

Upper Peninsula Healthcare Roundtable: Connecting People To Jobs



Heather Tyner, OSF Escanaba, Dave Rivard, Michigan Works! Job Force Board member, Will Carne, Carne's BP and Michigan Works! Job Force Board president.

In February 1982, the United States Congress designated May 6 as "National Recognition Day for Nurses". National Nurses Week begins each year on May 6th and ends on May 12th, Florence Nightingale's birthday. These permanent dates enhance planning and position National Nurses Week as an established recognition event.

This celebration is significant to the Upper Peninsula Healthcare Roundtable which was originally formed in 2002 to meet the industry's nursing need. Through media campaigns and collaborative efforts, the Roundtable helped to

reduce a vacancy rate within the industry needs resulting in eliminating a nursing shortage in the Upper Peninsula. However, a recent survey by the Roundtable indicated that by 2015, the industry will need an additional 278 licensed practical nurses and registered nurses to meet their workforce needs. These numbers do not project any retirements that could result in that number being much higher.

At the quarterly Michigan Works! Job Force Board meeting one healthcare professional was recognized for her hard work leading to employ-

ment. After being laid off from her previous job, Heather Tyner came to Michigan Works! looking for a new career and new skills. Because of the work being done by the Upper Peninsula Healthcare Roundtable, Heather had access to information about healthcare careers in the U.P. Heather identified her potential fit in the healthcare industry and with the assistance of Michigan Works! she went to NMU to obtain the skills she would need to enter into this exciting world. As a result of her diligence, Heather graduated from Northern Michigan University and was hired full time at OSF in Escanaba. She stated "Without the help I received at Michigan Works, I would not have been able to make this successful transition into my new career."

According to the Michigan Health and Hospital Association's 2010 economic impact study report, the healthcare industry supplies more than 526,700 direct jobs to Michigan's economy making the industry, the state's largest employer. Nursing and residential care providers make up 93,200 of the total direct jobs in health care, or 18% of the total healthcare workforce. Michigan health care workers and their employers pay nearly \$14 billion annually in state and federal taxes, which include Social Security, income, motor vehicle, sales, real property, personal property, corporate and more.

For more information about the Upper Peninsula Healthcare Roundtable please contact Deb Doyle at (906)789-0558 ext. 245.

INSIDE THIS ISSUE

Page 2: Made U.P. Here: NU-VU; Mobile App Idea is Winner of NMU Business Competition

Page 3: Regional Entrepreneurial Collaborative; IT BYTES: Time Saving (Yours and Mine) in the Information Age

Page 4: Bays de Noc are Bouncing Back

Page 5: Senior Tax and Regulatory Reform Director Visits Bay College; Munising DDA & Alger Chamber Welcome New Executive Director

Page 6: Local Professionals Share Their Knowledge at National Conference; GDLS/TACOM/TARDEC Event Scheduled

Page 7: Delta Force Students Experience the Impact of Economics



In The Spotlight



Mike Manninen of Nu-Vu.

During the late nineteen seventies a new company arrived on the scene from western Wisconsin. The company started with as little as three product lines of food service ovens. As

Made U.P. Here: Nu-Vu

it grew it dabbled in a wide variety of other food service products throughout the next number of years. Nu-Vu's big break came when a new upstart sandwich restaurant called Subway began operations. Subway currently has over 30,000 locations worldwide and Nu-Vu has provided them with over 24,000 ovens to bake their bread. These ovens are produced in their 47,000 square foot facility where they have recently installed close to a million dollars worth of new equipment and offices.

Nu-Vu's current parent company is The Middleby Corporation and in December 2009 they acquired a Canadian company called Doyon Baking Specialists. The manufacturing for the Doyon product line is being transferred to Menominee. This acquisition will bring the workforce in Menominee from fifty two jobs to over eighty.

Affordability, quality and the promise of a good value are what set Nu-Vu apart from its competitors. Their ovens have excellent baking characteristics and cook reliably even which is what customers are looking for. Nu-Vu also works to continually improve their products and processes and has a high level of quality

in place. Every single unit is fully tested at the completion of assembly.

In addition to Subway, customers of Nu-Vu include Golden Coral, Casey's General Store, Jersey Mike's Subs and Cousins, all chain or franchise facilities. With the acquisition of Doyon, the customer base will diversify, bringing in smaller "Mom and Pop" types of customers.

Each year the team at Nu-Vu supports the Special Olympics at the Water Front Festival by manning a booth, donating equipment and time. The company has also received a number of awards including the Kitchen Innovation Award from the National Restaurant Association, Subway's 2009 Supplier of the Year and the 2008 Operation Action UP Award of Excellence.

With plans to continue to pursue growth and job creation, an upcoming potential project could mean a 20% sales increase, Nu-Vu is here to stay and encourages the region to support manufacturing in our communities.

Mobile App Idea is Winner of NMU Business Competition



Rob Johnson (right) holds his first place check with business partner and recent NMU graduate Joshua Morrison.

MARQUETTE—Northern Michigan University MBA student Robert Johnson of Negaunee was the top competitor at the 2011 NMU New Business Venture Competition, which concluded Thursday (April 7) with the awarding of \$9,000 in prizes.

Johnson's new business, Prometheus Tree, is a mobile application development and marketing

firm. He won \$500 in the categories of best 60-second elevator speech and trade fair display, as well as the top prize of \$4,000 for first place for the best business plan presentation.

Second place and a \$2,500 prize in the business plan category went to sophomore Sondra Troup of Kalkaska and junior Skye Davidson of Roseville for Intertwined, a beauty and fashion

accessories salon. Both Troup and Davidson are associate degree business majors. Third place and a \$1,500 award went to Protectski, protective boxes and bags for skis, presented by seniors Martin Stuge Banerud of Oslo, Norway and Ingrid Fjeldheim of Marquette. Banerud and Fjeldheim are members of the NMU Nordic ski team. Banerud is a construction management major who is also enrolled in the MBA program, and Fjeldheim is a biology major.

The other two finalists were junior Matthew Quintana of Menominee for Boreas Wind Survey, a wind energy firm, and senior Clarice Marjaniemi of Marquette for U.P. Pellets, a renewable energy company. Both received \$200 finalist prizes. Quintana is majoring in media production and new technologies and Marjaniemi in entrepreneurship.

This is the fourth year NMU's College of Business has held the competition. The yearlong event begins in October with the submission of business ideas. Northern is one of only two schools in Michigan to offer entrepreneurship as a major, although the competition is open to all students regardless of their degree program.



(Photo Courtesy of Northern Waters Photography/Sean Depuydt)

Will Carne

President Michigan Works! The Job Force Board

The 15 Upper Peninsula counties, as well as 13 Northern Lower Peninsula, received a grant to enhance entrepreneurial services and increase access points for business service seekers. The Regional Entrepreneurial Collaborative consists of Michigan Works! The

Regional Entrepreneurial Collaborative

Job Force Board, grant champion, as well as 5 other Michigan Works Agencies across the region. The Michigan Works Agencies have partnered with the Small Business & Technology Development Center, Procurement and Technical Assistance Center, Business One-Stop, and Green Path to provide consistent services to their constituents.

The grant calls for “Centers for Entrepreneurial Knowledge and Excellence” to be established in each of the 28 counties, allowing service seekers to access these resources easily. These business service one-stops have trained staff with the ability to make referrals to the correct service provider. Each staff member will have the ability to schedule meetings with consultant’s right from their location. Service seekers will have access to the Business One-Stop website, programmed to take users through a step by step process on “who, what, when, where, how” to making their entrepreneurial idea a reality. MI-SBTDC consultants will be available to help entrepreneurs with business plans, market research, and access-

ing capital. The Procurement and Technical Assistance Center specializes in government contracting, offering technical assistance for businesses interested in expanding their markets. Michigan Works Agencies provide numerous business services consisting of: Providing Current Labor Force Data, Mass Hire Procedures, Worker Recruitment, Facilitation of Trainings, Layoff Aversion Techniques, and Make Referrals. The listed organizations have literature available at the Center’s of Excellence, giving an in-depth description of the services listed above.

“Centers for Entrepreneurial Knowledge and Excellence” are represented by numerous organizations. Economic Development Corporations, Downtown Development Authorities, Chambers, Higher Education Institutions, etc, have offered to participate as Center’s of Excellence. For more information on service providers in your area, contact Jake Steinhauer, Michigan Works! The Job Force Board, 906-789-0558.

IT BYTES: Time Saving (Yours and Mine) in the Information Age



Beau Boden, CIO Michigan Works! The Job Force Board, has been named Vice President for Michigan InfraGard.

For most of us, time still is a valuable commodity. Technology has allowed us to leverage time saving tasks and actions into time for ourselves. Or has it?

Take email. Email allows us to share information quicker and to a wider audience than ever before, we can save a lot of time by using email. BUT we can waste a lot more by not using email proficiently and effectively.

Here are a few questions to ask yourself:

Do you forward funny, heartwarming, sad, save the world type emails to your entire contact list? Do you distinguish between personal and business email? I love a good joke, and having it written down in an email actually allows me to try and retell it without screwing it up, however, it is much more appropriate in my hotmail or gmail than my work email-100% of the time.

Tip-Respect an individuals and organizational email preferences and policies.

Do you reply to all? Does everyone on the list really need to know? Perhaps in some in-

stances replying to all closes the loop and prevents further unnecessary action, most often it takes up time and space by popping an unneeded email into someone’s inbox.

Tip-Respect an individual’s time by using targeted emails not by carpet bombing the organization with useless info.

Do you include every email in the TO: Line when sending out information? BCC can be misused and abused, however it does serve the purpose of maintaining the anonymity of your contacts, who may not wish their email published in a list of random individuals.

Tip-Respect an individual’s privacy by protecting their email identity, use single recipients, use bcc when appropriate or use a program such as send-personally to protect those email addresses.

Bays de Noc are Bouncing Back



Steve Masters,
*Director for the Bays
de Noc Convention &
Visitors Bureau.*

In recent years, officials on the Bays de Noc, the Walleye Capital of the World, repeatedly have been asked one question: Where are the Walleye? Determined to combat bad press and negative perceptions of the fisheries, local volunteers with groups like Walleye Restoration, Hannahville Indian Community, and the Bay de Noc Great Lakes Sports Fishermen, Inc. worked with the Michigan DNR and the Sault Tribe of Chippewa Indians to plant nearly 145,000 walleye fingerlings in the Bay during 2010. While the fish officially won't be mature for three to five years, people are making anecdotal reports of the results of the plantings beginning now.

While there is no scientific reasoning behind it, the walleye bite for anglers in 2010, and now into 2011, has been up a bit from 2009, at least to hear it from anglers' perspective. July and August both had times where the walleye bite was up, according to reports on the website of Sall-Mar Resort in Rapid River. Now into ice fishing season there are many fishermen reporting catches of monster walleyes, even during this traditionally slower time of year.

Steve Masters, Director for the Bays de Noc Convention and Visitors Bureau said, "Anglers are reporting better fishing for both Walleye and Perch. There is a general consensus that things may be returning to normal. Fisherman are smiling once again, and while we can not prove scientifically that the removal of the alleged illegal netting operations is the reason for the positive effect on the fishery, we do know anglers are reporting better catches early in the season and the entire community is engaged in safeguarding the Bays to make sure that the resource is not abused in the future."

At Bay Shore Resort in Gladstone, their anglers are catching walleye in the North end of the Bay by the Days River and off the second reef near the Vagabond Resort on the Stonington Peninsula. Even the Michigan DNR's official Little Bay de Noc fishing report on January 13th stated that walleye fishing has been very good, although tapering off some for this week.

Perch fishing has been consistently reported by anglers as being very good. The report from Bay Shore Resort in Gladstone was that best luck for perch seemed to be on the East banks in about 24-30 feet of water.

As rearing and stocking efforts are continued into 2011, The Walleye Restoration group that was spearheaded by the Delta County Chamber of Commerce is looking to keep anecdotal records of the walleye fishery as one way of informally evaluating the efforts. Any anglers that would like to share their experiences fishing on the Bays de Noc to go in these informal reports into the future should contact the CVB at (906)789-7862 or email reports to anugent@deltami.org.

Procurement and Technical Assistance Center (PTAC)

PTAC provides assistance to businesses which are interested in doing business with state and federal government agencies.

Welcome to the Procurement and Technical Assistance Center (PTAC). Michigan Works! The Job Force Board is pleased to offer PTAC services as a satellite office of the Northwest Council of Governments' Procurement and Technical Assistance Center. Our team provides government procurement and technical support for business & industry throughout much of the Upper Peninsula.

Opportunity is waiting for you...

Did you know that the federal government purchases more than \$350 billion of goods and services annually and the state of Michigan has a diverse portfolio valued at more than 11.6 billion?

- Do you want to sell to the government?
- Do you need help understanding the requirements of government contracting?
- Do you need help making contacts?

PTAC Resources and Services:

- Bid Matching Service
- Forms and Publications
- Governments Registrations
- Procurement Histories
- Seminars on Contracting
- Specifications & Standards
- Code of Federal Regulations
- Defense Federal Acquisition Regulations
- Electronic Commerce Information
- Electronic Data Interchange Information
- Federal Adjustment Regulations
- Market Research

For more information on how PTAC can work for your business, contact Don Makowski at 906.789.0558 ext. 244.

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Senior Tax and Regulatory Reform Director Visits Bay College



Tricia Kinley, Senior Director of Tax & Regulatory Reform for the Michigan Chamber of Commerce.

With the new tax changes on the horizon Michigan Works! The Job Force Board, in partnership with the Delta Chamber of Commerce, hosted "Dessert & Discussion" with speaker Tricia Kinley. The event was held March 28th at the Bay College Heirman University Center. Kinley is the Senior Director of Tax & Regulatory Reform for

the Michigan Chamber of Commerce and is the Chamber's lobbyist responsible for Chamber tax and regulatory policy and initiatives. The presentation outlined Governor Snyder's focus on creating jobs, solving structural budget problems, ensuring a competitive fair tax policy, and designing reforms for the future. Kinley spoke on Governor Snyder's proposed revisions to the Michigan Tax Structure, and then followed with a question and answer session. The event was open to the public; however, the discussion targeted existing or potential business owners and what the new tax structure would mean for businesses.

Currently, Michigan's tax ranking is 48th out of 50 states. The new flat corporate income tax could improve Michigan's ranking into the 20's immediately. The flat 6% would decrease the tax money generated from \$2.1 billion dollars to roughly \$750 million dollars; however, a conservative estimate shows 120,000 new jobs will be created by adopting the corporate income tax. "This will allow businesses to grow, by purchasing new equipment, increasing the number of employees on staff, or exploring new markets," states Kinley. "This will make Michigan a business friendly state, not only for existing Michigan businesses, but for businesses looking to locate here."

Munising DDA & Alger Chamber Welcome New Executive Director



Dr. Katherine Reynolds, Executive Director of the Munising Downtown Development Authority and the Greater Munising Bay Partnership for Commerce Development.

The Munising Downtown Development Authority and the Greater Munising Bay Partnership for Commerce Development (home of the Alger County Chamber of Commerce) would like to announce the hiring of their new Executive Director, Dr. Katherine Reynolds.

Dr. Reynolds brings a wealth of business knowledge to the organizations, as well as all the businesses they represent. Her education includes a Bachelor of Science in Business Education and Social Science, a Master of Arts degree in Educa-

tion and Student Affairs, and a Ph.D. in Higher Education. She has over 20 years of administrative and faculty experience in higher education settings, as well as work experience in private and non-profit organizations. A few of the positions Reynolds has held include Campus Director for Brown Mackie (formerly Michiana College), where she supervised creation and operations of a new branch of the college in Fort Wayne, Indiana; Executive Director for a newly-formed Michigan State University Northern Area Health Education Center in Marquette; and Vice President for Enrollment Management and Student Development at Finlandia University in Hancock.

Most recently, Reynolds served as an Assistant Professor for the College of Business at Northern Michigan University. While there, she taught a variety of business-related classes, and provided academic and career advising services to NMU business students.

While holding these various positions, Reynolds gained experiences that will be invaluable to the Chamber and DDA.

Reynolds was born in Wisconsin, and has lived in several areas across the United States. As a youth, she spent most of her summers on the AuTrain River, at her parents' second home. She bought her own house on the AuTrain River in 1998, and has called that home since.



COMMUNITY EVENTS

May 4, 2011
PTAC Class "Responding to a Federal Request for Proposal"
Location: Michigan Works! Service Center, Marquette
Time: Registration: 8:30—9:00am EST
Seminar: 9:00am—12:30pm EST
For more information please contact Don Makowski at 906.789.0558 ext 244

May 4, 2011
The Delta-Schoolcraft Youth Entrepreneurship Alliance
Virtual Speaker Series Escanaba City Hall - Council Chambers
Location: Bay College, Escanaba
Time: 7:00pm-8:30pm EST
For more information please contact Jeni Spaulding at 789.0558 ext 233

May 5, 2011
UPEDA Membership Meeting & Golf Outing
Location: MTEC Escanaba Room 2028
Time: Registration: 8:30am Program: 9:00am
For more information please visit www.upeda.org or call (906) 789-3605 to register

May 9, 2011
Business After Hours
Blue Cross Blue Shield of Michigan
Time: 5:00-7:00pm EST
For more information please call Lake Superior Community Partnership at 906.226.6391 ext. 106

May 9, 2011
Toastmasters
Location: Peninsula Medical Center, 1414 West Fair, MQT
Time: 6:30-8:00pm EST
For more information please call 906.360.9765 or visit www.superiorlandtoastmasters.org

May 12, 2011
Green Aviation Coalition Conference
Time: 1:00pm- 4:30pm EST
Where: NMU University Center Michigan/Ontario Rooms, Marquette
For more information or to register, please visit www.jobforce.org

May 17, 2011
Business After Hours
Four Seasons Resort
Time: 5:00 - 6:30pm CST
For more information please contact Marinette Menominee Chamber at 715-735-6681

May 18, 2011
Business After Hours
Swick Plumbing & Heating
Time: 5:00pm-7:00pm EST
For more information please call Lake Superior Community Partnership at 906.226.6391 ext. 106

May 23, 2011
Toastmasters
Location: Peninsula Medical Center, 1414 West Fair, MQT
Time: 6:30-8:00pm EST
For more information please call 906.360.9765 or visit www.superiorlandtoastmasters.org

May 25, 2011
Starting a Business Workshop (MI-SBTDC)
Location: Michigan Works! Service Center in Delta County
Time: Noon - 2:00pm EST
For more information call Michigan Works! at 906.789.9732

May 25, 2011
Business After Hours
Michigan Works! The Job Force Board
Time: 5:30pm-7:30pm EST
For more information please call Delta Chamber at 906.786.2192

May 27, 2011
Starting a Business Workshop (MI-SBTDC)
Location: Michigan Works! Service Center in Marquette County
Time: Noon - 2:00pm EST
For more information call Michigan Works! at 906.228.3075

Local Professionals Share Their Knowledge at National Conference



Dave Radloff, 4-H Youth Development Educator with Deb Nedeau, Youth Project Manager, and Jeni Spaulding, Education and Training Consultant for Michigan Works! present at the 28th Annual NAJA Conference.

The National Association of Job Training and Assistance (NAJA) 28th Annual conference was held in Florida in March, and accepted two presentations from Michigan Works! the Job Force Board. Beau Boden, Chief Informations Officer, spoke on "Cyber Security 101", discussing the implications of our actions on the safety of both our personal and work information. He offered real life examples through his experience as a member of Infragard, a public/private net-

work of FBI and business people who safeguard and investigate Internet threats and crimes. Beau addressed laptop and cell phone vulnerabilities as well as the implications of removable storage devices.

Forms of malware and viruses were described, as well as their purposes. By identifying potential weaknesses in a home or business network, and thinking like an information thief, a company can safeguard both proprietary information and

their clients' personal information, maintaining compliance with state and federal regulations. "It's often difficult to justify the costs of programs that keep systems safe, because it's hard to forecast the potential costs due to the loss of information," Beau added.

Deb Nedeau, Youth Project Manager and Jeni Spaulding, Education and Training Consultant were joined by Dave Radloff, Extension Educator, 4-H Youth Development of the MSUE Institute for Children and Youth, Career and Work Force Preparation, to discuss their collaborative efforts locally in a presentation titled "Kindling the Spirit of Entrepreneurial Youth". On behalf of the Delta-Schoolcraft Youth Entrepreneurship Alliance, they outlined their history and their strategic plan to meet the needs of their organizations and the youth they serve.

Other presentations included an update on workforce development issues by the Assistant Secretary of Labor, financial reporting and monitoring topics by a USDOL Grants and Contracts Specialist, and other financial and programming topics.

GDLS/TACOM/TARDEC Event Scheduled



Don Makowski, PTAC Procurement Counselor.

It sounds like alphabet soup. But, here's what it means. General Dynamics Land Systems (GDLS); Tank Automotive and Armaments Command (TACOM); Tank Automotive Research, Development and Engineering Center (TARDEC). When you've spent most of your adult life in an Air Force uniform (like I have) you get used to acronyms, abbreviations and jargon. It's like speaking another language. If you've

spent time in the military, you may remember SNAFU, FIGMO or even ROAD sergeant. Of those three, the only one I can explain in this publication is Retired On Active Duty (ROAD). If you want to know the other two, you'll have to ask me later.

My last article for The Procurement Technical Assistance Center (PTAC) talked about the Littoral Combat Ship (LCS) Small Business Day (SBD) for the Marinette Marine Corporation (MMC). Attendees of that event learned about International Traffic of Arms Regulations (ITAR) and International Organization for Standardization (ISO) compliance requirements to work for a government prime contractor. They also learned about another government vessel MMC is building for the National Oceanic and Atmospheric Administration (NOAA).

Due to the success of the MMC SBD in Escanaba for the LCS contract, the PTAC was asked to host a similar event for GDLS in Traverse City on June 9th. In addition to GDLS, TACOM and TARDEC; the Defense Logistics Agency (DLA) and Small Business Administration (SBA) will be

present at the event along with several government prime contractors. The PTAC is working with Michigan Works! The JobForce Board, the Northwest Michigan Council of Governments (COG), the Northeast Michigan Consortium (NEMC) and the Michigan Small Business & Technology Development Center (MI-SBTDC) to put this event together. For more information about the GDLS/TACOM/TARDEC event, please review the flyer included in this publication.

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 dmakowsk@jobforce.org.

Acronyms, abbreviations or jargon were used 37 times in this article. Hopefully, you were able to follow along in this article without getting a headache.

Delta Force Students Experience the Impact of Economics

Building emerging local leadership in support of the local and regional economy was the theme of the Delta County Chamber of Commerce's Delta Force Leadership Academy's Economic Development day. Delta Force is a high demand leadership academy that was created by the Chamber of Commerce to attract, build and engage future Delta County leadership. During Economic Development Day, Delta Force students learned about the economics of business start-ups, business closures and how these events contribute to the economic viability of the community. Each student brought with them a minute presentation as to how they could take a ten dollar investment and turn it into a \$100 profit. A SWOT analysis was then provided by Delta Force facilitators as to how the business venture could transition to a profitable business.

Joel Schultz, Michigan Small Business Technology Development Center (MI-SBTDC), Craig Laureman, Marble Arms, Josh Durst, Edward Jones and Vickie Micheau, Delta County, Chamber of Commerce facilitated the events. Don St. Germaine of Bay Bank and Todd Maki of First Bank gave a perspective two area businesses that recently closed. Delta Force students discussed with the facilitators marketability, finance, workforce recruitment, business sustainability and the

resources available in the community for business start-ups and business retention through MI-SBTDC, Commerce Center and Michigan Works!

Jake Steinhauer, Delta Force Student and Business Services Representative for Michigan Works! The Job Force Board, highlighted the role the Board plays in supporting economic development not only in Delta County, but for the region. Delta Force students engaged in conversation regarding the activities of the Job Force Board that ranged from convening industry leaders to discuss workforce issues and implementing strategies to address those issues through Regional Skills Alliances to human resource and business retention services available through the Michigan Works! Service Centers.

Steve Masters, Bays de Noc Convention and Visitors Bureau spoke to the economic impact of tourism in our region overseeing group activities that challenged the students to invest in one of two event opportunities deciding on which event would bring the most return on investment to Delta County.

The collaboration of presenters provided Delta Force students with visual impression on how the collaboration by partner organizations works



Jake Steinhauer, Delta Force Student and Business Services Representative for Michigan Works! The Job Force Board.

to maintain and grow the economic viability of our economy.

Vickie Micheau, Delta County Chamber Director and Job Force Board Member stated, "The exercises and discussion for this day is designed to give Delta Force students a picture of the many partnerships involved in maintaining and growing the economic development of our region and to understand the significant impact of entrepreneurs and small business on our economic growth."



Small Business. *Our Business.*



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About the MI-SBTDC™

The Michigan Small Business & Technology Development Center™ (MI-SBTDC™) enhances Michigan's economic well-being by providing counseling, training, research and advocacy for new ventures, existing small businesses and innovative technology companies. With offices statewide, the MI-SBTDC positively impacts the economy by strengthening existing companies, creating new jobs, retaining existing jobs, and assisting companies in defining their path to success.

The Michigan Small Business & Technology Development Center Region 1 is hosted by Michigan Works! The Job Force Board and serves the Upper Peninsula of Michigan. Upper Peninsula entrepreneurs and small business owners may access the services by calling 1-800-562-4808.



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How to do Business with Prime Contractors & TACOM Plus TARDEC Dual Use Technology Conference



Date:

June 9, 2011
Registration
Noon – 12:30pm
Conference
1:00 – 5:00pm

Location:

Grand Traverse Resort & Spa
100 Grand Traverse Village Blvd
Williamsburg, MI 49690
1-800-968-7352

Cost and Registration:

To register, go to website:
www.nwm.org/gdls.asp
There's no fee to attend. But, register early. Space is limited.

Lodging:

Book your rooms early. If interested in staying at the Grand Traverse Resort, go to their website: www.grandtraverseresort.com, enter the group code "NMCG611" at the top of the home page under Group/Promo Code.

Questions about this event, contact Don Makowski, PTAC Procurement Counselor at dmakowsk@jobforce.org or (906)789-0558 x244



Presentation from the U.S. Army Tank Automotive Research, Development and Engineering Center (**TARDEC**). This presentation will provide an overview of TARDEC and will discuss several partnership opportunities. The Small Business Innovation Research (SBIR) and Cooperative Research and Development Agreement (CRADA) programs will be discussed in detail.



Presentation from the U.S. Army Tank Automotive and Armament Command (**TACOM**). The presentation will include tips and insights on opportunities for contracting and subcontracting with the TACOM Life Cycle Management Command, the largest Federal procurement agency in Michigan.



Panel discussion with prime contractors and government agencies. They'll answer questions about how to do business with prime contractors. Featuring General Dynamics Land Systems (GDLS), the Defense Logistics Agency-Warren, the Small Business Administration along with other government contractors. An opportunity will be provided for networking with GDLS, TARDEC, TACOM and the other organizations at the event.



Procurement Technical Assistance Centers strive to assist you with selling products and services to the federal, state, and local government. We teach seminars, conduct conferences, and offer individual counseling on procedures to follow for you to participate in this dynamic and rewarding marketplace. Get involved with your local PTAC office.

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