformed the Garden Project's Demonstration Garden throughout an entire decade. *2018 Youth Volunteer of the Year Award*: **Divya Reddy**, nominated by Our Community Foundation-Youth Action Committee. *2018 Lifetime Volunteer of the Year Award*: **Virginia Holcomb** was awarded posthumously after volunteering for more than 25 years with numerous organizations. *2018 Innovator Volunteer of the Year Award*: **Kolmarge Harris** founded a nonprofit boxing gym in 2009 to teach children how to handle being bullied, learn to become leaders and express their anger appropriately. *2018 Business Volunteer Service Award*: **Clean Team USA**, a local commercial janitorial, restoration and flooring company, has a mission of helping children throughout mid-Michigan and provides support to many nonprofits.

NAI Mid-Michigan/TMN Commercial is pleased to announce that America's Preferred Home Warranty, Inc. has entered into a long-term lease for 9,000 square-feet at Clark Corners in DeWitt for a new call center operation. With their main office in Jackson, APHW needed to expand their call center operation and employee base to the Lansing area. **Jeff Shapiro** and **Tanner Lundberg** represented the tenant in the transaction.



Collins



DeLuca

Foster Swift attorneys **Allison M. Collins** and **Mark J. DeLuca** were included as Ingham County Bar Association (ICBA)'s "Top 5 Under 35" for 2019. The "Top 5 Under 35" award recognizes five attorneys from the ICBA's Young Lawyers Section. Recipients are recognized for their talent, skill, integrity and civility in the practice of law. Honorees were celebrated at the 10th Annual Barrister's Night on March 21. Allison is a member of the firm's General Litigation practice group and Agri-Business practice group. As a member of the firm's Trust and Estates Practice Group, Mark focuses his practice in the areas of estate planning, estate and trust administration, business organization and planning and estate and trust litigation.

Grassroots Midwest, Michigan's first and only bipartisan grassroots advocacy firm, announced the hiring of **Scott Bean** as director of development and strategic engagement. Most recently chief of staff to former State Senator Tory Rocca, Bean brings deep experience as a communicator, campaign manager, legislative staffer and advocate to the team

at Grassroots Midwest.

The team at **Shotwell Rutter Baer** is pleased to welcome **Nick Nauta, CFP®, CLU®**. Nick is a certified financial planning professional™ with twelve years of experience providing investment and financial planning in the Lansing area. For the last three years, he has owned his own practice, Nick Nauta Financial, an independent office of Cambridge Investment Research.

Martin Commercial Properties is pleased to announce the sale of 600 Dart Road in Mason, MI. **Thomas Jamieson** of Martin Commercial represented the sellers, while **Nicole DeMarco** and **Eric Rosekrans** of Martin Commercial, represented the purchasers. The 30,000+ SF property, situated on 17.55-acres, was the former headquarters of Dart Energy Corporation. What originated as a listing assignment resulted in dual representation, demonstrating how Martin Commercial works seamlessly together to find solutions for both landlord/owners and tenant/buyers.



Kopietz



Sutka



Palmiter

Habitat for Humanity Capital Region (HFHCR) added three new staff members to the administrative team last quarter: **Elyse Kopietz** has accepted a new role as chief operations officer. Kopietz will manage the daily operations of the organization to ensure program and strategic plan alignment; Construction capacity is increasing with the addition of **Josanna Sutka**, construction project coordinator, allowing HFHCR to manage more projects and serve more households; and HFHCR team is very excited to welcome **Rose Palmiter** to the front desk. Palmiter is the first point of contact for homeowners, volunteers, and community partners visiting the office.



Green

Lansing Community College will hold its 61st Commencement ceremony at 7 p.m. Thursday, May 9, with renowned civil rights activist **Dr. Robert L. Green** giving this year's address. The ceremony will be held at the Jack Breslin Student Events Center on the campus of Michigan State University. Dr. Green came to prominence while working as the education director of the Southern Christian Leadership Conference (SCLC) in the mid-1960s under the leadership of Dr. Martin Luther King Jr. and former United Nations ambassador and Dr. King confidant, Andrew Young.

The team at **American Fifth** is excited to announce that the local distillery was awarded silver medals for their Straight Bourbon, Signature Rye, and Salted Caramel Cream Liqueur at this year's American Distilling Institute Judging of Craft Spirits. Based on the entries, American Fifth was found to have Michigan's best rye whiskey and tied for Michigan's best bourbon.

Potter Park Zoo is in the running for a grant from the USA TODAY Network to help the Zoo make major improvements in inclusion, accessibility and diversity. To receive one of the top grants, the zoo needs help from supporters like you to fundraise for this very important cause!



Evrard

Yeo & Yeo CPAs & Business Consultants is pleased to announce the promotion of **Michael Evrard, CPA**, to senior manager. Along with his promotion, Evrard has transferred to Yeo & Yeo's Kalamazoo office from Flint.

Evrard is a member of the firm's Nonprofit Services Group and the Audit Services Group. He assisted in the development of the firm's award-winning YeoLEAN audit process and provides audit services, with an emphasis on school districts and nonprofit organizations.

Susan Yontz of East Lansing, a former long-term care director with Michigan Medicaid, has been appointed to the **Burcham Hills** Board of Trustees. Yontz served as a Medicaid division director responsible for both the long-term care and integrated care divisions. She guided policy development for all Medicaid-covered long-term care services including nursing home coverage and reimbursement, MI Choice home and community-based services, personal care services, hospice and home health.



Kasia Bogacki celebrates receiving the Sparrow Carson Hospital designation of Caregiver of the Month.

Sparrow Carson Hospital is proud to recognize Surgical Tech **Kasia Bogacki** as the March Caregiver of the Month. Kasia has been with the Surgical Services Department for two years and received a nomination from a fellow Caregiver who said, "She is always willing to go

out of her way to help anyone in the department that may need it.

LAFCU has created the position of chief membership officer to help lead the credit union

in delivering exceptional service to its membership. Credit union veteran **Angie Ruzinsky** has been promoted to the new position. Ruzinsky will provide strategic direction and executive oversight to the operation of LAFCU's 10 branches, contact center, interactive teller machines (ITMs) and loss prevention department.

During National Volunteer Week **Sparrow** recognized the many volunteers that continue to provide quality, compassionate care every day. One youth volunteer, Haslett High School senior **Dev Acharya**, was honored with the Congressional Medal Award-Silver for service, initiative, and achievement. Dev began volunteering at the Sparrow Surgical Lounge in 2015 and has amassed more than 250 hours of volunteer time. He's just one of hundreds of Mid-Michigan residents who selflessly give their time to benefit their patients and families.

Highfields presented the 2019 *Robert L. Drake Citizenship Award* to **Mark Emmert** of Mason, Michigan. Mark has gone above and beyond to advocate for Highfields. He served on the Board of Directors from 2013-2019 and as the Board Chair from 2016-2017. He dedicates his time to attend student and holiday celebrations and annual events. The 2019 Highfields Partnership Award has been awarded to the Joe D. Pentecost Foundation, which has enriched the lives of Highfields' clients through generous support of projects like upgrading the sprinkler system to safely house students and renovating the gymnasium and locker rooms.



Dewpoint

Michelle Massey, vice president at **Dewpoint**, attended the 2019 Women in IT Awards ceremony at the Cipriani in New York City on March 28. The awards, organized by Information Age, serve to showcase the achievements and innovations of women in technology and identify new role models in a sector where female representation stands at only 19%. Michelle was selected, from 500 overall nominees, in the category of Business Role Model of the Year. This category recognizes a female business leader in technology who has been an effective role model to other women in the last 18 months.



Owen

MSU Federal Credit Union (MSUFCU) is pleased to announce that **Steve Owen** has joined the Credit Union as its chief legal counsel. Owen will be a member of MSUFCU's 10-person executive team. In his new role, Owen assists the Credit Union in meeting its legal, regulatory and contractual obligations in order to best serve the membership. Previously, he was an

attorney for 34 years with the law firm Foster Swift, Collins & Smith, P.C., working with financial institutions, including MSUFCU.

Dewpoint, a leading provider of technology consulting and implementation solutions, is pleased to welcome several new professionals to Lansing: **Sean Baugh** – business analyst; **Alex Castner** – solutions architect; **Emily Fenger** – events coordinator; **Ashley Guttman** – project coordinator; **Blake Jones** – project manager; **Elizabeth Lovell** – accounting assistant; and **Pat Phillips** – desktop administrator.



Abraham

The **Michigan Municipal Electric Association (MMEA)**, a Michigan trade association of 40 locally-owned electric utilities, is pleased to announce **Katie Abraham** officially as its new executive director, following appointment by the MMEA Board of Directors in 2018 and a five-month leadership transition period that began last October. She succeeds Jim Weeks who now retires after leading MMEA since 1996.

MSU Federal Credit Union (MSUFCU), is pleased to announce the promotion of five individuals to management positions: **Ana Hattey**, eServices manager; **Christopher Inman**, eServices manager; **Tanya McGary**, Marsh branch assistant manager; **Chloe Merindorf Norton**, management

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development associate; and **Ashley Ward**, Headquarters branch manager. Ms. Hattey serves as a manager in the eServices department, where she oversees live chat operations while coaching and developing the eServices team. Mr. Inman serves as a manager in the eServices department, where he trains and develops employees. Ms. McGary serves as the assistant manager for the Marsh branch, where she leads her team to enhance organizational performance. Mrs. Merindorf Norton serves as a management development associate where she is gaining knowledge in preparation to manage a team (or department) of Credit Union employees. Ms. Ward serves as manager of the Headquarters branch where she oversees member services.

Cinnaire, a non-profit Community Development Financial Institution (CDFI) that provides creative loans, investments and development services to support healthy communities, recently announced **Josh Ghena** has been promoted to vice president, asset management, in the company's Grand Rapids, MI, office. **Ainsworth Thompson** has joined Cinnaire as an underwriter in the company's Chicago, IL, office. As vice president, asset management, Josh will oversee Cinnaire's stabilized asset managers, asset stabilization experts, and the REO portfolio manager. In his role as underwriter, Ainsworth will be responsible

for financial modeling, risk analysis, reviewing due diligence, leading due diligence calls, preparing investment committee reports and performing site inspections.



The *Burgess New Venture Challenge (BNVC)*, an early-stage pitch competition bringing together **Michigan State University** student entrepreneurs and business leaders from across Michigan's entrepreneurial ecosystem, announces the winners of its first annual contest. The following MSU student startups presented their strongest cases and, as a result, took home top prizes: 1st Place, \$15,000 (sponsored by MSUFCU), **SKOOP** specializes in mobility advertising; 2nd Place, \$10,000, **Perch** is an online talent solution for academic research groups, university departments, programs and industrial

R&D companies; 3rd Place, \$5,000, **Zonder** is a mobile application that gamifies travel, creating a unique travel profile for each user; 4th Place, \$3,000, **Classii** serves as a social learning network aiming to strengthen our academic community; 5th Place, \$2,000, **EMAGE Technologies** is building a wireless auto-diagnostics tool to provide a solution to ongoing pipeline safety and reliability problems in industrial settings. The BNVC is a collaboration between **Spartan Innovations** and the Burgess Institute for Entrepreneurship and Innovation, promoting entrepreneurship, leadership, and innovation at Michigan State University.

COMPANY NEWS



The **MacIntyre and Cowen Team** of RE/MAX Real Estate Professionals - GR RV. is proud of our team for earning RE/MAX Diamond Award the 6th straight year in a row. They also were #2 in total transactions and #4 team in commission earned at RE/MAX of Michigan.

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Erin Smith,
Business, Community Relations,
and Training Director for DBT Institute

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Eaton Rapids Medical Center (ERMC) recently received a five-star rating from the Centers for Medicare & Medicaid Services (CMS). CMS' Hospital Compare website reports quality measures for 4,573 hospitals in the nation. Patients and families are able to access and compare quality metrics, patients' experiences, payment and value of care, unexpected complications, and more. ERMC was one of 293 hospitals to earn the highest possible rating. A five-star rating demonstrates that an organization has a deep commitment to quality and safety, and reflects a high standard of care provided by all staff in a hospital.

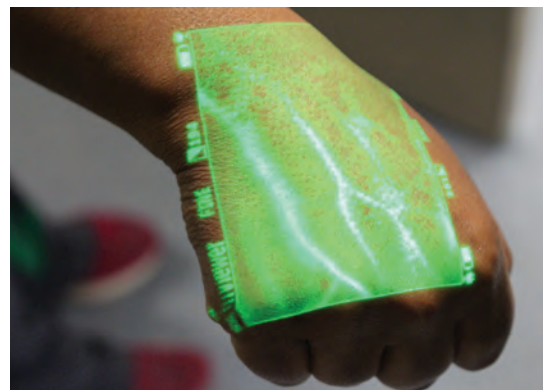


Imagine being able to call a doctor's office, get scheduled for an appointment within one week, and have two experts looking over your family's health information. It's possible at the **McLaren Family Medicine Residency Clinic**, where resident doctors hone their skills after finishing medical school under the supervision of seasoned physicians with decades of experience as they help patients of all ages. The McLaren Family Medicine Residency Clinic gives talented new doctors a setting to see a wide variety of patients, while offering unrivaled access to care for those looking to see a physician quickly. orth

Moonsail North is thrilled to announce that they received a 2019 bronze ADDY award from the Mid-Michigan Creative Alliance for Educare California at Silicon Valley's Year 3 Accomplishments Report. This graphic-focused annual report "dashboard" captured program and advocacy highlights, organizational growth, and partner contributions, and kicked off the organization's most successful fundraising campaign to date.

Michigan-based **Dewpoint**, the award-winning mid-market IT services and solutions provider with offices in Lansing, Grand Rapids and Rochester Hills, has entered into a strategic go-to-market partnership with Rubrik, enabling Dewpoint to resell, consult and implement cloud data management and protection products. At scale, Rubrik provides a comprehensive platform that enables organizations to protect and manage data in the cloud, delivering backup, instant recovery, archival, search, analytics, compliance

and copy data management in one secure fabric across data centers and clouds.



McLaren Greater Lansing's VeinViewer gives an inside look under the skin.

Nobody likes getting poked with a needle, but in the emergency department, it can be a necessity. Thankfully, new state-of-the-art technology is helping **McLaren Greater Lansing's** emergency department nurses find veins faster and with more precision than ever before. McLaren Greater Lansing is now using the VeinViewer Vision2 to let caregivers get an inside view at a patient's veins before picking up a needle. The VeinViewer helps us visualize veins of patients quicker and more accurately than just feeling for one. The VeinViewer works without ever having to touch your skin, using only a near-infrared light to project a real-time, high-definition image of your veins directly onto any area of your body.



It's not every day that there is an opportunity to redesign health care for an entire community from the ground up, but that's exactly what some Michigan State University students are getting a taste of thanks to **McLaren Greater Lansing's** new hospital project. More than 70 civil and environmental engineering students at MSU are getting real-world experience as they dig through the details of the plans for the new \$450 million hospital for their senior capstone project. It all started when Michigan State University instructor Anthony Ingle, PE, reached out to McLaren Greater Lansing's design and construction team to ask for information he could use to base his students' senior project on. Students are working in teams to take on specific aspects of the intricate infrastructure that goes into a project of this size and scope.

Clark Construction Company announces the opening of a new office location in Alpena, Michigan. This growth strategy strengthens Clark's presence and extends the reach of operations across all of Northern Michigan and the Upper Peninsula. This also leads to the expansion of their capabilities and area of service for their self-perform group, Clark Contracting Services.

Cinnaire recently joined the City of Monroe Mayor Robert Clark, the Michigan State Housing Development Authority (MSHDA), Chesapeake Community Advisors, IHM Sisters, community leaders and residents to celebrate the grand reopening of Norman Towers. The \$17.2 million comprehensive renovation retained the historic structure of the building but fully renovated the interior with 109 affordable homes for independent seniors. Financing was provided by Cinnaire, MSHDA, the Federal Home Loan Bank of Indianapolis (FHLBI), and Insite, a division of Chemical Bank.

Eaton Regional Education Service Agency (RESA) will be holding its biennial board member election on Monday, June 3, 2019. Three six-year terms on the RESA Board are up for election this year. The terms begin on July 1, 2019 and end on June 30, 2025. Persons interested in running for an Eaton RESA board seat must be at least 18 years of age, a registered voter, and a resident within one of the 5 local constituent districts.



Potter Park Zoo is the first zoo in Michigan to be certified as a sensory inclusive environment by KultureCity. This initiative has prepared

zoo staff to assist visitors with sensory sensitivities and ensure they have a comfortable and accommodating experience when visiting, as well as providing sensory bags for guests to check out free of charge. Individuals with autism, dementia, PTSD and other similar conditions often experience challenges with sensory regulation. One of the major barriers for these individuals is sensitivity to over stimulation and noise, which is very possible at Potter Park Zoo. Roaring lions and vocalizing spider monkeys can be an overwhelming and unpredictable noise and they want to accommodate guests that could be affected by it.

Application Specialist Kompany (ASK) announced that CRN®, a brand of The Channel

Company, has named ASK to its 2019 Tech Elite 250 list. This annual list honors a select group of North American IT solution providers that have earned the highest number of advanced technical certifications from leading technology suppliers, scaled to their company size. These companies have distinguished themselves with multiple, top-level IT certifications, specializations, and partner program designations from the industry's most prestigious technology providers.



Origami Brain Injury Rehabilitation Center welcomed a crowd of over 200 people for their annual An Evening of Reflections event on March 14. This inspirational event provides brain injury survivors and caregivers a platform to share their recovery journeys. This year's theme was the process of returning to life after brain injury through hard work, determination, patience, and the support of those we love.



The group poses before cutting the ribbon.

On Wednesday March 27, **Mason Public Schools (MPS)** cut the ribbon to officially unveil the new Robotics Center located inside Mason High School. MPS is continuing to enhance and grow robotics at every age level and through this investment, students will have access to a state-of-the-art space to learn about robotics as well as compete in robotics competitions. Last fall, a proposal was put together to enhance an underutilized space within the High School to build a place where students could participate in robotics programs and clubs and practice for competitions. The Robotics Center will allow students to put their academics to the test and utilize science, technology, engineering and math skills as well as apply creativity to their designs.

MSU Federal Credit Union (MSUFCU) is pleased to introduce the Desk Drawer Fund, a foundation supporting the MSUFCU and Oakland University Credit Union (OU Credit Union) communities. OU Credit Union is a trade name of MSUFCU. The Desk Drawer Fund will provide support for numerous initiatives across the sectors of five identified pillars to support organizations within the communities where the Credit Union operates. The aim is to fund as many local organizations as possible to impact the maximum number of community members. The five philanthropic pillars are: Arts & Culture; Stable Housing; Empowering Youth; Financial Education; and Fostering Entrepreneurialism.



The **Potter Park Zoo** team announced that Doppsee, the critically endangered black rhino at the zoo, is pregnant. Dr. Ronan Eustace, the zoo's director of animal health said keeper staff have been regularly training Doppsee to acclimate her to rectal and transabdominal ultrasounds and this has enabled confirmation of the pregnancy via ultrasound. If the pregnancy is successful, Doppsee will be due to delivery sometime late in December.



MSUFCU team shares their CUNA Diamond Awards: left to right, Danielle, Meredith, Adam, Maria and Deidre.

The Credit Union National Association (CUNA) has announced the winners of its 2019 Diamond Awards for marketing, and **MSU Federal Credit Union (MSUFCU)** has earned three. In the Membership Marketing category: Credit Score Handout and Rock Star Credit Mailer; and Explore Series to learn more about MSUFCU. In the Direct Mail – Single or Series category: Freshman Student Mailers.

The **Sparrow Clinton Hospital** Auxiliary has agreed to provide \$10,200 in funding for mammography equipment and continuing education at the hospital. Auxiliary members unanimously approved \$9,000 for imaging equipment for the Sparrow Clinton Radiology Services Department. Radiology Technician Kelly Cerny, RT, (R) (M) (CT), had requested funding for additional equipment to use with hospital's new 3-D mammography unit, including biopsy paddles, a keyboard lift, and a SmartCurve® system to decrease compression discomfort during imaging. The Auxiliary also agreed to fund certification courses for 10 Sparrow Clinton Nurses with a \$1,200 donation.



LAFCU is inviting the public to participate in LAFCU Shred Day to help fight identity theft, Saturday, May 18, 10 a.m. to noon. The credit union is hosting a mobile shredding truck at LAFCU's West Lansing Branch and headquarters, 106 N. Marketplace Blvd. Each person can bring up to 10 Bankers Boxes of materials to be shred at no cost. Recommended materials include any documents that have identifying information such as financial, medical and Social Security account numbers. This includes receipts, address labels, bills, insurance claims and tax forms.

Financial services firm **Edward Jones** ranks highest in investor satisfaction with full service brokerage firms, according to the J.D. Power 2019 U.S. Full Service Investor Satisfaction Study(SM), the firm recently announced. The study measures overall investor satisfaction with 18 full-service investment firms based on eight factors, including financial advisor, account information, investment performance, firm interaction, product offerings, commissions and fees, information resources, and problem resolution. The firm scored 853 in overall satisfaction, 18 points over the industry average.

The Davies Project is very grateful to supporters in the community including Cherry Creek Mortgage, New World Flood and The Maxwell C. Matthews Foundation. These partners hosted events that raised funds to drive change for

children's health by helping ensure children with serious health needs never miss a medical appointment. Thank you for all you do!



April Clobes, MSUFCU's President/CEO, receives the Athena Award for Organizational Leadership from members of the Athena Award Program committee.

MSU Federal Credit Union (MSUFCU) was recognized March 28, 2019, with an award from ATHENA Award® Program for Organizational Leadership. This is based on its commitment to support female professionals, such as appointing women into management positions, and donating to community organizations. The ATHENA Award Program recognizes organizations for professional excellence, providing valuable service to their communities, and assisting

women in their attainment of professional goals and leadership skills.



Lake Trust Credit Union – Michigan's only community-based financial cooperative headquartered in Livingston County and serving members across the state – proudly announced the April 10th grand opening of its new Holland, Michigan, branch location. The new 2400-square-foot facility features a modern, inviting design and two personal video teller machines that serve as 24-hour ATMs and also provide the means to have a conversation with a Lake Trust Member Experience Associate delivering dedicated assistance from 7 a.m. to 7 p.m. weekdays and 9 a.m. to 1 p.m. Saturdays.

Michigan International Speedway continues to enhance the fan experience at the track with nonstop entertainment and new amenities. In 2019, the track will construct a new scoreboard in the middle of the infield to add another dimension to the race experience. The new 150-foot high scoreboard will include screens on all four sides. The scoreboard will have four gigantic video screens at the bottom capable of showing replays of the action or showcase the events at Michigan International Speedway. The 12-foot high by 19-foot wide screens will be at the base of the leaderboard, approximately 44 feet above the ground.

With over 2,200 entries nationwide, **Edge Publicom** won high honors for its Literacy Essentials campaign in partnership with Michigan Virtual. Literacy Essentials are evidence-based practices the Michigan Department of Education, MAISA and GELN Early Literacy Task Force created to foster literacy motivation and engagement within lessons. Edge Publicom partnered with Michigan Virtual to deploy an integrated communications campaign with the goal of raising awareness among Michigan educators. ■



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It was truly a family affair for the Johnson family as they cut the GREEN ribbon for the new home of **On Target Living**. The beautiful new facility, located at 211 Harrier Drive in Bath (on the grounds of Eagle Eye Golf Course), provides them with the space and additional resources to help people and organizations transform their health and performance. On Target Living provides an experience that guides people to feel and perform at their best. To learn more about the resources available to businesses and individuals, please call 517-325-1140 or visit ontargetliving.com.



The excitement was palpable for Tobi Moore and her team at **Ngage Management** as they hosted an open house and ribbon cutting celebration on March 21. The event was in recognition of the newly expanded Ngage office, located at 2501 Jolly Road in Okemos. There were plenty of reasons to celebrate including seven years of 100 percent client retention, 187 percent business growth in 2018 and hiring of 19 team members since 2017. The team at Ngage is proud to provide association management services to 10 state associations, three national associations and one international association with additional clients coming on board in summer 2019.



The **Mason Area Chamber of Commerce** Ambassadors provided a ribbon cutting on Wednesday, March 27 to celebrate the grand opening of the Mason Robotics Center at **Mason High School**, located at 1001 S. Barnes Street in Mason. Assisting Ben Shoemaker are members of the Mason School Board; Mason Public Schools administrators, staff, faculty, parents, students, mentors, and sponsors, along with local business and community leaders. MACC Courtesy Photo.

Our big scissors have been busy welcoming new businesses to the Lansing region, recognizing momentous milestones and celebrating growth and expansions! Having the Chamber host a ribbon cutting for your company is a great opportunity to build public awareness about your business and the growth or changes that you are experiencing. The Chamber's ribbon cutting and groundbreaking services should be an important part of your overall marketing and advertising plan. We provide the camera, red ribbon, and of course, the big scissors!

For more information about Chamber ribbon cutting services, please contact Michelle Rahl at 517-853-6457, mrahl@lansingchamber.org or Christine Zarkovich at 517-853-6456, czarkovich@lansingchamber.org.

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