

FOCUS

THE MONTHLY NEWS MAGAZINE OF THE LANSING AREA CHAMBER OF COMMERCE • FEBRUARY 2019

COUNTDOWN TO IGNITION

IN THIS ISSUE

LOCAL LEADERS PLEDGE TO WORK WITH GOV. WHITMER

CHAMBER WELCOMES NEW BOARD MEMBERS

FOCUS ON SMALL BUSINESS:

RECRUITMENT MANAGEMENT CONSULTANTS



TIM DAMAN
President and CEO
Lansing Regional
Chamber of Commerce

Igniting Transformation in the Region

AS A LIFE-LONG LANSING RESIDENT, I have experienced the highs and lows of the city's downtown. As a young person, I remember shopping downtown when it was a desired destination for families as well as working professionals. I also witnessed the decline of the district as businesses closed and the sidewalks folded up on Friday at 5 p.m.

About a quarter of a century ago, a transformation began downtown that changed the face of the community and brightened the outlook for our future as a region.

The catalyst was the bold decision by then-Lansing Mayor David Hollister to back construction of a baseball stadium on a rundown piece of urban property along Michigan Avenue between Cedar and Larch. That decision led to the introduction of minor league baseball and the Lansing Lugnuts to our region. Add to the mix Lansing Ignite, our region's newest professional sports venture. Ignite will begin play in just two months in the first season of the USL League One soccer league. The combination of Ignite and the Lugnuts both using Cooley Law School Stadium as their playing venue means more people coming downtown, virtually every single weekend from April until October.

A new baseball stadium and the Lansing Lugnuts started a revival that not only sparked growth in the downtown, but became a quality of life asset that impacts our entire region. The birth of Lansing Ignite is another step in our journey towards becoming a world-class community.

Today, downtown Lansing is again a destination spot for working professionals, families, college students and retirees. Tour buses fill downtown during the school year as students flock to the State Capitol. Our growing arts community includes the La Fille Gallery and Lansing Art Gallery. Popular restaurants and breweries such as Lansing Brewing Company, Green Dot Stables Lansing, MP Social (bringing social and dining options to residents and downtown community), classics like Soup Spoon Cafe and Golden Harvest, and hip spots in REO Town and Old Town have helped transform the culture of downtown.

The construction of the Stadium District project, by developer Pat Gillespie, demonstrated a strong market for new office, retail and residential housing downtown. Since that project took shape in 2007, similar ventures have developed along the Michigan Avenue corridor from the State Capitol to Michigan State University's campus. The latest announcement by Gillespie Group is an exciting development of an urban market and hotel on the 600 block of East Michigan Avenue.

Several organizations in recent years have joined forces to maximize the potential of the downtown Lansing district. The Lansing Regional Chamber of Commerce, LEAP, Greater Lansing Convention and Visitors Bureau and the Greater Lansing Arts Council are working together to better position downtown Lansing as a destination for business investment, economic development, placemaking and an attractive destination.

In surveys of our Chamber membership in recent years, business owners have told us repeatedly that their number one concern in coming years is the ability to attract and retain talent. In order to do that we must continue to build a region where great talent wants to live, work and play. Adding professional soccer to the mix in downtown Lansing is another important element of building a quality of life that makes Lansing a desirable community, not only for top young talent, but for people of all ages.

A new baseball stadium and the Lansing Lugnuts started a revival that not only sparked growth in the downtown, but became a quality of life asset that impacts our entire region. The birth of Lansing Ignite is another step in our journey towards becoming a world-class community. I encourage Chamber members to join the fun and witness the transformation of Greater Lansing! ■



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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Don't Miss! ANNUAL DINNER

Date: February 26, 2019

Location: Kellogg Hotel and Conference Center

Tickets: lansingchamber.org/events

WEDNESDAY, FEBRUARY 6 / DELTA TOWNSHIP GOVERNMENT RELATIONS COMMITTEE 8 a.m. – 9 a.m. Location: 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 Japinga at sjapinga@lansingchamber.org.

TUESDAY, FEBRUARY 12 / MEMBER MIXER 5 p.m. – 7 p.m., Location: Kellie's Consignments, 5000 Marsh Road, Okemos. Kellie's Consignments is a retail and consignment store, charity operation, and gathering place, all in one colorful, exciting, twenty-four thousand square foot establishment. From couture to basic, vintage to modern, Kellie's Consignments sells gently used quality clothing for men and women, furniture and decor items, as well as fabulous jewelry and accessories. Each year Kellie's put nearly \$500,000 back into surrounding households. No cost to attend for members (\$15/non-members). Includes hors d'oeuvres.

WEDNESDAY, FEBRUARY 13 / LANSING BUSINESS ROUNDTABLE 8 a.m. – 9 a.m. Location: 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 Japinga at sjapinga@lansingchamber.org.

THURSDAY, FEBRUARY 14 / LANSING ECONOMIC CLUB 11:30 a.m. – 1:30 p.m. Kellogg Hotel and Conference Center, East Lansing. Building Michigan's Economy: A Discussion with Lansing's Construction Management Services Leaders. Featuring: Craig Wieland (WIELAND), Sam Clark (Clark Construction), Glenn Granger (Granger Construction) and Steve Roznowski (Christman Company). 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.

WEDNESDAY, FEBRUARY 20 / EAST LANSING AND MERIDIAN TOWNSHIP BUSINESS ROUNDTABLE 8 a.m. – 9 a.m. Location: 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 Japinga at sjapinga@lansingchamber.org.

TUESDAY, MARCH 12 / MEMBER MIXER 5 p.m. – 7 p.m. Pleune Service Company, 4302 S. Creyts Road, Lansing. Serving Michigan since 1974, Pleune Service Company is a mechanical contractor providing the Grand Rapids and Lansing areas with commercial HVAC repair. More than 40 years ago, John Pleune started the company with a mission to provide Lansing, Grand Rapids and the surrounding areas with the best service possible by delivering prompt, quality HVAC service and repair to the commercial and industrial markets. No charge for Chamber members (\$15/non-members). Includes drinks and hors d'oeuvres.

WEDNESDAY, MARCH 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.

TUESDAY, MARCH 29 / LANSING ECONOMIC CLUB 11:30 a.m. – 1:30 p.m. Kellogg Hotel and Conference Center, East Lansing. Speaker: TBD. Expand your network, connect with decision makers and hear from world-renowned business leaders at our monthly luncheons. 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. ■

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2019
LRCC EVENTS

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

A C Electric
 A.J. Boggs & Company
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 ALDI Inc, Okemos #18
 ALDI Inc, S. Pennsylvania Ave. #19
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 ASU Group, The
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 Capital Urological Associates
 Century 21 Looking Glass, Inc.
 Change Media Group
 Coldwell Banker Hubbell BriarWood
 Community Mental Health of Clinton, Eaton & Ingham Counties

Douglas Steel Fabricating Corporation
 Downtown Lansing, Inc.
 Duckett Brothers Distributing
 Educational Tours, Inc.
 EDUStaff
 eL 903 the Element
 Emergent BioSolutions
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 Fairfield Inn West
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 Glenmoore Condominiums Association
 Grand Ledge Area Chamber of Commerce
 Great Lakes Christian College
 Greater Lansing Business Monthly, The
 Happendance Exchange Lansing (HXL)

Ingham Intermediate School District
 Leon's Transmission Repair, Inc.
 MacIntyre & Cowen ReMax Grand River
 Maner Costerisan, CPA, PC
 Moonsail North
 Morton's Fine Catering
 Siena Heights University
 Sohn Linen Service
 Spicer Group, Inc.-Lansing
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 The Hills | The Estates | The Lakes
 Vermillion Agency, The, Farm Bureau Insurance

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 East Lansing, Michigan 48823
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 Lansing, Michigan 48933
 517-393-4676

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 248-892-2511

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 Lansing, Michigan 48917
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 Okemos, Michigan 48864
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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!

LYLE D. HEPFER & CO., PC
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 15 Years

PRODUCTION DEPARTMENT, THE
 15 Years

M3 GROUP
 15 Years

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 15 Years

GRAND TRAVERSE PIE CO. - MERIDIAN CROSSING DR.
 15 Years

GRAND TRAVERSE PIE CO. - EAST GRAND RIVER
 15 Years

ROMANOW BUILDING SERVICES
 15 Years

HAPPENDANCE
 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.



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Recruitment Management Consultants

Keeping an Eye on the Target

BY SOPHIA CHARBONEAU, KOLT COMMUNICATIONS

HAVE YOU EVER PLAYED PAINTBALL? If not, the employees of Recruitment Management Consultants (RMC) can give you a few tips. Employees of RMC know that behind every successful team, is a close-knit group of people. It's through fun outings such as bowling, trips to the arcade and even Detroit Tigers games, that the employees of RMC have grown so close. Knowing how to have fun is just a glimpse of what this hardworking and motivated company has to offer.

Located on Lake Lansing Road, RMC is a full-service information technology consulting and placing agency. Their mission revolves around the idea of connecting the right people, to the right job opportunity, in the right organization. To ensure compatibility between candidate and client, RMC has a well thought out placement process that includes phone screenings, personal meetings and technical assessments.

“We don't want to just fill positions,” said Adrienne Moulton, RMC's marketing and communications manager. “We don't want to just find people jobs. Ultimately what's more important, is making sure the job is the right fit for the candidate as well as making sure that the candidate meshes well into our client's culture.”

RMC was founded in 2010 by business partners Jim Beiermeister and Jamie Lytle. In the 2007 and 2008 recession, Michigan was hit hard, most of the impact going towards the automotive industry. One of the outcomes of that economic downturn was a large number of Michiganders moving to find work in other states. This was taken personally by Beiermeister and Lytle, who were both born and raised in Michigan and are currently raising families of their own here. The partners wanted to help Michigan's economy by keeping talent here and bringing it back.

That's exactly what the duo did. Eight years later and the company is thriving, not only as a business itself, but in the Lansing community as well. RMC has worked with organizations and provided sponsorships for Capital Area IT Council, the Lansing Give Camp, the Jackson National Life IT Charity Classic Golf Outing and the Project Management Institute, among several others.



“We have also worked a lot with entities such as Capital Area Michigan Works, Lansing Community College and Clinton County RESA,” said Moulton. “We've helped with providing resume reviews, doing speed networking with students and have attended job expositions to educate on STEM careers.”

Through their involvement with the Lansing community, RMC has also been able to talk to younger people about the opportunities in IT, since there's a shortage in the tech industry. Eighty-seven percent of hiring managers say it's hard to find skilled IT professionals.

“With the ever-growing number of openings in IT and the unemployment rate being so low, it's our job to bridge the gap,” said Moulton.

The future is bright for RMC. With all the great companies that are in the Lansing community, RMC will continue to provide quality talent to their customers. And who knows, maybe play another round or two of paintball. ■



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McLaren Greater Lansing Breaks Ground on New Hospital

\$450 MILLION HEALTH CARE CAMPUS REPLACES AGING FACILITIES, PARTNERSHIP WITH MSU FOCUSES ON RESEARCH, EDUCATION, AND CLINICAL SERVICES

OFFICIALS FROM MCLAREN HEALTH CARE AND MICHIGAN STATE UNIVERSITY HELD A CEREMONIAL GROUNDBREAKING

at University Corporate Research Park, the next step in building a new \$450 million health care campus adjacent to the university in south Lansing. The event marked the beginning of construction on the acute care hospital portion of the project. Design and construction on the campus's medical services building and cancer center will begin within the next year.

“Michigan deserves world-class health care. This partnership with Michigan State University, which builds upon decades of close cooperation between McLaren and MSU, is an important step toward that goal,” said Phil Incarnati, president and CEO, McLaren Health Care. “Building this facility in such close proximity to MSU will benefit patients and researchers looking for the best health outcomes possible.”

The new health care campus will be developed on land purchased from the MSU Foundation in its University Corporate Research Park, located between Collins Road and US 127. 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.

When fully complete, this comprehensive health care campus will be home to more than 1,000 physicians, researchers, educators and other members of the academic and medical team. The current estimated timeline to open the facilities is early 2022.

Groundbreaking attendance included top Lansing region health, education, and political leaders, all focused on how the new facility will lead to better health outcomes, additional jobs, and new opportunities for mid-Michigan.

“This is another milestone in this important project that will ensure the Greater Lansing region will have access to the finest in health care and health research,” said Kirk Ray, president and CEO of McLaren Greater Lansing. “With the help of the entire community, from our patients and their families to the extraordinary researchers at Michigan State University, we are reinventing health care and how it is delivered. Our goal is to provide such outstanding health care services that no one need seek treatment outside of our region.”

The University Corporate Research Park offered an ideal location for McLaren's investment. Situated at the crossroads of South Lansing and Michigan State University, the property will benefit the city of Lansing, Lansing Township, the city of East Lansing, the MSU Foundation, Michigan State University, and the entire region. University Corporate Research Parks serve the communities in which they reside in unexpected ways, linking



thinkers, innovators, and researchers to the marketplace of ideas.

“This collaboration between Michigan State University and McLaren demonstrates how research parks continue to serve the common good in uncommon ways,” said David Washburn, executive director for the Michigan State University Foundation. “Today we celebrate a critical milestone in our region's ongoing growth. We are proud to be part of the creation of dynamic spaces and building critical relationships that generate value for our community.”

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 has engaged some of the nation's top construction and construction worker organizations to design and build the acute care hospital. Owner's representative services are provided by the Kramer Management Group, Barton Malow/Christman Joint Venture is the construction manager, Gresham Smith and Harley Ellis Devereaux (HED) are the architects, Pace Howe Design is providing interior design services, C2AE is providing off-site civil consulting, PEA is the on-site civil engineer, IMEG is the technology consulting and medical equipment planner, Ghafari is providing scheduling consulting, Limbach Mechanical is the mechanical design assist, and Shaw Electric is the electrical design assist.

More information about the project can be found at mclaren.org/redesignhealthcare. ■

Peak Performance Physical Therapy Owner Receives International Award

JILL MARLAN WAS SELECTED AS ONE OF 12 WINNERS out of thousands of applicants in the United States and Canada to receive what is considered one of the highest accolades in the world of new and growing businesses, The Ernst and Young Entrepreneurial Winning Women Award. She is the first woman from the state of Michigan to win this International Award and also the only healthcare provider to be recognized this year. Jill is the founder and CEO of Peak Performance Physical Therapy in Lansing.



Marlan

The award program began in 2008 and aims to recognize women-owned businesses with a tremendous history of success and endless potential for future successes. The program will help to empower her innovation with personalized guidance from the world's top executive leaders. Jill joins an elite network of the country's best high-growth companies and will now participate in a customized leadership program designed to connect her with the advisors, resources and insights she needs to scale her businesses.

Peak Performance Physical Therapy is an Orthopedic Manual Physical Therapy (OMPT) clinic revolutionizing the way healthcare is received through their unique approach. OMPT is the only certified therapy by the American Medical Association. Peak Performance Physical Therapy's passion for delivering one-on-one, manual care while collaborating with other healthcare professionals is leading the way with patient success. By working in collaboration with insurance companies, top physicians and healthcare leaders they are able to streamline patient care in creating efficient and effective outcomes for all patients. This process allows the patient to not become lost in the healthcare system and thus we are able to get

patients where they need to be with minimal delays in their healthcare. This type of concierge care is the result of dynamic partnerships with some of the leading medical resources in the United States.

Marlan began and continues to run Peak Performance Physical Therapy as a premiere Orthopedic Rehabilitation facility specializing in OMPT. In a realm where healthcare is growing and costs are increasing, physical therapy offers cost effective, timely and proven long-term results. Through this holistic approach patients are able to relieve pain and improve function naturally, while avoiding unnecessary surgery, medications and injections. Furthermore, this has drastic cost-efficient results for the patients and insurance companies alike.

"I am extremely humbled and honored to have received such a prestigious award and am especially excited for the possibilities that this means for the future of our company," said Marlan. "I am proud of everything we have accomplished together to get us to where we are as we are truly making a difference in the healthcare field. I could not have done this by myself, as it takes a team to grow and build the relationships necessary to make the revolutionary changes that we are making. This award not only means a lot for us, but also for the future of physical therapy in our country. My passion is to change the way patients receive health care with the partnerships and relationships that we make."

For more information about Peak Performance Physical Therapy, visit peakperformanceompt.com. ■



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New Global Business Opportunities

THE ENTREPRENEURIAL SPIRIT IS THE MOTIVATING FORCE behind successful business leaders who continually watch for new opportunities to expand markets for their products. What widespread problems need to be addressed? What new partnerships are being formed to accelerate progress in mitigating challenges of global significance? How can Michigan businesses become better informed about opportunities to participate?

The World Benchmarking Alliance (WBA) is an international partnership formed in 2014 to develop a practical system for businesses around the world to become part of a global network committed to cooperating with the United Nations in achieving the Sustainable Development Goals (SDGs) approved by the UN General Assembly in 2014.

A 2018 report describing the function and potential impact of the WBA makes these predictions:

“The SDGs provide one of the most ambitious, yet achievable agendas the world has ever set, with the aim to ‘leave no one behind’ in their realization. While the people and the planet are at the heart of this agenda, the SDGs also represent an enormous opportunity for business. Delivering these goals could create 380 million jobs by 2030 and stimulate \$12 trillion of annual economic opportunities in just four sectors of the economy, according to a recent report by the Business and Sustainable Development Commission. The

total economic gain could be 2-3 times larger when considering the benefits across the economy as a whole.”

The WBA is convening consultations and conferences in countries around the world to refine the details of implementation. Areas of particular interest to mid-Michigan businesses include food production, health related services, clean water and sanitation, affordable clean energy, and industrial innovation and infrastructure. The Greater Lansing United Nations Association will make a concerted effort to keep members of LRCC informed of specific sectors and opportunities as more details become available.

For more information, contact Joseph Hess at jwhessgm@gmail.com. ■

Delta Receives \$5,000 Donation from AT&T Michigan



In December, AT&T Michigan presented Delta Township with a \$5,000 donation to assist with future emergency training for both fire and police personnel.

Your business is local and so are we.



Patty Barnas,
Market President, Lansing



Jennifer Marsh
Vice President, Commercial Banking

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LANSING REGIONAL CHAMBER 2019 ANNUAL DINNER

Tuesday, February 26, 2019

5:00 p.m. – 8:30 p.m.

Kellogg Hotel and Conference Center

Purchase your tickets at lansingchamber.org/event/2019AnnualDinner.

For table and sponsorship information, contact Ashlee Willis at michiganpremierevents@lansingchamber.org or 517-853-6463.

City of Lansing Introduces \$140,000 in First Impressions Program Grants

Large Collaborative Mural and Five Additional Area Arts Projects Coming to Lansing

LANSING MAYOR ANDY SCHOR was joined by the Lansing Economic Area Partnership (LEAP), the Arts Council of Greater Lansing and 2019 First Impressions grant awardees at the Michigan Institute of Contemporary Art to announce \$140,000 in 2019 First Impressions program grants.



Announcements included a \$75,000 Arts Impact Project grant and five Arts Project grants totaling \$65,000 to local arts and cultural organizations. The First Impressions Program is funded through the City of Lansing and administered by the LEAP and the Arts Council of Greater Lansing.

“Investing in the arts helps to grow the City of Lansing and supports it being recognized nationally, as both innovative and thriving,” said Mayor Andy Schor. “Art is an important part of a community and contributes to the visual, economic and cultural significance of Lansing. These grants will fund art projects that reflect our diverse identity and are a major component of our ability to entice new business and talent to the region. Congratulations to all the recipients and thank you to our great partners LEAP and the Arts Council of Greater Lansing for helping make these projects come to life.”

The First Impressions Grant Program funds large permanent arts projects and arts and cultural organizations that promote a lasting and genuine first impression of our city and reflect our innovation, art and diverse culture and communities. This program contributes to creating a “sense of place” for residents, businesses and visitors along with driving the economy for future success.

“These programs are so important to our residents and to our region,” said Bob Trezise, LEAP president and CEO. “Funding arts and cultural projects that change the landscape of our city in positive and exciting ways, positions us as a top choice for both people and businesses.”

The city is pleased to announce the 2019 Arts Impact Project, “Below the Stacks,” a city-wide mural project that will interpret Lansing’s legacy and potential through street art. It will showcase 10 artists (local, national and international) and will

activate 10 strategic and highly-visible walls throughout the city. The selected street artists represent a wide range of styles and backgrounds and will bring a unique perspective to our diverse community. Artists will work with neighborhood associations and local residents to create a historical narrative and cultural identity so that each mural will reflect the neighborhood it represents.

The five 2019 Arts Projects include Capital City Film Festival’s Interactive Series; Impression 5 Science Center’s Sensor-Friendly STEAM Programming; Lansing Art Gallery & Education Center’s Artpath; Lansing Symphony Orchestra’s Neighborhood Concerts; and REACH Studio Art Center’s Walk-in Wednesdays.

“We are so pleased and excited to have such a diverse array of projects happening through funding of this year’s First Impressions Program,” said Deborah E. Mikula, Arts Council executive director. “These projects will highlight the many facets of Lansing that make our city great and reflect our identity as a community that is rich in cultural diversity and the arts. The program provides Lansing residents with accessible arts experiences for all ages and helps to build a sense of pride in the city.” ■



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Regional Collaboration Creates Positive Outcomes for Greater Lansing

THE LANSING REGIONAL CHAMBER OF COMMERCE (LRCC) worked with business leaders, community members and public officials from every level of government to collaboratively influence and support initiatives, pieces of legislation and regional developments in 2018, supporting positive change and strengthening the Greater Lansing region.

“The positive outcomes, policy changes, initiatives and regional developments serve as a reminder of what we can achieve when we work together for the greater good of the region,” said Steve Japinga, LRCC vice president of government relations. “These efforts are another step toward creating a stronger economy, a more vibrant community and a more prosperous region.”

The LRCC-supported priorities improved the region’s education and workforce development, infrastructure, regulatory environment and regionalism and included:

- **Coleman Road funding:** Secured \$7.6 million to extend Coleman Road in order to ease traffic on Lake Lansing Road and create new economic development opportunities and jobs.
- **Heritage Hall funding:** Secured \$40 million to add a new welcome center to the Michigan State Capitol, serving as an educational resource for Michiganders and visitors.

- **50-50 Rule repeal:** Removed a law that could potentially increase the costs of food or alcohol to consumers and could no longer be accurately monitored and audited in the City of East Lansing.
- **Broadband access expansion** (Small Cell Bills): Eased the shift to 5G Internet, giving urban and rural communities access to broadband internet, which is necessary in today’s technology-driven world.
- **Ingham County, East Lansing and Lansing court consolidation** (House Bill 6344): Promotes regional collaboration and provides significant savings for the region.
- **American Airline LAN to DCA:** Extends nonstop flights from Lansing to Washington D.C. which will continue to support the region’s development, growth and quality of life.
- **The Hub:** A 10-story building, which will provide retail, parking and residential space to East Lansing.
- **Center City District:** Invests \$135 million into East Lansing to provide 92 senior and 273 mixed market housing units as well as retail and parking space.
- **Elevation:** Invests nearly \$70 million to build luxury apartments in Okemos.

“Each policy and initiative are investments in the future of our region,” said Japinga. “The Chamber is looking forward to continued collaboration to help our community connect, grow and thrive for years to come.” ■



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Community Leaders Committed to Collaboration, Building Stronger Michigan with Governor Whitmer

OUR COLLECTIVE ORGANIZATIONS, the Lansing Regional Chamber of Commerce, Lansing Economic Area Partnership (LEAP) and the Greater Lansing Conventions and Visitors Bureau are eager to work with Gov. Whitmer on the challenges and opportunities that lie ahead. Our organizations, boards of directors and members have worked relentlessly on transforming our region over the last decade – a transformation we believe could be a model for other communities. Over the next 18 to 24 months, our region will see more than \$3 billion in new investments and developments in healthcare, insurance, research, technology, tourism, advanced manufacturing and housing.

Lansing is recognized as the Insurance Capital of Michigan, as our insurance sector now accounts for more than 10,000 jobs, representing nearly 20 percent of the total insurance workforce in the state. In support of both our insurance capital status and the desire to attract innovators from around the world, we hope Gov. Whitmer will support one of our region's most important economic development initiatives, the recent creation of LEAP's Proto Insurtech program. Michigan State University is making great strides in transferring innovation, technology, research and entrepreneurship from the classroom to the marketplace. The facility for Rare Isotope Beams (FRIB) will place Michigan and the Lansing region at the forefront of nuclear science research. The Greater Lansing area has experienced significant growth in tourism over the past six years, supporting 11,000 jobs and contributing more than \$1 billion annually in economic impact to the region. Our region also has successfully converted its automotive heritage into a new era, high tech and advanced manufacturing industry, including two world-class, state-of-the-art General Motors auto plants that are producing some of the world's best-selling vehicles.



The challenge we face as a region and state is how do we sustain this growth and build an even stronger community and a more vibrant region? We need a collaborative approach to develop and retain top talent to fill open jobs. We look forward to learning more about how our members can provide value, guidance and support as it relates to Gov. Whitmer's plan for improving Michigan's economy by focusing on education, high-wage skills, unleashing Michigan's economic development potential and creating an environment for small businesses to compete. Talent is the new currency of economic development. It is our ticket to building an even stronger community and more vibrant region and state.

It is important to understand there is a thriving economy that lives and works outside of the Capitol building. The Lansing region provides significant private investment in supporting the state's economic growth and job creation. We are encouraged that Gov. Whitmer is focused on improving people's lives in every area of the state, including the capital region.

We look forward to working with Gov. Whitmer to collaborate and champion our common goal to build a better Michigan. Together, we will create positive change and drive regional prosperity. ■

Tim Daman is President and CEO of the Lansing Regional Chamber of Commerce. Robert Trezise is President and CEO of LEAP. Jack Schripsema is President and CEO of the Greater Lansing Convention and Visitors Bureau.



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Appearing at a news conference announcing the Lansing Ignite, l-r: Scott Keith (LEPFA), Jeremy Sampson (Lansing Ignite), Nick Gruesser (President, Lansing Ignite), Tom Dickson (Team Owner), Steven Short (USL League One), Lansing Mayor Andy Schor and Mike Price (Greater Lansing Sports Authority).

COUNTDOWN TO IGNITION

For Tom Dickson, a professional soccer team in downtown Lansing is really an extension a strategy begun 25 years ago to rejuvenate the downtown through construction of a baseball stadium and the launch of a professional baseball franchise in the capital city. Dickson and then-Lansing Mayor David Hollister worked to gain public support for construction of the stadium, which became home to the popular Lansing Lugnuts. The Lugnuts drew an astounding one million fans in its first two years, and remains a highly successful operation. As the Lugnuts grew, downtown Lansing began to gain new life, as neighboring restaurants and nightspots began to crop up. Later came mixed-use office buildings, retail, residential housing and most importantly—people.

When USL League One announced it was forming a new professional soccer league, Dickson recognized an opportunity to leverage Lansing’s growing reputation as a sports city with the downtown stadium to bring a second professional sports team to the region. Dickson secured the rights to a franchise, and USL League One officially welcomed Lansing Ignite FC (LIFC) as a founding member of the new professional league in October 2018.

LIFC joins teams from Chattanooga, Tucson, Madison, Greenville (South Carolina), North Texas, Orlando, Richmond (Virginia), South Georgia and Toronto. 2019 marks the inaugural season for the new professional league.

Dickson acknowledges the new venture is a risk, but adds that the Lugnuts were a risk 25 years ago. He also notes the proven track record of League One’s parent company, the United Soccer League, and the tremendous popularity of the sport itself.

“Soccer is not unproven, and it is rapidly becoming a very popular sport in the United States,” said Dickson. “I’ve seen numbers that say that 80 percent of young people played soccer at some point. There is no way that many kids will play and not be a fan of the sport.”

IGNITING A WINNING TEAM

The leadership team that will guide LIFC has an impressive blend of business acumen and strong community ties, as well as soccer expertise both on and off the field.

Dickson has been one of the preeminent entrepreneurs in the business of sports for the last two decades. The Lugnuts were his first professional sports team. A former Entrepreneur of the Year in Michigan, Dickson has additionally been responsible for the development of more than \$150 million worth of new minor league ballparks in Dayton and Eastlake, Ohio, Joliet, Illinois, and Gary, Indiana, and serves as the Chair of Minor League Baseball Enterprises and is

COUNTDOWN TO IGNITION

on the Board of Directors for Minor League Baseball. Since 2005, Dickson has also served as the Chief Executive Officer of Professional Sports Catering, the fastest growing concessionaire in baseball, operating at over 30 ballparks around the country.

Dickson hired Jeremy Sampson, a former TV sportscaster, as the Ignite's vice president/general manager. Sampson's passion for soccer led him to become founder of Lansing United, an amateur team that enjoyed considerable success for five years. Lansing United maintained a stable base of fan support, regularly drawing between 800-1,000 fans to its home games at Archer Field in East Lansing. Moving into the professional ranks was Sampson's dream; one that he is confident the community will support.

"The fan base is so passionate about the players and the team and their success on the field," said Sampson. "They really care about the ultimate result, and so do we."

To lead Ignite FC on the field, Sampson brought his coach at Lansing United on board with the new professional team. Nate Miller has served as the head coach of the Spring Arbor University men's soccer program since 2013 as well as the head coach and general manager of Lansing United. In 2018, Miller led the Spring Arbor Cougars to one of the most successful seasons in program history and was named the 2018 Crossroads League Coach of the Year. Over six seasons, he has accumulated an overall record of 86-32-15 and won both the Crossroads League regular season title and tournament championship. As head coach and general manager for Lansing United, Miller led the team to an overall record of 20-13-12. Miller holds a U.S. Soccer Federation "A" Coaching License and possesses the NSCAA Premier Coaching Diploma. He also earned his Master's in Coaching and Athletic Administration from Concordia University Irvine in 2016.



Miller

"One of the biggest parts of watching a soccer game is that fans are uniquely tied to the result," said Miller. "To me, it is not just about winning. It is also how we play. We want to entertain, and I think a club should be worth watching."

THE IMPORTANCE OF WINS AND LOSSES

One of the most pronounced differences between minor league baseball and soccer may be in the importance of wins and losses to the success of the franchise. Baseball fans are drawn to the Lugnuts as much for the festivities surrounding the game as they are to the team itself. Soccer fans tend to be much more interested in the outcome of the game, which makes the process of assembling a quality team critically important.

"There are ten teams in our league, and we are not shy about saying we have a goal of finishing in the top four, which gets us into the playoffs," said Sampson. "We're going to get there."

Another significant difference between baseball and soccer will be in the relationship between the players and the community. In baseball, players are effectively 'on loan' from the major league team with which they are under contract. A player could be gone in a couple of months if not sooner. Professional soccer players will be under contract with Ignite FC and, therefore, more engaged in the community.

"They are going to be part of the community," said Dickson. "They are going to live here. That is a big difference that people will come to appreciate as they get to know this team."

Sampson and Coach Miller have been busy evaluating, trying out and signing players. Sampson said every team in League One has a bit of a different philosophy as to what type of players they are signing. Some teams are looking for older players (28-32), others are going quite young, including one team that has signed a 14-year-old player. Ignite FC will be "in the middle" according to Sampson. Most Ignite players will be a couple of years out of college, with a few older players to help build a strong locker room.

Former Major League Soccer midfielder, Xavier Gomez, was announced as the first player to sign with LIFC. Gomez has been joined by former USL and Sweden midfielder Christian Silva, former Lansing United and Valparaiso University midfielder, Rafa Mentzingen, former Lansing United and Liberty University midfielder, Kyle Carr, former Indy Eleven midfielder Nathan Lewis, Haitian international winger Steeve Saint-Duc, former Reno 1868 FC goalkeeper Kyle Ihn and defenders Rhys Williams and Kevin Coiffic.

Miller hopes soccer fans in the region will be drawn to a team that he says needs to be a reflection of the community.

"We will be an extremely 'roll-up-your-sleeves' hard-working team," said Miller. "It will be a team with a lot of energy, desire and a team that intentionally connects with each other."



An energetic fan base that has followed the Lansing United will be cheering the Lansing Ignite. They have dubbed themselves The Assembly Line.

IGNITING SUPPORT IN THE COMMUNITY

Professional soccer is drawing widespread support in the region. Lansing City Council voted unanimously to back the project by providing an estimated one million dollars to support the new venture in its first five years,

"We were thrilled and very thankful that Mayor Schor and the city council were committed to providing equipment and resources to help in the transition," said Dickson.

The City of Lansing's involvement will include supporting the costs of converting the playing field from baseball to soccer, something that will have to occur 10-11 times each season. It will take on average about 3 ½-4 days to do the turnaround

between soccer and baseball. About two thirds of the dirt part of the baseball field will have to be covered with grass to create a quality soccer field.

“We’ve partnered with a local sod farm that will provide us with the grass that will go in each and every time,” said Sampson. “We have a groundskeeper that was recognized as the best in the Midwest League the past year. He has seen how this transition has been handled in other baseball stadiums.”

LIFC will also have a ready-made fan base of rabid supporters, many of which were loyal fans of the Lansing United. The group has branded itself “The Assembly Line.”

“What they bring to the game makes it a different event than any other sporting event you will ever attend,” said Sampson. “What they do captures the passion of the sport of soccer.”

IGNITING THE ECONOMIC IMPACT

One of the central components of the region’s economic strategy centers around attracting and retaining great talent. Ignite FC will become another entertainment option that will not only draw more people downtown but help create a quality of life atmosphere that makes Lansing more attractive as a place to live, work and play.

“Soccer is very exciting to millennials,” said Dickson. “That is our future. In Lansing, we need those folks to want to be here. Lansing Ignite is another reason why a young person would want to stick around.”

“We are the only market in the state with professional outdoor soccer, which not only helps us locally, but across the state,” said Mike Price, executive director of the Greater Lansing Sports Authority. “It is nice to have Lansing at the forefront of professional soccer. Playing in a league with teams from communities like Orlando and Tucson really enhances our community brand.”

The economic impact of Lansing Ignite is already being felt by local business including Lansing-based Moneyball Sportswear which will become the club’s exclusive uniform provider and will be outfitting all LIFC players and coaches, with additional items available for fans. Moneyball Sportswear was founded in 2002 by owner Desmond Ferguson, graduate of Lansing Everett High School and former NBA professional basketball player.

“We are excited about this inaugural partnership with Lansing Ignite,” said Ferguson. “With Lansing Ignite being the only professional soccer team in the state of Michigan, representing my hometown, this partnership is mutually advantageous. We are eager to showcase the finished product and to work with the supporters and fans of Lansing Ignite... to grow with us!”

APRIL 13: HOME OPENER VERSUS RICHMOND

The inaugural season of Lansing Ignite is rapidly approaching. Players report for training in mid-February. The playing season begins on March 30th, with two matches on the road, followed by the home opener against Richmond on April 13. Ignite FC plans to make the event a major community celebration.

“We want to make it a very festive atmosphere from a couple of hours before the match starts until after the match ends,” said Sampson. “It is going to be one



Lansing Ignite 2019 Season Schedule

<i>Date</i>	<i>Opponent</i>	<i>Time</i>
Saturday, March 30	at Richmond	5 p.m.
Saturday, April 6	at Greenville	7 p.m.
Saturday, April 13	Richmond	7 p.m.
Saturday, April 26	Toronto	7 p.m.
Tuesday, April 30	at Tucson	9 p.m.
Saturday, May 4	at Richmond	7 p.m.
Saturday, May 11	Greenville	7 p.m.
Saturday, May 18	North Texas	7 p.m.
Saturday, May 25	at Tormenta	8 p.m.
Saturday, June 1	at Madison	8 p.m.
Saturday, June 8	at Toronto	7 p.m.
Saturday, June 15	at Greenville	7 p.m.
Wednesday, June 19	Toronto	7 p.m.
Saturday, June 22	Orlando	7 p.m.
Saturday, June 29	at North Texas	TBD
Saturday, July 6	at Chattanooga	7 p.m.
Saturday, July 13	Tucson	7 p.m.
Friday, July 19	at Toronto	4 p.m.
Saturday, July 27	at Tormenta	8 p.m.
Wednesday, July 31	Chattanooga	7 p.m.
Saturday, August 3	Orlando	7 p.m.
Friday, August 16	at Orlando	7:30 p.m.
Thursday, August 22	North Texas	7 p.m.
Friday, September 6	at Tucson	9:30 p.m.
Saturday, September 14	Chattanooga	7 p.m.
Saturday, September 21	Tormenta	7 p.m.
Saturday, October 5	Madison	7 p.m.

big party to celebrate soccer and the city of Lansing.”

Owner Tom Dickson is confident that once the community experiences professional soccer in Lansing, they will become fans of Lansing Ignite.

“I think the community is in for a real treat,” said Dickson. “People are in for a pleasant surprise when they come to our matches and experience the world of professional soccer.”

The latest news about Lansing Ignite and ticket information can be accessed through the team’s website lansingignite.com. ■

MAXIMIZE YOUR MARKETING WITH THE CHAMBER

One of the many perks of Chamber membership is marketing your business to decision-makers and consumers through Chamber resources. Showcase and grow your business. Reserve your spot in FOCUS Magazine or our monthly business-to-business and business-to-consumer marketing email, Marketplace Connect. To reserve your advertising space, contact Eric Dimoff at edimoff@lansingchamber.org or 517-853-6460. **Your success is our business!**

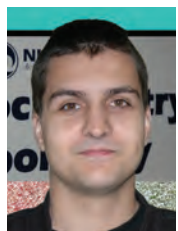
PEOPLE NEWS

Brian Philson, LMSW, ACSW, was appointed director at large to serve on the 2019 Board of Directors of the Association of Social Work Boards (ASWB) by ASWB president Timothy Martel Brown of Texas. Philson's appointment fills a one-year vacancy created in October 2018 by the resignation of the former director for personal reasons. Philson will serve until elections are held at ASWB's November 2019 Annual Meeting of the Delegate Assembly. Philson is CEO of **Highfields**.

NAI Mid-Michigan/TMN Commercial announces the recent sale of 2105 University Park Drive in Okemos to Discount Tire. **Jim Vlahakis** represented the seller in this 12,500 sq. ft. transaction.

Fraser Trebilcock attorney **Thaddeus E. Morgan** was recently appointed to the Advisory Council for the Gerald R. Ford Institute for Leadership in Public Policy and Service at Albion College. The various Institutes at Albion College were originally created to offer an innovative approach to the usual classroom experience by offering experiential learning.

Michigan's top GOP fundraising, issue management and political consulting firm, **Sterling Corporation** announced that **Heather Lombardini** will lead the firm as president and partner. Lombardini, previously on the leadership team at Sterling and head of its fundraising unit, becomes Sterling's first female president and shareholder. She also joins the leadership team at Lambert, Sterling's majority owner and Michigan's largest public relations and investor relations agency.



Stika



Pawlowski

Lansing based **Niowave, Inc.** continues to add key scientists that are contributing to the production of radioisotopes in mid-Michigan. **Dr. Milan Stika** and **Ms. Mattie Pawlowski** have both joined Niowave over the past three months. Dr. Milan Stika joined Niowave in November as a radiochemist. He has over 10 years of experience working with molten salt chemistry and radioactive substances. Ms. Pawlowski joined Niowave in September as an accelerator engineer after receiving her bachelor's degree in chemistry from Michigan State University. Her focus at Niowave is to commission and operate one-of-a-kind particle accelerators that are used to produce radioactive isotopes.

NAI Mid-Michigan/TMN Commercial – Volunteers of America-Michigan recently signed

a long-term lease for 10,200 sq. ft. at 6102/6110 Abbot Road in East Lansing to be used for administrative offices. **Steve Slater** represented the landlord and **Dave Robinson** represented the tenant in the transaction.



Foster

EXIT Realty Select Partners in Okemos announced the addition of **Toni Foster** to its team of real estate professionals. Toni feels passionate about helping people. She enjoys working with and for people.



Thompson



Brittain



Monroe

The Ingham Health Plan (IHP) Corporation has named the following community partners to the Board of Directors: **Dale Thompson**, McLaren Greater Lansing chief financial officer; **Nevin Brittain**, Health Numeric chief executive officer; and **Barb Monroe**, Great Start to Quality Central Resource Center program director. IHP is a nonprofit that provides access to basic medical and dental care for low-income uninsured Ingham County residents. IHP celebrated its 20th anniversary in 2018.

Fraser Trebilcock is pleased to announce that attorney **Paul C. Mallon, Jr.** has been selected as one of this year's 'Up & Coming Lawyers' by *Michigan Lawyers Weekly*. This award is dedicated annually to Michigan lawyers who, in their first 10 or fewer years of practice, are setting the standards for other attorneys.

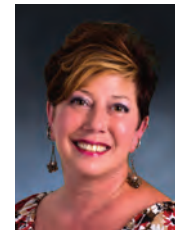
NAI Mid-Michigan/TMN Commercial – Creative Nail Salon has entered in to a long-term lease at Chandler Lofts, a new off-campus student housing development. Located at Chandler Crossings on Chandler Road in East Lansing, Chandler Lofts will include 24,000 sq. ft. of dining, shopping and retail services on site. **Tanner Lundberg** represented the tenant in the transaction. Creative Nail Salon will open sometime in 2019.

InVerve Marketing & Web, a Lansing-based firm specializing in web design, HubSpot inbound marketing, and graphic design, recently announced the appointment of **Angelique DuPhene** as creative services manager. Angelique has extensive creative and project management experience, serving most recently as visual merchandise specialist at Meijer Inc.



Phillips

L.O. Eye Care welcomes **Emelie Phillips, O.D.** as their newest optometrist. Dr. Phillips will see patients for comprehensive eye exams as well as contact lens fittings at the Sparrow, Grand Ledge, and Lake Odessa locations.



Fosket

EXIT Realty Select Partners in Grand Ledge today announced the addition of **Kelly Fosket** to its team of real estate professionals. Kelly's background is in customer service, where she has met thousands of people, and nurtured many special relationships with clients, who have now become friends.

Fraser Trebilcock Davis & Dunlap, P.C. is pleased to announce the hiring of **Mike Senyko** as the firm's new executive director. Mr. Senyko has worked for the last 8 years as the chief of staff to the Michigan Secretary of State, Ruth Johnson.



Sparrow Ionia Hospital DAISY Award winner Tammy Krausz signs a banner celebrating her award.

Sparrow Ionia Hospital has honored Medical/Surgical Nurse **Tammy Krausz, RN**, with a DAISY Award for extraordinary nurses in recognition of her patient-centered approach to care. The DAISY Award is an international program that rewards and celebrates the compassionate and skillful care given by nurses every day. Krausz, who was presented the award in a recent ceremony, was nominated by several patients and their families for the exceptional care and comfort she provided during recent hospital stays.

Each year, the **Mason Area Chamber of Commerce** recognizes excellence in the Mason area at an annual Awards Dinner. Awards are presented for Citizen of the Year, Excellence in Education, Excellence in Business, President's Award, and Special Recognition. This year, the following awards will be given to deserving businesses, groups, and individuals: **Kerry Minshall** of the City of Mason Fire Department, Mason Rotary Club, and the Mason Firefighters Association is selected as the recipient of the Mason Area Chamber's 2019 Citizen of the Year Award. **Sweetlees Boutique** is selected for the MACC's 2019 Excellence in

Business Award. **Cortney Ford** is selected as the recipient of the Mason Area Chamber's 2019 Excellence in Education award winner. She is an educator that works tirelessly for Mason students. **Don Waskiewicz** of Deep Blue Insights and the Mason Rotary Club is selected for the MACC 2019 President's Award. **Ginger Kenney-Sweet** of the Kiwanis Club of Mason is selected for the MACC 2019 Special Recognition award for individuals in appreciation for her commitment to the Mason area community and her dedication to helping Mason grow.

Katelynne and **David Turpin** of Bath Township welcomed the year by introducing daughter **Isabella Ann Turpin**, the first **Sparrow** baby of 2019. The baby girl was born at 2:19 a.m. and weighed 6 pounds 6 ounces. She was delivered by the physicians at Alliance Ob-Gyn, with assistance from resident Dr. Olha Krichevskiy and nurses Robin Coles and Shannon Joseph.



Terry

The **Arts Council of Greater Lansing** presented **Terry Terry** of **MessageMakers** with the 2018 Creative Community Award recognizing creative placemaking, supporting culture, and advocating for creativity in Greater Lansing. This award recognizes those who have contributed to the creation of vibrant and thriving places through their leadership and persistence.

Rehmann is expanding its leadership team by promoting 11 associates throughout Greater Michigan. Newly promoted associates include: **Janelle Clouse**, accounting solutions senior; **Jamie Dodge**, professional support manager; **Suzanne Herrera**, retirement plan administration manager;

Louise Howard, assurance and financial reporting senior; **Lisa Kirsch**, assurance and financial reporting senior; **Dave Kloc**, retirement plan client transition manager; **Michelle McCormic**, accounting specialist III accounting solutions; **Ashley Pearson**, marketing manager; **Devin Pitkowicz**, advisory and tax services manager; **Rebekah Trevino**, assurance & financial reporting in-charge; and **Louise Weeks**, accounting specialist III accounting solutions.



Petty



Somerville



Squires



Waskiewicz



Robinson

The 13-member board of directors of the **Mason Area Chamber of Commerce** has four newly-elected members with terms that began on January 1, 2019. An additional member had her term extended. At their annual meeting, the chamber membership certified the election new members **Ryan Petty** of Weather Vane Roofing, **Jodi Somerville** of Mason Public Schools / Michigan Steam Engine & Threshers Club, **Melanie Squires** of Dart Bank, and **Don Waskiewicz** of Deep Blue Insights. Current member **Jamie Robinson** of Darrell's Market / Bestsellers has had her term extended.

NAI Mid-Michigan/TMN Commercial

announces the recent sale of a large 83,400 sq. ft. warehouse facility located at 2101 W. Willow Street in Lansing. **Steve Slater** represented the seller in the transaction.

Maner Costerisan, a full-service public accounting, and business advisory firm is pleased to announce the promotions among its professional team. **David Nielsen, CPA**, **Zachary Skrzyniarz, CPA**, **Sherrie Blankenship, CPA**, and **Dave Feenstra** are the company's newest principals. Nielsen joined Maner Costerisan in 2008 shortly after graduating from Calvin College with a bachelor's degree in accounting. He serves as a partner in the firm's audit department. Skrzyniarz joined Maner Costerisan after his 2008 graduation from Northwood University. He serves as a partner in the firm's audit department. Blankenship joined the audit department at Maner Costerisan in January 2008. Feenstra joined Maner in 2004. Dave serves as the director of business solutions and technology department

Spartan Motors, Inc. (NASDAQ: SPAR), a global leader in specialty chassis and vehicle design, manufacturing and assembly, announced the appointment of **Todd Fierro** as president of emergency response. In this role, Mr. Fierro will have P&L responsibility as well as direct oversight of the sales, engineering, and product management functions.

Mason Public Schools joined 538 local and 56 intermediate school districts across Michigan to celebrate January as School Board Recognition Month. School board members represent their fellow citizens' views and priorities in the complex enterprise of maintaining and running the community's public schools. They also reinforce the principle of local control over public education,

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which is an important, highly valued aspect of education in Michigan. The men and women serving Mason Public Schools and their years of service are: **Ralph Beebe** – 19 years; **Kurt Creamer** – 6 years; **Liz Evans** – 2 years; **Tim Ayres** – 2 years; **Christopher Mumby** – 2 years; Newly elected members: **Michael Kelly** and **Patrick O'Connor**.

The shareholders of **Fraser Trebilcock**, one of Michigan's longest-established, full-service law firms, have re-elected **Michael H. Perry** as president of the firm. This is Mr. Perry's second consecutive year as president. Shareholder **Mark E. Kellogg** was re-elected to the Board of Directors, where he will serve as vice president, and shareholder Thomas J. Waters was elected to the Board of Directors, where he will serve as treasurer/secretary.



Eaton RESA Board of Education (from L to R: Mark Rushford, Jay Bennett, Jack Temsey, Debbie Roberts and Max Baxter)

Eaton RESA is joining 538 local and 56 intermediate school districts across Michigan to celebrate January as School Board Recognition Month. The men and women serving on the Eaton RESA Board of Education are: **Jack Temsey**, president from Potterville; **Jay Bennett**, vice-president from Grand Ledge; **Mark Rushford**, secretary from Maple Valley; **Debbie Roberts**, treasurer from Eaton Rapids; and **Max Baxter**, trustee from Charlotte.



Ford

Mason High School science teacher, **Cortney Ford** has been selected as the recipient of the Mason Area Chamber of Commerce's 2019 Excellence in Education award. "This award recognizes an educator who best exemplifies the qualities that inspire students to learn and value education," according to the Mason Area Chamber of Commerce. Ms. Ford was nominated by the Mason High School administration team.

Martin Waymire, a Lansing-based, full-service public relations and digital marketing firm with a focus on public policy, has added three staff members and promoted two as it continues its award-winning efforts to help clients make Michigan a better place. **Amelia Quilon**, who comes from a digital advertising agency based in

Detroit, brings several years of experience in digital media analytics to her role as account executive. Assistant Account Executive **Rachel Nanzer's** mission is to provide the communication skills organizations need to better aid the communities they serve. **David Solce**, digital media manager, is a graduate of Saginaw Valley State University with a degree in marketing. **Elizabeth Battiste** was promoted to senior account executive and **Emily Mata** is now an account executive.



Greater Lansing Convention and Visitors Bureau sales manager **Heather Cooper Kim** was awarded the highest YMCA volunteer award on December 6, 2018 – the C. Colton Carr YMCA Service

Award. The Lansing YMCA award is dedicated to the memory of C. Colton Carr who exemplified the spirit and mission of the organization. He was a charter member of the Lansing Y's Men's Club and became its 29th president in 1935. He also served as an International YMCA Men's Officer and served a record 27 consecutive years as the Lansing YMCA Board Secretary.



Travis



Kittmann



Walsh



Holnagel



Geyer

Following another record year of success and growth in the property and casualty insurance market, **AF Group** continues to strengthen its position as an innovative and diversified market leader. Reflecting this success, the company recently announced a number of key leadership promotions across the organization: **Abel Travis**, vice president, underwriting & product innovation; **Keri Kittmann**, vice president, servicing carrier operations; **Mitch Walsh**, vice president, business transformation; **Becky Holnagel, FCAS, MAAA, CPCU**, chief actuary; and **Jacob Geyer, CPCU, CAWC**, vice president, AF Specialty; vice president, business analytics and underwriting operations.



Douglas

Lake Trust Credit Union — a community-based financial institution serving members across Michigan — is proud to announce the addition of **Linda Douglas** in the role of vice president. Douglas joins the credit union's leadership team to collaborate in strategies to further Lake Trust's mission of making a difference in Michigan communities and serving its members throughout the state.

COMPANY NEWS

TANDEM STUDIOS **Tandem Studios**, a Lansing-based creative marketing agency, is proud to announce the launch of their newly redesigned website, **gotandem.biz**. They encourage everyone to visit and explore the site, discovering the full spectrum of services Tandem offer, including graphic design, logo development, website design, copywriting and video production.



On Monday, November 5th, **Mason Public Schools** Board of Education approved bids to install video camera systems and stop arm cameras on all of the district buses. The district purchased new buses last summer which have this technology installed. The district's existing buses, which are not currently equipped will have this technology installed in the next month. Once the installation is complete, all buses will have the most up-to-date technology available to make the transportation of students as safe as possible.

NAI Mid-Michigan/TMN Commercial — Capital Area Physical Therapy Associates, Inc. has signed a long-term lease at 830 W. Lake Lansing Road in East Lansing. The lease will include relocation to a neighboring suite in the building later this year upon completion of improvements. **Jeff Shapiro** represented the landlord in the transaction and NAI Mid-Michigan/TMN Commercial provides property management services for the building.

Sparrow Health System has won Gift of Life Michigan's 2018 Hospital Challenge by registering the most organ and tissue donors during a six-

week statewide competition this fall. Sparrow was recognized at a ceremony at the hospital. Sparrow signed up 1,041 new donors – a record for the annual challenge. Detroit Medical Center came in second with 1,028 and Beaumont Health in Royal Oak placed third with 337.

December marked the 4-year anniversary of the first official ride provided by volunteer drivers of **The Davies Project**. Thank you for being a key part of the journey. Prior to that first official ride, they organized volunteers to give 150 rides to a girl who arrived here from a refugee camp in kidney failure. The rides saved her life. No exaggeration. Four years ago, she received a new kidney. Because you believed that children, like her, deserve to live, you have changed the worlds of over 200 children in our community who are now able to walk, run, and thrive.



For the 2018 holiday season **NAI Mid-Michigan/TMN Commercial** replaced their annual Secret

Santa gift exchange with the opportunity to host a family through **EVE - End Violent Encounters** - a local non-profit organization founded in 1977 providing shelter and empowering survivors of domestic violence. On Tuesday, December 18th they delivered more than 50 presents including bikes for each child, kitchenware for mom, games to enjoy together, Christmas stockings filled with goodies, toys, gift cards, and many other gifts.

Hayes Green Beach Memorial Hospital has been ranked as second of 260 hospitals across the nation for quality outcomes, patient satisfaction, cost containment and provider engagement as a member of Caravan Health's Accountable Care Organizations (ACOs). HGB participates in the Southern Michigan ACO, which was recently named Caravan Health's ACO of the Year.

Small business owners ranked **Huntington Bank** highest in overall customer satisfaction in the Midwest region according to the 2018 J.D. Power U.S. Small Business Banking Satisfaction Study. Huntington, which tops the list for the second time in the last three years, also received the highest rating in the region for products and fees, convenience and channel activities.

NAI Mid-Michigan/TMN Commercial announces the recent sale of 1868 Holloway Drive in Holt, a 12,000 sq. ft. warehouse/office building. Seller, BSM Properties, LLC, shall lease-back the property short-term and **Nick Vlahakis** represented the seller in the transaction.

A.J. BOGGS & COMPANY (A J B o g g s) attended the 2018

National Ryan White Conference on HIV Care and Treatment, which is the largest national conference for comprehensive HIV care and treatment providers. AJBoggs' Team presented its hosting services for the CAREWare electronic health record (EHR) interfaces, finding many hospital and large clinics interested in building clinical data interfaces. AJBoggs' Lifa Eligibility Portal solution was met with much enthusiasm.

Lake Trust Credit Union announced that **Melissa Satti** of Ypsilanti, Michigan, and **Bejone Mixon** of Auburn Hills, Michigan, were the winners of \$500 each in a random drawing of those who opened new memberships after being referred by friends or family in the Credit Union's recent campaign. Ms. Satti and Mr. Mixon will receive the prize as a cash deposit to their respective accounts.

As part of its transition to becoming Sparrow Eaton Hospital – a **Sparrow Health System** affiliate in October 2019 – **Hayes Green Beach Memorial Hospital** and its provider practices upgraded its electronic medical record system on Saturday, Dec.

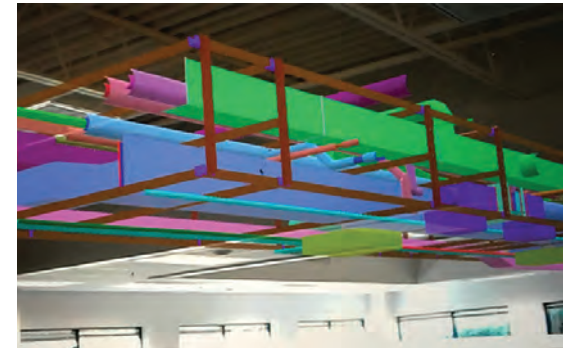
1. The iSparrow electronic medical records (EMR) system is based on Epic systems technology, the health care industry's highest-rated EMR.

NAI Mid-Michigan/TMN Commercial announces the recent sale of 681 Dart Road in Mason to buyer, BSM Properties, LLC from seller, Michigan Carpenters Council Apprenticeship and Training. **Nick Vlahakis** represented both the buyer and seller in the transaction.

For the second consecutive year, **Financial Technology, Inc.**, a leading financial services firm in East Lansing, Michigan is pleased to announce that it has been named as one of the nation's Top DC Advisor Firms by the National Association of Plan Advisors (NAPA) for 2018*. This achievement underscores Financial Technology's commitment to providing exemplary service to both plan sponsors and participants.

In order to keep students and staff safe, **Mason Public Schools** has begun the process of utilizing the ALICE approach to safety and security. ALICE, which stands for Alert, Lockdown, Inform, Counter, Evacuate is a research-based, proactive approach to responding to an active shooter situation. It has been adopted by businesses, schools and organizations across the nation to prepare employees, staff, students and personnel on how to respond to violent intruder situations.

NAI Mid-Michigan/TMN Commercial — Pilot Games, Inc. extended its lease for 9,600 SF at 510 W. Pickard Street in Mt. Pleasant. **Eric Chagnon** and **Ed Weaver** represented the landlord in the transaction and **NAI Mid-Michigan/TMN Commercial** provides property management services for the building.



Work is just underway at **McLaren Greater Lansing's** new South Lansing hospital, but engineers are already getting a high-tech view of what some aspects will look like when the project is finished. Teams of experts are using virtual reality to get an up-close view of how some of the new hospital's infrastructure will be laid out. The project includes miles of electrical cables and pipes. Those systems are held on eight-foot-wide racks that need to be meticulously planned out to make sure there are no conflicts for space once construction begins. Traditional mechanical, electrical, and

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plumbing coordination models include three-dimensional elements that can be viewed from a computer screen, but contractors are now using a set of virtual reality glasses called HoloLens to get a more realistic view of where each system goes.

Over 760 donations of toys, books, and clothing items were given to families involved in **Highfields'** counseling programs as part of Highfields' 14th Annual Holiday Toy Drive. Highfields' Holiday Toy Drive is sponsored by WLNS with help from mid-Michigan Ford dealerships: Grand Ledge Ford Lincoln, Seymour Ford Lincoln, Courtesy Ford, Pauli Ford, Candy Ford, La Fontaine Ford, Signature Auto Group Perry, Signature Ford Lincoln, and Irish Hills Ford.



On December 15th, Mason community members were asked to "Stuff the Bus" with nonperishable food, toys and hygiene items to help benefit students, families and members of the community who are in need. The community rose to the task of filling the bus with non-perishable food items and canned goods, toiletry items and toys for children ages 6-14 to donate to the Mason Food Bank. The Mason Food Bank has reported that **Mason Public Schools'** donation weighed in at 1,960 lbs, almost 500 lbs more than last year.

Thanks to the collaboration of local funders, AF Group, Jackson National Community Foundation, the James and Kimberly Currie Foundation, Joe D. Pentecost Foundation, and R.E. Olds Foundation, **Highfields** is able to install a new sprinkler system in one of the residential homes on campus. The funds will help bring the house up to a newly required National Fire Protection Association (NFPA) fire safety code.

NAI Mid-Michigan/TMN Commercial — Advanced Cardiac and Vascular Amputation Prevention Centers, PLC has entered in to a long-term lease at 3370 E. Jolly Road in Lansing. **Jim Vlahakis** and **Eric Chagnon** represented both the landlord and tenant in this 9,700 SF transaction and NAI Mid-Michigan/TMN Commercial's property management department oversaw completion of tenant improvements and provides property management services for the building.

The Michigan Department of Natural Resources (DNR) announced on December 20, 2018 the

selection of the Middle Grand River Water Trail as one of the first waterways in Michigan to be a state-designated water trail. A total of eight waterways, covering over 540 miles that flow through more than a dozen counties, were selected as part of the DNR's new water trails program. The granting of this designation signifies the water trail provides a quality trail experience, offers clear information for users, and enjoys broad community support. To make the Middle Grand River eligible for the program, the **Tri-County Regional Planning Commission (Tri-County)** partnered with the Middle Grand River Organization of Watersheds (MGROW) to create a water trail development plan for the Middle Grand River.

Building on the trust consumers and brands have put in J.D. Power studies for decades, the marketing data and analytics company announced the J.D. Power Website Certification ProgramSM to recognize brands that provide an exceptional online experience. This exclusive program reflects the commitment and dedication of select brands to provide their customers with an online experience that meets today's consumer expectations. **Bank of America** is the first organization to achieve J.D. Power Website Certification powered by Centric Digital.

Visa® has awarded **MSU Federal Credit Union** one of its prestigious Visa Global Service Quality Performance Awards based on the Credit Union's exceptional results in its authorization approval rate for consumer credit.



The Design Committee of **Downtown Lansing Inc. (DLI)** completed the implementation of Phase 1 of downtown's new wayfinding system, which included vehicular signage, in the fall of 2017. During this past year, the Design Committee got to work on Phase II of wayfinding implementation: pedestrian kiosks. Installation of ten new pedestrian kiosks throughout Lansing's downtown districts (Capital Complex, Washington Square, Riverfront District and Stadium District) is taking place at this time and was completed in mid-January. The kiosks will assist visitors and residents with navigating downtown by foot to a variety of destinations and compliment the vehicular signs. The purposefully designed signage system reflects our community.

NAI Mid-Michigan/TMN Commercial — Meridian Eyecare Vision & Learning Center recently renewed its lease at 1669 Hamilton Road, Suite 210 in Okemos. **Steve Slater** represented

the landlord in the transaction and NAI Mid-Michigan/TMN Commercial provides property management services for the building.



Lansing Community College is now offering an associate degree in insurance and risk management. With the goal of creating a vibrant insurance professional workforce, a group comprised of insurance professionals and educational leaders have come together to provide strategy, recommendations and a keen sense of urgency designed to face the talent crisis head-on. The insurance program offers the opportunity to enter the 2+2 program with Olivet College or Ferris State University, allowing them to complete their first two years and obtain an associate degree at LCC, and then transfer to Olivet or Ferris to complete their bachelor's degree.

The Davies Project is very grateful to The Joe D. Pentecost Foundation for the generous grant to be a driving force for children's health in our community. Their investment will help expand services and recruit more volunteer drivers so every request for a ride to a child's medical appointment is fulfilled.

Principal Broker with **NAI Mid-Michigan/TMN Commercial Nick Vlahakis** has completed the sale of 3902 S. Canal Road in Delta Township. Vlahakis represented the seller dating back to 2003. Following significant storm damage, seller and former A-1 Auto Salvage owner, Jody Pemberton, closed up shop. Vlahakis knew Copart, auto salvage, reseller and online vehicle auction provider, had interest in the site. A long-term lease was signed and Copart has been operating at this location ever since. After leasing the site for fifteen years, Copart approached the owner about purchasing the site. Vlahakis structured a deal with a value in the multi-millions based on several market factors including type of use.

Faster Horses Festival announced the gigantic lineup for its seventh year during a special "Faster Horses Happy Hour" live online event. It was also revealed that Toby Keith, Keith Urban and Zac Brown Band will headline the three-day camping festival taking place in Brooklyn, MI on July 19-21. Additional artists Brothers Osborne, Danielle Bradbery, Old Dominion, Lindsay Ell, Morgan Evans, Randy Houser, LANCO, Kip Moore, Maren Morris, Cassadee Pope, Michael Ray, Tyler Rich, Dylan Scott, Mitchell Tenpenny and Brett Young were also announced. ■

Chamber Welcomes New Board Members in 2019

THE CHAMBER BOLSTERED ITS BOARD OF DIRECTORS by adding five new business leaders and members. Joining the board in 2019 are:

David Lewis was named president of AT&T Michigan in March 2018. Lewis is responsible for regulatory, legislative and external affairs, as well as community and industry relations. AT&T has more than 6,000 employees working and 13,000 retirees living in Michigan, and the company has invested more than \$1.4 billion in its best-in-class wired and wireless networks in Michigan between 2014 and 2016.



Lewis

Jeff Metts is president of Dowding Industries, a certified woman-owned manufacturer of metal stampings, fabrications and precision machined components. Located in Eaton Rapids, Michigan, Dowding celebrated 50 years in business in 2015 and produces parts for commercial, railcar, defense, oil and gas, automotive and infrastructure sectors. Serving in his current capacity since 2007, Metts is a 22-year veteran of Dowding and is helping to bring Michigan back to the forefront of manufacturing.



Metts

Ken Misiewicz is the president and CEO of Pleune Service Company, a 100 percent employee-owned company with offices in Lansing and Grand Rapids. He joined Pleune in 1995 and has held a number of positions including service manager, general manager and COO. Misiewicz currently serves as chairman on the State of Michigan Mechanical Board of Rules, a construction code commissioner for the Bureau of Construction Codes and an Associated Builders & Contractors board member.



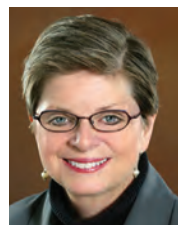
Misiewicz

Kirk Ray is the president and 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, Indiana where he was responsible for strategic, operational and market leadership initiatives.



Ray

Kathleen M. Wilbur, Ph.D. was named Michigan State University's executive vice president of government, communications, and advancement by Interim President John Engler in March 2018. Wilbur formerly served as Central Michigan University vice president and interim president. She also is the only woman to direct three different State of Michigan departments and served on the MSU Board of Trustees. ■



Wilbur

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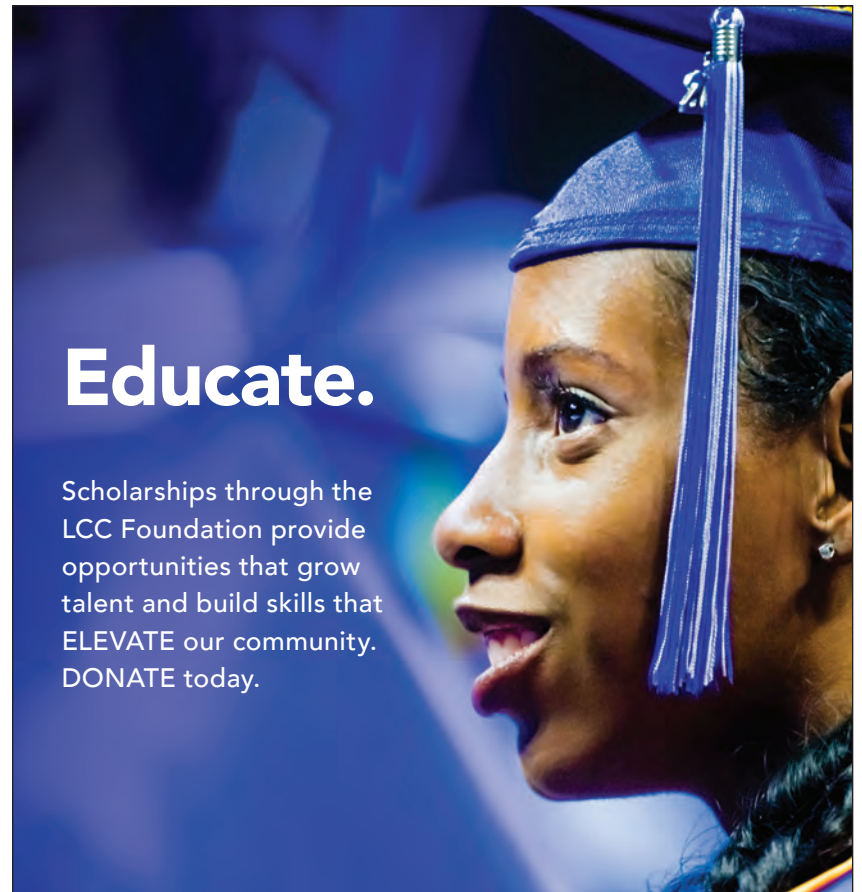
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Education Day for Leadership Lansing

JANUARY WAS EDUCATION DAY for our Leadership Lansing cohort and the group was excited to visit the Wilson Talent Center in Mason. It was amazing to see the work being done to provide professional trades training for young people in our region. Then, off to MSU for a outstanding lunch program at Brody Square followed by a behind-the-scenes tour of Breslin Center. Thanks to our great speakers; Emily Matthews (Dart Foundation), Jason Mellema (Ingham ISD), Cindy Anderson (Eaton RESA), Vennie Gore (MSU Aux. Services) and Allan Haller (MSU Athletics). A great day! ■



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