

COUNTRY INN AND SUITES TO OPEN JULY 14TH IN MARQUETTE



Country Inn & Suites of Marquette.

When it comes to creating a warm environment, Country Inn & Suites has the right approach. "It's about understanding what people are looking for in a place to stay," says Gail Anthony, Country Inn & Suites manger in Marquette. "We hope that our customers will experience that friendly "front porch" feeling that invites you to come inside for warm hospitality, and a cozy stay at a comfortable price."

The new 84-room facility is due to open in Marquette July 14th, complete with a beautiful pool, whirlpool, fitness center, and meeting room. The rooms offer many amenities such as complimentary break-

fast, in-room hair dryer, coffee maker, iron and ironing board and a weekday morning newspaper. It is located on the US 41 corridor that runs through Marquette.

Since the hotel was still in the construction phase at the time Gail needed to hire staff members, she turned to Michigan

Works! for assistance. "I can't say enough about the excellent service I was given at Michigan Works! The Marquette team helped to run the ads, accepted applications, screened resumes, scheduled appointments, secured an interview room and greeted and gave instructions to the job candidates. I would definitely use them again. It simplified the hiring process for me." stated Gail.

In total the Michigan Works! Marquette team received 278 resumes for the available Country Inn & Suites positions. From those resumes, 144 applicants were referred to the management team at Country

Inn and Suites. Finally, interviews were scheduled and conducted at the Michigan Works! Service Center. As it turned out, fifty-six jobseekers were interviewed, with twenty one of them accepting positions with the hotel. The new employees report to training on June 27th.

For the 14th year in a row, Country Inn and Suites has earned a 98 percent guest return rate, one of the highest in the industry. As a way of thanking their guests for their loyalty to the brand, Country Inn and

Suites provides an in-house lending library program called "Book It and Return" which lends free books to guests on the assurance they will return the book on their next visit. For every book returned to the Country Inn & Suites hotel, the company makes a \$5.00 donation to Proliteracy Worldwide. To date, the brand has donated over \$60,000.

For more information on how Michigan Works! can assist your business start up call 1-800-285-WORKS! (9675).



Gail Anthony, Country Inn & Suites manger in Marquette.

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In The Spotlight

MICHIGAN WORKS! & SYSTEMS CONTROL, THINKING OUTSIDE THE GRAY BOX!



Student graduates of Systems Control's training program.

They approach their responsibilities a little differently at Systems Control (a division of Northern Star Industries, Inc.), because the truth is it is about more than just making gray boxes. For over 40 years we've been designing, manufacturing and delivering the most trusted protective relay and control panels available (VL Panel, DU Panel, Duplex Panel). Systems Control has structured itself around a can-do, will-do attitude that is grounded in ethics, trust, partnership, and discipline. From order placement through delivery, they go the extra mile to ensure that every customer expectation is met. They have learned that by paying close attention to the front end of a project, it is easier to complete it on time and under budget.

At Systems Control there is a dedicated staff to assist every customer need that may arise. They start by assigning a dedicated

project engineer to manage all aspects of the job from start to finish. In addition, each member from a multidisciplinary team sees the job through from beginning to end, rather than the typical "hand off" method where one member hands the project off to another member until it is complete.

The products of Systems Control are a culmination of their people, processes, and partnerships. Using only the most reliable suppliers in the industry, Systems Control designs and manufactures a number of high-quality products, which not only meet specific customer needs, but also forges strong bonds that consistently exceed customer expectations.

Today Systems Control serves a wide range of industries and a number of Fortune 500® customers with state-of-the-art facilities. The company employs more than 200 talented individuals and prides itself on manufacturing quality products, providing extraordinary customer service, providing a safe work environment, and maintaining an unquestionable level of ethics and integrity. Finally, at Systems Control they take great pride in being easy to work with. The fact is, they are an extension of their customers'

teams. From the estimation process through the shipment of the finished products, they go the extra mile to deliver "The Best" products, on time – every time!

As part of its commitment to employee excellence, Systems Control and Michigan Works! have teamed up to institute a customized training program, thereby continuing to invest in the company's greatest asset, its People. The goal of the program was to recruit, screen, train, and place the high quality individuals needed to maintain and continuously improve the high quality products and processes already set in place throughout the company. The first class is set for graduation in mid May, and the next class is ready to begin immediately following. "We at Northern Star Industries, Inc. feel that our partnership with Michigan Works! has been a great experience, which has been mutually beneficial to all parties involved." stated Mary Carlson, Director of Human Resources at Northern Star Industries, Inc.

For more information on Systems Control, please visit their website at www.systemscontrol.com. For your human resources needs contact your local Michigan Works! Service Center at 1-800-285-WORKS! (9675).



ASHLEY FURNITURE HOME STORE OPENS IN ESCANABA

Roger's Furniture of Escanaba has expanded and moved to its new location on North Lincoln Road. They also have a new name as they have converted to an Ashley Furniture HomeStore which is the fastest growing furniture retailer in North America. The 16,000 square foot store



carries all Ashley brand furniture, Simmons bedding, electric fireplaces and a large selection of accessories. Their showroom is

certain to inspire the decorator within all of us. The interior architectural design includes a 10 foot tall water effect, one floor to

ceiling electric fireplace, walls with faux painting and textures and beautiful room settings down to the final detail of table lamps and area rugs. You can visit the Ashley Furniture HomeStore at 2222 North Lincoln Road, Escanaba.



(Photo Courtesy of Northern Waters Photography/Sean Depuydt)

Will Carne, President
Michigan Works! The Job Force Board

Congratulations to the Michigan Works! Service Centers across the central Upper Peninsula in continuing their excellent performance in support of Governor Jennifer Granholm's Mi Opportunity Partnership. In 2005, the Governor announced the start of the Working for Jobs Today! employer pledge campaign, an unprecedented outreach to Michigan employers that matches their job openings with skilled job seekers. Our local Michigan Works! Service Centers have an instrumental part in the Governor's initiative and continue to play a key role in helping match unemployed workers with

MICHIGAN'S WORKS! CONTINUE TO ASSIST THE GOVERNOR CHAMPION THE GOVERNOR'S MI OPPORTUNITY PARTNERSHIP

Michigan jobs in Michigan.

Our central Upper Peninsula employers have "pledged" 4,033 job openings— which they register with Michigan Works!. Our team has done a tremendous job at matching employer openings with qualified job applicants. As of the first of June 97 percent of these pledged vacancies had been filled.

The Job Force Board has provided leadership in the Michigan Regional Skills Alliance initiative by convening and supporting employer led, organized groups of business, educational institutions, and other community partners that tackle common problems facing a specific industry. The Job Force Board is the convener of Regional Skills Alliances in the Healthcare, Industrial Manufacturing and the Construction Trades. As well, the Board provides support to the Lake Superior Community Partnership's Line Tech School and Northern Initiatives Forest and Timber products regional skills alliances. These Alliances focus on an organized, holistic approach to supporting the business within a specific industry, often tackling industry-based skill shortages and other barriers to success through attracting qualified jobseekers and upgrading the skills of incumbent workers, at the same time providing a promising vehicle for preparing unemployed and low-income workers for entry level and

higher level jobs in an industry.

This is a win-win all around, jobseekers gain the valuable credentials needed for employment, it saves time and gets them a good job sooner, our businesses get what they have been asking us for a lot quicker--- higher quality, finished product with the knowledge, skills and abilities they need to remain competitive. Our state is a big winner, too, as we are keeping good, family- sustaining jobs, and workers, in Michigan where the state sees the benefits of a productive workforce with a disposable income. We also help the state in achieving the Governor's goal of doubling the number of students who obtain college degrees and other credentials over the next 10 years, as well as helping to facilitate the transition of Michigan workers to 21st century jobs and careers.

We are confident that our Job Force Board and its local Michigan Works! Service Centers will work closely with our business and industry to make the Governor's initiative a success. We appreciate the support of our employer community for their pledges of job openings. If your firm is interested in participating in a Regional Skills Alliance or to pledge job openings please call us at Michigan Works at 1-800-285-WORKS! (9675).



ARSENAULT APPOINTED TO MEDC SMALL BUSINESS ADVISORY BOARD



(Photo Courtesy of Northern Waters Photography /Sean Depuydt)

Paul Arsenault, Chair
Six County Employment Alliance Board

Michigan Economic Development Corporation President & CEO Jim Epolito, has announced that Paul Arsenault of Marquette County has been appointed to the Michigan Small Business Advisory Board.

The Board, which serves under the direction of the Michigan Economic Development Corporation, is comprised of representatives from organizations around the state that provide services to Michigan's small business, Arsenault is the sole U.P. representative on the Board.

"Our ultimate goal is to benefit small business by increasing their awareness and access to services" said Jim Epolito President & CEO of the Michigan Economic Development Corporation, who appointed Arsenault.

"The responsibility of this Board is to identify challenges and opportunities for small business and to provide input into how we as a state can collectively better serve small business." said Mike Prusi, Michigan Senator serving District 38, which encompasses the majority of Michigan's Upper Peninsula, "Mr. Epolito made an excellent choice in choosing Mr. Arsenault to fill this key position. We need someone like Paul on this board, his intricate knowledge of enterprise facilitation and his personal experience in business development will be utilized and put to the test as we all work together to keep Michigan's economy on track and moving forward."

Arsenault is the Chairman of the Six-County Employment Alliance, and is the President of Concepts

Consulting, Inc., a Business Finance Consulting firm out of Ishpeming. Arsenault has served on the Marquette County Board of Commissioners since 1988 and is Chairman of the Small Business & Technology Development Centers (SBTDC) – State of Michigan Board, the Keweenaw Industrial Council, a Charter Member - Upper Peninsula Business Capital Corporation and is the Past Chairman of the K.I. Sawyer EDC

Arsenault was named the 2003 Michigan U.S. Small Business Administration Financial Services Advocate of the Year. Paul is also the SBA's 2003 Midwest Regional Advocate award winner.

Arsenault and his wife Sandra, have five grown children and reside in Ishpeming Township.



Owner Laurie and Ralph Stabile of Mackinaw Trail Winery business in Manistique. Originally from Vermont, Doug Kitchel arrived in

MACKINAW TRAIL WINERY OPEN FOR BUSINESS!

Owner Laurie and Ralph Stabile have nestled their new Mackinaw Trail Winery business in Manistique. Their wine tasting room offers a unique marina setting, with a wide variety of premium table and fruit wines. Customers can choose from over 22 varieties which are available for tasting. Their grapes are harvested from the Michigan Lake Shore region, and transported to their winery. Laurie and Ralph are currently working on their business plan to bring in vineyards which will make it easier to process their wine with less time and cost.

Currently Mackinaw Trail Winery is processing their specialized wine in Iron Mountain, but will soon have their wine making relocated to Manistique. Laurie says their goal is to bring in more tourism to Manistique which will open the doors for future employment throughout Schoolcraft County. The company has utilized the services of Michigan Works! that has provided them with a workforce that meets their needs.

Mackinaw Trail Winery offers shipping, customized labeling, gift baskets and private wine tasting celebrations by appointment. You can find more information about Mackinaw Trail Winery at www.mackinawtrailwinery.com or call 906-341-2303.

IT'S "ALL ABOUT SERVICES"... STARTING A BUSINESS IN THE U.P.

Marquette in September of 2004 seeking employment. An acquaintance recommended to Doug that he go to Michigan Works! for help with his job search. Doug followed up on the advice and received a variety of career services and found employment with a local cleaning and maintenance firm called All About Services.

It was not long after Kitchel started working that the owner decided to sell the business. Kitchel decided to buy the business and remembered that Michigan Works! also had a Business Resource Room that assisted budding entrepreneurs. At Michigan Works! Kitchel was connected with First Step business consultant Joel Schultz. Joel was able to further educate Kitchel on business plans, marketing, and other details of what is involved in owning a small business in the Upper Peninsula. As Kitchel put it, "The combination of Joel Schultz and Michigan Works! has helped my dream of owning a business and having

it really take off".

Kitchel soon needed employees for his business and again Michigan Works! was called into action. A job order was posted and the Michigan Works! Service Center Human Resource Specialists went to work to find Kitchel a qualified candidate. Kitchel hired a local young adult who possessed the skills he was looking for. "Ryan is totally awesome" says Doug. "He's to work on time, and has caught on quickly to the training involved".

All About Services has been such a success that Doug is again seeking applications through Michigan Works! to meet his expanded hiring needs. For more information on how you can start your own business or for help with your human resource needs, call your local Michigan Works! Service Center at 1-800-285-WORKS! (9675).

CHOCOLAY DOWNS GOLF & COUNTRY CLUB BENEFITS FROM MICHIGAN WORKS! SERVICE CENTERS



Chocoday Downs is a residential golf course near Marquette Michigan. The course is well known for its world's largest green of over 29,000 square feet! However, since the completion of the 18 holes in 1993, they have much more to brag about as they add a third 9 holes, which will feature the longest golf hole in the entire world; 1007 yards eclipsing Japan's 964 yard hole. The picturesque, championship designed golf course contains water hazards, rolling terrain and beautiful wooded areas and includes a very nice clubhouse.

Recently Course Superintendent Patrick Dykster contacted the Michigan Works! Service Center to assist him in filling Golf Course Laborer positions. Michigan Works! recruited, screened and referred qualified job applicants for the position openings. In addition, Michigan Works! provided interview

rooms for Chocoday Downs to conduct interviews as well as a list of standard interview questions to be asked of applicants.

"I appreciate Michigan Works! for taking the time to assist me, one on one, with the business services they provide. We were searching for employees who had specific skills, knowledge and work experience to fill the positions we had available" commented Dykster. "We worked together on this project and within a very short time we were able to complete the hiring process in a timely and effective manner. I would refer any business seeking assistance with Human Resource issues to call on Michigan Works! for assistance, as we are very pleased with the results of their efforts."

To learn more how Michigan Works! Can assist you with your human resource needs call 1-800-285-WORKS! (9675).