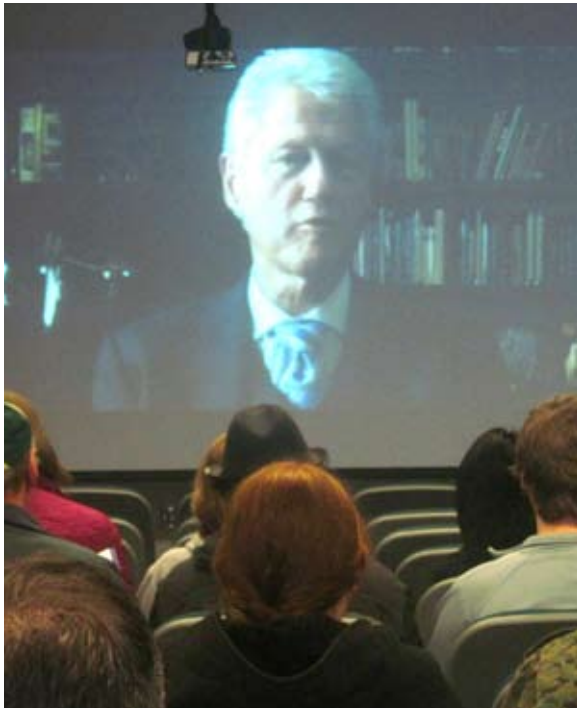


## “Rebound Rumble” Robotics Game Unveiled By Host Of Celebrities To 60,000 High-School Students At 2012 FIRST Robotics Competition Kickoff



*Former President Bill Clinton speaks to students via teleconferencing during the world-wide FIRST Robotics Kick-Off. NMU's Seaborg Center hosted the event for the Upper Peninsula.*

Under the UPWard Initiative's Education and Workforce Training pillar is a tactic that calls for our region to raise the overall educational attainment of the workforce in the region. Within this effort, we are called upon to increase student performance in science, technology, engineering and math (STEM). FIRST Robotics supports this goal.

The FIRST Robotics Competition for 2012 kicked off at Northern Michigan University's

Seaborg Center with ten Upper Peninsula High Schools signing on to participate this year. High schools represented included Houghton, Sault Ste. Marie Career Tech Center, Chassell Township, Calumet, Escanaba, Marquette, Dickinson Iron ISD, Hancock, Westwood and Gladstone.

The 2012 season will include an estimated 2,355 teams (nearly 60,000 high-school students) participating in 68 Regional and District events. All teams were shown the 2012 robotics game field and challenge for the first time and received an exciting, new Kit of Parts made up of motors, batteries, a control system, and a mix of automation components - but no instructions. Teams will have six weeks to design and build robots to meet this year's engineering challenge. The 2012 “Rebound Rumble” robotics game is played between two Alliances of three teams each. Each Alliance competes by trying to score as many of the basketballs in the hoops as possible during the two-minute and 15-second match. Balls scored in higher hoops score teams more points. Team Alliances are awarded bonus points if they are balanced on bridges at the end of the match.

Speakers for the NASA-TV broadcast include former President George W. Bush; former President Bill Clinton; Stephen Colbert of “The Colbert Report”; and NASA Administrator Charlie Bolden.

FIRST, or For Inspiration and Recognition of Science and Technology, is a long-standing challenge to inspire curiosity and create interest in science, technology, engineering and mathematics among high school students. The event gives students the opportunity to design and compete a

robot that can perform specific functions. FIRST also gives students a crucial mentoring experience with professionals, who help them explore solutions to robotics problems and understand real-world challenges faced by engineers and researchers.

Dean Kamen, FIRST Founder stated “I don't think any great innovator or technologist got up in the morning trying to do something really big, really innovative, because they wanted a job. If we create a generation of passionate, smart, well-educated, informed kids willing to take educated risks as they try new things. If we create a passionate generation that understands the power of technology and how to apply it, trust me—they'll have jobs. That's a consequence of what they'll have. If FIRST succeeds, we'll have a rebirth of a society that believes in a future that can and has to be better than the past. We're going to make sure we build a 21st century, a future that's way more exciting than the 20th century.”

The Upper Peninsula Teams will compete in district competition March -10 at Traverse City.

The Upper Peninsula Regional Industrial Manufacturing Skills Alliance is supportive of this event. In the 2011 competition, Engineered Machine Products mentored Escanaba Area High School students who in their first year of competition placed 14th out of 40 teams in the regional competition. If you would like to support one of the FIRST Teams, contact the school directly or give Holly Peoples a call at 906.280.2441.

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## In The Spotlight

It is 893 miles from Buffalo, NY to Chicago, IL; if you take a tug boat across the Great Lakes, that is. And that is exactly what Escanaba-based Basic Towing did when their tug, NICKELENA, towed their barge, BMI-192, loaded with a 4000+ pound boiler to the ArcelorMittal Steel Mill.

They had 6 employees working on this project. They left at midnight, when the weather reporting sites Basic monitors told them the seas would be most favorable until they made it to Chicago. The middle of the night, into the early morning hours, is typically when Lake Michigan is at its calmest – which was the case for this voyage as well.

The BMI-192 was named as such because it was the 192nd hull built by the sister company, Basic Marine. There is not another barge like it on the Great Lakes and this 220" long x 55" wide x 12" deep barge is enabling Basic Towing to pursue specialty cargo hauling business all across the Great Lakes, and out to the east coast.

## U.P.– Based Venture Capital Firm Receives State Registration

Marquette, Michigan – The Big Chair Club, an Upper Peninsula based venture capital firm, is pleased to announce its registration with the Michigan Strategic Fund as a Qualified Investment Group.

“The State of Michigan has long been an innovator and home to an incredible array of entrepreneurs. With the election of Governor Snyder and as a means to jump-start a sluggish economy, the State of Michigan has renewed its position as a leader of entrepreneurs,” stated Paul Arsenault, a Member of The Big Chair Club, LLC. “We recognize the opportunities that exist in this environment and established our firm to help U.P. based entrepreneurs chase their dreams. Gaining State

## New York To Chicago - The Basic Way!



Receiving and shipping specialty cargoes is an example of the type of business that Basic has planned in its major business expansion plans. They were recently awarded an MDOT Freight and Rail Expansion Loan and Grant to expand the rail on their site by approximately 2000 more feet; which will help with access for over-width, and over-weight cargoes.

According to Terrie Peters, Controller, “It is our hope to serve more deep-water vessels right here from our port in Escanaba, MI.

We currently serve companies at, and from, a variety of ports all across the Great Lakes. Wouldn't it be nice to bring our port back to life again? And put another 100 + people to work right here? We are working with various local, state and federal agencies to make this business expansion come together. Your support truly helps us. We thank you for the opportunity to do this business right here in this beautiful, naturally-protected port.”

of Michigan recognition through registration by the Michigan Strategic Fund is testament to our intent to help make a difference.”

The Small Business Investment Tax Credit Program provides Qualified Investors a 25% tax credit over a two year period on Qualified Investments in Qualified Businesses. To qualify for the Small Business Investment Tax Credit (SBITC), an investment must be made alongside or through a seed venture capital or angel investor group that is registered with the Michigan Strategic Fund.

“The Big Chair Club is looking for business ideas that exhibit the qualities of innovative technology, growth potential, and an impres-

sive entrepreneur and management team,” according to David Saint-Onge, a Member of the organization. “We will mobilize the capital and business acumen needed to assist start-up organizations or companies looking to grow. In an environment that is highly competitive and where access to capital is limited, The Big Chair Club is a viable alternative to support a growing company or to allow a would-be entrepreneur to finally be their own boss.”

For more information on The Big Chair Club, and to pursue start-up or growth capital, visit [www.thebigchairclub.com](http://www.thebigchairclub.com).



(Photo Courtesy of Northern Waters Photography/Sean Depuydt)

**Will Carne**

**President Michigan Works! The Job Force Board**

## Bay Middle College Mock Interviews

On January 5th, the Jobs for America's Graduates (JAG) classes at Bay Middle College concluded their interviewing unit with mock one-on-one interviews with business professionals. JAG students participated in this activity in an effort to prepare themselves for future interview opportunities.

Students anticipated experiencing a dialog with a business professional. Over the course of the month of December, they practiced their human relation skills. They interviewed with peers, recognized personality styles in people, and identified skills wanted by employers. Students focused on their individual strengths to help them approach their mock interviews with confidence.

Furthermore, students received coaching on appropriate professional dress, the importance of first impressions, a firm handshake, and eye-contact as they are preparing for this significant learning experience. Students also were given samples of those difficult, open-ended interview questions with suggestions for thoughtful and concise answers.

On the day of the interviews, students were overall very comfortable and prepared. "I was definitely nervous going into the interview but afterwards, I felt relaxed and calm. I thought my interview went great!" exclaimed junior, Andrew Frievalt. Many students shared Andrew's positive attitude. "I was super worried about it, but I realized as I was answering questions that I was well prepared and it wasn't so bad," added sophomore, Alexa Rasmussen.

Interviewers were recruited from Michigan Works! The JobForce Board. These individuals generously donated much of their time to conducting a series of ten to fifteen minute interviews, and providing a written evaluation to each student on verbal and nonverbal behaviors. Through this scoring system and the constructive comments, students are provided constructive feedback on their strengths and weaknesses during the interview, giving them an experience under their belt that will be advantageous when preparing for actual interviews.

## Business Professionals Of America Host Regional Conference



**Marquette Alger RESA's Career and Technical Education Director and Career Connections Group Member and Westwood High School's Andrea Korpi, School Nurse, review the judging scoring rubric for the Presentation Management Category as part of the annual competitive event.**

The Upper Peninsula Business Professionals of America held the 36th annual Regional Leadership Conference recently at Bay de Noc Community College. This conference hosted over 300 high school students from 10 Upper Peninsula schools who competed in fifty (50) different business education-related topics. Volunteers representing education, business and community based organizations judged the competition using criteria specific to the judging category. Among the topics that were judged were interviewing, entrepreneurship, digital media, graphic design, human resource management, economic research, speech, small business management, parliamentary procedures, and presentation management. Students who place in

this event have the opportunity to compete at the state level and go on to the national level for competition and recognition.

The Business Professionals of America name has significant meaning: Business-the field for which the organization prepares students, emphasizing that they educate members to work efficiently, not only in an office setting, but also in a wide variety of business situations. Professional-students indicate they join to take advantage of a wide variety of professional development opportunities. Of America-symbolizes the pride the organization The Upper Peninsula Business Professionals of America held the 36th annual Regional Leadership Conference recently at Bay de Noc Community College. This conference hosted over 300 high school students from 10 Upper Peninsula schools who competed in fifty (50) different business education-related topics. Volunteers representing education, business and community based organizations judged the competition using criteria specific to the judging category. Among the topics that were judged were interviewing, entrepreneurship, digital media, graphic design, human resource management, economic research, speech, small business management, parliamentary procedures, and presentation management. Students who place in this event have the opportunity to compete at the state level and go on to the national level for competition and recognition.

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ly, not only in an office setting, but also in a wide variety of business situations. Professional-students indicate they join to take advantage of a wide variety of professional development opportunities. Of America-symbolizes the pride the organization has in our country and its free enterprise system.

Business Professionals of America is the leading Career Technical Student Organization for students pursuing careers in business management, office administration, information technology and other related career fields. The mission of Business Professionals of America is to contribute to the preparation of a world-class workforce through the advancement of leadership, citizenship, academic, and technological skills.

Upper Peninsula schools participating in this year's event were Calumet High School, Escanaba High School, Forest Park High School, Ironwood High School, Marquette Senior High School, Sault Area Career Center, Stephenson High School, West Iron County High School and Westwood High School.

Brian Sarvello, Career and Technical Education (CTE) Director for MARESA and a Job Force Board Career Connections Group member commented on the event, "The intent of CTE is to prepare students for real life experiences and this competition is designed as an assessment of those skills needed in the workplace."

## Wind Energy For 500 Homes On Schedule



*Rick Wilson, Vice President at Heritage, gives a tour of the Garden Wind Farm on Dec. 20th, 2011.*

December 20th, 2011. Heritage Alternative Energy has timely completed the first of 14 turbines in the Garden Peninsula. The 90 meter tower will be producing energy in early February 2012. This new addition to the peninsula landscape is capable of producing 2 megawatts (MW); enough to provide electricity to 400-500 homes.

Another important addition to this project is the hiring of the first full-time local operator. Michigan Works provided the venue to find the right candidate and will continue to support Heritage to scout the most qualified local employees. The new position will be in charge of the operation and maintenance of the wind farm.

Community Leaders from Delta County, Schoolcraft County, Garden Township, the Chamber of Commerce, and Delta County EDA were welcomed by Rick Wilson, Heri-

tage's Vice President on a tour where information was provided on how a wind farm operates. The tour included a visit to the ATC substation, a stop at the new tower, along with the Garden substation. By the end of 2012, this clean, no-carbon emission, energy project of 14 wind towers will be able to provide power to approximately 7000 households a year. The first phase of power has been sold to Consumers Energy and Detroit Edison.

Based out of Traverse City, Heritage is a company with Michigan roots. They have 30 years of Energy industry experience and have been developing and operating wind energy projects since 2004. With their support to local economies, their concern for the environment, and their commitment to renewable resources, Heritage is part of the new generation of Energy companies. Our state and now our own Delta County and surrounding area, has provided a symbiotic opportunity for Heritage. Michigan is ranked 14th in the nation for land-based wind resources, and a recent study by the National Renewable Energy Laboratory (NREL), found that immediate shores of the great lakes maintain utility-scale wind sources.

After preliminary studies, the Garden Township was found to have excellent wind regime; but that is not the only thing the township offered. Garden's already altered open farmland minimized environmental impact, and their access to a high voltage transmission line made them a desirable candidate.

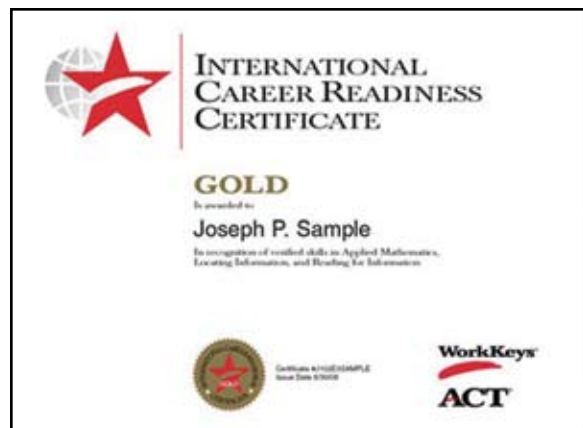
Heritage's support for local communities is not just "talk". An approximate \$4.5 million have already been spent for materials,

equipment rental, lodging and meals, local labor, and subcontracts. This amount is visible throughout the area. Local hotels have housed visiting workers, local restaurants have provided them meals, and local convenience stores have seen an increase in sales. Local labor has been used for the initial part of the project and through subcontracts. Participating farmers and landowners have received lease payment and turbine site payments, part of the \$10 million expected costs for the project's start-up.

Some have questioned the long term prevalence of wind projects, but the Michigan Renewable Portfolio Standard (MRP) mandate for electric utilities to source 10 % of their electricity from renewable generation sources by 2015 shows our State's commitment to increase energy security. These are good news to small communities such as Garden where renewable wind resource is prevalent. The long term profits expected for Garden includes Heritage revenue payments to local and state governments, and 3-5 full time maintenance and operation jobs in the area. For farmers and local land owners, the revenue comes from royalty payments from monthly energy production; a relative easy way to diversify their income.

According to Wilson, "We're really glad to be here. We're a Michigan-based company. The company's with Michigan money and Michigan investors, and we really are excited to be here in the Upper Peninsula to be part of this community,"

## Hire Employees Ready For Work!



Running a top notch business requires efficiency and excellence. Spending your time efficiently is an important practice at every level of your organization. Hiring qualified employees with diligence and in a timely manner will help raise your business to excellence.

The Michigan National Career Readiness Certificate (MI NCRC) is a nationally recognized work-related skills credential that allows Michigan businesses to hire a strong, skilled workforce. The MI NCRC consists of three job-skills assessments, which have been designed to objectively measure workplace skills.

## MI-SBTDC Receives SBA Award To Work With Michigan's American Indian Communities

MICHIGAN – The Michigan Small Business & Technology Development Center (MI-SBTDC) network received a two-year, \$200,000 award to increase assistance to American Indian communities across the state. The focus will be targeted on businesses in need of assistance with growing or starting.

“The funding allows the MI-SBTDC network to increase business assistance to the 12 American Indian tribes through hiring two business consultants and opening several Business Resource Centers dedicated to outreach in these communities,” said Carol Lopucki. “The consultants have annual impact goals of acquiring \$2 million in capital, performing 750 consulting hours and creating 25 jobs.”

Ms. Elaine Clement and Mr. Ross Miller were hired effective January 3, 2012 as MI-SBTDC tribal business consultants. Ms. Clement is a member of the Sault Ste. Marie Tribe of Chippewa Indians. She is based in Sault Ste. Marie covering the Upper Peninsula. Mr. Ross is a member of the Grand Traverse Band of Ottawa and Chippewa Indians. He is based in Mt. Pleasant covering Northwest, Mid Mich and Southwest parts of the state.

The consultants will be trained in 8a certification to assist in government contracting and are responsible for providing day-to-day small business counseling services to clients including: analyzing business problems, developing solutions, and providing access to resources. In addition, they will assist in developing and maintaining positive, pro-

The three core skill areas that are assessed are: Locating Information, Reading for Information and Applied Mathematics. The process of obtaining a National Career Readiness Certificate consists of first utilizing an online program as a pretest and studying tool to determine your level of proficiency prior to certification testing. Individuals looking for employment opportunities are able to study the on-line tutorials at a Michigan Works! Service Center or on any computer with internet access. Once candidates have successfully completed the program in each core area, they are tested at one of the local Michigan Works! Service Centers. Based on performance on the assessment, candidates can obtain one of three certificate levels: Bronze, Silver or Gold.

Jobseekers benefit by making themselves more competitive in the job market by having a portable credential that is accepted by thousands of companies around the world and documents their ability to learn/perform on the job. Employers benefit by improving the quality of new hires, reducing training time, reducing turnover, increasing productivity and reducing hiring time and costs. Jobseekers and employers are encouraged to contact your local Michigan Works! to obtain more information on the benefits of the National Career Readiness Certificate.

ductive relationships with collaborative tribal organizations and individuals across the state.

“The funding will strengthen the American Indian business community,” commented Ms. Clement, MI-SBTDC tribal business consultant. “I look forward to working with the American Indian tribes as well as tribal members to develop their business ideas.”

The MI-SBTDC will also assist American Indians through the comprehensive set of services offered by the MI-SBTDC network, including: access to all MI-SBTDC specialty team consultants, customized market research for information based planning reports and business training to increase the knowledge/understanding of operating a successful business.

### About MI-SBTDC

The Michigan Small Business & Technology Development Center provides counseling, business education, information based planning and technology commercialization to new and existing businesses throughout Michigan's 83 counties.

The MI-SBTDC is located at the Grand Valley State University, Seidman College of Business in Grand Rapids, Michigan. As host of the MI-SBTDC State Headquarters, the Seidman College of Business oversees the eleven-region MI-SBTDC network. Entrepreneurs and small business owners may access the services of their nearest MI-SBTDC by calling 616.331.7480 or visiting [www.misbtfdc.org](http://www.misbtfdc.org)



## COMMUNITY EVENTS

February 8, 2012  
Summer Job Fair  
Location: NMU Great Lakes Rooms, University Center, Marquette  
Time: 1:00pm – 3:30pm EST  
For more information please contact Career Services at 906-227-2800 or via e-mail at [careers@nmu.edu](mailto:careers@nmu.edu)

February 14, 2012  
Business After Hours  
Nicolet Bank  
Location: TBD  
Time: 5:00-6:30pm CST  
For more information please contact Marinette Menominee Chamber of Commerce at 715-735-6681

February 15, 2012  
Business After Hours  
Community Foundation for Delta County & Superior Health Partners  
Location: The Danforth Place  
Time: 5:30pm-7:30pm EST  
For more information contact the Delta Chamber of Commerce, (906) 786-2192, [www.deltami.org](http://www.deltami.org); [info@deltami.org](mailto:info@deltami.org)

February 20, 2012  
Economic Club of Marquette  
Speaker: Bart Stupak, Former Member U.S. House of Representatives  
Location: Ramada Inn of Marquette  
Time: Social: 6:00pm Dinner: 7:00pm  
Presentation: 8:00pm EST  
For more information call 906-228-6000 ext 230 or go to their website [www.marquetteeconomicclub.org](http://www.marquetteeconomicclub.org)

February 22, 2012  
Dickinson Area Partnership Small Business Services Program Event  
Location: Fornetti Hall, Bay College West, Iron Mountain  
Time: 1:00pm-4:00pm CST  
For more information, please call Dickinson Area Partnership at 906.774.2002

February 24, 2012  
Starting a Business Workshop (MI-SBTDC)  
Location: Michigan Works! Service Center in Marquette County  
Time: Noon - 2:00 pm EST  
For more information or to reserve your seat call Lance Wolfe at 906-399-2647

February 29, 2012  
Starting a Business Workshop (MI-SBTDC)  
Location: Michigan Works! Service Center in Delta County  
Time: Noon - 2:00pm EST  
For more information or to reserve your seat call Lance Wolfe at 906-399-2647

February 29, 2012  
Business After Hours  
John's Auto  
Location: Holiday Inn, MQT  
Time: 5:00-7:00pm EST  
For More Information Please Call Lake Superior Community Partnership at 906.226.6591 ext. 106

## Northern Wings Repair Flying High



**Luann Dunsford, Michigan Works! Association CEO; Gwen Worley, Eastern U.P. Michigan Works! Executive Director; David Goudreau, Northern Wings Repair Inc.; William Stanek, Michigan Works! Association Board emeritus chairperson.**

Northern Wings Repair (NWR) is an unequivocal leader. Ten years ago this company was located in a pole barn in the middle of an Upper Peninsula field, and had 2 employees. Today, the headquarters located in Newberry, MI has 12 employees that work in a state-of-the-art facility within the Luce County Industrial Park. Their efforts coordinate and support a local sales office

as well as those located in Wisconsin and North Carolina. There are plans to once again expand the Newberry facility in the near future. Northern Wings Repair is an AS9100/ISO9001 Certified aerospace and defense manufacturer. They are also a certified FAA Repair Station qualified to weld, machine and conduct nondestructive testing of aircraft components and return them to service as “airworthy”. Their facility includes an extensive inventory of FAA Advisory 00-56 compliant aircraft and industrial parts and material that are sold nationwide. Customers include NASA, L-3 Communications, Boeing Aerospace, Lockheed Martin, AAR, Honeywell and numerous elements of the U.S. Government.

NWR was named Michigan’s Employer of the Year for 2010 by Michigan Works! as part of their Challenge of Excellence Award Program. They were recognized for going above and beyond by continuously contributing to local job placement and promoting employee education to maintain a skilled workforce. If workforce development is measured by increased skill levels in employees and increase in size then 325% growth during a period where our state has experienced a steady industrial decline, and the establishment of a world class manufacturing facility, certainly makes an award of excellence appropriate for the company.

Their mission reads “Northern Wings Repair is the best kept secret of Michigan’s Upper Pen-

insula and your source for full program logistics and supply chain support. NWR can provide a diverse selection of parts, material, repairs, manufacturing and logistics support to your project or program anywhere. We will deliver your requirements via a certified ISO Quality driven system. If your needs are aerospace related, we machine and fabricate in accordance with our AS9100 certified manufacturing process. All aviation repairs are completed under our FAA licensed facility (CRS N0WR019Y) and all parts and materials are FAA AC 00-56 compliant.”

By working towards this mission they provide their customers with the absolute finest aviation fabrication, repair, testing and distribution services possible; dedicated to customer service, precise component fabrication, timely delivery, and a consistent quality product. They meet this commitment by developing, implementing, and continually improving processes. Their services are used by many leading Prime Government Contractors and U.S. Government agencies.

Precise, Timely, Consistent, Committed, & American made.

For more information about Northern Wings Repair, please visit their website at [www.nwrepair.com](http://www.nwrepair.com)

## Green Aviation Coalition Trade Mission To Montreal Results In Business Development

Upper Peninsula, Michigan – Aero Montreal, the Quebec Aerospace Cluster, in collaboration with CRIAQ, recently held the third forum entirely dedicated to aerospace innovation. More than 500 participants and renowned speakers from the aerospace industry from many countries were in attendance, including a group of businesses representing the Upper Michigan Green Aviation Coalition.

Glen Simula, GS Engineering (Houghton) and UMGAC President; Rick Kauppila, U.P. Steel (Negaunee); Dave Goudreau, Northern Wing Repair (Newberry) and Dr. Bill Predebon, Michigan Technological University (Houghton) were escorted by consultants Explorer Solutions to several one-on-one and group meetings.

“The program included conferences, workshops, B2B technology meetings and innovation exhibits that focused the best innovative practices in the supply chain, technology transfer management between prime contractors and sub-contractors, risk management of innovation, support programs for innovation, and tech-

nological breakthroughs in the industry,” said Simula who runs an award-winning engineering firm in Houghton, Michigan.

The Upper Michigan Green Aviation Coalition is a group of private and public sector members and stakeholders who are participating in the creation of an industry cluster surrounding the concept of green aviation (lighter, durable, recyclable aircraft, parts and components). The membership is comprised of companies and industry experts from around the world including Switzerland, France, Canada and the United States.

The mission is to join private and public sector partners across the Upper Peninsula of Michigan and bordering regions, with experts from throughout the world, to develop new business opportunities; create jobs; develop new employee categories; promote investment; develop and commercialize advanced technologies; promote collaboration among cluster partners; and expand existing third-party business and financing services within the field of green aviation.

“This is a great example of the Coalition benefits companies like mine,” said Kauppila whose company has been working on an emerging technology for the last 10 years, “We developed more significant interest in our efforts in three days then we have in the last ten years. In fact, we’ve been invited back to present to the Board of Directors of three interested airline operators.”

So far the event has led to one purchase order from a major OEM, a joint response between U.P. companies on a major RFP, several follow-up conversations and expected opportunities. “I anticipate a RFP on a major engineering project within the next 6 months as a result of this conference.”



# Native American Businesses Learn About Government Contracting Opportunities



**Don Makowski, PTAC Procurement Counselor**

The Northwest Michigan (NWM) Procurement Technical Assistance Center (PTAC) was proud to recently co-host a “Growing Your Business with Federal Contracts” conference along with the Wisconsin Procurement Institute (WPI) to introduce the new First American Capital Corp. (FACC) Tribal PTAC for our area. In addition to the new Tribal FACCPTAC serving our area, the Michigan Small Business & Technology Development Center (MI-SBTDC) recently announced the hiring of two consultants to assist Native American businesses in Michigan. Ms. Elaine Clement and Mr. Ross Miller were hired effective January 3rd, 2012 as MI-SBTDC Tribal Business Consultants. For more information about the MI-SBTDC

consultants, see their press release in this newsletter. Below is a brief description of the “Growing Your Business with Federal Contracts” conference, provided by Gwen Carr, Program Director for FACCPTAC:

On December 13th, 2011, at the Radisson Hotel on the Oneida Reservation in Green Bay WI, the FACCPTAC, WPI and NWM PTAC held their first cooperative event. FACCPTAC is the new Tribal PTAC for the Midwest Region. We cover the states of Wisconsin, Michigan, Minnesota, New York, Iowa, Massachusetts and Maine. For the conference we brought in leadership from Washington DC, the Small Business Administration and the Army Corps of Engineers among other local experts. It was a full day of presentations and workshops; ranging from updates on Historically Underutilized Business Zones and 8a certifications, to how to access and work with local governments. We had more than 90 attendees at this inaugural session, including tribal, rural and native owned businesses from Wisconsin, Michigan and Minnesota. The response was overwhelmingly positive. One attendee said: “This event was almost too good. Could you please do it again and again?”

The event began the evening before with a reception hosted by two Wisconsin Native American owned businesses; Big Horn Trucking and Arrowhead Trucking. Both businesses had worked with the FACCPTAC staff on prior projects and were

thrilled to be able to kick off the new FACCPTAC. We had a room full of businesses, federal and state government officials, tribal leaders and our partner organization representatives.

Our luncheon speaker was Cheryl Detrick. She is a Shawnee tribal member and the Executive Director of the De Pere Chamber of Commerce. Her talk was packed with information on how to be successful in the changing economic environment.

We at the FACCPTAC would like to thank our partners; WPI, NWM PTAC and the Oneida Nation for helping make our first collaborative event a huge success. We’ll be doing events in Michigan as well as the other six states in our region for Tribes and Indian owned businesses in 2012. Please visit our website [www.faccptac.com](http://www.faccptac.com) for more information.

As your PTAC Procurement Counselor for the Upper Peninsula; I’ll continue to work with the FACCPTAC, WPI, the JobForce Board, MI-SBTDC and collaborate with any organization that could assist with providing counseling sessions and quality training events for government contracting in our area. We have a great team supporting our companies in the Upper Peninsula. The PTAC is a not-for-profit organization providing no cost government contracting assistance to small businesses. For more information about services provided by the PTAC, contact Don Makowski at (906)789-0558x244 or [donmakowski@nwm.cog.mi.us](mailto:donmakowski@nwm.cog.mi.us)

## Find Employees With The Skills You Need Pre-Employment Assessments

*Many businesses in the Upper Peninsula have very specific hiring needs, but don't necessarily have the resources to adequately test prospective employees. That's how we help. We maintain a library of assessments that test for the abilities and aptitudes needed by your organization. Determine if candidates have the skills needed for today's work environment, from an office setting to advanced manufacturing.*



### The Purdue Pegboard

- Designed to aid in the selection of employees for industrial jobs
- Measures finger dexterity, hand-eye coordination and ability to control movements of small objects

### Test of Adult Basic Education (TABE)

- Determine the skill level of individuals and accurately assess job candidates in an extremely time-efficient manner
- Most reliable measurement of reading, mathematics and language skills for adults
- Used for employee screening as well as to measure post-learning gains

### Wonderlic Personnel Test™

- Match people with positions that suit their learning speed and aptitude
- Predict job performance by reducing hiring mistakes, shortening the learning curve and decreasing turnover
- This 12-minute test accurately measures a candidate's ability to learn a specific job, solve problems, understand instructions and apply knowledge to new situations

1-800-562-4808 • [www.jobforce.org](http://www.jobforce.org)  
Equal Opportunity Employer Michigan Relay Center (1-800-659-3777)  
Auxiliary Aids & Services Available to Individuals with Disabilities  
Supported by the State of Michigan. © Michigan Works! JFB 2012



## UPWARD INITIATIVE

**In the fall of 2009 an Economic Opportunity Study was completed focusing on the Upper Peninsula region of Michigan and nearby Wisconsin communities to establish economic development plans that create long-term sustainable growth and employment opportunities.**

*Following the study the plan was implemented and seven advisory groups were formed focusing on specific strategies outlined in the study. The advisory groups also named the implementation efforts the UPWard Initiative. These committees are made up of experts from across the region and focus on:*

- *Natural Resources*
- *Education & Workforce Training*
- *Health Care*
- *Tourism & Seasonal Residents*
- *Infrastructure*
- *Business Growth & Development*
- *Higher Education*

*All UPWard Initiative Advisory Groups welcome new members to bring their experience and input to this effort. To learn more about the UPWard Initiative and find out how you can be involved call 906.789.0558 or visit [www.jobforce.org](http://www.jobforce.org)*



**UPWARD**  
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