



Members of the Lake Superior Leadership Academy's Class of 2004 Wendy Crowley of Michigan Works!, Jim Thams of Northern Michigan University and MaLynda Neumann of the Lake Superior Community Partnership, work together to problem solve at the Academy's annual retreat.

LAKE SUPERIOR LEADERSHIP ACADEMY CONTINUES TO BUILD TOMORROW'S LEADERS

What do a school board member, the executive director of a U.P. wide non-profit, a member of a special event committee, a board member of a local human services organization and a Salvation Army bell ringer all have in common? They are all graduates of the Lake Superior Leadership Academy. The Lake Superior Community Partnership established the Leadership Academy with the firm conviction that today's leadership has an obligation to nurture tomorrow's

community. In short, the Lake Superior Leadership Academy (LSLA) is meant jump start Marquette County's future leaders.

With the upcoming May graduation of the Class of 2004, the total number of Academy participants will grow to over 125. Surveys have shown that graduates are moving into positions of leadership in local government, on non-profit boards and at their places of business. Sur-

veys also indicate that employers are profiting from the expanded professional network and increased understanding of the community that their employees gain through the Academy experience. In short, the Academy is working.

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"There is not an infinite supply of community leaders," states Academy chairperson and graduate of the Class of '00 John Frick. "We give the people that are likely to move into those positions of responsibility a well rounded education about how their county wide community works. Armed with that education and the network developed throughout the class, they are better prepared to step into leadership roles."

The Academy educates future leaders by focusing on eight specific topics, one per monthly class session. Intense exposure to the topics of re-

gional economy, tourism, education, arts and culture, health and human services, the media, government and the justice system give participants an underlying understanding of the community's inner workings. That understanding forms a strong foundation for them to build on going forward. "The Academy presents an exceptional learning experience for individuals looking to make a difference in their community", states Heidi Davidson of Manpower and graduate of the Class of 2001.

The Academy is accepting applications for the Class of 2005 now through May 14. Potential participants can receive applications for the class by calling 486-4841 or stopping in either Partnership office, located at 501 South Front Street, Marquette or at 610 Palms Avenue, the U.S. National Ski Hall of Fame and Museum, in Ishpeming.

THE NORTHERN INITIATIVES TEAM GROWS UP BUSINESSES WITH BUSINESS LENDING- PRODUCTS AND SERVICES!



Mark and Jan Sundquist (R) with new hire, William Wilbur (L)

When Mark Sundquist, Owner of Cottage Comfort and shores, needed to find a qualified, professional for a recent sales position opening for his expanding business, he immediately turned to Michigan Works! because Cottage Comfort and Shores had utilized the services in the past, they knew that they could count on the

valuable business support offered through Michigan Works! With one quick phone call to the Michigan Works! Service Center in Alger County, the position was immediately posted on the Michigan Works! Talent Bank. Because Michigan Works! is familiar with their business customers, the process was effortless. Michigan Works! staff began collecting resumes and applicants for the small business, and within a short period of time, Mark had a large pool of applicants to choose from. By allowing Michigan Works! to collect applications and resumes, Mark saved valuable time and staff resources. Through this process, they found a qualified skilled candidate to fill their

position. In regards to services received through the Michigan Works! Service Center in Alger County, Mark Sundquist comments that he appreciates the, "outstanding, timely service related to job postings and candidate potentials" and the "excellent follow up!"

Cottage Comforts and Shores was incorporated in may 2000 as 4-Seasonal homes, Inc. with a DBA as Cottage Comfort & Shores, a new business in Munising serving the entire U.P. They are a small diverse locally owned and operated retail and service store. Cottage Comfort and Shores, owned by Mark and Jan Sundquist, specializes in sales and services for Marquis Spas (#1 selling spa for previous spa owners) Porta-Dock (roll-in dock and boat lifts) gas and wood fireplaces and stoves by Avalon and Jutul, custom and kit saunas by Helo, and Homecrest outdoor furni-

ture. In addition to retail sales, they offer guided outdoor adventure services and rentals of kayaks, snowshoes and x-country skis. They take pride in the knowledge and application of their premium products and personalized professional services. Cottage Comfort and Shores has received numerous awards by Porta-Dock and Marquis Spas. They are actively involved and contribute to local sponsored events and school activities and are a member of the Alger County Chamber of Commerce.

For more information on their products and services, call Cottage Comfort and Shores at 906-387-1954, or stop in and view their products at 129 East Munising Avenue. Hours of operation are Monday through Friday, 10 a.m. to 6 p.m.; Saturday 10 a.m. to 3 p.m., with special hours for customers who wish to make appointments for test soaks in the spas.

Contact us toll-free! 1-800-285-WORKS!

-or-

Catch us on the web! www.jobforce.org



GOVERNOR PROMOTES A *COOL STATE* FOR ECONOMIC PROSPERITY

Michigan Works! The Job Force Board has been profiling local economic developers who are working to improve the economy of the Central Upper Peninsula. This month, we take a look at the Cool Cities economic development initiative launched by Governor Granholm.

Orrin Bailey, CEO

The future economic security of our state is in the hands of young, college-educated workers who will

choose to stay in or move to Michigan," according to Governor Granholm as she announced an April visit to Northern Michigan University in Marquette to further outline and research the State of Michigan's new Cool Cities Initiative.

You may be asking yourself, what exactly is a cool city? The City of Marquette, which has been very active in the Cool Cities program, defines a cool city as the following:

- Is 24/7, dynamic with a synergistic vibrancy
- Has a revitalized, energized downtown
- Offers a sense of place
- Provides creative opportunities, diverse housing, and is

wired for technology

- Historic preservation meet new world

The Cool Cities initiative is a holistic economic development approach that looks at traditional economic development issues as well as issues such as encouraging diversity in the populace, affordable and quality housing across the economic strata, a vibrant and diverse educational system, and an arts and cultural community which addresses diverse needs. Cool Cities also encourage community and economic development, which builds upon, and embraces the historical nature of its communities.

To learn more about Michigan



Orrin E. Bailey, Chief Executive Officer Six County Employment Alliance/Michigan Works! The Job Force Board.

Cool Cities, you may want to visit some of the following web sites:

- <http://www.michigancoolcities.com/>
- <http://www.michigan.gov>
- <http://www.mqtcty.org/>

Menominee Gets State Assistance for Downtown Marketing Plan Study to Determine Long-Term Growth and Job Creation Strategies



*Governor Jennifer M. Granholm
(Picture courtesy of www.michigan.gov)*

Governor Jennifer M. Granholm has announced \$15,000 in Community Development Block Grant funding for the city of Menominee. The Michigan Economic De-

velopment Corporation (MEDC) made the grant available to help the city develop a plan to increase occupancy in the downtown business district and market the historic attractions of the city.

"Every community has the potential to attract new investment," Granholm said. "This funding will help Menominee identify ways to highlight its most desirable qualities and bring business and jobs downtown."

In her 2004 State of the State address, Governor Granholm announced a focused, seven-point plan for economic growth. So far this year, the Governor has announced the creation or retention of approximately 4,794 jobs as a result of targeted assistance pro-

vided by the MEDC.

"The economic health of our downtowns is essential to creating jobs and investment in the state," said Don Jakeway, president and CEO of the MEDC. "This study will help Menominee create a plan to not only retain its core business but create future opportunities for its residents."

The Michigan Economic Development Corporation administers the state's block grant program with funds received from the U.S. Department of Housing and Urban Development. These funds are used to provide grants to eligible counties, cities, villages and townships-typically those with populations less than 50,000-for economic development, community

development and housing projects.

Each year, Michigan receives approximately \$50 million in federal block grant funds. There are 1,655 local governments within the state eligible to apply for these funds.

The Michigan Economic Development Corporation, a partnership between the state and local communities, promotes smart economic growth by developing strategies and providing services to create and retain good jobs and a high quality of life.



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THE NORTHERN INITIATIVES TEAM GROWS UP BUSINESSES WITH BUSINESS LENDING-PRODUCTS AND SERVICES!

NEED HELP GETTING UP AND RUNNING? ARE YOU ADDING OR GROWING A NEW PRODUCTION LINE? NORTHERN INITIATIVES IS JUST A PHONE CALL AWAY TO INTRODUCE YOU TO THEIR SERVICE LINE!

Northern Initiatives' loan program has the funding necessary to assist you as you get started and/or as you expand. Loans are particularly tailored for businesses that for whatever reason have found it difficult to meet traditional lending institution requirements.

Start-ups and fast growing businesses are among the most common types of businesses that benefit from this lending program, but Northern Initiatives also offers a wide range of loan packages de-

signed to meet diverse business needs whether they originate from small entrepreneurs or large manufacturers.

Amounts range from \$2,000 to \$500,000 and can be freestanding or come in conjunction with funds from local banks to complete a larger financing package (subordinated debt).

Northern Initiatives also works with the Small Business Administration 504 program to package business loans and is an approved USDA Business & Industry Guaranty approved lender.

Types of NI Loans –

- SBA Loans \$2,000 to \$35,000 / 3 month - 5 year terms
- Kellogg Foundation \$2,000 to \$500,000 / 1 - 7 year terms
- Department of Agriculture IRP Program \$2,000 to \$500,000 / 1 - 7 year terms
- Closing costs generally 1 - 2 %, plus all out-of-pocket expenses

interest rates, while very comparable to local bank rates may be slightly higher, reflecting the level of risk associated with individual transactions. Terms are generally tied to the planned use of funds borrowed and can range from one to seven years.



Northern Initiatives lending team.

Northern Initiatives Lending Department Provide loans packages to be used as working capital, to build inventory, for expanding facilities, to upgrade equipment, for technology enhancements, and for business acquisitions.

Loan applications should contain the following information:

- Business Plan
- Loan Application
- Personal Financial Statement

- Cash Flow Projections
- Loan Amortization

Business Development Services – “One of the most significant benefits customers receive when they borrow funds is Northern Initiatives' wide array of business assistance services,” adds Lisa Nyquist, Commercial Lender. In consultation with NI staff, a program of technical assistance is designed to help our customers implement best practices.

Topics include but are not limited to:

- Bookkeeping.
- Computer software training.
- Marketing and promotion materials.
- Market research.
- Web site development.
- Manufacturing process improvement

Northern Initiatives' Lending team Make possible the creation of business opportunities that might not otherwise be possible and at the same time prepares borrowers for business success. NI is just a phone call away at 800-254-2156 or visit them at their website, www.northerninitiatives.com

Win your own "Slice of Heaven"!!

Win a cabin on 10 wooded acres located in Upper Michigan's Marquette County.
Tickets are only \$5! Call the Chamber of Commerce at 888-578-6489 or visit www.marquette.org
Proceeds to benefit economic and community development in Marquette County.

License #R73886

Loan Terms and Interest Rates –
 Northern Initiatives'

CABIN/LAND RAFFLE
Win your own "Slice of Heaven" in Marquette County
 Win 10 wooded acres with a rustic cabin located in Forsyth Township, on recreational trail system, just 20 minutes South of the City of Marquette.
All proceeds benefit economic and community development.
 Organization ID# 126837 www.marquette.org License # R73886
 888-578-6489

TICKETS ONLY \$5 EACH Must be 18 years or older to purchase tickets. Winner responsible for all applicable taxes. If 20,000 tickets are not sold, the drawing will revert to a 50/50 raffle with the minimum prize of \$10,000 to be awarded.

DRAWING September 1, 2004
Need NOT be present to win.

RAFFLE TICKET ORDER FORM

Name (please print): _____
 Address: _____
 City/State/Zip: _____
 Telephone: _____

Please mail check or money order to:
LSCP - RAFFLE
 501 South Front Street
 Marquette, MI 49855

*Please do NOT send cash by mail.
 *Your personal information will NOT be sold or given to any other organization.

OF TICKETS x \$5 each = TOTAL AMOUNT ENCLOSED

Contact us toll-free! 1-800-285-WORKS!

-or-

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ATTENTION MENOMINEE COUNTY BUSINESSES:



The Michigan Works! The Job Force Board invites you to become a member of your local Chamber of Commerce. The **River Cities Regional Chamber of Commerce** works in diverse ways to strengthen the Menominee and Marinette region's property and livability. A strong economy requires a healthy business climate, a productive workforce, adequate infrastructure, public and private sector collaboration and numerous other elements. For this reason, the Chamber serves as an advocate and partner in helping the River Cities build their future.

THE RIVER CITIES MISSION STATEMENT: "To lead in uniting business, governmental and civic interests to promote the economic, social and cultural welfare of our members and the River Cities interstate region."

THE RIVER CITIES VISION STATEMENT: "Taking the Lead so Our Members Succeed" The River Cities Regional Chamber of Commerce Board Members belong to your community. They support and share a common vision of development.

River Cities Chamber of Commerce's mandate is to promote member businesses and provide leadership in business and community activities. For this reason, the board is filled with leading figures from your own community.

Being a member of the River Cities Regional Chamber of Commerce enables you to make a contribution to our community! The definition of a Chamber of Commerce is "business and professional people working together to make your community a better place for everyone to live and work." Members unite because they know they can accomplish more when they speak as one. Supporting the River Cities

Chamber of Commerce provides many benefits to our members. Chamber services help companies to strengthen their presence in the area. Supporting the **River Cities Chamber of Commerce** enables members to run their businesses while the Chamber does the rest! The services offered to the Chamber members include:

- Serving as their legislative voice in both Michigan and Wisconsin
- Promoting existing businesses and attracting new ones to increase the local tax base
- Conducting affordable seminars and workshops
- Working in partnership with area schools to help develop and educated workforce
- Improving community understanding of free enterprise and providing a strong and unified voice for the business community

TAKE ADVANTAGE OF RIVER CITIES REGIONAL CHAMBER OF COMMERCE! As a member of the **River Cities Regional Chamber of Commerce**, you can access many benefits. Your support of their active, growing Chamber helps keep your area an outstanding place to live, work and do business. Some of the benefits of a Chamber membership include:

- Free listing on the Chamber Website and free link to your website or email address; Access to the Chamber membership card offering discounts to

you and your employees encouraging member-to-member business and keeping our dollar locally

- Representation at the local, state and federal levels of government in both Michigan and Wisconsin
- Participation in promotions and activities sponsored by the Chamber such as Concerts in the Park, Waterfront Festival, Art for All, etc.
- Availability of the Chamber membership list at no charge
- Extensive networking opportunities, including participation in the popular Business After Hours
- Quarterly newsletter
- Referrals of member businesses— and the Chamber sends you a postcard to let you know they are working behind the scenes for you
- Participation in affordable training seminars
- Representation on the Menominee County Economic Development Alliance
- Opportunity to participate on various Chamber committees

Michigan Works! The Job Force Board is a proud member of the River Cities Chamber of Commerce. To learn more about Chamber membership, contact Sylvie Nelson, President, at 906-863-2679.

Don't forget to mark your calendar to attend the Job Force Board's Business after Hours on September 14, 2004, location to be announced.



Ready for Work?

Ready or not, Michigan Works has unveiled a new and exciting initiative called "Ready for Work." This workshop series responds to the needs of the business community and helps provide businesses with quality entry level workers who have a solid understanding of workplace requirements.

For more information, contact your local Michigan Works! Service Center.



www.jobforce.org
1-800-285-WORKS!

ALGER COUNTY
114 W Superior Street Suite 4
Munising, MI 49862
P: 906-387-4937 / F: 906-387-4938

DELTA COUNTY
2831 N. Lincoln Road
Escanaba, MI 49829
P: 906-789-9732 / F: 906-789-1904

DICKINSON COUNTY
200 Fairbanks
Iron Mountain, MI 49801
P: 906-774-3647 / F: 906-774-6066

MARQUETTE COUNTY
1498 O'Dovero Drive
Marquette, MI 49855
P: 906-228-3075 / F: 906-228-4372

MENOMINEE COUNTY
2604 10th Street
Menominee, MI 49858
P: 906-863-9957 / F: 906-863-9986

SCHOOLCRAFT COUNTY
200 North Maple Street
Manistique, MI 49854
P: 906-341-1111 / F: 906-341-1112

Equal Opportunity Employer/Program. Michigan Relay Center (1-800-649-3777) Auxiliary Aids & Services Available to Individuals with Disabilities Upon Request.