

FOCUS

THE MONTHLY BUSINESS NEWS MAGAZINE OF THE
LANSING REGIONAL CHAMBER OF COMMERCE

MARCH 2023

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Lansing 5:01

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Leadership Circle investors 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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LANSING REGIONAL CHAMBER

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Courtesy Capital Area Housing Partnership

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Community Responds to MSU Shooting

The tragic shooting at Michigan State University has shaken us to the core. We are mourning and grieving for the families of the victims and the entire MSU community. The outpouring of support from the Greater Lansing region comes as no surprise. We are a caring community. We have always celebrated our relationship with MSU—truly one of the great institutions of higher learning in the world. We are united as a region. We are family. We are Spartan Strong.

The growing number of senseless tragedies that have spread across the country including nearby in Oxford as well as the increased gun violence in our region must be curtailed. But how do we as a business community respond? We believe it is important that we come together and challenge ourselves to identify ways in which we can build safer communities.

Last July, The Lansing Regional Chamber of Commerce (LRCC) joined together with a coalition of educators, elected officials and law enforcement to have an open discussion and bring the issues around school safety into focus and seek to identify and implement community-based solutions. There were many issues addressed that day as you would expect from a discussion of that nature. We came away feeling that it was an important first-step in a long, challenging process. Since the initial meeting there have been ongoing discussions with superintendents and community partners working on county-wide best practices as well as identifying issues to work on with our local, state, and federal lawmakers.

The ideas on how to best address violence in our society are varied. There are no easy answers or one-size-fits-all solutions, however that should not deter us from moving forward to identify and implement strategies for safer schools and communities. Two things that are not productive at this stage in the discussion are finger-pointing and partisan talking points. Senseless violence in our society has caused too much suffering for far too long because of failures to set aside our differences and identify common ground that can serve as a basis for sensible approaches to what should be considered one of the highest priorities for our society.

I have always been proud of the leadership that has been demonstrated in the Greater Lansing region. Through the years, that leadership has always shined the brightest when times were tough and the outlook was bleak. I would suggest that now is one of those times when we need to call upon that reservoir of strong leadership that exists in this region and leverage that leadership in ways that create a safer, healthier, vibrant and united community.

As MSU men's basketball coach Tom Izzo said during his remarks at the on-campus vigil, "I don't like this place, I don't love this place, I live this place." Let us all remember those words and do everything we can to make our communities the best places they can be. ●



TIM DAMAN
PRESIDENT AND CEO
LANSING REGIONAL
CHAMBER OF COMMERCE



SPARTAN STRONG

As the MSU community comes together to assist one another, learn more about how you can financially support the university with numerous challenges surrounding the evolving crisis.

The Spartan Strong Fund will be used to address the immediate and changing needs of Michigan State University. Examples of support could include campus safety enhancements and mental health services for our students, faculty, and staff.

[Spartan Strong | Giving to Michigan State University \(msu.edu\)](https://msu.edu)

The businesses highlighted were those that were assisting immediately following the MSU Tragedy by providing services and/or food. We also may note that we will continue to recognize businesses in future issues if we missed mentioning their place of business in this issue.

- Ingham ISD, EATON RESA Counseling Services
- Hungry Howie's
- Quality Dairy
- Starbucks
- Domino's
- McAlister's Deli
- Buddy's Pizza
- Biggby Coffee
- MSU Bakers
- Jersey Giant
- Eastside Fish Fry
- Lansing Brewing Company
- Crunchy's
- The Peanut Barrel
- Potter Park Zoo
- Target, Downtown East Lansing
- Meijer
- City of East Lansing
- RetroDuck.Com
- Goodfellas Bagel Deli
- Alec Garza – State Farm
- More Than Vintage

March 2023

3/2

LEGISLATIVE POLICY FORUM

Thursday, March 2 from 5 to 8 p.m.
Country Club of Lansing, 2200 Moores River Drive, Lansing

Enjoy an evening of networking and policy discussion featuring Mike Rogers, former chair of the U.S. House Intelligence Committee, international security expert, and founder of Leadership to Ensure the American Dream (LEAD).

Cost: Tickets are \$60 for members and \$95 for future members.

3/7

POLICY & REGULATORY EDUCATION SERIES

Tuesday, March 7 from 9 to 10:30 a.m.
Lansing Regional Chamber of Commerce,
500 E. Michigan Avenue, Suite 200,
or via Zoom

Emily Wisniewski and Taylor Gast, attorneys, Foster, Swift Collins & Smith, P.C. will speak about the future of business and A.I.

Cost: The program is offered at no cost for Lansing Regional Chamber members and \$25 for future members.

3/9

LANSING ECONOMIC CLUB

Thursday, March 9 from 11:30 a.m.
to 1:30 p.m.
Kellogg Hotel & Conference Center,
219 S. Harrison Road, East Lansing

The March Lansing Economic Club will feature a panel of distinguished women leaders who will discuss their leadership insights. The program will be moderated by Jessica Tramontana, community affairs specialist, Consumers Energy. Panelists include Jill Marlan, founder and CEO, Peak Performance Physical Therapy; Re'Shane L. Lonzo, co-founder and CEO, DRM International Learning Center; Jo Sinah, president and CEO, Peckham Inc.; State Senator Sarah Anthony (D-Lansing).

Cost: Tickets are \$55 for Lansing Regional Chamber members, \$75 for future members, and a table of eight is \$425.

3/14

MEMBER MIXER

Tuesday, March 14 from 4:30 to 6:30 p.m.
Shaheen Cadillac, 650 American Rd., Lansing

Stay connected to business and engaged in the community at the March Member Mixer hosted by Shaheen Cadillac. With more than 40 years in operation, the Shaheen brand means the highest levels of quality and customer service having received the Mark Of Excellence & Dealer of the Year Awards. Enjoy the beautiful cars and engaging conversation at the March Member Mixer.

Cost: The event is complimentary for Lansing Regional Chamber members.

3/23

CHAMBER 360

Thursday, March 23 from 8:30 to 10 a.m.
Lansing Regional Chamber of Commerce,
Insurance Capital Boardroom, 500 E.
Michigan Avenue, Suite 200, Lansing

The Chamber 360 program provides an intimate venue for you to connect with other members, provide brief remarks, meet the LRCC team and take a deeper dive into a Lansing Regional Chamber membership. The goal of the program is to acclimate you with your investment and put together a plan of action for membership engagement and strong ROI.

Cost: The event is complimentary for Lansing Regional Chamber members.

Virtual Business Roundtables

Virtual roundtables allow community and government leaders an opportunity to share what is going on in the community and determine ways to advise the tri-county region. For more information please visit www.lansingchamber.org calendar of events.

Delta Township — Eaton County

Wednesday, March 1 from 9 to 10 a.m.

Lansing — Delhi Township

Wednesday, March 8 from 9 to 10 a.m.

East Lansing — Meridian Township

Wednesday, March 15 from 9 to 10 a.m.

Info Hub

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 signed into the site, please follow the simple password reset instructions.

Call (517) 487-6340 with any questions.

Thank You Renewing Members

AARP	Habitat for Humanity Capital Region	MP Social
ACD.net	Harbert Home Systems	Nyaka AIDS Orphans Project, Inc.
Adna Technologies	Harrison Roadhouse	PADNOS
Bank of America	Hospice of Lansing -Ionia Area Hospice	Patrick McPharlin
Boys & Girls Club of Lansing	Impact Solutions	PFCU
BRD Printing, Inc.	Impression 5 Science Center	Plumbers & Pipefitters Local Union 333
Brookshire Townhomes (Abrico, Ltd)	Independent Bank	Red Cedar Lodge
Capital Area MICHIGAN WORKS!	Jack Miceli - Edward Jones	RetroDuck.com, Inc.
Capital Steel & Wire, Inc.	Jackson National Life Insurance Co.	Runaway Bay Apartments
Capitol National Bank	Keller Williams Realty Lansing	S & S Die Co.
Capitol View Apartments	La Fille Gallery	Sapura
Castle Pointe Apartments - Monarch Investment	Lake State Landscaping & Snow Removal LLC	Shaklee
Cawood Building Co.	Lakewood Apartments - Monarch Investment	Spare Time Entertainment Center and Escapology Lansing
Christman Company	Lansing Family and Lifestyle Medicine	Spartan Water & Coffee Service
Cin-Lan, Inc.	Lansing Junk Removal	Spotlight Media Studios
Comerica Bank	Love's Travel Stops & Country Stores	Stifel Financial
Coolidge Place Townhomes	MAYOTTEgroup Architects	Storage Sense - South Creyts Road
Crime Stoppers of Mid-Michigan	McLaren Health Plan	Student Book Store, Inc.
Dart Bank	Meridian Charter Township	Superior Services RSH Inc.
Dart Development Group	MessageMakers	Transworld Business Advisors of Lansing
Davenport University	Michigan High School Athletic Association	Union Bank
Delhi Charter Township	Michigan Legislative Consultants	United Hospitality Group East Lansing, LLC
Duckett Brothers Distributing	Michigan Optometric Association	Valpak Direct Mail & Digital Marketing
EDL Energy	Michigan Osteopathic Association	Value Engineering, LLC
EVE, Inc.	Michigan Works! Association	Village Green of Lansing Apartments
Extend Your Reach	Morse Moving & Storage	Waggoner Financial Group
Fairfax Apartments	Morton's Fine Catering	Washington Avenue Advisors
Financial Technology, Inc.		Young's Beauty
Gallagher, Flintoff & Klein, PLC		
Gongwer News Service Michigan		

Welcome New Members

Ace Handyman Services North Lansing

(517) 797-3022

www.acehandymanservices.com

2075 E. West Maple Rd., Suite B-203
Commerce Township, MI 48390

Follow the Piper

(517) 881-0877

www.followthepiper.com

2200 Samper Lane, Suite 6
Holt, MI 48842

Graze Craze

(517) 719-6505

www.grazecraze.com

2315 Jolly Road
Okemos, MI 48864

J.P. Morgan

(616) 552-6536

www.jpmorgan.com/global

200 Ottawa Avenue NW Ste 400
Lansing, MI 49503

McAlister's Deli

(517) 482-3354

www.mcalistersdeli.com

2129 Lake Lansing Road
Lansing, MI 48912

Mid-Michigan Land Conservancy

(517) 213-8164

www.midmilandcons.org

Open Arms Link

(517) 483-2489

www.openarmslink.com

8161 Executive Court Drive
Suite 130
Lansing, MI 48917

Paylocity

(517) 582-2167

www.paylocity.com

Wilson Protective Services, LLC

(517) 878-9779

www.wilsonprotectllc.com

503 Mall Ct., #265
Lansing, MI 48912

Diversified Insurance

(517) 669-8316

www.wediginsurance.com

154 S. Larch St., Ste B
Lansing, MI 48912

Civil Rights Activist Donzaleigh Abernathy Tells Lansing Economic Club: Michigan Must Rise Up to Protect Racial Justice

Donzaleigh Abernathy, the youngest daughter of American Civil Rights Movement Co-Founder Rev. Dr. Ralph and Mrs. Juanita Jones Abernathy told the Lansing Economic Club on February 2, that Michigan must lead the way and rise up to protect civil rights gains of the past several decades.

“We’ve only been free for 50 years. We haven’t had the centuries of freedom that white people have had,” said Abernathy. “We are still rising. Don’t let them take that away.”



Abernathy was born in the midst of the Civil Rights Movement as her father and his best friend Dr. Martin Luther King, Jr. established the nonviolent social movement which changed the course of American history. During her presentation, she shared photos and stories from the growth of the Civil Rights Movement. She described her journey which was a series of victories offset by setbacks including bombings of her family home and church.

“For every good there was a retaliation,” said Abernathy.

Abernathy said the Civil Rights Movement was in many respects, traumatic. So much so that her sister felt compelled to move to Germany where she continues to live. The Civil Rights era was marked by hatred and ignorance, something that continues to this day.

“It is easy to hate,” said Abernathy. “We hate because we don’t know each other. We don’t know each other because we don’t talk to each other. We don’t talk to each other because we don’t sit together. Imagine if we sat together.”

Abernathy said that Michigan is viewed as a national leader and that how Michigan chooses to promote racial justice will be noted, and in many cases followed by other states.

“Hatred kills. Love reins. Love survives,” said Abernathy. ●

Chamber Milestones

PNC Bank 85 Years	Horizon Bank 20 Years	Convergence Networks (Formerly ASK) 15 Years	Aspen Lakes Estates, DTN 5 Years
Shaheen Chevrolet, Inc. 40 Years	Kolt Communications, Inc. 20 Years	Fahey Schultz Burzych Rhodes PLC 15 Years	DTE Energy 5 Years
Güd Marketing 35 Years	Maurer's Textile 20 Years	Michigan Health & Hospital Association 15 Years	Life Insurance Association of Michigan 5 Years
Playmakers 35 Years	Mead & Hunt 20 Years	Conquest Fitness 10 Years	Williamston Compassionate Care 5 Years
Bekum America Corporation 25 Years	Reid Machinery, Inc. 20 Years	Eaton Regional Education Service Agency 10 Years	
RSDC of Michigan 25 Years	T.H. Eifert, LLC Mechanical Contractors 20 Years		

We’d like to offer a special salute to these great organizations who reached milestone anniversaries as Lansing Regional Chamber of Commerce members this month. Thank you for your continued support throughout the years!

Shyft Group Invests \$16M to Build Blue Arc All-Electric Commercial Vehicles in Charlotte

The Shyft Group (NASDAQ: SHYF) announced plans to continue investing in and expanding the company's facilities in Charlotte, Mich. Shyft will invest approximately \$16 million for expansion and improvements in facilities and new equipment related to the production of electric vehicles (EV). The latest expansion plans will enable the production of commercial electric vehicles for its Blue Arc™ EV Solutions brand, launched last year.

"We're extremely proud to invest in EV production here in our home state of Michigan, where our company has been headquartered for nearly 50 years," said President and CEO Daryl Adams. "We are thankful to be part of the Charlotte community and look forward to bringing the future of fleets to our operations there."

"The Shyft Group's \$16 million investment and 680 jobs will grow Michigan's economy and help us continue leading the future of mobility and auto manufacturing," said Governor Gretchen Whitmer. "Our future is bright, and thanks to companies like Shyft and our local partners, we can stay laser-focused on growing our economy and creating good jobs for Michigan residents."

Shyft's latest investment in EV is an indicator of Michigan and the Lansing region's competitive position within the EV and related supply chain and industry space, including EV batteries and systems and potential semiconductor/chip-making and other high technology-related companies collectively positioning the Lansing Region as a premier location building the future of mobility.

"This is another critical addition to the growing EV Capital of America here in Lansing, Michigan region! From their family-owned roots in Charlotte, the Shyft Group's impressive growth into an innovative global heavyweight industry player has blossomed under CEO Daryl Adam's leadership and team," said Bob Trezise, president and CEO of the Lansing Economic Area Partnership (LEAP).

The Shyft Group's expansion is supported by co-investment and business incentives from the city



Courtesy | The Shyft Group

of Charlotte, LEAP, and the Michigan Economic Development Corporation (MEDC). LEAP helped secure local and state incentives for this project, which is connected to a January 2021 Shyft project LEAP also helped with.

In addition to strengthening the region's competitiveness in the EV ecosystem, Shyft's expansion project will attract new people, families and economic activity to Charlotte and the surrounding Lansing region, including new students in K-12 schools, revenue for municipal services, shoppers to downtown retailers, new neighbors and homeowners and additional philanthropic giving to support community needs.

"That Charlotte will be home to this important commercial segment of the EV vehicle market is fantastic news. The Shyft Group has been a vital part of the city's business community for many, many years and we are proud to continue partnering with their growing company," said Charlotte Mayor Michael Armitage.

The Charlotte campus, with seven facilities, is currently home to multiple Shyft product lines, including walk-in delivery vans, motorhome chassis, and work truck chassis. The addition of Blue Arc™ EV production will help support the company's previous commitment towards employment levels on the Charlotte campus, bringing a wide range of engineering, manufacturing and technical jobs to Charlotte. ●

\$4M Approved to Local Businesses for Workforce Development Efforts

The Going Pro Talent Fund announced the FY23 cycle 1 training funds awards. The sponsoring Michigan Works! Agency for our region are our partners at Capital Area Michigan Works! and \$4 million have been awarded to local businesses throughout our region. **For the tri-county region, 95 of the cycle 1 Talent Fund FY23 applications Capital Area Michigan Works! submitted were approved, totaling \$4,261,884.** The funds will reimburse employers for training 3,015 workers (306 of them are U. S. Department of Labor registered apprentices) with an average wage of \$23.66 per hour.

The Going PRO Talent Fund makes awards to employers to assist in training, developing and retaining current and newly hired employees. Training funded by the Talent Fund must be short-term and fill a demonstrated talent need experienced by the employer. Training must lead to a credential for a skill that is transferable and recognized by industry.

The FY-23 Cycle 1 Going PRO Training Funds Awards List can be viewed at <https://bit.ly/3KnONZH>.

The Chamber has been supportive of state funding for talent and workforce development initiatives such as the Going PRO Talent Fund.



CYCLE 2 APPLICATIONS OPEN ON MAY 1

The Going Pro Talent Fund (<https://www.michigan.gov/leo/bureaus-agencies/wd/programs-services/going-pro-talent-fund>) FY23 cycle 2 application will open on May 1, 2023 with a deadline to submit before 4:59pm EST May 24, 2023. The training period allowable for the applications that get approved will be July 17, 2023 - July 16, 2024.

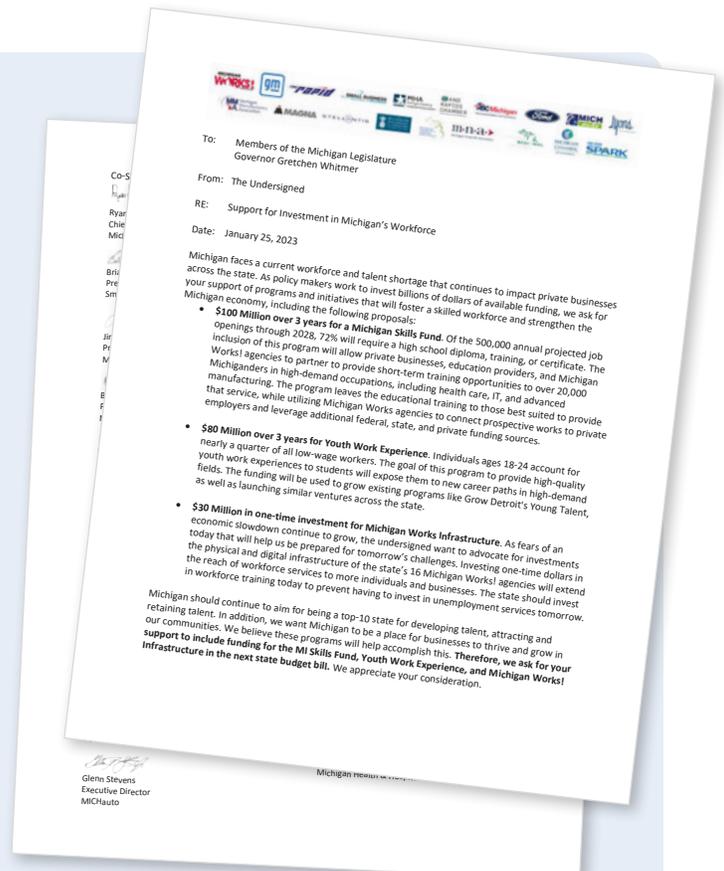
For more information, contact Teri Sand, Capital Area Michigan Works! at tsand@camw.net or 517-492-5516. Additional guidance, please contact LRCC Senior Member Relations Managers Daniel Rials at drials@lansingchamber.org or Marcy Rzepka at mrzepka@lansingchamber.org. ●

Workforce Investment Support Letter Sent to MI Legislature

The Lansing Regional Chamber joined our partners at the Michigan Works! Association along with key business groups from across the state outlining the workforce development priorities for the upcoming budget discussions.

With lawmakers in Lansing poised to re-engage in discussions on a supplemental budget alongside fiscal year 2024 priorities, a coalition of statewide business leaders have signed onto a memo in support of crucial workforce development investments to help Michigan maintain its competitive edge and address both immediate and long-term labor market needs.

The memo, shared with lawmakers and the Governor's office, outlines three strategic workforce development areas that will foster a skilled workforce and strengthen the state's economy. These initiatives align with the Chamber's policy priority focus area on talent & education. ●



Meet Our New Chamber Board Members

The Lansing Regional Chamber of Commerce is delighted to welcome three new members to its 2022 Board of Directors. We are pleased to introduce you to the three newcomers: Kelly Preston (Capital Steel & Wire), Tom Ruis (PNC Bank), and Susi Elkins (MSU Federal Credit Union).



Preston

Kelly Preston
Capital Steel & Wire

Kelly Preston is the owner and president of Capital Steel & Wire, an innovative manufacturer, distributor, and supplier of steel bar and wire products. Capital Steel & Wire is celebrating 22 years as a leader in the steel and wire industry.

In 2001, Preston established Capital Steel & Wire with her late husband, serving as the chief financial officer for several years before taking the helm as company president in 2015.

Under Preston's leadership, Capital Steel & Wire has experienced significant business and financial growth. Capital Steel & Wire has received national certification for the past three years as a Women Owned Business by the WBENC and WOSB and is a member of the Association of Women in the Metal Industries.

Preston was awarded the Capital Area Manufacturing Council's top honor as Executive of the Year in 2015, where she served as vice president for several years and is currently CAMC treasurer.

A graduate of Michigan State University, Preston resides in DeWitt and is the proud mom of three grown children.



Ruis

Tom Ruis
PNC Bank

Tom Ruis has over 20 years of banking experience in the Mid-Michigan region. As a senior vice president with the PNC Financial Services Group, he manages a diverse portfolio of clients in various industries such as manufacturing, wholesale, distribution, and healthcare.

Ruis is passionate about providing value and exceptional service to his clients and is committed to understanding their goals and helping to implement their financial strategies and policies. He believes his primary goal is to make clients feel secure in knowing their needs and wishes are heard and addressed promptly.

Ruis has served on several boards, including the MSU Alumni Club of Mid-Michigan, Grand River Connection, NextGen, and Capital Area Michigan Works! His father, Richard Ruis, was a board member of the Lansing Regional Chamber of Commerce and was chair of the board in 1999.

Ruis earned a Bachelor of Finance degree from the Eli Broad College of Business at Michigan State University. He lives in East Lansing with his wife and two daughters.



Elkins

Susi Elkins
MSU Federal Credit Union

Susi Elkins serves as the Chief Community Impact Officer at MSU Federal Credit Union. Elkins joined MSUFCU in 2022, and currently oversees the Credit Union's Community Impact Division which includes marketing, corporate communications, community

engagement, financial education and university relations teams. Ms. Elkins also serves as the President of Ever Green 3C, a Credit Union Service Organization, and President of the Desk Drawer Fund, a foundation supporting the MSUFCU and Oakland University Credit Union communities.

Prior to joining MSUFCU, Ms. Elkins served as the Director of Broadcasting and General Manager of WKAR Public Media, after moving through the organization from a production assistant to management positions before being named General Manager. During her time at WKAR, Ms. Elkins launched the first ATSC 3.0 experimental station licensed by the FCC to a public media organization, and founded the station's NextGen Media Innovation Lab to accelerate development of public service applications and NextGen business services for public broadcasters.

Elkins holds a bachelor's degree in telecommunication and a master's degree in educational technology, both from Michigan State University. ●

Chamber Events

Your Connection to Professional Development and Networking Success

From professional development to networking, the Lansing Regional Chamber of Commerce hosts events to fit every need.

A full list of events is located on the Chamber Calendar on the LRCC website.



LRCC Hires Sarah Bakken to Newly Created Talent Development Manager Position

Reflecting a years-long commitment to supporting the region's talent attraction and retention efforts, the Lansing Regional Chamber of Commerce has announced the hiring of Sarah Bakken to the newly created position of talent development manager. In her new role, Bakken will be responsible for coordination and communication between the ATHENA WIN board, ATHENA PowerLink board, ATHENA Leadership Award, Leadership Lansing, Diversity Equity and Inclusion strategies, and the Lansing Chamber events, membership, and marketing teams, while interfacing with the Lansing business community. Bakken began her position on February 6, 2023.

"Our members have told us time and time again that talent is one of their main issues they want the Chamber to work on," said Steve Japinga, LRCC, senior vice president, public affairs. "We have listened and made sure our budget priorities continued to match the need of our members, and we are bringing on a talent development manager to our team to specifically work on this issue for our members."

Bakken has over 15 years of experience working in technology, hospitality, and non-profit organizations. She has developed expertise in creating a better flow of communication, collaboration, and organization across different groups of internal and external customers, partners, and colleagues. Bakken is passionate about growing a culture of excellent customer service, ensuring that internal and external customer voice is always heard. She earned a bachelor's degree in journalism, broadcast and cinematic arts from Central Michigan University.

"I'm thrilled to be joining the team at the Lansing Regional Chamber of Commerce," said Bakken. "I look forward to helping support and expand their successful talent initiatives, which is especially important with our growing economy and the need for attracting and retaining great talent in our region. I'm also very excited to be working with ATHENA WIN Lansing, coordinating support and events to fully integrate this local organization into the LRCC."



Bakken



Our members have told us time and time again that talent is one of their main issues they want the Chamber to work on.

Among Bakken's responsibilities will be to spearhead a new partnership LRCC has entered with ATHENA WIN, under which LRCC will provide leadership, staff, and business support services for ATHENA WIN.

"We are really excited to more closely align with the Lansing Regional Chamber of Commerce," said Leslie Batchelor, chair, ATHENA WIN. "This position will give us administrative and event support, which will allow our board to be impactful in executing strategies and growing membership. Not only does this speak to the Chamber's dedication to developing women leaders, it also allows ATHENA WIN to elevate our offerings and create more value for our members."

As talent development manager, Bakken will also provide overall departmental support to specific talent programs through board collaboration, internal and external communication, coordination with facilitators and speakers, project management, and with internal teams, including events and marketing. ●

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Earned Income Tax Credit Expansion Passed by the State Legislature

A significant expansion to the Michigan's Earned Income Tax Credit (EITC) was passed by the State Legislature and is awaiting final approval by the Governor.

HB 4002 would expand Michigan's EITC to 30 percent upon becoming law, helping Michigan's working families with a historic tax cut. **House Bill 4002** would apply retroactively, providing the tax cut to filers for the 2022 tax year, immediately helping hardworking Michigan families dealing with the effects of high inflation. In practical terms, that takes the average current benefit from \$150 to \$750 for Michigan's working families.

The Lansing Regional Chamber joined more than **230 groups** from around Michigan to support a major increase in the state's Earned Income Tax Credit (EITC), including influential state business, religious, health and social services organizations. This aligns with the Chamber's policy priority focus on Taxation.

Background: The EITC is a refundable Federal Credit established in 1975 by Michigan's own President Gerald Ford, with support from both Democrats and Republicans. It was later expanded by President Ronald Reagan. The Michigan EITC was started in 2006 with bipartisan support. Today, eligible taxpayers get 6 percent of their federal EITC payment through the Michigan EITC. HB 4002 and SB 3 would raise that to 30 percent. Benefits only go to working taxpayers and **phase out at higher incomes**, ending at \$57,414 for a couple with three dependents.

More than 730,000 Michigan households received the state EITC in 2019 – impacting nearly one million Michigan children – putting nearly \$110 million back into Michigan's economy. Both HB 4002 and SB 3 would boost that by \$460 million to an estimated \$570 million. ●



MICHIGAN EITC IN YOUR COUNTY: Ingham

Michigan League for Public Policy | January 2023

The Michigan Earned Income Tax Credit (EITC) is a tax credit for workers and families with low incomes to help them meet basic spending needs. Michigan's current EITC—at just 6% of the federal credit—provides help to working families struggling to make ends meet by boosting after-tax incomes.

The EITC pulls Michigan families above the poverty line and reduces inequality. In tax year 2019, about 738,380 families statewide received an average credit of \$150, putting more than \$110 million back into the Michigan economy.

COUNTY SNAPSHOT

In 2019, about 20,850 families in Ingham County (15.90%) benefited from the Michigan EITC.

Local Impact	Current (6% of the federal EITC)	If Restored (20% of the federal EITC)	If Expanded (30% of the federal EITC)
Average boost to a working family's income	\$143	\$477	\$716
Amount returned to local economy	\$2.99M	\$9.95M	\$14.93M



MICHIGAN EITC IN YOUR COUNTY: Eaton

Michigan League for Public Policy | January 2023

The Michigan Earned Income Tax Credit (EITC) is a tax credit for workers and families with low incomes to help them meet basic spending needs. Michigan's current EITC—at just 6% of the federal credit—provides help to working families struggling to make ends meet by boosting after-tax incomes.

The EITC pulls Michigan families above the poverty line and reduces inequality. In tax year 2019, about 738,380 families statewide received an average credit of \$150, putting more than \$110 million back into the Michigan economy.

COUNTY SNAPSHOT

In 2019, about 6,810 families in Eaton County (12.10%) benefited from the Michigan EITC.

Local Impact	Current (6% of the federal EITC)	If Restored (20% of the federal EITC)	If Expanded (30% of the federal EITC)
Average boost to a working family's income	\$134	\$448	\$672
Amount returned to local economy	\$914,800	\$3.05M	\$4.57M



MICHIGAN EITC IN YOUR COUNTY: Clinton

Michigan League for Public Policy | January 2023

The Michigan Earned Income Tax Credit (EITC) is a tax credit for workers and families with low incomes to help them meet basic spending needs. Michigan's current EITC—at just 6% of the federal credit—provides help to working families struggling to make ends meet by boosting after-tax incomes.

The EITC pulls Michigan families above the poverty line and reduces inequality. In tax year 2019, about 738,380 families statewide received an average credit of \$150, putting more than \$110 million back into the Michigan economy.

COUNTY SNAPSHOT

In 2019, about 2,670 families in Clinton County (9.60%) benefited from the Michigan EITC.

Local Impact	Current (6% of the federal EITC)	If Restored (20% of the federal EITC)	If Expanded (30% of the federal EITC)
Average boost to a working family's income	\$135	\$451	\$676
Amount returned to local economy	\$360,900	\$1.20M	\$1.80M

Capital Region Improvement Support Package Essential

As the state capital, Lansing serves as the symbol of the state, a place for its democratic processes, and a venue to educate citizens and visitors about our state's rich history. Downtown Lansing, where the Capitol building and state governmental offices are located, is also home to thousands of residents living throughout the downtown neighborhoods and hundreds of small businesses in the central business district.

The impact of the Covid pandemic has negatively affected downtown Lansing, perhaps more than any other central city in Michigan. The loss of state workers who have shifted to remote and hybrid schedules has impacted the city and local economy. However, we have continued to be resilient and focused on our work together to revitalize our downtown because we know a strong and healthy downtown makes our region somewhere people want to live, work, and thrive.

In recognition of the critical importance that a thriving downtown in our capital city means to the region and the state, more than a dozen regional and statewide organizations have joined together to embrace what we are calling the Capital Region Improvement Support Package, which includes funding requests from the state of Michigan for projects and services that will combine to provide a much-needed shot-in-the-arm to efforts to revitalize Lansing's central city. Support for this package is necessary to support anticipated growth coming to our region in the next few years. ●

CAPITAL REGION IMPROVEMENT SUPPORT PACKAGE

A STRONG & HEALTHY CAPITAL CITY IS VITAL TO THE REGION & STATE

As the state capital, Lansing serves as the symbol of the state, a place for its democratic processes, and a venue to educate citizens and visitors about our state's rich history. Downtown Lansing, where the Capitol building and state governmental offices are located, is also home to thousands of residents living throughout the downtown neighborhoods, hundreds of small businesses in the central business district, and attracts thousands of visitors.

The impact of the Covid pandemic has negatively affected downtown Lansing, perhaps more than any other central city in Michigan. The loss of state workers who have shifted to remote and hybrid schedules has impacted the city and small businesses significantly. However, we have continued to be resilient and focused on our work together to revitalize our downtown because we know a strong and healthy downtown makes our region somewhere people want to live, work, and thrive.

WE'RE MAKING IT HAPPEN

The Lansing three county region, centered by the capital city, has experienced over \$5.5 billion in project investments since 2011, creating over 10,000 direct jobs. The region as a whole has/is experiencing over \$6 billion in construction including rebuilding our infrastructure throughout the region. Data from MSU indicates that MSU graduates are more likely to stay in the region. Lansing is proud to be a part of this growth. The Lansing region is a place where we have a bright future.

CAPITAL REGION SUPPORT PACKAGE ESSENTIAL

In recognition of the critical importance of positioning our region for future growth more than a dozen regional and statewide organizations have joined together to embrace what we are calling the Capital Region Improvement Support Package. This package includes funding requests to the state of Michigan for projects and services that will combine to provide proactive steps to revitalize Lansing's central city and the region. Support for this package is necessary to provide for anticipated growth coming to our region in the next few years.

in less than two years from now. Ultium has requested the region provide a plan for housing, labor attraction, childcare, public transit, etc. to support their talent attraction efforts. The Lansing region must be able to match the needs of Ultium, MSU's FRIB and many other major, state-impacted new technology project investments like these.

Additionally, the MEDC would attest that the Lansing region, especially its emerging Michigan Manufacturing Technology Campus (Lansing megasite) is actively engaging and attracting global interest for massive chip makers or OEM/battery plants. Community/regional growth and the necessary people infrastructure must be in place or available to tangibly demonstrate the region's plan to accommodate these statewide-impact projects.

VISIT BIT.LY/3XOA2UW OR SCAN THE QR CODE TO DOWNLOAD THE CAPITAL REGION OVERALL FUNDING REQUEST BREAKDOWN

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THE IMPACT OF THE HOUSING CRISIS

Will Greater Lansing Have the Housing to Support Future Workforce Needs?

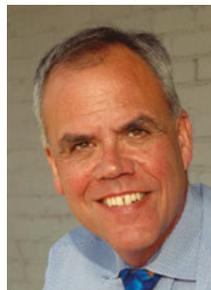
Elevation Okemos, located west of the intersection of Okemos and Jolly Roads. The project includes apartments, retail space along with a clubhouse and fitness center.



In many respects, Greater Lansing's economy is poised for robust growth. The region has made a strong comeback amid the Covid pandemic, despite the supply chain challenges, labor shortages, and inflation. Reasons for optimism were dramatically bolstered by the announcement in 2022 from General Motors and Ultium Cells that their partnership will invest \$2.6 billion for a new EV battery plant to be constructed in Delta Township. That move positions the region to be at the forefront of the electric vehicle revolution and the thousands of jobs that come along with it.



Forsberg



McDaniel

"For every 1.8 jobs coming into the area, we need a new housing unit," said Brent Forsberg, president, TA Forsberg, Inc. "You need quality housing to attract a quality workforce. Economic development, economic growth. Housing and the living experience of people all come together."

"Housing is the platform that you need to have to build the economy around," said Mark McDaniel, CEO, Cinnaire, a community development organization. "If you don't have adequate housing that is affordable for all income ranges, you don't have a healthy community."

Multiple industry sectors are flourishing in the region, promising even more growth. However, beneath the surface is a concern that could hamper growth: can the region produce enough quality housing to support the workforce? For many communities, housing is the lynchpin that is key to sustained economic growth.

The housing industry has struggled in recent years as new housing production has fallen far short of demand. Over the last six years, permits for new homes have been less than half what Michigan experienced between 1986 and 2006. That impacts existing housing availability, particularly for low-and middle-income families, and has created an aging housing stock. The number of available rental units declined by 40 percent between 2010 and 2019.

In 2020, the Lansing Regional Chamber of Commerce and ten other regional organizations released the State of the Region Report, a study conducted by Anderson Economic Group that compared the Lansing region to 11 similarly positioned regions around the country in 42 key metrics. The study concluded that Lansing must grow the size of its private sector and its population base to compete more effectively. Yet, when it came to the number of construction permits issued between 2014 and 2018, Lansing was next to last among the 12 regions compared in the research.



Japinga



Kosloski



Webber

“We have to face the challenge of figuring out how we can update the current housing stock and at the same time develop enough new housing to help attract more people for the jobs we will have available in the region,” said Steve Japinga, LRCC, senior vice president for public affairs. “Look at the Stadium District downtown where the Chamber is located. That started as an office building with retail and condos. People started to come downtown to live, and things expanded with restaurants, nightspots, and a grocery store. Soon it was a whole new neighborhood. We need to expand that model throughout the region.”

Homebuilders Plagued by Labor Shortage, Supply Chain Challenges, and Rising Prices

Like many industries, homebuilders have struggled to secure the workers needed for each job, which, combined with supply chain challenges, have served to lengthen the time to build homes and drive up costs.

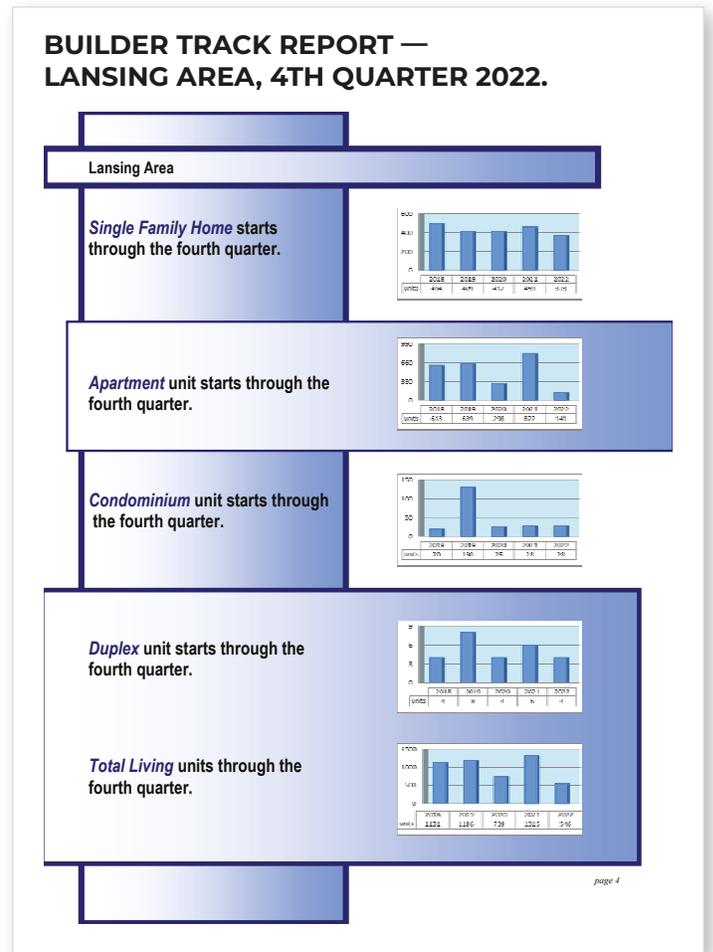
“While supply chain issues still are creating some backlog, the biggest challenge is the labor force,” said Cindy Kosloski, CEO, Home Builders Association of Greater Lansing. “A career in construction is rewarding, good pay, and an opportunity to work independently in many cases. We will continue to encourage students to consider construction as a career path.”

Forsberg says many of today’s challenges in housing can be traced back to the last recession. Since 2009, Forsberg says banks have been reluctant to provide financing on infrastructure for developers, which are some of the largest expenses, especially in the early portion of a project. He also cites the rising costs associated with government regulation which now account for 18 to 25 percent of the cost of a home. Forsberg says there are added challenges developers

have getting zoning approvals from local government for land use and the workforce shortage, which was a challenge pre-Covid and has become of bigger problem post-Covid.

“Then you throw in inflation and higher interest rates, and even though the demand is still there, the supply side has been unable to match the economics of what it takes to build a new house,” said Forsberg. “That’s how we have hit this spot where it has become hard to build.”

Among the hardest hit in the housing market are first-time homebuyers. Rising costs and interest rates have increased the size of both the down payment needed and the size of the mortgage to purchase a home, keeping many potential customers on the sidelines.



Source: Homebuilders Association of Greater Lansing

“When you have an almost \$100,000 increase in three years in the median home value, that tells you how much upward pressure there is,” said Forsberg.

Home Sales Challenges Include Low Inventory

A recent report from the National Association of Realtors said that U.S. home sales dropped nearly 18 percent last year, the biggest annual decline since 2008, during the housing crisis. Like much of the rest of the nation, the Lansing region’s real estate market has been hampered by

the post-pandemic-fueled market that saw a shortage of inventory for sale and skyrocketing prices.

“We are still in short supply and higher prices,” said Meghan Webber, CEO, Greater Lansing Association of Realtors. “We consider a balanced market to be a 6- to 7-month supply of homes. Towards the end of 2022, we were at about a 1.6-month supply.”



Bowler

Lansing has always benefitted from home prices well below the national average. The median home price in Lansing is \$195,000 compared to \$400,000 nationally. Webber says homes under \$400,000 are selling quickly in the Lansing area. Homes priced between \$150,000 and \$300,000 are only staying on the market for about 11 days. What’s needed to bolster the home sales market?

“Inventory,” said Webber. “That is everybody’s answer. Nationally we are 5.5 million units short of what the market is demanding. That is going to take a very long time to make up for that.”

Mike Bowler is an associate broker with Keller Williams, Lansing. He says inventory is strong in the city of Lansing but lagging in the suburbs. The recent spike in interest rates, combined with low inventory and high prices, has slowed the market, which is currently down about 25 percent compared to a year ago.

“As mortgage rates rose this past year, activity in the housing market did slow, and as a result, homes started seeing fewer offers, stayed on the market longer, and that meant that homeowners decided to press pause on selling,” said Bowler.

Bowler sees some light ahead, provided the Federal Reserve is successful at getting inflation under control in the next few months, which should lead to lower interest rates.

First-time homebuyers have been hit particularly hard in this market. Higher prices make it more challenging to come up with the down payment, and rising interest rates result in higher mortgage payments which have combined to keep first-time buyers on the sidelines. First-time buyers make up 26 percent of the market, down from 34 percent.

“This is the lowest percentage of first-time homebuyers since they started collecting data on this,” said Bowler.

Bowler says part of the shortage in the number of homes is that not enough homes are being built in the price range many buyers seek.

“We don’t have a good supply of condos or single-family residential homes,” said Bowler. “This is especially true in places like Delta Township, where there is a lot of expansion happening. I was hoping to see more subdivisions with

reasonably priced homes. That will help get other property owners off dead center, encourage them to buy new homes or go into condos and then put their homes on the market. It has to be a cycle all working together.”

Bowler adds that the job market is strong and that offsets higher rates for some buyers. He says it is still a seller’s



market, and if sellers list their homes, they will sell at market value or above.

An Agenda to Address the Housing Crisis

In 2021, LRCC joined more than 20 statewide organizations and dozens of regional groups to form the Housing Michigan Coalition. That group is focused on creating and expanding tools for local governments to support the development or rehabilitation of housing supply that is attainable to more Michigan citizens.

The Coalition’s priorities for new tools, incentives, and administrative actions included several key principles: Decisions are made at the local unit to support community goals of affordability; fill a critical gap in providing workforce housing for families and individuals making up to 120 percent of the area median income; encourage employer support for housing for moderate- and low-income workers; and align Michigan departments work to help address housing challenges.

The group introduced a comprehensive package of

legislative initiatives and has had considerable success with four of its priority bills passed by the legislature and signed into law on December 13, 2022, by Governor Gretchen Whitmer, including:

- The Attainable Housing and Rehabilitation Act, which enables local governments to support and encourage investment into the rehabilitation of attainable housing in Michigan communities;
- Neighborhood Enterprise Zone Expansion (NEZ). The zones provide for the development and rehabilitation of residential housing. With so many communities across Michigan facing an urgent shortage of housing, this law extends the opportunity to use NEZs to all Michigan cities, villages, and townships;
- Residential Facilities Exemption allows a temporary tax abatement on qualified new housing development in districts established by local units of government;
- Payment in Lieu of Taxes (PILOT) Option for Local Governments, which will allow local governments to develop PILOT policies and enter into PILOT agreements with developers who are building or rehabbing affordable housing units.



T.A. Forsberg's Gateway Apartment Complex in Lansing's REO Town Neighborhood.

has their own role to play, and it will require long-term and consistent thoughtfulness and intentionality. There are no easy fixes, and this is a very complex puzzle. Progress will be made one piece at a time."

Crandall says the Housing Michigan Coalition is encouraged as they are in the process of drafting their legislative agenda for the 2023/2024 legislative session, pointing to the fact the House and Senate have made housing a priority this session with the creation of the housing subcommittee in the House and the housing and human services committee in the Senate.

"There are a number of laws and regulations at the state and local level that have been on the books for years that need to be updated," said Japinga. "We need to make the needed changes, so we create more attainable housing for people that want to move here and to help people already living here to be in a better position to improve their family's housing situation."

The increased attention to the housing crisis is creating a greater awareness that seems to be paying dividends. A bipartisan approach has to be focused on issues at the federal, state, and local levels with an eye not only on the current state of the market but also on where the region will be several years down the road.

Part of the turnaround could also come with a concerted effort to understand and promote some of Lansing's unique selling points. Forsberg said the Lansing region has some significant advantages over other regions around the country that represent opportunities that he feels should be marketed aggressively.

"When you look at us compared to the rest of the country, Lansing as a region offers one of the best value propositions out there," said Forsberg. "Cost of living, commute times, and the living experience we have here with trails and waterways both locally and within an hour's drive is unmatched. What we have here is something we should be shouting from the rooftops and marketing around the country to bring people here." ●

“Multiple industry sectors are flourishing in the region, promising even more growth. However, beneath the surface is a concern that could hamper growth: can the region produce enough quality housing to support the workforce? For many communities, housing is the lynchpin that is key to sustained economic growth.”

The Housing Michigan Coalition has several other bills it plans to advance in the current legislative session to capitalize on its early success and increase awareness of the critical need to address the state's growing housing crisis.



Crandall

"If we can create the climate for a healthier housing market, we can have a significant impact on improving educational, health, employment, economic, and equity outcomes, as well as providing greater opportunities for generational wealth creation," said Dawn Crandall of the Michigan Housing Coalition and executive vice president, Home Builders Association of Michigan. "Every community

Affordable Housing Shortage Squeezes Lansing Area Families

The housing shortage combined with rising inflation is putting the squeeze on low-and-middle income families. Rents have been climbing and wages are not keeping up and many families are being forced to spend more than 30 percent of their income on rent and utilities. The lack of affordable housing is disproportionately impacting minority and underserved populations.

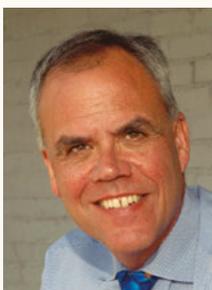
Mark McDaniel is CEO of Cinnaire Corporation, a Lansing-based community development organization that lends funds and manages affordable housing projects throughout the Midwest and Mid-Atlantic. Locally, Cinnaire acquired the former School for the Blind Site near Old Town in Lansing, and working with an Indiana developer built affordable housing units known as Walnut Park, as well as senior citizen units. Adjacent land is development ready and McDaniel hopes to build townhouses there once economic conditions are more favorable. McDaniel says the affordable housing crisis has evolved over a number of years, resulting from failed policies at the federal state and local level, which led to efforts to keep affordable housing out of communities, primarily due to anti-low income and often racial bias.

“We’re now playing catch-up,” said McDaniel. “The working poor making 12-18 dollars an hour have no place to live because of historic policies that have not generated a supply of housing to serve those people needs.”

Rawley Van Fossen, Executive Director of the Capital Area Housing Partnership, says there are more people searching for home ownership or rentals than there are available units. Additionally, many people are living in sub-standard housing and unable to move. The lack of supply plus skyrocketing costs has the market out of balance.

“It costs us more to build a house in the city of Lansing than it will ever be appraised for,” said Van Fossen. “It is a losing model and you are not likely to get a for-profit builder to build a home in the city because the numbers don’t work.”

The Lansing Housing Commission (LHC) is a Public Housing Agency that provides rental housing units and rental assistance to families in ten communities in the Greater Lansing region. LHC Executive Director Doug Fleming



McDaniel



Van Fossen



Fleming

says one of the problems is a lack of subsidized housing in the area. Fleming says there is an acute need in the city of Lansing for 3, 4 and 5- bedroom units. LHC has a wait list for the Section 8 HUD program of 10-11 months.

“The last two times we opened the list we had 3,400 applications within 7 days,” said Fleming.

LHC uses a lottery system to narrow the list down to 600-700 applicants. After going through a required process to identify qualified families to receive the subsidy, LHC will issue a voucher. However, each family must then find a housing unit that meets their needs. LHC gives each family 90 days plus a 90-day extension to locate qualified housing.

“We are finding more and more that families that need that 3,4 or 5 bedroom unit bringing the voucher back to us and saying ‘we just can’t find a unit,’” said Fleming. “You get the golden ticket only to go out into the market to find out the golden ticket isn’t worth anything.”

The National Low Income Housing Coalition estimates the shortfall of rental units to low-income families in Michigan at more than 200,000. Contributing to that shortfall is the fact that wages have not kept pace with rising costs. Van Fossen also points to a need for more funding options from both the public and private sector, adjustments in local zoning laws to enable communities to better plan for future housing needs and more landlords willing to participate in various housing assistance programs.

The Capital Area Housing Partnership has calculated the region needs at least 20,000 more housing units to meet the region’s needs. Van Fossen says to meet that need will require leadership from elected officials and freeing up more funds from HUD’s Community Development Block Grant program, expanding the federal low-income housing tax credit and increased dollars from the National Housing Trust Fund.

“We need our elected leaders and the private sector to encourage and advocate that we fund those programs even more than we already do,” said Van Fossen.

Officials at the state level have moved the housing crisis up on the priority list in the past couple of years. In 2021, LRCC joined with 20 statewide organizations to support the Housing Michigan Coalition, which has already been able to push four pieces of legislation into law.

In September 2022, Governor Gretchen Whitmer signed an executive order establishing the Statewide Housing Partnership within the Michigan State Housing Development Authority (MSHDA). The partnership will develop a strategy to implement Michigan’s Statewide Housing Plan. The Michigan Economic Development Corporation announced



Cinnaire acquired the old School for the Blind Site near Old Town in Lansing, and working with an Indiana developer built affordable housing units known as Walnut Park, as well as senior citizen units.

Michigan Strategic Fund approval of \$83.8 million in grant funding across 22 statewide affordable housing and community development projects around Michigan through the Revitalization and Placemaking Program.

“Every family deserves a safe, affordable place to call home so they have a strong foundation to pursue their potential, but too many Michiganders do not have access to housing in their communities that meets their needs,” said Governor Whitmer. “We must work together to tackle Michigan’s housing challenges head-on, and I am confident that this multi-sector partnership will help us build more affordable housing, make Michigan an even more attractive place to raise a family and grow a business, close equity gaps, and create good-paying construction jobs along the way.”

Locally, McDaniel says governments need to develop more flexibility in building codes and zoning laws to allow for more density for housing units.

“You have to have flexibility around site plans and design,” said McDaniel. “You have to have flexibility around doing more planned-unit developments. A lot of things in the regulatory area can be done to reduce the costs and promote having more of this housing done.”

McDaniel also points to the need for financial support for developers in the form of reduced hook-up charges for sewer



Avondale Square was developed by the City of East Lansing in partnership with Capital Area Housing Partnership.



The Capital Area Housing Partnership exists with the goal of developing neighborhoods with a focus on affordable housing, homeownership and financial security in the mid-Michigan area.

and water, expanded use of Brownfield tax credits and property tax breaks.

Fleming says the region needs a comprehensive approach involving local government and those involved in public and private sector housing. He says the first step that needs to be taken is to create a regional map that identifies where all the affordable housing and subsidized units are located.

“We don’t even know where all our units are right now,” said Fleming. “The first thing we have to do as a region is to figure out what we have, where is it at and what kind of affordability is that housing. Then you can plan where you want economic development and where the best places are to build.” ●

Lansing's Homeless Population: A Snapshot of Our Community

The number of people who are either homeless or at risk of being homeless has been increasing. The Lansing area's homeless shelters are at capacity limits particularly as the number of first-time homeless individuals has been increasing. The faces of the homeless are men, women and children and many they serve are employed.



Criss

"They are a snapshot of our community," said Dr. Mark Criss, executive director, City Rescue Mission of Lansing. "15-20 percent are chronically homeless—suffering from mental illness and addictions. 80 percent are just like you and I. They are hard-working people. Maybe their car broke down and they couldn't get to work. They lost their job, after a month or two they couldn't pay their rent and then were homeless."

The City Rescue Mission is a Christian ministry founded in 1911 and still serving Michigan's capital area. The Mission houses 250 people a night at three shelters and served over 120,000 meals last year. The men's shelter on Michigan Avenue downtown houses 100 per night, and the shelter on S. Cedar, the former Maplewood Elementary School, houses 100 women and children per night. Four years ago, the Mission opened a drop-in center for chronically homeless, which houses 50 people per night.

"The chronically homeless people include those that are severely mentally ill, addicted to drugs or alcohol and often times don't function well in the shelter environment," said Dr. Criss. "There is a much higher percentage of chronically homeless people today. When we opened the center four years ago, there were about a dozen people a night; today we are at 50."

Dr. Criss says the average stay in the homeless shelter has increased in recent years from 2-3 months to 3-4 months. He also notes that the homeless population is getting older.

"Most people don't see the ordinary person who happens to be homeless for a short period of time and will probably never be homeless again," said Dr. Criss. "For the older homeless population, the challenge now is that it is harder to get work, harder to save money to get their own place."

Dr. Criss also notes that many people coming into the shelters today are working poor.

"A lot of people that are newly homeless are actually working," said Dr. Criss. "They may have lost their place but they have kept their job. It just takes them some time to save their money and then find a place to live."



Biber

The City Rescue Mission, which receives no government funding, is hoping to build a new facility in the next few years, that would allow the Mission to double its capacity. The Mission is looking at a number of locations and hopes that various stakeholders will come together to support a site for the new project.

Gabriel Biber, executive director at Haven House in East Lansing says that his team tries first to see if there is another support network that can assist somebody in need of a place to stay.

"In many cases we ask 'can we keep you where you are? Can we help you move to other permanent housing without becoming homeless in the meantime?'" said Biber. "When that is not available that is when the emergency shelter comes into play."

Haven House in East Lansing has provided temporary shelter for homeless families since 1983. Over the years, the scope of their programs and services has increased dramatically. Not only do they support their residents with basic needs such as shelter, food, clothing, and personal needs items, but they have developed programs that will make an impact on the lives of our families after they have left our shelter. They also work to prevent homelessness for families whenever possible. Haven House offers both onsite and offsite housing for up to 7 families.

"We have families sharing a dining table, interacting with each other and providing peer support which is great for some families," said Biber. "We also have an offsite model which uses local hotel partners. In cases of preventing illness or where a family's particular situation is more suited to independent rather than communal living, that model works well."

Biber says it is important for the community to acknowledge the systemic inequalities that exist and that a concerted effort needs to be made to pull various stakeholders together to focus on issues involving the homeless population.

"We could definitely use more cooperation between some of the more institutional efforts to provide housing resources and homeless services together with more of the grassroots social activists. We can also do more to leverage some of the funding coming into the community."

For more information on the City Rescue Mission visit www.bearescuer.org. For more information on Haven House visit www.havenhouseel.org. ●

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NoteBook Pro

Maintenance Requests

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Maintenance Requests



Healthcare leader Margaret Dimond Named President of E.W. Sparrow Hospital

Margaret Dimond, Ph.D., an innovative and experienced healthcare leader, has been named president of E.W. Sparrow Hospital in Lansing. She will be the first female to hold this prestigious position in the hospital's 127-year history.

Dimond has deep roots in Michigan and an extensive background in all facets of hospital operations, including acute care, ambulatory, and physician group experience. She has a proven track record of success while maintaining a focus on caregiver and patient satisfaction, improved quality, and financial performance. She is well-respected throughout healthcare and has distinguished herself as an advocate for female leaders. She was part of the founding team of the Michigan State University Women's Leadership Institute.

Dimond was selected as the result of a national search led by a search committee representing board, physician, and nursing leadership, and an extensive interview process that included input from caregivers across the organization. She will join Sparrow and relocate to the Lansing area in May after departing her current post as Chief Administrative Officer of Naples Community Health Physician Group in Naples, Fla.

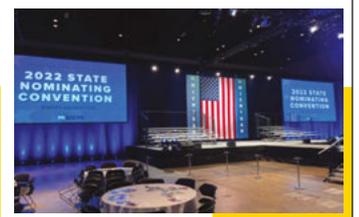
"We are incredibly pleased to have someone of Margaret's caliber join our team," said James F. Dover, president and CEO, Sparrow Health System. "She brings a unique set of skills and trailblazing leadership that will only enhance the extraordinary work of our caregivers. At the same time, we want to express our thanks and gratitude to Dr. Denny Martin for his dedicated and selfless work as interim president of EWSH for the past 11 months. His steady leadership during this transition period has been greatly appreciated. Upon Margaret's arrival, Dr. Martin will resume his full-time role as chief medical officer for E.W. Sparrow Hospital."

Dimond has held numerous important executive positions in healthcare in Michigan, including serving as president and CEO of McLaren Oakland Hospital in Pontiac; president and CEO of Ascension Crittenton Hospital in Rochester; president and CEO of Karmanos Cancer Hospital; president and CEO of McLaren Medical Group; vice president and chief operating officer of the Henry Ford Hospital Warren campus, and vice president of ambulatory services for Henry Ford Hospital in Detroit.

She also served as Assistant Dean for the Michigan State University College of Human Medicine and Physician



Practice Plan. Dimond received her doctorate in philosophy from MSU while earning a master's degree in public administration from the University of Michigan, a master's in social work from Boston College, and a bachelor's degree from St. Mary's College, Notre Dame, Ind. ●



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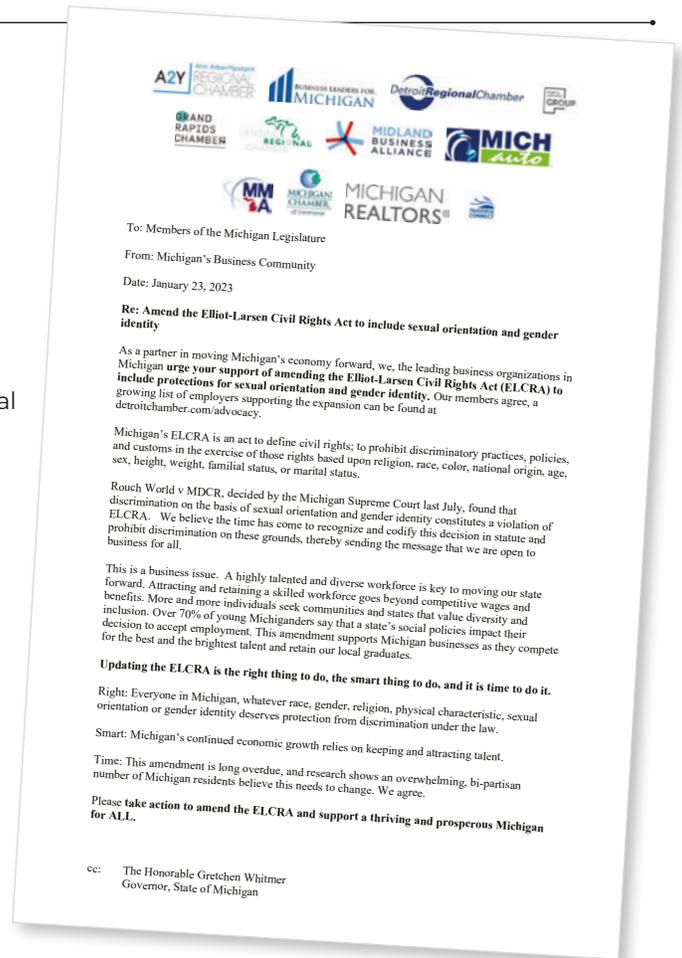
Chamber Supports Expansion of Elliott-Larsen Civil Rights Act

The Lansing Regional Chamber has joined several of our business organization partners from across the state, urging the Governor and the Michigan Legislature to amend the Elliott-Larsen Civil Rights Act (ELCRA) to include protections for sexual orientation and gender identity.

This is a business issue. A highly talented and diverse workforce is key to moving our state forward. Attracting and retaining a skilled workforce goes beyond competitive wages and benefits. More and more individuals seek communities and states that value diversity and inclusion. Over 70 percent of young Michiganders say that a state's social policies impact their decision to accept employment. This amendment supports Michigan businesses as they compete for the best and the brightest talent and retain our local graduates.

Read the Michigan Business Community Letter: <https://bit.ly/3kaDeIR>.

This aligns with the Chamber's policy priority focus on Talent and Education (K-12, higher education, professional trades). ●



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NEW HIRES



Terwilliger

Origami Rehabilitation

is pleased to welcome **Jane Terwilliger** to its team as a clinical social worker. Terwilliger obtained her master's degree in social work

with specializations in family therapy, school social work, and children and adolescents from the University of Michigan. She has experience working with individuals and families.



Hinrichs

Todd Hinrichs

has joined **BAKER Drivetrain** as director of sales. BAKER Drivetrain is ecstatic to have Hinrichs join the BAKER Gearhead crew. He has been

in the powersports industry for over 12 years, most recently in a strategic account management role with Tucker Powersports. Prior to that, Hinrichs held sales leadership positions with Kuryakyn.



Burdette-Comer

Origami Rehabilitation

is pleased to welcome **Rachel Burdette-Comer** to their team as a clinical social worker. Burdette-Comer obtained her bachelor's degree in social

work and her master's degree in clinical social work from Spring Arbor University. She has experience working with individuals, couples, and groups.

The Small Business Development Center at **Lansing Community College** is thrilled to welcome three

new contractor employees to serve as the Capital Region Inclusion Team: **Sein Paul Benavides**, **Oscar Castaneda**, and **Dr. Janet Atkinson**.

This team is funded through the American Rescue Plan Act and the generosity of LEAP and Ingham and Clinton Counties. Benavides does outreach to Hispanic businesses. Castaneda provides Spanish interpretation for consulting sessions, and Dr. Atkinson offers confidential business consulting to underrepresented businesses.



Kim

Colliers recently welcomed **Burm Kim** to work

as an advisor specializing in investment property sales. Based in Lansing, he will assist the team and provide

a full spectrum of investment property advisory services to private and institutional investors. The addition further positions the global brokerage firm as a dominant player in the local market.

Martin Waymire, a Michigan-based, full-service public relations and digital marketing firm with a focus on public policy, announced the rehiring of a former team member, **David Solce**, as senior communications strategist. With nearly a decade of marketing and public relations experience, Solce brings deep expertise in social media and digital marketing strategy. From 2018 to 2021, he supported Martin Waymire clients in their digital marketing needs, driving campaign objectives and public relations efforts.

Liberty Title, a title insurance and closing company with 12 locations across Southeast Michigan and one in Florida, is pleased to announce the addition of another account executive to its team. **Amanda Dakroub** joined Liberty Title in January and works directly with

borrowers, sellers, attorneys, lenders, and for-sale-by-owner clients to educate them on how closings and title insurance work.

After a record year in 2022, **Smalley Investments** is adding to its team in 2023 by bringing on **Kendra Osowski** as managing partner of the retirement plan division. After 17 years at John Hancock Retirement Solutions, most recently as regional vice president, Osowski brings expertise in the competitive and highly technical space of managing qualified retirement plans.

AWARDS



Sparrow Ionia Hospital recently honored two caregivers and the hospital's highly skilled surgical team for their dedication and compassionate care for patients and caregivers. Emergency Department Nurse **Lois Wilber, RN**, was named DAISY Award honoree based on a patient nomination for her compassion and cheerful personality during the patient's recent stay. Wilber has worked at Sparrow Ionia since 1981.

Scott Westenberg, automotive technology instructor, and **Lindy Daman**, college and career preparation and assessment coordinator, were recognized at the Michigan Career Education Conference by the Michigan Association for Career and Technical Education (MI ACTE). Westenberg received the 2023 MI ACTE Lifetime Achievement Award, and

Daman received the 2023 MI ACTE Counseling and Career Preparation Professional of the Year Award. Both Westenberg and Daman are on staff at the **Wilson Talent Center**.

Needham Solutions has been recognized as a Global Excellence Awards 2022 Winner: Best Design & Marketing Tech Solutions Provider – Michigan, presented by *LUX Life Magazine*.

The **Old Town Commercial Association (OTCA)** hosted its annual meeting and awards event on Feb. 7th at UrbanBeat. The event recognized businesses, volunteers, and community members who have demonstrated what revitalization in Old Town looks like. OTCA bestowed the Old Town Strong award to **Terry Terry**, president of **MessageMakers**, for his years of service revitalizing the city of Old Town. Terry's commitment to community development continues to inspire and motivate change.



Sparrow Ionia Surgical caregivers received a DAISY Team Award after

being nominated by a patient who indicated the team "saved my life." The patient was scheduled for a routine gall bladder removal which became a more serious condition. Food and Nutrition Services caregiver **Billie Jo Ostrander** received the BEE Award for demonstrating exceptional care to patients and caregivers. Ostrander has worked at Sparrow Ionia since 2014.



LaDuke

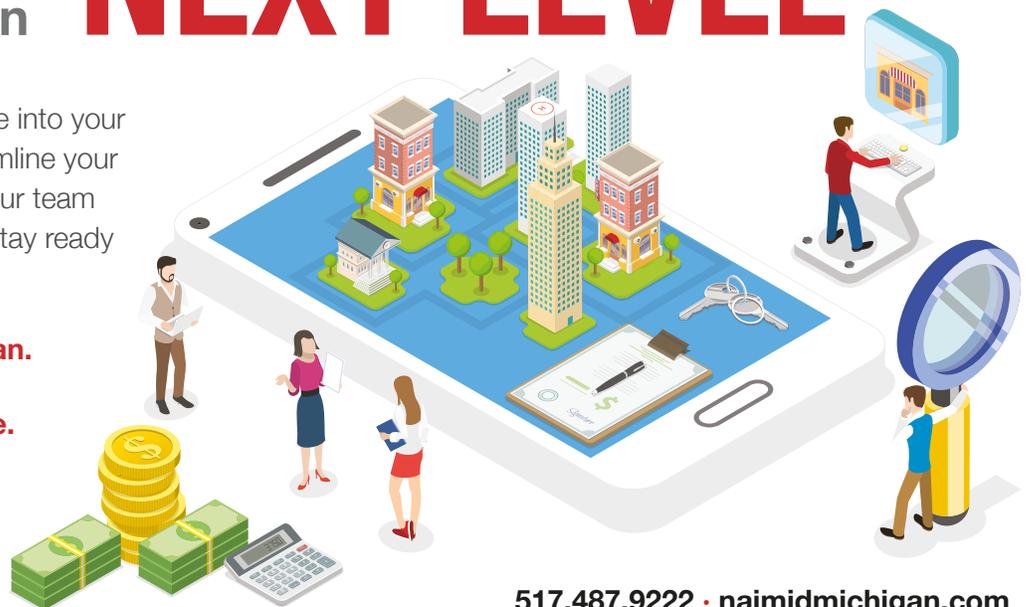
Veronica LaDuke, corporate proposal development director at **The Christman Company**, has been named the recipient of Christman's DEI Leadership Award. As a marketing and communications leader at Christman's corporate office, LaDuke



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engages corporate teams to redefine how Christman discusses and shares our internal and external priorities to enrich DEI. LaDuke is the first-ever recipient of the company's DEI Leadership Award.



Hocker

Dan Hocker, senior project manager at **The Christman Company**, has received Christman's Cornerstone Award. This honor represents a "foundation —

an indispensable and fundamental element" that shines within the individual. Dan was recognized for his ability to honor his commitments and build lasting client relationships. He is passionate about listening to his clients, identifying problem-solving strategies, and incorporating innovative construction practices.

DISTINCTIONS

Michigan State University's Burgess Institute for Entrepreneurship and Innovation has been recognized as a leader in entrepreneurship education by *The Princeton Review* for a fifth consecutive year. MSU comes in at No. 21 on The Princeton Review's new rankings and stands among the nation's top 25 undergraduate entrepreneurship programs.



Hagen

Origami Rehabilitation is pleased to recognize **Michael Hagen**, outpatient program manager, for 20 years of service at Origami. Hagen

started his career at Origami in 2002 and has served in various roles, including direct support professional, care coordinator, care coordinator supervisor, and outpatient program manager.

Since 1983, **Ciesa Design** has been a premier design and web firm in Lansing, Michigan. Headquartered in Old Town Lansing, Ciesa specializes in corporate branding, eye-catching event posters, motion graphics, social media, website design, and web development. Ciesa is excited to celebrate 40 years of excellence and is looking forward to maintaining its commitment to the community.



Carr

Origami Rehabilitation is pleased to recognize **Amanda Carr**, director of rehabilitation, for being selected to speak at the Brain Injury Association of

America's 2023 Business Practice College Conference. Carr spoke on a panel titled: "Ideas from the Field: How to Survive and Thrive."

PROMOTIONS



Fochtman

The **Michigan State University** Burgess Institute for Entrepreneurship and Innovation welcomes **Sean Fochtman** as its new director of alumni venture support. A new role within the institute, Fochtman brings his years of student advising and entrepreneurial experiences to offer startup resources to alums who request assistance in establishing and growing their ventures. As a Spartan, he joins the Burgess Institute from the College of Engineering, where he served as an academic advisor.

Tristan Wright will serve on the **Lansing Entertainment & Public Facilities Authority's (LEPFA)** leadership team as its executive vice president/vice president of operations. A 20-year employee,



Wright

Wright previously served as LEPFA's vice president of operations, supporting and advocating for the greater Lansing region. In her new role, she will continue to

work closely with local, regional, and national government agencies, implementing emergency security plans for public and private events.

On Jan. 1, **Stacie Kwaiser** officially assumed her role as **Rehmann's** CEO. Kwaiser succeeds former CEO Randy Rupp, who led the firm for eight years. Kwaiser has been with Rehmann for over 25 years and has served as a regional audit department lead, assurance executive committee member, regional managing principal, and chief operating officer.



Smith

Craig Smith has been promoted to **The Christman Company's** vice president and general manager, Central Michigan. Smith joined The Christman

Company in 2000 as a project engineer. Steadily rising through the ranks, he has led a wide variety of successful projects. His expertise and passion in the healthcare market, paired with his experience in all of Christman's market sectors, have given him continuously greater construction knowledge.

MSU Health Care at McLaren Greater Lansing Breast Imaging Center has been designated a Breast Imaging Center of Excellence by the American College of Radiology (ACR). By awarding facilities the status of a Breast Imaging Center of Excellence, the ACR recognizes breast imaging centers that



have earned accreditation in mammography, stereotactic breast biopsy, breast ultrasound (including ultrasound-guided breast biopsy), and breast MRI.

BOARD OF DIRECTORS & EXECUTIVE COMMITTEE UPDATES

Sparrow Ionia Hospital has named two local business leaders to its Board of Directors, which governs the hospital and works closely with senior leadership. Joining



Herbruck



Talbot

the Sparrow Ionia Board are **Amy Herbruck**, public and community relations manager, Herbruck's Poultry Ranch, and **Brian Talbot**, senior vice president, mortgage sales supervisor, Mercantile Bank.

Noted business, higher education, and medical leaders have been appointed to the Boards of Directors of various boards that govern **Sparrow Health System** and its subsidiaries. **Sandra Pearson**, former president and chief executive officer of Habitat for Humanity of Michigan, has joined the board that governs

the entire health system. Joining the E.W. Sparrow Hospital Board are: **Deborah Allen**, judicial assistant/event planner for Michigan Court of Appeals Judge Douglas Shapiro, and **David Thomas**, associate partner, Podium Risk Management. A trio of leaders has become members of the Sparrow Women's Board of Managers: **Julia Cawood**, a former teacher, author, businesswoman, and Sparrow volunteer; **Marianne Cox**, retired manager; Grand Ledge Ford Lincoln, and **Lou Ann Smith**, case call clerk, Michigan Court of Appeals, and Sparrow volunteer.

MSU Federal Credit Union (MSUFCU) is pleased to announce its four 2023 charity partners, chosen by employees through the MSUFCU CU Involved program. Employees will support New Day Foundation for Families, Allen Neighborhood Center, The Davies Project, The Women's Resource Center (WRC) – Traverse City, and the Credit Union's ongoing



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Join us to see the skills learned and projects created by our Career & Technical Education students throughout the school year.



MEMBERS ON THE MOVE

charity partner, Capital Area United Way, through quarterly volunteer and fundraising efforts.



Lansing Community College Board of Trustees held their first meeting of 2023 on Jan. 23. Trustees **Ryan Buck** and **Angela Mathews** were sworn in to serve six-year terms following their re-election last November. The Board of Trustees designated Trustee **Angela Mathews** to serve as their next chair. She becomes just the second female African American to serve as chair. Trustee **Lawrence Hidalgo, Jr.** will serve as vice chair, Trustee **LaShunda Thomas** as secretary, and Trustee **Robert Proctor** as treasurer.



Dillon



Dupler



Hamor

Foster Swift Collins & Smith, P.C. attorneys **Thomas K. Dillon, Jaquelyn A. Dupler,** and **Robert A. Hamor** have been elected shareholders by members of

the firm. Dillon is a member of the business and tax practice group in the firm's Grand Rapids office. Dupler is a family law attorney with

the litigation practice group in Lansing, specializing in a wide range of family law matters. Hamor is a member of the finance, real estate, and bankruptcy practice group in the firm's Southfield office and frequently works with the business and tax practice group.



Carter-Robertson

Kira Carter-Robertson, Sparrow's senior vice president, regional hospitals, has been appointed to the executive council of a prestigious international

group of healthcare executives. Carter-Robertson, a Lansing native who resides in Grand Ledge, was named to the Council of Regents, which provides advice and counsel to leaders of the American College of Healthcare Executives (ACHE). She will take office on March 18, representing Michigan and Northwest Ohio.



McGraw

Josh McGraw, vice president of sales and marketing and co-owner of Eastbrook Homes, is serving as 2023 President of the **Home Builders Association of**

Greater Lansing Board of Directors. McGraw is passionate about his role as a leader at Eastbrook Homes, where he oversees all of Eastbrook Homes' sales. He also guides and confirms all marketing efforts, working with the team to find creative solutions that meet the market where it's at.

PEOPLE NEWS

High Caliber Karting & Entertainment is excited to wish their Master of Mischief, aka Marketing Director, **Jacki Krumnow**



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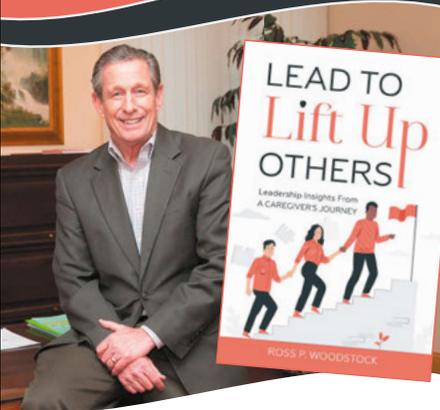
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Krumnow

a happy one-year anniversary at the adult-centered entertainment facility. She joined the High Caliber family in April after moving cross country, building her professional career in both PR and Marketing for the last nine years in Colorado. Say hi to her at Chamber events, where she encourages individuals to join her in the quest of being High Caliber in the Community.

COMPANY NEWS



LCC Connect radio is celebrating one year of the college's partnership with Michigan Radio. The management agreement between LCC and Michigan Radio brought popular public radio programming like "Marketplace" and "Stateside" to WLNZ 89.7, reserving several weekend hours for LCC to air locally produced programming. In 2020, LCC formed a task force to explore alternatives for the long-term operation of WLNZ. In March 2021, Michigan Radio submitted a formal proposal to operate and program the station, and the partnership was finalized later that year.

Physicians Health Plan (PHP), a mid-Michigan nonprofit health plan, announced a new agreement that expands its provider network with Corewell Health West (formerly Spectrum Health). This new agreement includes PHP

Medicare and commercial group and individual lines of business to provide all PHP members in-network coverage at all Corewell Health West facilities. Corewell Health West operates several hospitals, urgent care, post-acute, hospice and home health, and outpatient care facilities in Kent, Ottawa, Allegan, Mecosta, Newaygo, Montcalm, Mason, Barry, Osceola, and Berrien counties.



Johnson

Kendra Johnson of **Life Events Studio Rental** is pleased to offer a newly renovated multipurpose space for the community to make memorable moments. She

hopes everyone who enters the space feels like they're in a home away from home. Included with the rental are tables, chairs, and a Bluetooth speaker. Décor service, linens, and catering are offered as add-ons.

MSU Federal Credit Union (MSUFCU) is excited to announce the launch of the newly updated MSUFCU Financial 4.0 website and app on Feb. 7, 2023. MSUFCU partnered with Ever Green 3C, a credit union service organization (CUSO) owned by Reseda Group, to develop the new site and content management system used for educational outreach, financial literacy, and engagement with MSU students and student members ages 16-28. The Financial 4.0 site and app are free financial resources designed to help educate students and develop a more engaged relationship between them and the Credit Union to promote lifelong financial literacy and empowerment.

Origami Rehabilitation reached a significant milestone in January 2023, officially serving 3,000 individuals and their families. Origami has been serving the community since 1997 and provides

comprehensive rehabilitation for children, adolescents, and adults with neurological, developmental, mental health, and orthopedic conditions through their residential and outpatient programs.



Amy Blaising Wallace, DO, PLLC, with **Healthy Values Direct Primary Care,** has moved into a new office space at 1675 Watertower Place, Suite 700, East Lansing. Health Values DPC is a direct primary care office. In DPC, eliminating the need to cater to insurance companies and large medical group employers allows your physician to focus on what is best for your health.

Capital Area Michigan Works! partnered with Safe & Just Michigan and a number of local organizations for an Expungement Job Fair to support job seekers looking to pursue new employment opportunities, and improve their chances of landing those jobs by expunging eligible convictions from their criminal records. The event was held Monday, Feb. 6, at CAMW!'s Lansing American Job Center.

LAFCU is now accepting submissions for its 2023 Write to Educate Essay Contest. The contest awards four high school seniors a total of \$20,000 and donates \$2,000 to local charities on their behalf. Each winner will receive a \$5,000 scholarship to an accredited Michigan college or university and will designate another \$500 from LAFCU to a local charity. Entries must be submitted online by March 31, 2023. A one-page essay will be used to determine the winners.

Academic performance and financial need are not considered in the selection process. Michigan high school students can enter regardless of whether they are members of LAFCU. Additional information is available at www.lafcu.com/writetoeducate.

Re'Shane and Steve Lonzo are currently working on opening a new Lansing cigar lounge concept called The Comfort Zone Cigar Lounge & Bistro. Once open, it will be the first African American owned lounge within a 100-mile radius that has a combination of cigar, lottery, liquor and restaurant licenses. The Lonzos worked with Julie O'Brien at Colliers Lansing to help find the building for their new venture. After nearly a year of searching for the perfect property to meet their needs, they settled on the 4,230-square-foot former Leo's Outpost building located at 600 S. Pennsylvania.●



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