



About the UPEDA

The mission of the Upper Peninsula Economic Development Alliance (UPEDA) is to enhance, link and promote the unique aspects of Michigan's Upper Peninsula as the superior location in which to invest and conduct business.

About the UPEDA

The Upper Peninsula Economic Development Alliance (UPEDA) is a non-profit 501(c)(3) economic development organization, incorporated in 1999. The membership consists of private companies, utilities and local and regional economic development agencies throughout the Upper Peninsula. Our marketing campaign and information systems are funded through a match-funding grant from the Michigan Economic Development Corporation. We are the primary economic development organization actively marketing the Upper Peninsula for business attraction and retention.

Membership Listing

- | | |
|--|---|
| <p><i>Boomerang Marketing
Canadian National Railway
Charter Communications
Cloverland Cooperative Electric
CUPPAD/1st Step
Delta County EDA
DTE Energy
Eastern UP Michigan Works!
Eastern UP Regional Com.
Edison Sault Electric Company
Gogebic County EDC
Hirvonen Foundation
Houghton County/Keweenaw Industrial Council
Iron County EDC
Kinross Charter Township EDC
Lake Superior Community Partnership
Luce County EDC
Mackinaw County
Michigan Economic Development Corporation
Michigan Department of Career Development</i></p> | <p><i>Menominee County Economic Development Alliance
Menominee County Economic Development Partnership
Michigan Department of Environmental Quality
Michigan Works! The Job Force Board
Northern Initiatives
Ontonagon County EDC
Sault Ste. Marie EDC
Sawyer International Airport & Business Center
SBC/Ameritech
Schoolcraft County EDC
Semco Energy Gas Company
STS Consultants
UP Community Foundation Alliance
UP Engineers & Architects
UPPCO
Upper Great Lakes Educational Technologies, Inc.
WE-Energies
Western UP Plan & Development (WUPPDR)
Wisconsin Public Service (WPS)
Xcel Energies</i></p> |
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Dear UPEDA Members and Friends:

Greetings! Recently I was part of a gathering of 14 groups who were brought together to discuss entrepreneurship in rural areas. One of the most distinguishing features that my colleagues marveled over was our collective presence in the Upper Peninsula Economic Development Alliance. We are unique and greatly envied.

Through the UPEDA, we have the collective action of corporations, governments, non-profits and economic development corporations which have created a forum to align strategy, tactics, and build tools for our members. It has also given us the opportunity to leverage dues into substantial dollars for collective action. And what is exciting is how our work and impact has grown.

Collectively we have helped build one image campaign. We are now on our way to launching our second "Growing Business, Harvesting Success" campaign. We are emphasizing "growing our own" as a means for world-class competitive firms and for getting the results that we once believed could only come from the outside.

Last summer we celebrated and recognized some of the best firms, products and organizations that the U.P. has to offer. Governor Granholm brought "cool" onto the scene and we perfected it (in my opinion) with the first "Cool U.P. Summit." We featured great speakers and our Governor, Senator Stabenow, Representative Stupak, State Senator Prusi, Representative Adamini, Brown and Casperson in an event that showcased what is best about our people, our companies and this place that we enjoy.

Collectively, we have pushed our "growing our own" agenda by hosting three Entrepreneurship Expos at Lake Superior State University, Michigan Technological University, and Northern Michigan University. Our challenge is having so many talented young people without enough U.P. jobs that fit their talents. Through the expos we showcased entrepreneurial opportunities so that upon graduation or in a few years, should they find themselves longing for the U.P. they know possibilities that could exist for them.

Last winter, we hosted Michigan Department of Labor and Economic Growth Director David Hollister and Senator Debbie Stabenow at our meetings. In the Spring we added an educational workshop and visited with U.P. alum Jeff Ratcliffe to educate us on the successful recruitment and launch of the manufacturing business during his tenure in Luce County.

UPEDA represents a special arrangement created to market and promote the U.P. as a great place to do business and support its members with tools for help make the promise more of a reality. Thanks to the help of our partners and particularly the Michigan Economic Development Corporation, 2004 was a great year.

In view of how far we have come, it is not surprising that my colleagues were envious.

Dennis West

Dennis West, UPEDA Chair

UPEDA Accomplishments

Michigan's Cool U.P. Community and Economic Development Summit

The Upper Peninsula Economic Development Alliance hosted Michigan's Cool U.P. Community and Economic Development Summit on August 19th and 20th, 2004. The goal of the Summit was to bring industry, tourism and government together to build a strong Upper Peninsula and featured Governor Granholm handing out 8 "Cool Awards" to cool businesses and projects around the U.P. The UPEDA was also pleased to welcome U.S. Sen. Stabenow, U.S. Rep. Stupak, U.S. Sen. Prusi, State Rep. Brown and Don Jake-way, head of the Michigan Economic Development Corporation to the Summit.



Entrepreneurs, owners/managers of U.P. manufacturing tourism, service and retail business along with staff and board members of U.P. non-profits, partnerships development alliances and DMOs all took advantage of the 1 1/2 day educational event.

Guest speakers and sessions presenters from across the country provided valuable information on economic and community development, workforce development, tourism trends and more.



In addition, featured speakers included Eric Chester and Bill Geist. Eric spoke on "Narrowing the Generation Gap: Who is Generation Why" detailing how can you tap into this next generation's remarkable potential.



Bill Geist of Zeitgeist Consulting discussed how communities across the U.S. are conducting economic development and devising unique development strategies.

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Other sessions covered topics addressing the need to secure and manage development, sustain community values, leverage tourism and industry, share U.P. resources with the nation and the world and offer a fresh and exciting future to Upper Peninsula youth, among others.

Entrepreneurial Expos Focus on Business Start-ups

The UPEDA hosted three Entrepreneurial Expos in November and December of 2004. The Expos were held at Northern Michigan University in Marquette, Michigan Tech University in Houghton and Lake Superior State University in Sault Ste. Marie. The events were free for any individual interested in starting a business or formulating an idea into a business plan. Informational sessions were presented by local entrepreneurs and service providers and covered topics including business plan development, start-up financing, technology and the Internet, marketing, eco-tourism, accounting and legal issues, franchise consideration and home-based and Ebay businesses. The expos also featured booths and exhibits spotlighting businesses and organizations that offer assistance and services to individuals starting a business or entrepreneurs who are exploring business ideas.

To bring these Expos to fruition the UPEDA was able to establish significant partnerships and sponsorships with NMU, MTU, LSSU, Finlandia University, the MTec SmartZone and the Marquette Cool Cities Advisory Group, among others.

UPEDA presents "Cool Awards"

To raise awareness of U.P. excellence and innovation and in support of the Governor's Cool Cities initiative, the UPEDA recognized those businesses and organizations that contributed to the "coolness" of the Upper Peninsula by making the region attractive to college graduates and supporting entrepreneurship.

Governor Jennifer Granholm presented the awards as part of Michigan's Cool U.P. Community and Economic Summit held August 19th and 20th in Escanaba, MI.

Finalists in the 8 categories (Winners are bolded):

Project-Economic Development:

- Marquette County Health Department's "Fit-Up"
- **Michigan Tech Enterprise Corporation SmartZone, Houghton**
- Northern Lights Energy Project, Escanaba
- UP Link Project, Marquette

Project-Community Development:



- Menominee Waterfront Festival, Menominee
- Sawyer Operations, Gwinn
- Snow Country Byways, Ottawa National Forest, Ironwood
- **U.P. Telehealth Network, Marquette**

Attractions:



- **International Ski Jumping Competition, Iron Mountain**
- Lake Superior Community Theater, Marquette
- Mt. Bohemia, Lac La Belle
- Soo Locks, Sault Ste. Marie

Workplace:



- Geoglyphics, Chatham
- Hetrick & Associates, Marquette
- **ThermoAnalytics, Calumet**

Schools:

- **Bothwell Middle School, Marquette**
- M-Tec @ Bay College, Escanaba
- U.P. Construction Apprenticeship
- USOEC at NMU, Marquette

Service:



- Northern Area Health Education Center, Marquette
- **Northern Initiatives, Marquette**
- UPContractors.com, Escanaba
- U.P. Health Care Network, Marquette

Product:



- Enstrom Helicopters, Menominee
- IR Telemetrics, Hancock
- **Pioneer Surgical, Marquette**
- Precision Edge, Sault Ste. Marie

Company:



- **EMP, Escanaba**
- Extreme Tool, Ironwood
- GS Engineering, Houghton
- Marquette General Hospital, Marquette

Federal Procurement Summit

In September, the UPEDA was pleased to join with Operation Action U.P. to assist U.S. Congressman Bart Stupak in the development and hosting of the 1st Annual Federal Economic Conference at Northern Michigan University

in Marquette.

International trade specialists from the U.S. Department of Commerce along with international service providers presented an overview of the export process. The presentation included details on export marketing, market research, financing, logistics and government services available to U.S.



**Companies.
Financial Statement
As of December 31, 2003**

Assets	
<i>Current Assets</i>	
<i>Checking/Savings</i>	
Checking-First Bank	12,396
Savings-First Bank	43
Total Checking/Savings	12,439
<i>Other current Assets</i>	
Deferred Charges	6,447
Total Other Current Assets	6,447
Total Current Assets	18,886
<i>Fixed Assets</i>	
Property & Equipment	13,384
Total Fixed Assets	13,384
Total Assets	32,270

Liabilities & Equity	
Liabilities	
<i>Current Liabilities</i>	
<i>Other Current Liabilities</i>	
Advanced-CDBG Funds	6,447
Total Current Liabilities	6,447
Total Current Liabilities	6,447
Total Liabilities	6,447

Equity	
Fund Balance	63,275
Net Income (Loss)	(37,452)
Total Equity	25,823
Total Liabilities & Equity	32,270



M-TEC AT BAY COLLEGE OFFERING CERTIFIED NURSING ASSISTANT PROGRAM



Providing compassion and love to those in need.



To address the growing needs of the Upper Peninsula's healthcare industry, M-TEC at Bay College will begin offering a Certified Nursing Assistant training program. This 120-hour course includes 40 hours of classroom, 40 hours of laboratory training and 40 hours of clinical training through local long-term care facilities. Unlike other programs in the region, M-TEC CNAs will be State of Michigan Certified at the end of training, before entering the workforce. "Many programs call themselves "certified" but they don't test their students against the actual State requirements," said Alan Yeck, Executive Director for Bay College.

"Our Certified Nursing Assistants will have proven that by the end of training, their knowledge, skills and abilities (KSAs) meet the high-standards the State certifies on."

The program will run several times a year. Applications are being accepted for the July 12 class. For more information, please call Jennifer Juntunen at 906.789.6902 x1534.

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 888-578-6489

CALL FOR PRESENTERS

Conference Will Offer Solutions for IT Professionals

The M-TEC at Bay College and the Upper Peninsula IT conference Committee has issued a call for presentations for the first annual IT Conference to be held at the M-TEC on Thursday, September 22, 2005. The Conference will address the issues and challenges faced by organizations as they look to maximize their information technology systems and capacities. The committee seeks forward-thinking, engaging, and informational presentations that will prepare IT professionals, organizational leaders, and small business owners for the latest advancements in information technology.

Presentations will be 60 minutes long, and speakers should plan for Q

& A from the audience during this time. Presentation proposals on the following topics are encouraged, but other areas of interest to IT professionals are welcome: Wireless, Broadband, Security, Networking, Disaster Recover, Connectivity, VOIP, Licensing, and Compliance.

The Call for Presenters application form can be found on the M-TEC webpage at <http://mtec.baycollege.edu/train/itpresenters.pdf>.

For more information on the IT Conference contact Renée Lundberg, CPP, at the M-TEC at Bay College at (906) 789-6902, X 1 5 3 5 or e-mail lundberr@baycollege.edu.

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"I work because Michigan Works!"

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Join us for these upcoming Business After Hours Celebrations!

- September 28, 5:00-7:00 PM**
Eikhorn Station, Manistique
- October 18, 5:00-7:00 PM CST**
Pine Grove, Iron Mountain
- November 7, 5:00-7:00 PM**
UpFront & Co., Marquette
- December 7, 5:30-7:30 PM**
Log Cabin, Delta

We hope to see you there!

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- Providing job leads to address necessary skills and abilities
- Writing job descriptions and advertisements
- Posting job openings on the Internet, local and campus websites
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- Working with Human Resource administration issues
- Planning for business retention and expansion
- Offering Business Matching Services on a fee basis

- Linking job seekers with local and regional
- Employment opportunities and job search web sites
- Testing ability and knowledge
- Offering employment and career skills workshops
- Helping with education, financial aid issues
- Providing a resource library of books, videos and software for job seekers
- Offering Internet access, word processing equipment, phone and fax services
- Supplying information on employment policies and legal issues

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LAND AND CABIN RAFFLE

All proceeds will benefit community and economic development in Marquette County, Michigan.

ORGANIZATION ID# 126837 **\$500 CASH PRIZES** LICENSE # C22992

\$ DECEMBER 23, 2004 \$ MARCH 21, 2005 \$ JULY 1, 2005 \$

GRAND PRIZES
SEPTEMBER 1, 2005

✪ SKIING PACKAGE ✪ MOUNTAIN BIKING PACKAGE ✪
 ✪ VACATION FOR TWO ✪ FOUR WHEEL ATV ✪
 ✪ 10 ACRES OF LAND & CABIN ✪

ALL drawings will be held at 12:00 noon at the Lake Superior Community Partnership located at 501 South Front Street, Marquette, Michigan, 49855.
 Must be 18 to purchase tickets. Winner is responsible for all applicable taxes.

<p>ORDER FORM</p> <p>Name (please print): _____</p> <p>Address: _____</p> <p>City/State/Zip: _____</p> <p>Telephone: _____</p>	<p style="text-align: center;">Please mail check or money order to:</p> <p style="text-align: center;">LSCP - RAFFLE 501 South Front Street Marquette, MI 49855</p> <p style="text-align: center;">*Please do NOT send cash by mail. www.marquette.org (888) 578-6489</p>
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	# OF TICKETS	x \$50 each	TOTAL AMOUNT ENCLOSED

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Equal Opportunities/Employer Michigan Relay Center (800) 649-3777. Auxiliary Aids and Services Available to Individuals with Disabilities