

FOCUS

THE MONTHLY NEWS MAGAZINE OF THE LANSING REGIONAL CHAMBER OF COMMERCE
NOVEMBER 2019



14TH ANNUAL CELEBRATION OF REGIONAL GROWTH



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TIM DAMAN
*President and CEO
 Lansing Regional
 Chamber of Commerce*

Aligning Celebration of Regional Growth Recipients Showcases Regional Transformation

THE ANNUAL CELEBRATION OF REGIONAL GROWTH (CORG) AWARDS is, without question, one of the Chamber's favorite days of the year. It is a day when we recognize and celebrate the businesses that are investing and growing in our region. Congratulations to the honorees at the 14th annual CORG awards: General Motors (GM), Glanbia Nutritionals, Meijer Distribution Center, Michigan State University (MSU) Foundation, Peak Performance Physical Therapy and SET SEG.

There are many reasons to be excited about this year's CORG recipients. First and foremost, these six organizations represent a microcosm of the regional transformation that continues to unfold throughout Lansing. They are a picture of the diversity of our business community and what a thriving region looks like in the 21st-century economy.

There is no better example of a successful transformation than GM, the foundation of our regional economy for more than a century. GM continues to make major investments in two state-of-the-art manufacturing facilities employing 4,400 people in the region. What a statement it was as to GM's long-term intentions when CEO Mary Barra came to Lansing Delta Township earlier this year to announce more investments for future crossover production. GM's Lansing operations are at the heart of the new era of high-tech manufacturing.

“Congratulations to General Motors, Glanbia Nutritionals, Meijer Distribution Center, Michigan State University (MSU) Foundation, Peak Performance Physical Therapy and SET SEG.”

Similarly, Glanbia Nutritionals' \$500 million investment in an ultra-modern dairy processing center north of St. Johns should cause all of us to think of agriculture as a primary economic driver in our region. The Glanbia project will impact the entire dairy ecosystem in Michigan for years.

The continued investment in our region by Meijer is one of those stories that needs to be highlighted more. The Meijer distribution complex in Delta Township represents one of the largest investments in the entire Meijer network. In the past nine years, Meijer has added more than 1 million square feet of distribution space at the complex. Meijer's investment underscores our region's potential as a hub for logistics and distribution.

The MSU Foundation's investment in the Van Camp Incubator is significant on several levels. The facility raises the bar for biotech start-ups in our region. Additionally, it cannot be overstated as to the significance of MSU's investment in an off-campus facility, which speaks volumes as to the university's commitment to supporting economic growth in our region. Go Green!

Peak Performance Physical Therapy is the epitome of a small business success story. Founder, Jill Marlan started with a single location and recently opened her third facility. She has been recognized by Ernst and Young as one of the leading women entrepreneurs in the country and was the 2013 Lansing Regional Chamber ATHENA PowerLink recipient.

SET SEG is another of those under-the-radar organizations continuing to expand and innovate. Their new 32,000-square-foot corporate headquarters in East Lansing will serve them well as they continue to bolster its leadership position in the school insurance industry.

Six organizations. Six completely different stories and different paths to success. They are shining examples of a diversified economy that I strongly believe is second to none in Michigan. They represent the leadership and entrepreneurial spirit that has always been our region's hallmark. Leadership that will propel us forward in the decades to come. I would also like to recognize the leadership of Tim Salisbury with PNC Bank, Jack Davis with Loomis Law and Patti Poppe with Consumers Energy for their continued support of the CORG program. ■

JOIN 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!
ATHENA AWARD LUNCHEON

Thursday, Dec. 5, 2019
Kellogg Hotel and Conference Center
11:30 a.m. – 1:30 p.m.
Registration: Ashlee Willis
(517) 242-7434
Michiganpremierevents@lansingchamber.org

THURSDAY, NOV. 7 | 2019 LEGISLATIVE DINNER The Lansing Regional Chamber of Commerce's (LRCC) Legislative Dinner unites Michigan's local Chambers, key business leaders, legislators and state officials for an evening of networking and spirited discussion. This year's event will be held at the Country Club of Lansing from 5:30 to 8:30 p.m. Contact Steve Japinga at sjapinga@lansingchamber.org or (517) 853-6467 with questions. Event registration: \$75 - Individual ticket; \$425 - Table of eight; \$1500 - Legislative sponsor.

TUESDAY, NOV. 12 | NOVEMBER MEMBER MIXER The November Member Mixer will be hosted by Ronald McDonald House of Michigan. The event will take place from 5 to 7 p.m. Contact Christine Zarkovich at czarkovich@lansingchamber.org or (517) 853-6456 with questions.

WEDNESDAY, NOV. 13 | CHAMBER UNIVERSITY SERIES The Chamber University is designed to present affordable educational opportunities to small business members. The upcoming event will be held from 8 to 9:30 a.m. at the LRCC: Insurance Capital Board Room. Featured speaker, Ken Wissner will discuss best practices for closing out the sales year. Contact Ashley Willis at MichiganPremierEvents@lansingchamber.org or (517) 242-7494 with questions.

THURSDAY, NOV. 21 | CELEBRATION OF REGIONAL GROWTH AWARDS The Celebration of Regional Growth Awards will be held from 11:30 a.m. to 1:30 p.m. at the Kellogg Hotel and Conference Center. The event will honor businesses for their economic investment and job creation in the Lansing region. Contact Ashlee Willis at MichiganPremierEvents@lansingchamber.org or (517) 242-7494 with questions.

THURSDAY, DEC. 5 | 2019 ATHENA AWARDS The ATHENA Award celebrates the potential of all women as leaders in the community and honors those who strive toward the highest level of professional accomplishment, excel in their chosen field, devote time and energy to their community, and pave the way for other women. The award presentation will be held from 11:30 a.m. to 1:30 p.m. at the Kellogg Hotel and Conference Center. Contact Ashley Willis at MichiganPremierEvents@lansingchamber.org or (517) 242-7494 with questions.

TUESDAY, DEC. 10 | DECEMBER ECONOMIC CLUB The December LRCC Economic Club will be held from 11:30 a.m. to 1:30 p.m. at the Kellogg Hotel and Conference Center. Bill Adams, senior economist at PNC, will deliver insights into the economic outlook for 2020. Contact Ashlee Willis at MichiganPremierEvents@lansingchamber.org or (517) 242-7494 with questions.

THURSDAY, DEC. 12 | CHAMBER 360 Save the date and join us for the next Chamber 360 event, taking place Dec. 12 from 8 to 10 a.m. at the LRCC: Insurance Capital Board Room. The Chamber 360 program shares tools, resources and connections with prospective, new and long-time members. Contact Michelle Rahl at mrahl@lansingchamber.org or (517) 853-6457 with questions.

2019 LRCC EVENTS For more information about Chamber events, tickets or sponsorships, contact Ashlee Willis at michiganpremierevents@lansingchamber.org.

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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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Lansing Regional Chamber of Commerce (LRCC) members have unparalleled access to 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 onto the site, please follow the simple password reset instructions. Call (517) 487-6340 with any questions.

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State of Fitness and Jackson Partnership Providing Results for Lansing Community

BY MATTIE MILNE, KOLT COMMUNICATIONS, INC.

STATE OF FITNESS (SOF), A LOCALLY OWNED AND OPERATED GYM, has been serving the Lansing community since 2010.

Justin Grinnell, CEO of SOF, grew up in Lansing, began training at 19 and since, has been working to provide the best programs in the area.

Grinnell trains community members to have a result-driven personal workout experience and collaborates with Lansing-based companies to deliver those same results to their employees.

One of these businesses, Jackson National Life Insurance Company (Jackson), collaborated with SOF in 2015 to create a full-service gym at Jackson's corporate campus, known as Jackson SOF.

With the guidance of Gregory Farhat, director of workplace strategies for Jackson, they created an environment like the SOF brick and mortar location in East Lansing.

"As the Jackson company grows, potential employees may ask, 'Is the culture for me? Is this the right place for me to work?' People want to be happy," said Grinnell. "A full-service training facility is attractive and a great benefit."

Jackson provides resources to improve and enrich the lives of their employees, and the partnership with SOF helps them achieve that goal.

Through their collaboration, Jackson and SOF are working to make the community more attractive to future talent with opportunities that improve lifestyle and health.

From group and private training, yoga classes, a full-service gym, and certified nutrition and lifestyle coaches, there are opportunities for everyone to reach their goals. Classes are offered in the morning, lunchtime and after work hours.



"The gym is easily accessible. It's appealing for future talent," said Grinnell. "Employees go to work and know Jackson has their back and want their personal life to be just as fulfilling."

The second State of Fitness location is at Jackson's facility in Franklin, Tennessee.

For further details visit mystateoffitness.com, call (517) 708-8828 or stop in at 2655 E. Grand River Ave. in East Lansing. To learn more about Jackson, visit Jackson.com. ■

Lansing Regional Chamber Strengthens Public Affairs Department

CHAMBER ANNOUNCES NEW DIRECTOR OF MARKETING AND COMMUNICATIONS

THE LANSING REGIONAL CHAMBER OF COMMERCE (LRCC) announces the addition of Ashley Sandborn to its growing team. Sandborn will serve as the director of marketing and communications.

“Ashley rounds out our amazing team,” said Steve Japinga, vice president of public affairs, LRCC. “Her unique skill set, outside-the-box ideas and fresh perspective will help us provide new opportunities and benefits to our more than 1,000 members. Her new role ensures Lansing area businesses will have the tools needed to continue to grow and prosper.”

In her new role, Sandborn is responsible for overseeing the strategy, management and execution of the Chamber’s marketing and communication efforts. In addition, she will work closely with membership, events and government relations to ensure members are aware of and have access to the vast resources and programs the Chamber offers.

Prior to joining the Chamber, Sandborn was the communications specialist for the Michigan Health & Hospital Association Keystone Center,

where she managed the organization’s internal and external communications.

“I am absolutely thrilled to join the Chamber,” said Sandborn. “I’m looking forward to working with such a knowledgeable and experienced team, and I’m very eager to hit the ground running and showcase all the ways this incredible region is working to thrive and achieve its full potential.”



Sandborn

Sandborn joins Steve Japinga, Amanda Fischer and John Pompei on the public affairs team. To learn more about the Chamber, our team and mission, visit lansingchamber.org. ■



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Employers “Share Solutions” About Opioids in the Workplace

ARTICLE COURTESY OF BLUE CROSS BLUE SHIELD OF MICHIGAN

FOR EMPLOYERS, HELPING WORKERS OVERCOME AN OPIOID USE DISORDER can feel like a lonely battle, but it doesn't have to be.

Kathryn Traver is the vice president of the U.S. Chamber of Commerce Foundation. She said her organization has heard about businesses affected by the opioid epidemic through productivity loss, hiring challenges and safety issues on the job. Employees also are struggling to help their family members seek treatment, which can mean time off work and difficulty meeting work obligations.

The estimated yearly economic impact of substance use disorder is \$442 billion and affects nearly 21 million Americans nationwide, with nearly 75% of affected individuals in the workplace.

In March, the U.S. Chamber of Commerce Foundation launched Sharing Solutions, an initiative that features an online resource hub created to provide employment resources that help address the opioid epidemic in the workplace. The organization also is traveling around the country to discuss how the business community can play a critical role in combating the opioid crisis in both the workplace and community at large. As part of the tour, two panel discussions took place on Tuesday, July 30, in Battle Creek.

“We're here today to talk about solutions,” said Traver, while kicking off the event that drew an audience at the W.K. Kellogg Auditorium.

A panel featuring experts was moderated by Dr. Anton Bizzell, fellow, U.S. Chamber of Commerce Foundation and included Dr. Duane DiFranco, vice president, Medicare STARS and Clinical Performance, Blue Cross Blue Shield of Michigan (BCBSM) and Susan Lorenz-Fisher, senior director, Corporate Citizenship, AmerisourceBergen Foundation.

An additional panel featured local success stories and was moderated by Jeff Horwitz, CEO, Stop the Addiction Fatality Epidemic Project. Panelists included Meghan Taft, community outreach coordinator, Summit Pointe; Kristi Angelo, retired trooper, Michigan State Police; Dr. Michael Chapman, executive director, Medical Affairs, Oaklawn Hospital; and Sheriff Matthew Saxton, Calhoun County.

The Sharing Solutions website provides information in four key categories for employers:

- **Supporting Employees** – Provides ideas for drug misuse prevention and treatment initiatives to keep employees and their families healthy and safe.
- **Changing Business Practices** – Focuses on how companies in the healthcare pipeline are making operational changes to mitigate and prevent opioid misuse.
- **Applying Core Competencies** – Highlights ways businesses are using their resources, expertise and relationships to create solutions.



- **Engaging Communities** – Underlines how corporate philanthropic efforts and community relations programs can enable partnerships that support drug misuse prevention and treatment.

Duane DiFranco, who co-chairs BCBSM's opioid task force, said as the largest insurer in Michigan, Blue Cross is uniquely positioned to be a key player in the fight against opioid misuse.

“We're seeing what corporations and employers throughout our state and the country are seeing in terms of issues with absenteeism and issues with job performance,” said DiFranco.

Great strides have been made in the fight against opioid abuse and further collaboration is needed to continue progress in the right direction. Blue Cross is part of the Michigan Opioid Partnership, which recently committed \$5 million for programs focused on treating opioid addiction in Michigan. DiFranco said other efforts such as policies that help regulate opioid usage, building partnerships and philanthropy targeted at each community's unique issues are all important ways Blue Cross has stepped up to help its members and Michiganders reduce the devastating effects of opioid misuse. ■

Sparrow Eaton Hospital Joins Sparrow Health System, Expands Care for Eaton County

SPARROW EATON HOSPITAL HAS FORMALLY BECOME PART OF SPARROW HEALTH SYSTEM. The new partnership will expand and enhance patient care and services in Eaton County.

The announcement caps a three-year transition of the former Hayes Green Beach (HGB) Memorial Hospital to become a Sparrow Health community hospital. The transition has already seen numerous successes, from improved patient care to implementing an electronic medical record system at HGB, so providers from throughout the region can better collaborate on care.



“We’re extremely proud and excited to formalize this relationship but ultimately it’s about patients and patient care,” said James Dover, president and CEO, Sparrow Health System. “We will continue to expand upon the history of service and patient care that the former Hayes Green Beach already provided, but there will be greater resources so Sparrow Eaton Hospital can grow in line with the growth of the Charlotte-area community.”

Sparrow has more than 115 sites of care throughout mid-Michigan, and community hospitals, such as Sparrow Eaton, form the anchor for the entire health system. They are part of a network of care that means wherever patients are and whatever their needs, Sparrow is here to serve them.

Sparrow Eaton joins Sparrow Carson, Clinton and Ionia among the health system’s community hospitals, along with Sparrow Hospital and Sparrow Specialty Hospital in Lansing.

“I think it’s going to mean the world to patients because it’s going to provide for seamless care,” said Matt Rush, president, Sparrow Eaton Hospital. “If you do need care, come to us first in our local community. If we need to get you somewhere else because we don’t provide a service, we want those relationships with others to be solid and stable and have the resources to care for you.”

As with its other community hospitals, Sparrow Eaton will continue to be governed by its own local board of directors, which is composed largely of area community leaders.

Sparrow has already made a significant investment in care for the Charlotte-area community with its Promise Project, which has brought major renovations to the Sparrow Eaton campus, including an expanded surgery department.

Sparrow and HGB collaborated for several years before announcing an affiliation agreement in 2016. Sparrow and HGB worked together to optimize resources, such as through the purchase of pharmacy and medical supplies, and management of services including radiology and laboratory. The pair had also worked jointly to impact population health through services and education at AL!VE, Sparrow Eaton’s experience-based health park in Charlotte.

“Even as we change our name to Sparrow Eaton Hospital, we’re not going to lose who we are in becoming all we can be,” said Rush. “That’s who we’ve always been.”

For more information on Sparrow Eaton and Sparrow’s other community hospitals, go to Sparrow.org. ■



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Mode Health and On Target Living Announce Strategic Partnership to Expand Health Resources and Benefits for Small Businesses

MODE HEALTH, AN EMPLOYEE BENEFITS AGENCY for modern small businesses, recently announced a strategic partnership with On Target Living, a health and performance company located in East Lansing. Through this partnership, small businesses can utilize the Mode Health platform with On Target Living’s engaging health expertise, content and resources, including nutrition guidance, fitness challenges and recovery, and stress management strategies.

In today’s competitive talent market, employers are struggling to find solutions that provide the high-value benefits necessary to recruit and retain top talent. According to a recent Society for Human Resource Management study, the vast majority (86%) of human resource professionals said they had difficulty recruiting suitable candidates in the past year, and 20% indicated their organizations’ health-related benefits have become more generous in the past year as a recruiting strategy. Together, Mode Health and On Target Living address this issue and movement by bringing health literacy to the forefront of employee benefits.

“This partnership brings the advanced skills and content of the On Target Living approach to Mode Health clients,” said Eric Hannah, chief catalyst,

Mode Health. “Small businesses have often had limited access to advanced health resources. Together, we are fulfilling this demand. I’ve long respected and followed the On Target Living principles and am excited to bring their energy and expertise to Mode Health’s small business clients.”

Both Mode Health and On Target Living are devoted to preventing and holistically managing health-related issues through health literacy to optimize employee benefits plans. The partnership will align the two businesses’ expertise to bring a new benefits model to business leaders, which will allow them to take charge of their health care and employee benefits costs.

“There’s great synergy between On Target Living and Mode Health,” said Matt Johnson, president, On Target Living. “We both desire to improve the health of employees. Taking an approach that supports these employees, both physically and mentally, promotes an individualized experience. This is where the employee benefits model is headed.” ■

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Child and Family Charities Receives Resch Strategies Lansing Leadership Scholarship

CHILD AND FAMILY CHARITIES, A LANSING-BASED NONPROFIT, will attend the Lansing Regional Chamber of Commerce’s leadership initiative, Leadership Lansing, at no cost this year thanks to a contribution from Resch Strategies. Matt Resch, who serves as the president of the Lansing-based public relations and public affairs firm, said the scholarship is being offered for the fifth consecutive year.

“The Leadership Lansing program provides access to knowledge that can be quite influential for business leaders in our area,” said Resch. “Through the scholarship program, we hope to strengthen the impact that nonprofits like Child and Family Charities can make in our community and across the state.”

The Resch Strategies Leadership Lansing Scholarship was established in 2015 to help area nonprofit leaders participate in the program by covering the full cost of tuition. Participants in the program engage in seven workshops over the course of eight months and are exposed to key local institutions, industry sectors and business leaders.

Child and Family Charities is dedicated to providing support to children, youth and families who are underserved and often in crisis. The 108-year-old organization provides the community with homeless and runaway youth services that offer housing and a youth shelter, a teen mother/baby residential program, child abuse prevention, mental health counseling and truancy reduction services.

Child and Family Charities helps over 8,000 abused, neglected and at-risk children, youth and families in the mid-Michigan area every year through six divisions and 23 programs.

“I am so grateful to Resch Strategies for their generous scholarship for the Leadership Lansing tuition,” said Julie Thomsma, CEO, Child and Family Charities. “I plan to take this opportunity and use it to help families in the Lansing community.”



Last year, the 2018-2019 recipients of the Leadership Lansing Scholarships were Hospice of Lansing and Transformation GEMS Women Entrepreneur Startup Accelerator.

For more information about Resch Strategies or the Leadership Lansing Scholarship, visit ReschStrategies.com or call (517) 371-7843. ■



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Leadership Lansing Launches Fifth Cohort



LEADERSHIP LANSING LAUNCHED ITS FIFTH COHORT with a dinner/program on Monday, Oct. 7, and the first of its seven workshops throughout the program on Tuesday, Oct. 8. A record 48 participants have enrolled in this year's Leadership Lansing cohort, which is a talent initiative of the Lansing Regional Chamber of Commerce (LRCC) designed to develop and equip the next generation of community leaders.

The opening dinner at R.E. Olds Transportation Museum in downtown Lansing provided an opportunity for cohort members to network and tour the

museum, which tells a story about Lansing's rich history with the automotive industry. The following day, participants enjoyed StrengthFinders Training, which helped them understand their individual strengths and consider how to more effectively leverage their work as leaders. Tim Daman, president and CEO, LRCC, shared his vision for the region and thoughts on leadership during lunch. A panel of past Leadership Lansing participants gave this year's cohort insight into the program and tips on how to be successful. Alumni participants included Michelle Massey (Dewpoint), Robyn Howell (LAFUCU), Michelle Rahl (LRCC) and Jason Ballah (Peckham). ■

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14TH ANNUAL CELEBRATION OF REGIONAL GROWTH

Six organizations will be honored for their commitment to the Lansing region at the 14th annual Celebration of Regional Growth (CORG) Awards, which takes place Nov. 21 at the Michigan State University Kellogg Hotel and Conference Center.

This year's CORG honorees include General Motors (GM), Glanbia Nutritionals, Meijer Distribution Center, Michigan State University (MSU) Foundation, Peak Performance Physical Therapy and SET SEG. All six organizations are recognized for investments that are making a transformational impact on the community.

"CORG honorees have been the leaders in an ongoing transformation of the Lansing region," said Tim Daman, president and CEO of the Lansing Regional Chamber of Commerce (LRCC). "Since the LRCC initiated its annual CORG Awards in 2006, more than 70 organizations have been recognized for their investments totaling a combined \$2.5 billion."

GENERAL MOTORS A Rich History in Lansing

Lansing and GM go back more than a century to the days when R.E. Olds located his fledgling car company here. The Lansing/GM marriage has remained strong, most notably at the turn of the 21st century when GM committed several billion dollars to the construction of the new Lansing Delta Township Plant and state-of-the-art modernization of the Lansing Grand River (LGR) facility.

GM has made several major new investments in both plants. Most recently, GM announced a \$36 million investment in Lansing Delta Township for future crossover production. The plant, which employs 2,600 people, builds the Chevrolet Traverse and Buick Enclave. GM CEO Mary Barra touted the company's commitment to Lansing at a local news conference where she announced the investment.

"We are proud of the hard work and commitment of the entire Lansing team," said Barra. "The Chevrolet Traverse and Buick Enclave are important products in our growing crossover portfolio. The investment will allow for future crossover production."



LGR, home to 1,800 employees, produces the Chevrolet Camaro and the new Cadillac CT4 and CT5. In 2018, GM announced a \$175 million investment for new vehicle production at LGR. Other recent investments include:

- \$211 million for new tooling for future Cadillac products and a body shop expansion in 2016;
- \$175 million for the new Camaro transferred from Canada to LGR, which included a new stamping plant in 2015.

Darci Marcum, director of the LGR plant, said the level of investment GM continues to make in Lansing is amazing.

“GM has a strong history in Lansing – more than 120 years, dating back to Oldsmobile,” said Marcum. “We are proud to be part of such strong heritage and continue to build on that legacy.”



MARCUM

Marcum also credits the Lansing workforce which GM has maintained a positive relationship for more than a century.

“We have third and fourth generation employees that make the culture feel more like a family business,” said Marcum. “At the end of the day, we are all GM employees with the same goals – to safely build high-quality vehicles for our customers, raise our families and give back to our community.”

Through the years, GM and the Lansing region have demonstrated a commitment to a strong relationship built to last.

“When I look at investments like this, this is doing what we said we were going to do of continuing to invest in the strength in the business because we want GM to be around not just for a few years, but several decades,” said Barra.



GLANBIA NUTRITIONALS A State-of-the-Art Dairy Processing Facility

Glanbia Nutritional opens its state-of-the-art dairy processing facility north of St. Johns next year. This ultra-modern, large-scale cheese and whey production operation is part of a joint venture with Dairy Farmers of America and Select Milk Producers, Inc.

“On completion, this will be one of the largest cheese plants in the country,” said John Dardis, senior vice president of U.S. corporate affairs for Glanbia. “Taking in 8 million pounds of milk per day, it will support our farmer suppliers and their communities and directly employ over 250 employees on-site, living in the community and making St. Johns home. For the Lansing area, investment of this scale brings significant innovation from our sustainably managed site to our product innovations.”

Proliant Dairy Ingredients will invest an additional \$85 million, creating up to 38 jobs. The adjoining facility operated by Proliant will use byproducts from the milk processing facility to make whey permeate products for both human and animal consumption.

The \$555 million project sits on 146 acres, a portion of which was land that Glanbia executives said met key selection criteria in terms of strategic location relative to milk supply, strong transport links, a positive business environment and labor availability.

“As we looked to build our No. 1 American style cheese position and simultaneously expand our position as the global leader in advanced technology whey supply to the nutritional sector, Michigan became the obvious choice,” said Dardis. “St. Johns became our No. 1 site preference because it puts us smack bang in cow country besides the lifeblood of our plant. It provides the required transportation infrastructure, a positive business environment and a labor market.”

As an incentive, the project was supported by an estimated \$27.6 million in grants and tax abatements from the Michigan Strategic Fund, Michigan Department of Agriculture and Rural Development and Michigan Department of Transportation.

“Our experience points to the importance of trusted partnerships,” said Dardis. “We have found Michigan exceptional. From the state level through the governor’s office, departments of agriculture and commerce and the Michigan Economic Development Corporation to the local Lansing Economic Area Partnership and St. Johns community groups.”



MEIJER DISTRIBUTION CENTER Largest in North America

As impressive as the sprawling Meijer Distribution Center on Creyts Road in Delta Township is from the outside, what takes place inside the state-of-the-art complex is even more impressive.

“The Meijer Distribution Center is a fully automated dry grocery distribution center and the largest of its kind in North America in terms of capabilities and size,” said Fred Walker, Meijer’s Lansing complex director.

Situated on 50 acres of land, the Meijer complex is 553,000 square feet in size. The facility is 84 feet tall and has 84 dock doors for receiving shipping freight. The distribution center can store 50,000 pallets worth of product at any given time, receives more than 1,000 truckloads of groceries a week, ship roughly 800 truckloads of product to 82 Meijer stores and moves an average of 240,000 cases of goods daily.

“In today’s world of supply chains, flexibility is key,” said Walker. “What this newest system allows us to do is become more nimble in the ways we serve each of our stores. Not only are we delivering the physical goods to the stores, but our automated solution also organizes and manufactures pallets of goods that are for specific aisles in our stores. This increases the speed at which we can move product from the backrooms of our stores to the sales shelf.”

Since 2010, Meijer has added more than 1 million square feet of distribution space. Some highlights include:

- 2010 – Fresh cut manufacturing facility
- 2012 – Automated aisle ready tote / small-item picking system
- 2013 – Automated storage and retrieval system freezer project
- 2014 – General merchandise facility expansion
- 2017 – Fully automated grocery warehouse go live

14TH ANNUAL CELEBRATION OF REGIONAL GROWTH

“All of these [expansions] have helped drive greater levels of flexibility and automation into our portfolio of facilities in Delta Township,” said Walker.

Of the 82 Meijer stores supported by this complex, nine are located in Eaton, Ingham and Clinton counties. In total, Meijer Distribution employs 1,600 people directly and another 800 indirectly through third parties and a private trucking fleet. Seventy percent of the products at the Delta Township facility is packaged and distributed in Michigan and 30% is distributed throughout the entire six-state Meijer footprint.



MICHIGAN STATE UNIVERSITY FOUNDATION'S VANCAMP INCUBATOR Raising the Bar for Biotech Start-Ups

The University Corporate Research Park (UCRP), a wholly-owned subsidiary of the MSU Foundation, recently opened its newest property, the VanCamp Incubator + Research Labs (VanCamp Incubator). The VanCamp Incubator is a 22,000-square-foot multi-tenant facility, welcoming emerging companies and researcher groups in and beyond the Lansing region.

“This is a much-needed facility for our community,” said Gabriela Allum, project manager for the UCRP. “The growing number of startup companies coming out of MSU in areas like quantitative health, imaging and structural biology now have an off-campus incubator with full wet-lab facilities, instrumentation and services.”

While the building is not exclusive to lab-based companies, space is designed for companies born out of the physical and hard sciences.

The incubator is named in honor of Loretta VanCamp, who was an MSU microbiologist and researcher. Her work contributed to the development of the world's leading anti-cancer drug, cisplatin.

“Loretta VanCamp was crucial to the research done at MSU, which resulted in the saving of countless lives,” said Jeff Smith, UCRP director. “This a milestone moment for MSU, the research community and the regional economy. We are excited for what's ahead.”

Smith stated innovators coming into the VanCamp Incubator will have dramatic, positive impacts on the physical and biosciences for generations to come.

The VanCamp Incubator features nine wet labs and 42 office spaces, as well as shared equipment rooms, conference rooms and common areas. Companies coming into the VanCamp Incubator can use the resources and services to grow their businesses until they can move on to their operations within the community.

“Wet lab companies usually take a little longer to incubate, due in part to having more procedural or health and safety hurdles to contend. It typically takes them three to five years before they are ready to be in a traditional office setting,” said Allum.

The incubator is now open to companies from the region as well as those coming directly out of the MSU ecosystem.



PEAK PERFORMANCE PHYSICAL THERAPY A Passion for Patient Success

Jill Marlan began and continues to run Peak Performance Physical Therapy as a premiere orthopedic rehabilitation facility specializing in orthopedic manual physical therapy, which 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.

Marlan and the Peak Performance team have been successful in their approach – they were recently able to open a third location in Dewitt to go along with two other clinical locations in Lansing and Okemos. Peak Performance also has athletic training locations at Lansing Community College and Great Lakes Christian College.

Marlan said a big differentiator for Peak Performance comes from what she calls “the case management approach.” This approach is focused on collaboration, quality and education to ensure the needs of their patients are met. Each case is thoroughly evaluated, and a customized approach is taken with every individual.

“When the patient walks through the door, they've hired us to work for them every day to make sure medical and rehabilitation needs are met and that they are getting back to doing the activities that are so important to them,” said Marlan.

As her company has grown, Marlan has been widely recognized for her success. A previous ATHENA PowerLink recipient and Greater Lansing Business Monthly Entrepreneur of the Year, she was selected out of thousands of applicants in the United States and Canada to receive the Ernst and Young Entrepreneurial Winning Women Award, which is considered one of the highest honors in the world for new and growing businesses.

The growth of the company has been exciting for the Peak Performance team. Marlan intends to expand its footprint into more communities in the coming years.

“We are shooting for 10 clinics over the next eight years,” said Marlan. “We have a plan laid out. The locations have been strategically chosen in areas where we feel the care and compassion are lacking, and we can come into communities and make a big impact.”

SET SEG An Industry Leader in School Insurance

On Oct. 28, East Lansing gained SET SEG as a new business resident. School Employers Trust (SET) and School Employers Group (SEG) formed the partnership SET SEG in 1971, which serves as a nonprofit company dedicated to delivering employee benefits as well as workers’ compensation and property/casualty services for Michigan Public Schools. The new facility, located at 1520 Earl Ave. in East Lansing, will allow a more expansive and accessible location for staff, board members and member school districts.

SET SEG is a proud recipient of the CORG Award for its recently completed 32,000-square-foot corporate headquarters in East Lansing.

“This facility will allow our employees to operate in a more modern, technology-rich, open environment, which is conducive to today’s business,”



said John Hagel, Chief Operating Officer of SET SEG. “For our educational partners, the building will allow SET SEG to continue to deliver best-in-class customer service.”

SET is a nonprofit company that was created after a monumental shift in school funding happened in 1965. SET, which began in 1971, served as an employee benefits association focused on offering comprehensive and affordable employee benefit solutions to Michigan public schools and their employees. Two years later, its partner organization SEG was formed to administer compensation and fringe benefits for SET. As schools were faced with more challenges related to insurance, SEG evolved and grew into a company that provides workers’ compensation and property/casualty risk management services for Michigan public schools.

Today, SET SEG continues to expand and find innovative ways to meet the specialized needs of its members. Not only has SET SEG established a reputation as an industry leader in the school insurance market, but it also has been recognized as one of the best places to work in insurance two years running. In a national survey and recognition program hosted by Business Insurance and Best Companies Group, SET SEG ranked No. 15 in the nation among small employers.

“We put Michigan public schools first,” said Hagel. “We operate as a team, and we strive to simplify the complex. We want to deliver risk management solutions as well as peace of mind for our members. With this new facility, we feel confident that we will continue to successfully meet those goals.” ■

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Anthony Scaramucci Keynotes October Economic Club Luncheon

THE LANSING ECONOMIC CLUB recently hosted its October event at the Kellogg Hotel & Conference Center. The event drew nearly 600 business professionals from across Michigan and featured, Anthony ‘The Mooch’ Scaramucci as the guest speaker.

Scaramucci is an American financier, entrepreneur and political consultant, as well as the founder and co-managing partner of SkyBridge Capital. However, he’s most likely known for serving as the White House director of communications under President Donald Trump from July 21 to July 31, 2017.

During his speech, Scaramucci discussed the current political climate, how to manage and create work/life balance and the importance of owning your mistakes.

“I made a lot of mistakes in my life,” said Scaramucci. “I put my pride and ego into my decision making. When your pride and ego go up, your decision making goes down.”

Scaramucci took several questions from the audience after concluding his speech, which ranged from the Chinese economy to the 2020 United States presidential election.

Prior to the program, Scaramucci met with prominent local businessmen and women for a roundtable discussion to answer questions and provide insight to business and political issues.

He also spent a few minutes with Focus magazine.

Focus: You are the first generation in your family to go to college, attended Harvard Law, were fired and rehired from Goldman Sachs, brought SkyBridge back from the brink of collapse during the financial crisis and got fired after 10 days on the job at the White House. How important has being resilient been to you in life?

Scaramucci: Well, first, it was 11 days, don’t sell me short (laughter). I came out of a blue-collar neighborhood. My father was a crane operator and other family members were connected to the auto industry. To come out of a blue-collar background, go to Harvard Law, work at Goldman and then have the courage to start my own business, you have to be willing to take risks. You have to take on the assumption that you are going to get a lot of things wrong. The first thing I got wrong was going into investment banking, a job at which I absolutely stunk. Fortunately, I landed another position at Goldman a couple of months later. After I started and sold my first hedge fund business, I started SkyBridge and was soon forced to take on a lot of risk due to the financial crisis. Then, there was the well-documented experience at the White House. I made some mistakes. What I tell young people is when you make mistakes you have to forgive yourself. The definition of resilience is to live in the present and not overly dwell on the past and build into your life the acceptability that there are going to be mistakes and you are going to have to take risks and things are always going to go the way you planned. It is a way more exciting life when you are taking risks and learning how to deal with failure.



Focus: What were the challenges you faced growing SkyBridge Capital following the financial meltdown?

Scaramucci: We had \$500 million in capital going into the crisis. In 2008, we lost half the fund. Then, I threw the Hail Mary pass and ended up buying Citibank’s fund-to-fund business. I had to liquidate my life savings to make that transaction. I tell people – don’t give up. I had people coming into my office telling me I should shut the business down. I didn’t listen to the naysayers. I was determined to fight it out to the end. It turned out to be a good decision. We caught the bottom of the market. We grew the fund-to-fund business from \$1 billion to 10 billion. We sit here 10 years later with a 75-person firm that is well diversified.

Focus: How were you able to build the SALT Conference into a top global thought leadership forum?

Scaramucci: I think we got lucky with timing. When we started that conference in 2009, most other companies were shutting their conferences down. That void is something we took advantage of. We started the conference because it looked like we were going out of business. It was either a farewell party of the S.S. Titanic that was sinking or it was catching the bottom, and people with hindsight would reflect on that and say that we were visionaries. There was no visionary genius involved (laughter).

Focus: Michigan has worked hard to break away from its rust belt image and diversify its economy. What advice do you have for this state as it seeks prosperity in the 21st-century knowledge economy?

Scaramucci: You guys are doing a great job. It is a study in resurgence and a renaissance. The truth of the matter is, we know what works and what doesn’t. A little less regulation, more free enterprise opportunities will allow businesses to grow. The flip side is you have to have more tax revenue to invest in infrastructure and education. I am a moderate. If you have too many left-leaning policies or too many right-leaning policies, it can be a problem. You need to strike a balance. ■



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Heritage Hall Plans Move Forward

LAST MONTH, THE MICHIGAN STATE CAPITOL COMMISSION announced the state Capitol welcome center project, Heritage Hall, will be constructed for the \$40 million allocated by the legislature last session.

Originally, Heritage Hall was set to be constructed for \$55 million. However, Gov. Gretchen Whitmer line-item vetoed the remaining \$15 million needed to complete the project, so commission moved to scale back the project to fit the \$40 million they previously received. One major component of Heritage Hall that was downsized to fit the new budget was the auditorium.

Steven Japinga, vice president of public affairs for the Lansing Regional Chamber of Commerce, said the Chamber and other partners who had strongly advocated for the project were disappointed the remaining funding was vetoed, but were happy to hear Heritage Hall would still be built.

“We are thankful the Michigan State Capitol Commission was able to rework the Heritage Hall construction plans to fit the \$40 million the legislature allocated for the project last legislative session. The new center will serve as an educational resource for schools, residents and visitors, while enhancing security for our historic capitol.”

The Chamber has been supportive of Heritage Hall for many years. During the 2018 legislative session, the Chamber capitalized on the current construction on the Capitol and the large supplemental budget available to finally secure funding for the project.

Heritage Hall will serve as a catalyst for tourism and economic growth in our state and region. Based on outcomes in other states that have made similar investments, we can expect up to 100,000 more people to visit the Capitol annually, creating short-term and long-term jobs for Michigan residents.

For more information on Heritage Hall and the Chamber’s involvement, contact Steve Japinga at sjapinga@lansingchamber.org. ■

PEOPLE NEWS



Russell

Sarah Russell has been selected by the board of directors of the **Mason Area Chamber of Commerce** as their incoming executive director. She started on Sept. 30, 2019. A reception for outgoing executive director, **Doug Klein** was held as part of a “Chamber After-Hours” at Dart Bank headquarters.

NAI Mid-Michigan announces the recent sale of a 23,850-square-foot industrial warehouse facility on 4.3 acres in Ionia at 29 Beardsley Road. **Jim Salkiewicz** represented the seller in the transaction.



Celebrating the Sparrow Carson Caregiver of the Month designation (from left) Monte Malek, director of patient care services; Bill Roeser, president; Linda Reetz, interim chief nursing officer; Nora Ryan, RN, August Caregiver of the Month; Sara Hagerman, ER nurse manager; Christopher Herald, M.D., medical director; and Mark Brisboe, chief financial officer.

Sparrow Carson Hospital is proud to recognize **Nora Ryan, RN**, as the August Caregiver of the Month for going above and beyond to help a confused elderly woman find comfort.

Ryan found the woman lost near Palo, a small village southwest of Carson City. The woman was disoriented to place and time and was from out of town. Ryan assisted by driving her to the Sparrow Carson Hospital emergency department so she could be evaluated and sat with her for over an hour until her family arrived.

NAI Mid-Michigan announces the sale of a 1.39-acre development lot at Fountain Pointe Office Park on Atrium Drive in Okemos. **Nick Vlahakis** represented the buyer and **Jeff Shapiro** represented the seller, Forsberg Real Estate, in the transaction. Located just west of Okemos Road near I-96, Fountain Pointe offers multiple building sites of one acre and up for immediate office and warehouse development.



Emmons

Paige Emmons has been promoted to vice president of **Personnel World**. Paige joined Personnel World in 2006 as a recruiter in their Lansing office where she continued her career until 2013. In 2016, she became staffing manager and was put in charge of their new Holt office location.



Rennie

Kari Rennie, former associate executive director at Henry Ford Village in Dearborn, has been named executive director of **Burcham Hills**, replacing Pam Ditri, who retired. Rennie brings more than 10 years of experience in long-term-care management, including more than five years with Life Care Services, Burcham Hills' management company.



Superintendent Ronald Drzewicki, Ben Shoemaker and Board of Education Member, Christopher Mumby

Mason Public Schools teacher, **Ben Shoemaker** is among 10 educators selected to join Michigan's Innovative Educator Corps. Shoemaker's work to develop and expand Mason's exemplary robotics program made him a strong candidate for this honor. As a member of the Michigan Innovative Educator Corps, Shoemaker will receive a \$5,000 award and an additional \$5,000 stipend to expand the Mason Public Schools' innovative robotics programming.

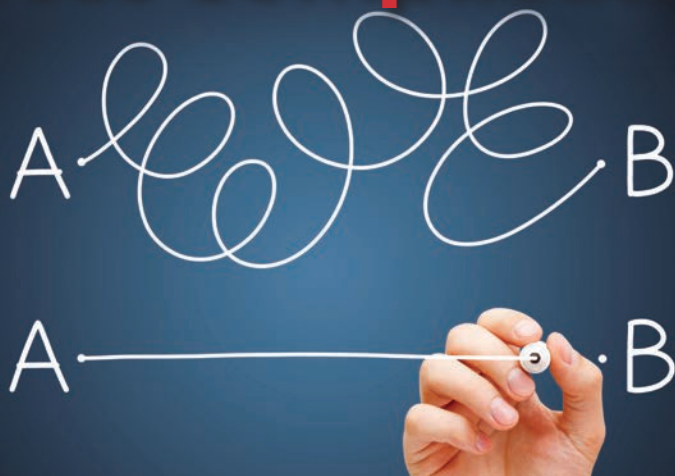
NAI Mid-Michigan – Buddy's Pizza has entered into a long-term lease at 5924 W. Saginaw in Lansing. **Nick Vlahakis** represented the landlord in the transaction.



Van Horn

Willingham & Coté, P.C. of East Lansing is pleased to announce the opening of its Traverse City location in the Front Street Business district, an established professional hub. The office will be managed by Traverse City resident and current Willingham Coté attorney **Joe Van Horn**, partner and member of the medical malpractice defense group.

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Lemanski

William G. Lemanski, CIC, AIC, API, AAI, AIS, of **Meiers Lombardini Lemanski Insurance** in East Lansing has been named vice president of the Michigan Association of Insurance Agents. Lemanski will work with other officers, members of the board, and association staff to advance the critical role of insurance and essential services provided by independent insurance agents.

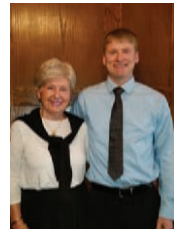


Birn

Steve Birn has joined **Willingham & Coté, P.C.** as an insurance attorney. He is a seasoned trial litigator, member of the Insurance Law Practice Group and will be handling first-party no-fault and third-party auto liability cases for the firm. Birn has over 13 years of experience handling depositions, writing/arguing motions and appearing in court for various proceedings and trials.

Niowave, Inc., a Lansing-based producer of medical radioisotopes, announced Oct. 3 that **Mike Zamia** was promoted to president. As president, he will be

responsible for the daily operations of the company as they move from a research and development company to full-scale production of isotopes. With over 30 years of experience in various roles in manufacturing, **Zamia** has helped middle market companies grow strategically through acquisition and the commercialization of existing product portfolios.



Nagel

Nathan Nagel, a Kalamazoo native and senior at Western Michigan University majoring in finance, received the first Daniel R. Smith Banking Internship from **First National Bank of Michigan**. The internship, which honors Daniel R. Smith, was announced December 2018. This internship will be offered annually to a WMU junior or senior majoring in business, accounting or finance.

NAI Mid-Michigan announces the recent sale of multiple office condos at 335 W. Lake Lansing Road in East Lansing. **Steve Slater** represented the seller in the transaction.

Dewpoint, a leading provider of technology consulting and implementation solutions, is pleased to welcome several new professionals to

Lansing: **Samantha Hieber**, desktop administrator; **Bryan Linnabary**, desktop administrator; **Troy Moppin**, desktop administrator, and **Shelli Raison**, application administrator.



Celebrating DAISY Award winner **Chad Piggott's** (far right) accomplishment are **Sparrow Clinton Hospital Emergency Services Manager Diane Simon** (left); **SCH Vice President of Patient Care Services Beth Daugherty, RN, BSN, MPH, CRRN**.

A **Sparrow Clinton Hospital** nurse's treatment of a special patient helped earn him a DAISY Award for exceptional nursing skills. **Chad Piggott, RN**, received praise from **Beth Daugherty**, recently named acting hospital administrative officer at Sparrow Clinton Hospital. Piggott took care of Daugherty during her first visit to an emergency room as a patient.

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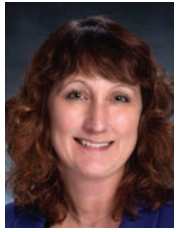
Kogut



Stephenson



Yeager



Hillock



Nelson

Five attorneys from the East Lansing-based law firm of **Willingham & Côté, P.C.** have been named to the 2019

Super Lawyers list. **Anthony Kogut, Michael Stephenson, John Yeager** and **Kim Hillock**. The firm would also like to congratulate **David Nelson** for being acknowledged as a “Rising Star,” which recognizes attorneys who are 40 and under or who have been practicing ten years or less.



Cochran

Horizon Bancorp is pleased to announce **Sherrie Cochran** as personal trust officer in their East Lansing office. Cochran has over 20 years of trust administration and operations experience. She will be responsible for developing and cultivating new and existing relationships in trust accounts and products as well as coordinating investment, retirement, estate and financial planning strategies for individual and institutional accounts.



Collins



Smith

Foster Swift attorneys Allison M. Collins and **Stephen W. Smith** have been named to the Council of the Agricultural Law Section for the State Bar of Michigan.

Foster Swift attorneys were instrumental to this section's formation in 2013. This section strives to improve and expand the knowledge of lawyers who engage in the practice of agricultural law, with the goal of better serving this vibrant and diverse industry, in Michigan and beyond.

Since February 2018, **DS Huber Real Estate Group LLC's** portfolio has had tremendous change from 286 units and 86 owners to 575 units with 186 owners. Due to this growth and expansion, DS Huber Real Estate Group LLC announces and welcomes **Jeffrey Hillman** as director of property management. Hillman is a

seasoned professional with 15 years of experience in rental property ownership, and has had a partnership with Dale Huber, broker and owner of DS Huber Real Estate Group for many years.

Tom Shields and **Jenell Leonard** announced the ownership transition and new office location of **Marketing Resource Group**, commonly known as MRG. Founded in 1979, MRG represents corporate, political, nonprofit and private clients with interests in Michigan. MRG offers expertise in public affairs, communications, political campaign management, and public opinion survey research. This portfolio of work will continue under Leonard's leadership, along with the added services of fundraising and association management. In addition to the business transition, MRG has also moved office locations. The firm is now located on the Garden Level of the Atrium Building located at 215 S Washington Square, Suite F in Lansing.



Stapleton

Steven Stapleton has joined national architecture, engineering and planning firm **Bergmann** as a design engineer in the Midwest Infrastructure division. Stapleton's main responsibilities will center around traffic operations, highway design and traffic/safety.

COMPANY NEWS

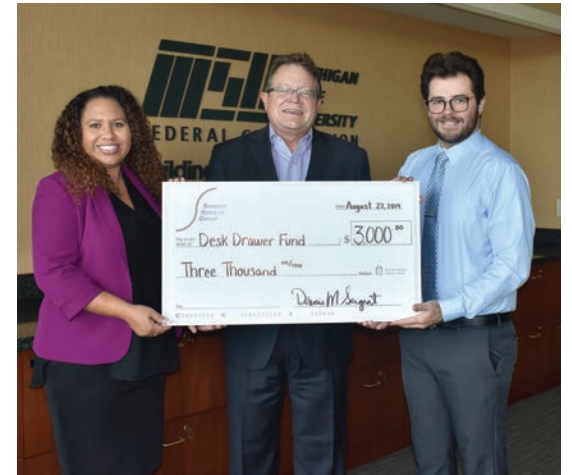
NAI Mid-Michigan – Midwest Dental has entered into a long-term lease at 2035 W. Lake Lansing Road at Asher Court Office Park in East Lansing. **Steve Slater** represented the landlord in the transaction.

For the first time, **Sparrow Carson Hospital** has been designated a Level IV Trauma Center, meaning it is recognized for its expertise in providing advanced trauma life support. It's a special honor and reflects the high level of trauma care that Sparrow Carson provides to the rural communities it serves. That's especially important since trauma is the leading cause of death in the United States for individuals up to age 45.

ABC Greater Michigan Chapter held its annual awards presentation event on Thursday, Sept. 12 at Apple Mountain, in Freeland. The following Lansing-area companies received recognition: **Laux Construction, A/C Electric** and **Pleune Service Co.** The 2019 Excellence in Construction (EIC) awards were also presented at the evening's event. A staple for chapters across the country, EIC recognizes the outstanding projects, craftsmanship and work that member companies do. Projects were submitted this year in a variety of categories. The following companies

were awarded: **GC/CM: New Construction** – \$1-5 million, **BRONZE: Laux Construction**, Project: Unemployment Insurance Agency Problem Resolution Office – Lansing; **SILVER, Laux Construction**, Project: Michigan Virtual University – Lansing.

NAI Mid-Michigan announces the recent sale of the 36,000-square-foot MC Plaza retail center at 5002 W. Saginaw Highway in Lansing. **Nick Vlahakis** represented the seller in the transaction.



MSU Federal Credit Union's (MSUFCU's) Foundation, the Desk Drawer Fund, recently celebrated its first monetary donation from Sergent Results Group, a consulting firm providing learning and training sessions on a variety of organizational topics. The Desk Drawer Fund was established to further MSUFCU's dedication to its local community. The Foundation provides support for numerous nonprofit initiatives across the sectors of five philanthropic pillars: Arts and Culture; Stable Housing; Empowering Youth; Financial Education; and Fostering Entrepreneurialism.



Members of the Sparrow Heart and Vascular team are proud to have achieved the Platinum Performance Achievement Award for heart attack care.

Sparrow has received major national recognition as one of the top hospitals for treating heart attack patients. Sparrow has been given the American College of Cardiology's NCDR Chest Pain – MI Registry Platinum Performance Achievement Award for 2019. It's one of only 225 hospitals nationwide to receive the honor.

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T.A. Forsberg Inc. began selling its Tembo Homes after the Sept. 24 groundbreaking of its Tembo Eaton Village pocket neighborhood in Eaton Rapids. The 12 available energy-efficient units will range in size from 600 to 1,100 square feet and occupancy could be available as soon as December. The universal house plans are designed for people to redefine their standard of living. Homes will feature central air, forced heat and central storage. Homebuyers will have the opportunity to select customized features and finishes for their homes including the smart device options.

NAI Mid-Michigan – Fit with Eve Personal Training has entered into a long-term lease for 3,800 square feet at 2103 W. Michigan Ave. in Jackson. **Tanner Lundberg** represented the landlord in the transaction.

Gabriels Community Credit Union is pleased to announce the newly remodeled location at 1901 E. Michigan Ave. in Lansing. They are a local credit union in Michigan proudly serving the community for 60 years. They are a full-service, not-for-profit credit union run by their members and providing every kind of financial product and service. Their goal is to improve the lives of their members by providing exceptional service while treating everyone with respect and dignity. Gabriels Community Credit Union's impact on the community has been amazing with their contributions to such organizations as Elle's Place, St. Teresa House, Hospice of Lansing Allen Neighbor Center and YMCA.



The **Sparrow Michigan Athletic Club (MAC)** has been named among the top 10 clubs in the country by a leading national publication. Club Industry ranked the MAC in the top 10 of clubs that stand alone and are not part of a chain. The MAC is the only hospital-based health club in mid-Michigan.

Affirmant Health Partners' Federation ACO earned \$17.4 million in shared savings from the Medicare Shared Savings program in 2018, the Centers for Medicare & Medicaid Services announced. The 2018 performance year was the Federation ACO's second year in the Medical

Shared Savings program. Six leading health systems and their affiliated physicians make Affirmant one of the largest super clinically integrated networks in Michigan. These leading health systems are: Bronson Healthcare (Kalamazoo), Covenant HealthCare (Saginaw), Henry Ford Health System (Detroit and Jackson), MidMichigan Health (Midland), **Sparrow Health System** (Lansing) and Spectrum Health Lakeland (St. Joseph).

NAI Mid-Michigan announces the recent sale of Twisters Ice Cream (former Hot 'n Now) site at 5620 S. Cedar St. in Lansing. **Dave Robinson** represented the seller in the transaction.



Michigan Flyer's new schedules now feature frequent daily motor coach trips to and from Detroit Metro Airport (DTW) for passengers from Greater Lansing and Ann Arbor. So does its brand-new shuttle service between Brighton in Livingston County and DTW. Tickets are now available for purchase online at MichiganFlyer.com. Passengers can now enjoy more frequent roundtrips between the East Lansing Marriott and DTW, as well as between Ann Arbor's Blake Transit Center and DTW, starting earlier in the morning and ending later at night. This enables riders to reduce wait times at the airport and optimize their connections with all 13 airlines at DTW.



District and Chamber members cut the ribbon of the HEC

The first major project funded by the **Mason Public Schools' \$69.7 million bond** is complete. The community joined district and Mason Chamber of Commerce representatives to cut the ribbon on the project, which broke ground in August 2018. The ribbon cutting took place just prior to a community open house in which students, parents and residents were encouraged to tour the building.

The Lansing Economic Area Partnership's (LEAP) Sept. 26 Hatching business pitch competition recognized three up-and-coming entrepreneurs: Power in Passion by Katy Kelly, a software platform designed to help returning citizens find their passion as a means of establishing a realistic and sustainable path toward new beginnings; Tantay by Jose Aste, an in-home Peruvian gastronomic dining experience and pop-up that brings people together through a shared culinary experience; and Friendly Farm by James Hays, a local farm operation that uses sustainable farming practices, came in third winning as the crowd favorite.

On the heels of a highly successful first year, the **LEAP's** PROTO Accelerator InsurTech program has opened its 2020 application process. Earlier this year the program welcomed three new international high-tech startups to Lansing, where they set up shop in LEAP's REO Town office and looked to transform the Michigan insurance industry through technology innovation.

NAI Mid-Michigan announces the recent sale of a 15,100-square-foot office building at 2896 N. Williamston Road in Williamston. **Jeff Shapiro** and **Dave Robinson** represented the seller in the transaction.

Our Community Foundation awarded **Helping Hands Respite Care** a \$19,500 grant for capacity building in the areas of governance, strategic planning and professional development. Helping Hands Respite Care provides active living services to seniors, adult with disabilities and veterans in their homes and at the Valley Court Community Center in East Lansing

Sparrow Health System and Michigan Medicine, the academic medical center of the University of Michigan, celebrated their joint venture to expand pediatric services offered through the Sparrow Children's Center. In an event at the Gathering Place at Sparrow, leaders of both health systems hailed the new collaboration as vital in allowing mid-Michigan residents to receive world-class subspecialty care without having to leave the area.

EDL, a global leader in sustainable energy solutions originally established in Australia, is excited to announce the permanent location of its North American headquarters. From its new location, EDL intends to continue its quest to create "a world of new energy" and is continuing its journey as a global contributor to a more sustainable world. EDL's North American HQ will utilize space within the 30,054-square-foot Fifth Third Bank building at 2501 Coolidge Road in East Lansing. The property is owned and operated by Sam Eyde Management.

As students returned to classrooms this fall, **Mason Public Schools (MPS)** welcomed them back with additional supports that have not existed in many years. Three full-time, certified librarians, which have been continually cut from district budgets throughout the state, are now a part of MPS staff to support student literacy. These new librarians join three full-time literacy coaches to form a unified team of individuals available to students and staff to assist with data, curriculum and instruction.

NAI Mid-Michigan announces the recent sale of the 5,500-square-foot Roma Bakery building at 428 N. Cedar St. in Lansing. **Gino Baldino** represented the seller in the transaction.

First National Bank of Michigan announced the Oct. 21 relocation of their downtown branch to 318 West Michigan Ave. in Kalamazoo. The new branch is adjacent to the local bank's current location at 348 West Michigan. The bank has occupied the current building since being founded in Kalamazoo in 2006.

Helping Hands Respite Care was awarded a \$15,000 grant from **Jackson National Life Insurance Company** to further our work of providing education, care and support to family caregivers and their loved ones. With this support from Jackson, Helping Hands will be able to expand our services to those newly diagnosed with dementia and implement a holistic approach to ensure family caregivers have the tools and support needed to remain healthy and continue caring for their loved one. Helping Hands Respite Care provides active living services to seniors, adult with disabilities and veterans in their homes and at the Valley Court Community Center in East Lansing.

The **Meridian Mall** is celebrating its 50th anniversary. A special ceremony to mark the occasion was held on Nov. 6. Special guests included Ronald Styka, Meridian Township Supervisor and Kellie Garrett, Meridian Area Business Association. Refreshments were provided by Schuler's Books.

Building off a respected history of excellence in economic development practice **LEAP** has received two top international Excellence in Economic Development awards from the International Economic Development Council (IEDC) for the recent St. John's Dairy Campus project (Midwest Cheese), now recognized as one of the largest value-added agricultural projects in Michigan history and the 2018 LEAP annual report.

Change Media Group, a national advertising and creative agency headquartered in Lansing's REO Town neighborhood, was recently recognized

as one of the nation's top 500 fastest-growing private companies by Inc. magazine. CMG, ranked No. 329 overall, is one of 10 companies from Michigan in the top 500 – and the only company from Lansing.

Global energy producer **Energy Developments Pty Ltd (EDL)** has completed the acquisition of Broadrock Renewables (Broadrock), replacing Macquarie Infrastructure Partners II as the owner of the landfill-gas-to-energy (LFGTE) business headquartered in Johnston, Rhode Island. ■

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On Wednesday, Sept. 18, the Boji Group, East Lansing officials, United Hospitality Group and the Lansing Regional Chamber of Commerce helped cut the ribbon at the new **Springhill Suites East Lansing University Area by Marriott**. The special evening was captured by Chamber member, Mirror Mirror of Michigan. Springhill Suites East Lansing University Area is an all-new suite hotel just moments from the Amtrack station and the Michigan State University campus. The hotel features a fully-equipped fitness center, free parking, a heated indoor pool, and suites that feature separate areas to sleep.



We were pleased to celebrate the grand opening of **Securian Financial Services** in Okemos. Clients, HOMETV and local businesses gathered for a tailgate party to cut the ribbon. Over the past 137 years, Securian Financial Services has served more than 16 million customers. They protect their customers with nearly \$1.2 trillion of insurance in force and employ more than 6,000 associates and representatives in North America.



The Lansing Regional Chamber of Commerce joined **BLVD West Apartments** at their ribbon cutting at 3113 Forest Road in Lansing. BLVD West recently completed a massive renovation of the entire complex including all-new landscaping, exterior paint and a remodel of the leasing office. Located next to the University Club of Michigan State University and the future site of McLaren, BLVD West's new renovations fit right in with area. All apartments include stainless steel appliances and full-size washer/dryer units.



We were happy to celebrate the grand opening of **Portnoy and Tu Family Dentistry's** new location at 2476 Jolly Road in Okemos. Having been in the Lansing area for 14 years, the company is proud to offer a state-of-the-art building with the latest x-ray technology to their clients. Additionally, they have TVs with streaming services in each room. Portnoy and Tu is committed to providing a lifetime of optimum oral health to their patients, family and friends by delivering the best quality dental services.



On Sept. 20, we helped cut the ribbon at **High Caliber Karting** for their grand opening. Guests enjoyed giveaways, free ice cream, pizza and drinks while racing around the tracks to obtain their best time. Attendees also had the opportunity to try axe throwing, play in the arcade and compete in pocket soccer. The celebration continued as HCK welcomed more than 700 cars for the MSU Car Show that weekend. The team at HCK is eager to welcome you to their new entertainment playground.

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!

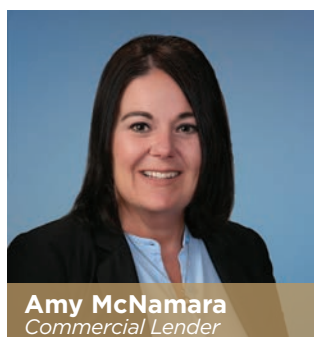
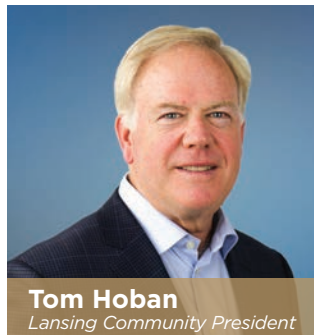
For more information about Chamber ribbon cutting services, please contact Michelle Rahl at (517) 853-6457, mrahl@lansingchamber.org or Christine Zarkovich at (517) 853-6456, czarkovich@lansingchamber.org.

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