

**Joining Forces!**

UPPER GREAT LAKES  
ECONOMIC & WORKFORCE  
DEVELOPMENT SUMMIT



## 2011 Upper Great Lakes Summit: *Making Connections – Turning Vision Into Action*

The 2011 Upper Great Lakes Summit – Connecting Economic, Legislative, Education and Workforce Development, will be held on Wednesday, September 28, 2011, in the Great Lakes Rooms on the campus of Northern Michigan University in Marquette, Michigan.



**Yong Zhao, Presidential Chair and Associate Dean for Global Education, College of Education at the University of Oregon.**

Recently announce speakers include Yong Zhao and John Twomey. Zhao has extensive international experience. He has consulted with government and educational agencies and spoken on educational issues in many countries on six continents. His current work focuses on designing 21st Century Schools in the context of globalization and the digital revolution.

His research interests include educational policy, computer gaming and education, diffusion of innovations, teacher adoption of technology, computer-assisted language learning, and globalization and education. Zhao will share an abundance of information that can help you survive and thrive in the continuously evolving world of education.

John Twomey has been working to build a world class workforce in New York and the United States since 1976, when he started in the Bronx in New York City. John is the director of NYATEP, New York's Workforce Association, and one of America's foremost leaders on workforce development. John is a frequent plenary speaker at workforce conferences and has testified before Congress on ways to better prepare the country's workers.



**John Twomey, Director of NYATEP, New York's Workforce Association.**

It was clear in his work with youth gang members that better skills, education and work experience were their way out. The programs John founded were named model programs by the Center for Delinquency Prevention at the University of Seattle and the New York City Youth Bureau. From 1983 to 1987, John founded and administered an adult career center that was first citywide in placing people into jobs and training.

Attendees will also be treated to a panel discussion with members of our legislature as well as informative breakout sessions with key stakeholders from our region. The breakout sessions will include updates on workforce and economic development

issues as well as education and technology news that will help any attendee.

This year's Summit is a multi organizational collaborative seeking to connect the efforts of regional businesses, economic and workforce development partners, education, state legislators, local units of government and other regional partners.

The 2011 Summit is all new but carries on the tradition of two successful annual events. The U.P. Education Legislative Summit concluded its 14th year in 2010 and the Upper Great Lakes Economic & Workforce Development Summit held its 5th annual event last year. This joining of forces adds additional value to this high powered event and provides an excellent return on the time invested by attendees.

The tradition of providing an opportunity to interact and network will occur on Tuesday evening, September 27, 2011 at an informal reception held at the Holiday Inn in Marquette.

The Summit is a unique opportunity to interact with various businesses, community, and education leaders; state legislators; and other officials on how we can develop effective partnerships to strengthen our economy, create jobs, and prepare our children for the future.

To find out more about the Summit you can call Robert Micheau at (906)789-0558 and be sure to visit [www.jobforce.org](http://www.jobforce.org) or [www.maresa.org](http://www.maresa.org) for more updates on this event.

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## Made U.P. Here: Grede

Grede is a full-service supplier of innovative metal components to the transportation and industrial markets. Headquartered in Southfield, Michigan, Grede's Sales Support can be found across the United States as well as in Japan and Europe, delivering quality products to a global customer base. In 1947, Grede Foundries built a new foundry in the Upper Peninsula of Michigan. This was called Iron Mountain Foundry, in Kingsford, Michigan. It specialized in gray iron casting. It started out with 64 foundry workers, and gradually increased its capacity.

Their capabilities span a diverse range of materials and processes. Their comprehensive offerings and expertise bring to the table a standard of manufacturing that is truly distinctive in the industry. They've steadily built a reputation for quality and value, earning awards from customers, industry associations, and communities.

Grede's business foundation is built on relationships. They employ robust management systems that ensure the business runs smoothly while they focus on the people who make them successful - our customers, suppliers, employees, and communities.

Their culture is based upon fundamental principles that influence how they treat each of these groups:

- Their customers benefit from their proactive responsiveness.
- Their suppliers profit through their mutual partnerships.
- Their employees grow in a challenging and rewarding work environment.
- Their communities prosper through corporate citizenship and environmental policies.

Since its inception in 1920, Grede has been forging a path within the metal components industry. Their goal is total customer satisfaction. In fact, the company has built its business around this objective in a way few other organizations are capable. Through targeted investments and broad vision, Grede has turned a single iron foundry in Wauwatosa, WI into into a world-class metal components operation with facilities across the United States, servicing Fortune 500 customers.

Grede is committed to continued excellence, leadership, and stewardship in protecting the environment and being a good corporate citizen in all of its casting manufacturing, processing, and assembly operations. Environmental protection is a primary responsibility of management and every employee, and the company's top management is committed to providing the leadership and resources necessary to properly implement its Environmental Management System (EMS) and support its continual improvement.

Grede's primary environmental goal is to minimize waste and adverse impact on the air, water, and land through superior environmen-

tal control and implementation of its EMS. Grede is committed to meeting or exceeding all applicable legal and other requirements related to its environmental aspects and shall monitor developments related to regulatory and customer requirements, requirements for doing business in other countries, and/or determined to be best environmental practices. Grede shall make necessary modifications to the EMS in response to changing environmental requirements affecting its facilities.

Grede is committed to continual improvement in environmental performance and prevention of pollution through employee training and feedback, process and procedure improvements, benchmarking of best practices, conservation of energy and natural resources, and waste reduction, recycling, and reuse.



**GREDE**  
*Casting Integrity®*

## Aircraft Fleet Recycling Association (AFRA) Annual Meeting

The AFRA Annual Meeting is the most comprehensive educational and networking event in aircraft recycling. Speakers and attendees are international leaders in the aerospace industry, and the AFRA Annual Meeting provides an opportunity for these leaders discuss new technologies and business initiatives.

In addition to industry-leading workshops, AFRA holds an Annual Member Meeting, where members have an opportunity to participate directly in AFRA's agenda.

Several members of the Upper Michigan Green Aviation Coalition members were in attendance at the Aircraft Fleet & Recycling Association annual meeting, including Tim Zemanovic, Aircraft Demolition, LLC. who was one of the featured speakers.

The meeting provided for valuable networking with many industry leaders who want to create a greener aviation industry and who have ongoing interest in the Coalition's activities.

"Sawyer attended this conference last year and had the great benefit of meeting Mr. William

Carberry of Boeing. Through that relationship, we were able to introduce Bill to opportunities in the Upper Peninsula. We continued those discussions with Bill while at the conference and also had the opportunity to forge new relationships and talk about activities happening in Houghton and Delta Counties as well," said Vikki Kulju. "When people hear what's happening here, they are genuinely impressed and want to learn more and find a way to participate."

For more information on the Green Aviation Coalition and their activities, contact Holly Peoples at (906) 280-2441.



(Photo Courtesy of Northern Waters Photography/Sean Depuydt)

**Will Carne**

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

Mr. Roy Resto will be providing a training session on September 22, 2011 from 8:00 am until 5:00 p.m. Lunch will be provided. The session will cover broad Aviation Industry Topics including Economic and Forecast data, Overviews of the major sectors of Aviation (Manufacturing, Operations, and MRO- Maintenance Repair and Overhaul), Doing business with the Government/Military, the applicable Regulatory sections, Introduction to Federal Aviation Regulations, Advisory Circulars, Orders, Certifications, Repairmen, and use of FAA Form 8130-3.

Roy Resto is a seasoned aviation industry professional having served in management positions with several firms. Most recently he was Vice President of Technical Operations for Tracer Corp. And Messier-Bugatti-Tracer, a family of

## Is The Aviation Industry Right For Your Business?

aviation companies. Prior to this position, he was the COO of quality management solutions LP, a consulting firm specializing in aircraft maintenance. In addition, Roy worked with American Airlines in their Maintenance and Engineering center where he retired after 13 years of service as a level 5 manager, and before that, with McDonnell Douglas. He is also a member of the US Air Force where he continues to serve as an Avionics Specialist with the 128th ARW in Milwaukee. Resto has served on the FAA's Suspected Unapproved Parts Steering Committee and the Aviation Suppliers Association Board of Directors. Roy has an MBA in Finance from Oklahoma City University, a BS from Oklahoma State University, an ASS in Avionics from the Community College of the Air Force, and is an Aviation High School graduate. Complementing these, he has an FAA A&P license, an FCC Radiotelephone license with a RADAR endorsement, is an FAA DAR (Designated Airworthiness Representative), Instrument Rated Pilot and speaks fluent Spanish.

During the morning session he will cover forecasts of activity, aircraft deliveries, maintenance repair and overhaul (MRO), Military MRO as well as give an Overview of Major Sectors and their Regulatory Basis including manufacturing aircraft and part, operations of airlines and general aviation and maintenance repair and overhaul. The morning will conclude with information on how to set yourself up to do business with the government and military including a review of the steps necessary to setup your firm to be considered as a vendor or contractor.

The afternoon session will focus on an introduction to Federal Aviation Regulations (FAR's,

FAA Advisory Circulars, FAA Orders, The Steps to applying for a FAA Repair Station, Repair Station Operations, FAA Repairmen- Responsibilities, eligibility and Introduction to FAA Form 8130-3, Airworthiness Tag.

Roy recently received the prestigious 2011 Edward J. Gluecker Award given by the Aviation Suppliers Association Board of Directors. The award is a lifetime achievement award in recognition of outstanding commitment, dedication, and contributions to the association as well as the aviation industry.

There is no cost for the session which will be held at the Michigan Works! Service Center in Marquette at 1498 O'Dovero Drive. Please register at [www.jobforce.org](http://www.jobforce.org) and contact Holly Peoples for more information at 906-280-2441.



**Roy Resto, aviation industry expert.**

## Upper Michigan Green Aviation Coalition Hosts Third Seminar

The final in a three part seminar series sponsored by the Upper Michigan Green Aviation Coalition was held at the Magnusen Hotel and Conference Center in Houghton recently. Phil Musser, Executive Director of Keweenaw Economic Development Alliance gave the welcoming address. Joel Schultz, Regional Director of the Michigan Small business and Technology Development Center presented information on services provided by his organization.

Keynote speaker Dr. Fassi Kafyeke, Director of Strategic Technologies for Bombardier Aerospace and Board Member of the Green Aviation Research and Development network discussed

Green Aviation Technologies: preparing the future of business and commercial strategies at Bombardier. Randall Gorham, Manager of Manufacturing Exploration and Development with Lockheed Martin was the second Keynote speaker. He addressed Green Military Aircraft – Long-term vision, technologies and business opportunities.

Dr. Jim Baker, Director Technology and Economic Development at Michigan Technological University provided information on Green Research and development spin offs and other available services through his department and the University. Vikkie Kujliu was on hand to give

a one year update on the first year results and second year forecast for the coalition and Dennis Hext, Airport Manager at Houghton County Airport closed the day with remarks.

For more information on the Green Aviation Coalition and their activities, contact Holly Peoples at (906) 280-2441.



# New Business UP-Date: The Beaten Path

Many business owners will share that the start for their business came from a mix of passion and recognizing the opportunity of the right place and right time. Jill and Jon Harris recognized that with tough economic times and an active, outdoor-loving community there was a need for a unique used and consignment sporting goods retailer in Delta County. The couple took action and opened their shop, The Beaten Path, on Ludington Street in Escanaba this spring.

Jon is experienced in bicycle repair with 15 years of experience, and both are knowledgeable and easy to talk to about the equipment that they have available in the shop. They know local and industry trends, and strive to offer the best combination of service, value and quality in the area. Through their combination of new, used and consignment items, there is almost nothing in the sporting goods realm that they can't help find for you.

The used and consignment side of the business is unique to the area, and offers people the chance to get that bike you only rode three times or those skis you never quite mastered out of your garage and into the hands of those ready to ride. It also gives local residents an outlet to get out and try something that perhaps they wouldn't

otherwise without the high up front equipment cost. The Beaten Path takes trade-ins, as well, so if you're ready to upgrade your bike or other equipment, they can set you up with the newest and best while giving your current stuff a good home. They currently have used bicycles, inline skates, camping gear, golf clubs and bags, baseball and softball equipment. In the winter the business switches over featuring used downhill and cross-country skis, ice skates, hockey equipment and snowshoes.

If you're looking for the latest and greatest in new equipment, The Beaten Path has you covered, as well. For bicycles, they are the local Schwinn, GT and Mongoose brand dealers, as well as the Rollerblade brand dealer for new inline skates. They offer new skateboards, longboards and accessories, disc golf equipment, bicycle accessories and other miscellaneous sporting goods.

They are the local disc golf experts, as well. If you're interested in trying the sport without investing too much money or if you just want to get the party started at your summer gathering, they rent disc golf nets and discs.

In addition to sporting goods the store offers handmade purses and hats, Michigan-themed



and band t-shirts and other interesting items acquired through trade. Currently that inventory even includes a bass guitar! This changes often, with many unique items, so people are urged to visit often for the best selection.

The store is open from 10-5 Monday through Friday and 11-3 on Saturday. Sunday is their 'gone fishing' day to enjoy the outdoors alongside their customers. Mastercard and Visa are accepted. Visit often at 1015 Ludington to see the latest acquisitions or just chat about great trails and rides around Delta County. If you can't make it in person, call (906)789-6220 or email at [beatenpathup@gmail.com](mailto:beatenpathup@gmail.com) for information on goods available or bringing your equipment in. Join us in welcoming The Beaten Path as they help to keep Delta County active!

## Track Economic and Workforce Trends

### Labor Market Information (LMI)

*Michigan Works! has access to local, regional, state and national economic and labor market data; web-based analysis tools; consulting services; and integrated solutions that bring together industry, workforce and education perspectives. We use these tools to help make crucial decisions about regional economic and workforce development issues. You can use these tools to help with strategic and operational aspects of your business.*

#### Michigan Works! can provide information on:

- Available labor supply with specific skills and education levels
- Data on regional and local wage levels for specific occupations
- Gap analysis to determine the needs for new or expanded businesses
- Scenario reports that show the impact of increases or decreases in the number of jobs in a specific industry
- Overview of the economy of a county or region
- Breakdown of the types of jobs in a region by industry
- Unemployment rates

Many other types of labor market information are available by consulting your Michigan Works! Human Resource Specialist.

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.  
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## Computer Aided Design Tour

The Regional Industrial Manufacturing Skills Alliance, in partnership with Michigan Works! The Job Force Board and Bay College held two tours for individuals interested in learning about computer aided design occupations. The event was organized to combat worker pipeline shortages in the CAD occupation throughout the manufacturing industry. Twenty-five students and adults signed up to listen to presentations by significant employers in the area, as well as, take a tour of Engineered Machined Products research and design building to get a first-hand experience of the job duties. VanAire, Northern Star Industries, Bay College, and Engineered Machined Products shared occupational specific job duties and daily activities to the group, each customized to fit the manufacturer's needs. Each member present, of the Regional Industrial Manufacturing Skills Alliance, identified the need for more Computer Aided Design skills to fill their immediate and future needs.

Jerry Havil, Bay College Computer Aided Design instructor, is concerned with the lack of

students enrolling in the Computer Aided Design program. "The number of CAD enrollees is dropping significantly; in fact, it is becoming a concern for manufacturers. They are recruiting talent from outside of the U.P to fill their immediate needs." To further validate that statement Nick Schoen, Northern Star Initiatives, stated they have made trips to areas like Green Bay and the Fox Valley in recruitment efforts.

After the tours were given the attendees were able to ask questions during a question and answer session, and then were polled to see how many were interested in entering the occupation. Of the 25 attendees, over half had shown interest in entering the CAD program, many stating the occupation had never crossed their mind. Others, had no idea manufacturing companies provided jobs not directly connected to operating machines daily. "The end goal from these tours is to educate these individuals of the many opportunities in the manufacturing industry, and try to entice interest into the industry."

## IT Bites: Times of Change

*Things alter for the worse spontaneously, if they be not altered for the better designedly.* -Francis Bacon



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

Forget for a moment that Francis Bacon died of pneumonia contracted while studying the effects of freezing on the preservation of meat. His demand for planned procedures rings as true today as it did in the 1500's. Other than the freezing himself to death part, he had it figured out.

What type of succession plan does your business have in place regarding your information technology systems? Determining who holds the keys to the kingdom is a good place to start, even better is determining what the kingdom consists of. Often times in IT, when things are running well, nobody has a clue what is really happening,

calls that cry for help are common, fewer are the calls that say "Hey, just so you know everything is running great, thanks IT dude/dudette."

So number 1, what systems, technologies, products, and vendors do you have running? Who are the key contacts for support for each of those above? I got news for ya, the IT department does have friends, and they are not always isolated in a server room. Know who your IT people go to when they are stuck.

Times are tough, it's true, however cutting maintenance contracts or support might not be the best way to save a dime. If you intend on using software "x" for a few more years, plan the cost of supporting it up front, pre pay it and maintain that support. Often times the company supporting your product will not "run your systems" but they will be a resource when their product has issues and with the technology available today, they can remotely assist you, with your only involvement logging into a website.

So who you gonna call?

On a side note, I have had the fortune of working with some of the best technical people in North America and probably the world. They have taken time from their busy lives to help me learn and understand both technical and "human" issues. You know who you are.....thank you.

Don't forget to tip your tech guy, isn't your computer more valuable than a pizza?



## COMMUNITY EVENTS

September 8, 2011  
UPEDA Membership Meeting  
Location: Keweenaw Mountain Lodge 14252 US 41, Copper Harbor  
Time: 8:30am – 3:00pm EST  
For More Information please call (906) 789-3605, to register visit [www.jobforce.org](http://www.jobforce.org)

September 12, 2011  
Business After Hours: WLUC TV6  
Time: 5:00-7:00pm EST  
For More Information Please Call Lake Superior Community Partnership at 906.226.6591 ext. 106

September 13, 2011  
Business After Hours: United Way  
Location: Pine Grove Country Club, Iron Mountain  
Time: 5:00 – 7:00 CST  
For more information please contact Dickinson Area Partnership at 906.774.2002

September 13, 2011  
SBA Small Business Outreach Tour  
Location: Macomb Community College, University Center, UC1  
University Place Professional Development Center, Clinton Twp, MI  
Time: 8:00am – 12:00pm EST  
For more information please contact Nancy Grose at 313-226-0675 x234 or by email at [nancy.grose@sba.gov](mailto:nancy.grose@sba.gov)

September 19, 2011  
SBA Small Business Outreach Tour  
Location: Oakland County Business Center, Building 41 West, Waterford, MI  
Time: 12:30pm – 5:00pm EST  
For more information please contact Nancy Grose at 313-226-0675 x234 or by email at [nancy.grose@sba.gov](mailto:nancy.grose@sba.gov)

September 19, 2011  
Economic Club of Marquette  
Speaker: Candy Crowley, CNN's award-winning chief political correspondent and anchor of State of the Union with Candy Crowley  
Location: Ramada Inn of Marquette  
Time: Social: 6:00pm Dinner: 7:00pm Presentation: 8:00pm  
For more information visit [www.marquetteeconomicclub.org](http://www.marquetteeconomicclub.org)

September 21, 2011  
Business After Hours: Upper Peninsula Health Plan  
Time: 5:00pm-7:00pm EST  
For More Information Please Call Lake Superior Community Partnership at 906.226.6591 ext. 106

September 22, 2011  
Aviation Industry Overview  
Time: 8:00am – 5:00pm EST  
Location: Michigan Works! Service Center in Marquette  
To register for this event please visit [www.jobforce.org](http://www.jobforce.org)

September 27, 2011  
SBA Small Business Outreach Tour  
Location: Lansing Community College, West Campus, Lansing, MI  
Time: 12:30pm – 4:45pm EST  
For more information please contact Nancy Grose at 313-226-0675 x234 or by email at [nancy.grose@sba.gov](mailto:nancy.grose@sba.gov)

September 28, 2011  
Upper Great Lakes Economic Workforce Summit  
Location: NMU Great Lakes Rooms, Marquette  
Time: 8:30am-3:30pm EST  
For More Information Call Michigan Works! at 906.789.0558 ext.0 or visit website [www.jobforce.org](http://www.jobforce.org)

September 28, 2011  
Starting a Business Workshop (MI-SBTDC)  
Location: Michigan Works! Service Center in Delta County  
Time: Noon - 2:00 pm EST  
For more information call Michigan Works! at 906.789.9732

September 28, 2011  
Business After Hours: Four Seasons Resort Miscauno Island  
Time: 5:30pm-7:30pm EST  
For more information please contact Delta Chamber at 906.786.2192

September 30, 2011  
SBA Small Business Outreach Tour  
Location: Federal Reserve Bank of Chicago, Detroit, MI  
Time: 8:00am – 12:30pm EST  
For more information please contact Nancy Grose at 313-226-0675 x234 or by email at [nancy.grose@sba.gov](mailto:nancy.grose@sba.gov)

September 30, 2011  
SBA Small Business Outreach Tour  
Location: Federal Reserve Bank of Chicago, Detroit, MI  
Time: 8:00am – 12:30pm EST  
For more information please contact Nancy Grose at 313-226-0675 x234 or by email at [nancy.grose@sba.gov](mailto:nancy.grose@sba.gov)

September 30, 2011  
Starting a Business Workshop (MI-SBTDC)  
Location: Michigan Works! Service Center in Marquette County  
Time: Noon - 2:00 pm EST  
For more information call Michigan Works! at 906.228.3075

# Procurement Technical Assistance Center (PTAC) Announces New Program Director for Northwest Michigan



**Ann Helbig, new PTAC Program Director for Northwest Michigan (NWM).**

The Northwest Michigan Council of Governments recently announced the selection of Anne Helbig as the new PTAC Program Director for Northwest Michigan (NWM). The region consists of the 10 counties of the Northwest Lower Peninsula and the 12 counties of the Central and Western Upper Peninsula. The announcement is bittersweet, as it signals the loss of Todd Olson as the Program Director. He is working for Armor Express, a Michigan based company. Todd will help that company grow their sales to the government. However, the PTAC program has been left in extremely capable hands.

Upon his departure as the Program Director, Todd Olson provided these comments: "Running the NWM PTAC is one of my proudest professional accomplishments, but the truth is - I could not have done it without such a great and talented staff! From the moment I took over the PTAC, I knew we could not bring the vision to fruition without putting the right people in the right seats and then giving them the freedom and support to do what they do best. The first phase of development was to focus on government contracting mechanics: registrations, advanced market research, understanding the solicitations, and

preparing a response. We chose to focus on mechanics first because it made sense based on our region's geographic location, and the timing was perfect for advanced training opportunities. The next phase to conquer is the relationship and supply chain development phase, and I am confident that Anne Helbig and her PTAC staff are up to the challenge! I was already in my new position when I heard the announcement that Anne would be taking over as new NWM PTAC Program Director and all I remember thinking was, "That's exactly what I would do; Anne is sharp and ready for this opportunity!" I am going to miss working with everyone on a daily basis, but thanks to technology, we should never lose contact as we stay focused on building our relationships and developing our supply chains; the future is a BIG place and I hope to see you in it!"

Anne Helbig steps into the NWM PTAC Program Director position with a wealth of experience. She graduated with Honors from the University of Illinois-School of Business with a B.S. in Business Administration-Management Information Systems. After college she moved to Alaska and began working for TEMSCO Helicopters, Inc. Anne worked for TEMSCO for six and half years, four of which she was a manager of the Skagway base. As a manager, she oversaw the daily operation of the base running helicopter glacier landing tours and various contract flying for government agencies such as the National Park Service, the Forest Service, Department of Transportation, and the Bureau of Land Management. Anne then relocated to Traverse City, MI where she gained employment as a Research Analyst for the NWM PTAC. Anne stayed in that position for a year and a half before taking over the direction of the NWM PTAC as the Program Director. Anne is a Certified Federal Contract Manager through the National Contract Management Association. She has a Master's Certificate in Government Contracting from the George Washington University School of Business and an Associate's Certificate in Commercial Contract Management also from George Washington University.

Upon her start as the Program Director, Anne Helbig provided these comments: "I want to take this opportunity to introduce

myself to any of you whom I have not met yet. Over the past year and half as part of the PTAC team in Traverse City, I have had the opportunity to work, attend seminars, and even take classes with many of you! If our paths have not crossed yet, I look forward to a time when they do. Information has already been provided about my background so I won't bore you with that again and instead I will jump right into what you can expect from the PTAC moving forward. We will continue to give you the exceptional level of service you have come to expect from our program. Deb Donovan and I are available to assist you with any issues or questions you might have. Don Makowski continues to be the point of contact for our clients in the UP. We are currently accepting applications for our open Procurement Counselor position in Traverse City. I hope to have this person in place as soon as possible to help us meet all of our clients' needs. For those of you who mourned the loss of our specifications service, we are able to assist you in obtaining DOD adopted ASTMs again! We will continue to offer the high level trainings that have served you so well in the past. Please check our website regularly for a current listing of any trainings being offered. If you have not signed up for our newsletter yet, please do! I will always welcome your input on how the PTAC can serve you and your business better. We have one of the most knowledgeable and well trained PTAC staff in the country and we welcome the opportunity to show you what we can do!"

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](mailto:dmakowsk@jobforce.org)



# K & M Industrial Expands and Looks for U. P. Talent

Entrepreneurial spirited, Josh King, has a passion for making change and creating jobs in the Upper Peninsula. A once displaced worker, Josh took the initiative to put his resources and millwright experiences to work in the industrial sector and launched K & M Industrial. In 2009, the business had 1 employee and began establishing a customer base to drive revenue. Since the business's inception, Josh King, along with Vice President James Karaga, continually looked to reinvest the company's profits to purchase more equipment and broaden the scope of services offered.

With Josh's background in the industrial millwright sector and James' background in information technology, the two have made significant strides to grow their business and make positive economic impacts to the Delta County Area. K & M Industrial recently relocated to the Penstar Industrial Complex, and now has approximately 5,000 square feet

of industrial manufacturing and office space. K & M Industrial provides industrial welding, mechanical engineering and fabrication services both in-house and in the field. This relocation will allow for them to be more competitive in industrial and governmental market, and has already proven to be a generator for growth. They recently acquired Bayside Engineering and Manufacturing, Inc., which specializes in ferrous and non-ferrous stainless and aluminum fabrication and repairs.

With the recent relocation and acquisition, Josh looked to Michigan Works! for assistance in drawing a talented applicant pool. "I was laid off many times and had personal success by being through Michigan Works! application processes, and knew that Business Services Rep Laurie Sovey would help do the same for us!", Josh King.

For more information on how we can help your business recruit U. P. Talent, call Laurie Sovey at 906.789.9732, ext 310.



## ***Reduce Business Disruptions*** **Professional Off-Site Hiring Facilities**

**Michigan Works! Service Centers have private and confidential space available. So when your organization needs extra room to train new employees, or increased discretion during interviews, contact your Michigan Works! Human Resource Specialist to find out more.**

### ***Michigan Works! can:***

- ***Offer comfortable, professional areas that may be used by a business to conduct interviews***
- ***Rent its conference rooms to businesses for various uses at a nominal fee***
- ***Coordinate and staff job fairs for individual businesses or groups of businesses***
- ***Promote the job fair on various websites, through media releases, and other public awareness tools***



1-800-562-4808 • [www.jobforce.org](http://www.jobforce.org)  
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# Joining Forces!

UPPER GREAT LAKES  
ECONOMIC & WORKFORCE  
DEVELOPMENT SUMMIT



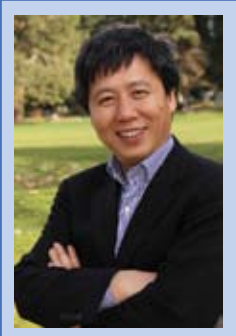
## SAVE THE DATE! September 27-28, 2011

### “Making Connections: Turning Vision into Action”

This year’s Summit is a multi-organizational collaborative seeking to connect the efforts of regional businesses, economic and workforce development partners, education, State legislators, local units of government and other regional partners.

**September 27th Social Networking at the Holiday Inn Marquette**

**September 28th Upper Great Lakes Summit NMU Great Lakes Rooms Marquette**



Speaker

#### Yong Zhao

Yong Zhao, current Presidential Chair and Associate Dean for Global Education, College of Education at the University of Oregon. Zhao has

extensive international experiences. He has consulted with government and educational agencies and spoken on educational issues in many countries on six continents. His current work focuses on designing 21st Century Schools in the context of globalization and the digital revolution.



Speaker

#### John Twomey

John Twomey is the director of NYATEP, New York’s Workforce Association, and one of America’s foremost leaders on workforce develop-

ment. John Twomey has been working to build a world class workforce in New York and the United States since 1976, when he started in the Bronx in New York City.



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