

AND

**Covering Business
in Flint & Genesee**

May/June 2018

**Navigating market
conditions**

**Bishop
International
Airport**

**Member Spotlight
Destinations To Travel**

**MTA
More than just a bus service**

A publication of the Flint & Genesee Chamber of Commerce

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May/June 2018
Vol. 2 | Issue 3

AND

AND is published bi-monthly
by the Flint & Genesee
Chamber of Commerce
©2018

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Members are encouraged to send news about their business—staff changes, awards, or expansions—for publication in *Members on the Move*. Send submissions to Savannah Lee, slee@flintandgenesee.org. The Chamber reserves the right to deny and/or edit submissions.

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MAY

9 | Chamber Luncheon

\$10 members | \$20 future members

Noon – 1:30 p.m.

Holiday Inn Gateway Centre, 5353 Gateway Centre

10 | Professional Development

The Secrets of Repeat Business

8 – 9 a.m.

MLive Media Group, 540 Saginaw St.

16 | Professional Development

Leading from Beside and in the Field

Noon – 4 p.m.

Baker College, 1050 W. Bristol Rd.

17 | Professional Development

Improving Communication with Your Supervisor
or Manager

8:30 – 10 a.m.

Northbank Center, 432 N. Saginaw St.

22 | Professional Development

Giving and Receiving Effective Feedback

Noon – 2 p.m.

Hampton Inn & Suites, 6060 Rashelle Dr.

24 | After Hours Wine Down

Sponsors – The Durant & Epoch Catering

5 – 7 p.m.

The Durant, 607 E Second Ave.

31 | INSPIRE Leadership Series

Speaker: George Wilkinson, President, NorthGate

Noon – 1 p.m.

INNN, 4800 Saginaw St.

JUNE

1 | Annual Golf Classic

8:30 a.m. – 5 p.m.

Flushing Valley Country Club, 1124 E. Main St.

13 | Chamber Luncheon

\$10 members | \$20 future members

Noon – 1:30 p.m.

Holiday Inn Gateway Centre, 5353 Gateway Centre

13 | Professional Development

Creating a Leadership Growth Plan

Noon – 4 p.m.

Baker College, 1050 W. Bristol Rd.

23 | Professional Development

Vision Board Party

10 a.m. – 2 p.m.

Location: TBD

28 | After Hours Wine Down

5 – 7 p.m.

Location: TBD

28 | Certified Tourism Ambassador Class

10 a.m. – 3 p.m.

Location: TBD

28 | INSPIRE Leadership Series

Speaker: Kathleen Gazall, Gazall, Lewis & Associates

Noon – 1 p.m.

INNN, 4800 Saginaw St.



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From the CEO

Facilitating economic growth



There are many great reasons for companies to choose Flint and Genesee County to locate their business. One, is that we have a strong business environment. The region is supported by employers of all sizes, representing many industries – from healthcare to higher education, packaging and logistics, information technology and manufacturing; with good access to resources that help companies be successful and grow.

Another reason, companies have told us, is that Flint & Genesee is appealing because of our transportation advantages, which includes a strong logistics network with great access to interstate highways, broadband connectivity, multiple rail providers, nearby ports, and a great airport. Add to that, a skilled workforce, access to incentives, low cost of living, and a business environment that encourages investment and quality

of life amenities, Flint & Genesee is a good place to be.

In this issue of *AND*, two of our transportation partners are featured: Bishop International Airport and Mass Transportation Authority, known as the MTA. Both are important drivers of economic growth, jobs and a better way of life. You will read about the challenges they are turning into opportunities and better still, some of their innovative programs; a new advertising campaign; and, how the two are laser-focused on supporting the needs of the community and beyond.

You'll also find an interesting commentary about the role that tourism plays at the state and local levels from our partners at the Michigan Economic Development Corp. And speaking of tourism, we're glad to introduce you to one of our newest members, Destination to Travel.

So, grab a cup of coffee, sit back and take some time to learn what's happening in business and leisure in Flint and Genesee County. And importantly, how our transportation assets are facilitating economic growth.

Tim

Tim Herman
CEO

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'[A] skilled workforce, access to incentives, low cost of living, and a business environment that encourages investment and quality of life amenities, Flint & Genesee is a good place to be.'

Bishop Airport navigates market conditions; delivers for Flint & Genesee ... and beyond

By Melissa Burden



Bishop International Airport, a key economic generator in Flint and Genesee County, is refining itself in an age of some airline industry turbulence. It's taking proactive steps in planning for the future, adapting to an airline's departure and trumpeting its convenience, inexpensive parking and ease of use in a new ad campaign.

While the airport celebrating its 90th year may not serve as many travelers as it once did, it remains relevant and instrumental to attracting economic development and is a key asset to the area, experts say. The state's third busiest airport includes 26 companies and 575 employees, offers business travel destinations, daily flights to Chicago, Minneapolis and Atlanta, intermodal options for companies and serves as a shipping hub for millions of pounds of cargo each year.

"The airport is evolving as the airline industry evolves," explains Bishop Airport Director Craig Williams. "We've got five air carriers here. One of them, Southwest, is going away in June. The industry has been changing. Back in 2005, the key performance indicator that the airlines used was market share... And now it's about profitability and making sure that every plane is being maximized to its full potential."

Last year, about 782,000 passengers traveled through Bishop.

That's down about 2 percent from 2016 and from its peak of about 1.1 million passengers in 2005. Williams said he feels about 800,000 passengers annually is "that right spot" for Bishop, though this year that figure is predicted to come in at about 700,000.

"We continue to work with our existing airlines, United, American, Delta and Allegiant, to grow more, whether that's new cities, larger airplanes or increased frequencies," Williams said.

Southwest Airlines, which accounts for about a quarter of the airport's passenger traffic, announced in November it would end service out of Bishop in June. The airline told local media that while it was a tough decision, it wasn't getting the results it needed.

The move wasn't a surprise to Bishop, as the airline had left other AirTran Airways markets after Southwest bought AirTran in 2011, Williams said. And Southwest had already cut flights to Baltimore, Las Vegas and Orlando from Bishop in April 2016.

Southwest's loss drops three daily flights to Chicago Midway International Airport and seasonal flights to Orlando, Tampa and Fort Myers, Florida, Williams said.

But while there are losses, there are also gains for Bishop travelers.

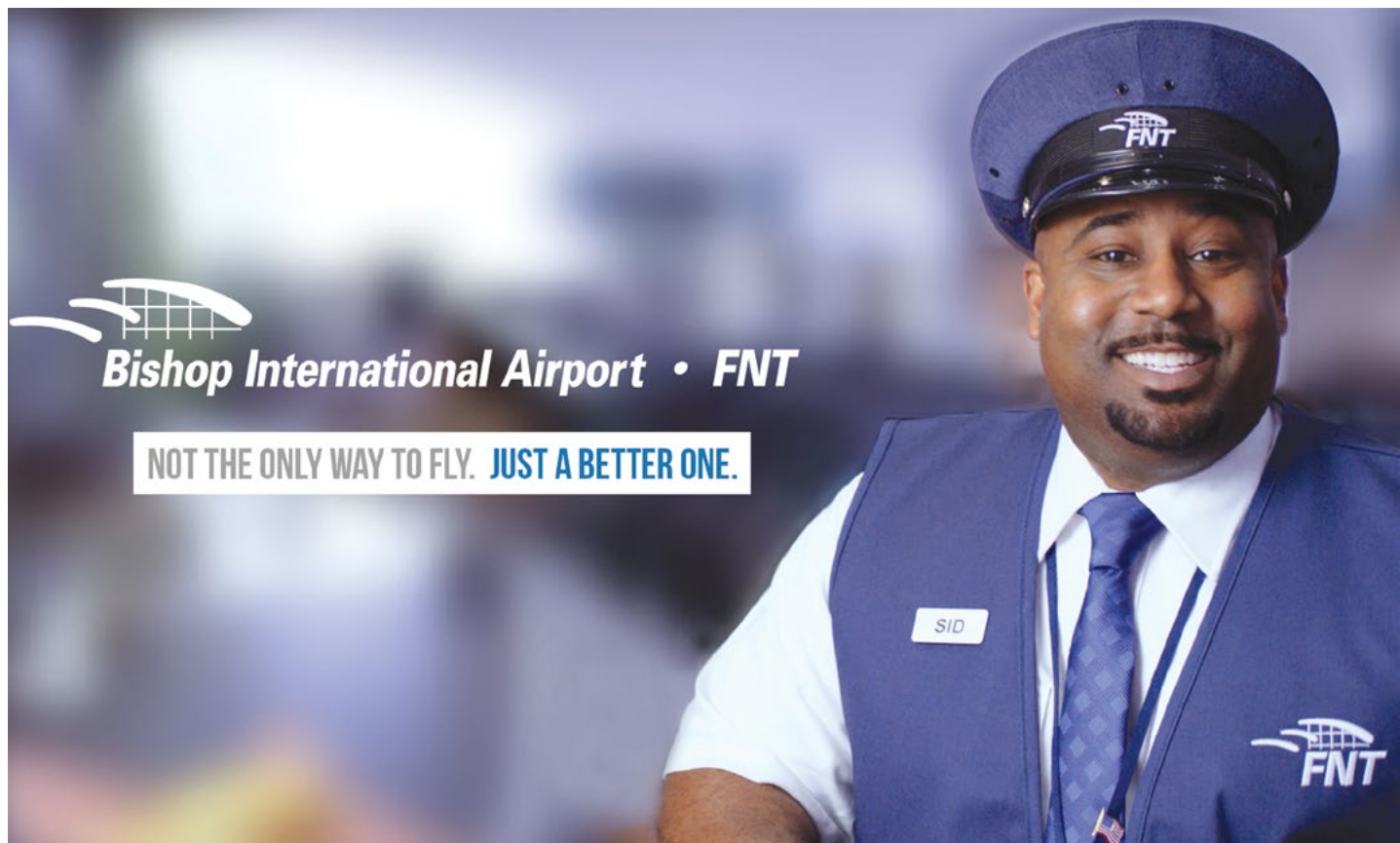
In May, American Airlines will add a fourth daily flight to Chicago O'Hare International Airport and Allegiant Travel Co. also is expanding its service at Bishop.

Las Vegas-based Allegiant began flying out of Bishop in April 2016 and provides service to Orlando Sanford International Airport, St. Pete-Clearwater International Airport and to Punta Gorda Airport in Florida.

The low-fare carrier, which links people in smaller cities to leisure destinations, is adding nonstop seasonal service from Flint to Myrtle Beach, South Carolina, and year-round service to Fort Lauderdale, Florida, beginning June 6. Allegiant spokeswoman Krysta Levy said the airline has been pleased with its Bishop business and believes the Flint market can sustain a few more vacation destinations.

Last year, Allegiant flew more than 75,000 people in and out of Bishop and the airline expects that figure will rise with the new flights, Levy said. And it's possible other new flights and/or destinations could be added by Allegiant at Bishop.

"We are constantly evaluating how our routes are doing, and whether people are enjoying the nonstop options we offer in each market," Levy said. "We are excited to see how Flint passengers respond to the new destinations."



Meet Sid the Skycap

With the changes at Bishop, the airport also wants to connect with the public. In February, Bishop launched a new ad campaign featuring Sid the Skycap — named after Flint manufacturer and aviator Sidney S. Stewart. The ads build on Bishop's "the smart way to fly" tagline and feature a similar theme: "Flint Bishop Airport, not the only way to fly. Just a better one."

"Sid is going to be a great campaign for us," Williams said. "It's a good program, a good campaign, slightly irreverent, which I think goes along with what we are as an airport. We're a little irreverent. We dare to be different, overcome the obstacles and the odds, which is kind of what Flint is as well."

Most passengers come from Genesee or Oakland counties, though the airport does draw people from as far north as Grayling, east into the Thumb and west toward East Lansing.

About 65 percent of Bishop passengers travel for leisure and 35 percent for business, Williams said.

And he said the airport is working to bolster relationships with area businesses to encourage them and their employees to consider flying from Bishop.

When he talks with people, Williams says he tells them this: "I understand it's not always going to make sense, but at least look."



'Great option for company travel'

Convenience and being quick to get in and out are reasons why Flint-based Diplomat Pharmacy Inc. employees use Bishop Airport to travel, said Adrian Walker, senior manager of Government Affairs and Corporate Relations for Diplomat.

"Just getting through security and not having to park far away and take a shuttle, just the time saver of flying out of Flint and how easy it is to navigate the airport, that's the reason why people prefer to fly out of Flint rather than any other airport," Walker said.

Diplomat employees and executives use Bishop for travel weekly, oftentimes going to Chicago for a business meeting or to attend conferences, Walker said.

He said there is an opportunity cost to weigh vs. driving to Detroit, an hour-plus away.

"I can literally get off the plane, walk down an escalator and get my bag and be on my way rather than having to get off the airplane, hop in the tram, go down the escalator, get my bag, then maybe have to hop on a shuttle," Walker said. "That's time in and of itself"

Meritor Inc. headquartered in Troy, about 45 minutes from Bishop, also uses the airport for employee travel. Six to seven workers travel through the Flint airport each month, said Jack Reynaert, Meritor's manager of Global Travel.

Last year, the company that produces automotive parts for trucks, trailers, the military and other specialty vehicles, had 70 employee trips fly through Bishop, Reynaert said. Meritor uses Bishop for flights to 12 destinations such as Atlanta, Minneapolis, Chicago and to connect to Asheville, North Carolina. Employees

use the flights to visit plants and customers and to attend meetings.

"Flint Bishop Airport is a great option for company travel, for corporations in Automation Alley, North Oakland County; it is the same or less driving time to the airport vs. Detroit Metro," Reynaert said. "Traffic on I-75 is very predictable, parking is easy and reasonably priced and it only takes minutes to get from the parking lot, through security and to your gate. Airfares are typically very competitive."

Williams is also hopeful Bishop can attract more companies to Flint and Genesee County that need runways to do their business. The airport helps attract talent, companies to the area and helps businesses to grow, he said.

An Intermodal Hub

At the intersection of Interstate 75 and Interstate 69 and near the Canadian National Railway, Bishop serves as an important economic generator for the Flint area, according to a 2017 report from the Michigan Department of Transportation. It found jobs at the airport generate more than \$33 million a year in income alone. And those airport jobs support indirect jobs and visitor spending that supports other jobs. In total, the 2017 Michigan Aviation Systems Plan report said Bishop supports about 3,600 jobs that generate a total of more than \$127 million in annual income.

In 2009, Bishop finished a \$33.7 million intermodal hub project; That same year, a new \$14-million FedEx Express sorting

facility opened at Bishop. The intermodal hub allows for products to be shipped by air, then be loaded onto a semi-truck. There is space for more airplanes and for another company to ship by air, Williams said.

Williams said the FedEx facility employs more than 70 people and is a huge benefit to the community.

Last year, Bishop handled 26 million pounds of freight/mail, up nearly 9.1 percent from 2016, according to the Bureau of Labor Statistics. Most cargo at the airport is handled by FedEx, Williams said. A FedEx spokesman declined to comment for this story.

The airport is also part of a foreign trade zone, a special designation that allows companies to defer or eliminate import duties. And it's part of the I-69 International Trade Corridor. The four-county gateway link along I-69 connects the U.S. and Canada and is part of a state designation that incentivizes companies who locate in the corridor and transport goods two or more ways, such as by air then by truck or rail.

Bishop also is currently wrapping up its new 20-year master plan, which Williams said he hopes will be completed this summer.

"We're entering the evolutionary phase of the airport. So what are we going to be in this next chapter? We're undergoing a master planning effort that's going to help us identify from an infrastructure standpoint what we need," Williams said, adding that it will include ways to plan for businesses that haven't been invented yet. "But we also need the strategy part to say this is what we want Bishop International Airport to be in 2028 and 2038. And that work begins now." 



Destinations To Travel

Member Spotlight

DESTINATIONS TO TRAVEL,
AT YOUR SERVICE

By Melissa Burden | Photos Mike Naddeo





From planning elaborate princess weddings with The Walt Disney Co. and visits to the Most Magical Place on Earth for families with a disabled child, Shannon Bonadurer has an inside edge when it comes to Disney travel.

After working with Disney's Fairy Tale Weddings & Honeymoons for about 10 years, Bonadurer and her husband Troy Bonadurer in 2011 opened their own travel agency, Destinations To Travel LLC, in Millington.

Destinations To Travel (www.d2travel.com) is an Authorized Disney Vacation Planner agency, a designation Disney gives agencies that are focused and committed to planning custom vacations to Disney parks and resorts, its cruise line and guided Disney excursions.

"We do specialize in Disney travel, special needs travel, as well as travel with any destination, but we do have a strong line of Disney (customers)," Shannon Bonadurer said.

Bonadurer said her youngest son, Bradley, now 18, is severely disabled. And for vacations, they have to do extra planning—something she says Destinations To Travel does for clients.

"It doesn't matter what destination it is. Resorts. Flights. Will this resort work for us? Will this theme park work for us? What are the nearby hospitals," she said. "That's something we invest our time in to find out because things

happen when you're on vacation."

Destinations To Travel launched with 13 agents and now has 80 agents across the United States, including 25 in Michigan. Full- and part-time agents work from their homes.

With its growth in clients and Michigan agents, and reassurance in the future of the brick-and-mortar model from vendors such as Delta Airlines, the Bonadurers plan to open a storefront this spring. The office at 3390 North State Road, Suite C in Richfield Township, just north of Davison, will staff most Michigan agents and provide space for clients to sit down with a vacation planner.

Destinations To Travel's Michigan business has been booming, up 71 percent over the past year, Bonadurer said. The American Society of Travel Agents also says its members are reporting improved business since the recession.

"The economy seems to be getting stronger and clients are booking much more expensive vacations than what they were in the past," Bonadurer said.

And it's not all one-way business. Last year, Destinations To Travel had 25 requests and booked 21 trips for clients to Flint and Genesee County, Bonadurer said, who added that they were all out-of-town or out-of-state clients that booked to come to Genesee County.


Destinations To Travel's agents are trained in and also specialize in

all-inclusive resorts, cruises and the Hawaiian islands. The company does not charge service fees, Bonadurer said, but it receives payment from the places Destinations To Travel partners with, such as Disney or a cruise line.

With free and easy travel booking available on the Internet, Bonadurer said agencies such as Destinations To Travel offer clients more value added and personal expert service.

'The economy seems to be getting stronger and clients are booking much more expensive vacations than what they were in the past.'

For example, Bonadurer says if a promotion comes up that your vacation fits in, the agency can get that applied. Plus, agents have built relationships with vendors and resorts and can make things happen quickly if a client is unhappy, she said.

"When you go on a consumer site and you book, you're done. That's it," Bonadurer said. "So if anything happens or goes wrong, it's on you. When you book with a travel agent, it's like having an insurance policy. Our agency works with you until you arrive back home." 



MTA transforming public transportation

By Melissa Burden

Flint's Mass Transportation Authority is more than just a fixed route bus service.

The public transportation agency better known as MTA is recognized nationally for innovative programs that take people to buy their groceries and get them to and from important medical appointments.

"The last 10 years for us has been a real transformation.... We're probably going through the biggest transformation of our business today that we've ever went through," said MTA General Manager Ed Benning. "And it's all about the fact that we today are providing a number of special services to better address what the community needs."

MTA provides about 6.2 million rides a year. That's down about 10 percent from a decade ago. Benning said MTA's "meat and potatoes" fixed route bus business has fallen about 10 percent in the past two years as the city population declines, people age and need more specialized services.

But MTA has seen big growth in new

and broadened services such as Your Ride, which includes a new Rides to Groceries program launched in 2015.

"We have nine minibuses now that are countywide that will take you shopping and we have racks on board and we make it a really convenient process for people," Benning said.

The authority also provides rides for Genesee County residents who work in Oakland, Livingston, Lapeer, Eaton, Saginaw, Shiawassee and Washtenaw counties.

"That service is growing beyond our expectations," Benning said. "On an annual basis, we're seeing about 1.5 million work rides a year within the county and outside of the county. And I think we'll see that ratchet up to 1.8 to 2 million rides a year (by fiscal year 2019)."

MTA launched its Work-Related Transportation program in 1995. The program has grown to 30 routes today and Benning expects it will reach 50 by 2019.

In Livingston County alone, MTA's monthly ridership has climbed to about

20,000 a month, thanks to partnerships with entities such as the Howell Area Chamber of Commerce and area businesses — many of whom pay to transport their workers.

Carcoustics USA Inc., a manufacturer of heat and sound dampening materials for the auto industry, has worked with MTA since summer 2016 to provide bus service to employees at its Howell plant.

The bus has helped the company bring in and retain workers and has cut down on absenteeism, said Lynn Margulies, human resources specialist at Carcoustics.

"I've got people who've been with me for quite some time as a temp and they're just going to keep using the bus pass to get to and from work," she said. "And they have perfect attendance. So I know that it works."

Carcoustics shares the cost of the bus pass with workers, whose ride takes about an hour and 20 minutes each way from Flint.

In addition to work transit and expanding Your Ride services, medical-related transportation has taken off for MTA.



In 2014, MTA began developing Rides to Wellness, a program for Genesee County residents to get to their doctor's appointments or dialysis service.

This year, about 3.6 million people will not make their doctor's appointment due to transportation issues, Benning said, citing national statistics.

Rides to Wellness runs between hospitals and some clinics, and in September 2016, it began providing same-day service using cars. In the first month, Rides to Wellness had 160 riders and in February 2018, that number had ballooned to 7,000.

"We anticipate a year from now that we'll see 1,000 riders a day just for medical trips," Benning said.

Beverly Gray of Fenton has used Rides to Wellness for several months to make her doctor's appointments in Grand Blanc, Flint and Fenton.

Gray, 70, has chronic health problems that require three to four doctor's appointments a month. Before learning about Rides to Wellness, Gray said she would often have to reschedule appointments when her sisters or friends couldn't take her. Now, she calls Rides to Wellness a day ahead to schedule a ride.

"It's been really wonderful," Gray said of the service and drivers. "They're courteous. They're kind. They're very professional."

The Rides to Wellness model has been recognized by several organizations, said Benning who also visited the White House under the Obama administration to talk about the program.

Benning said he also has been busy in Washington, D.C., working with U.S. Sen. Gary Peters (D-Mich.) and organizations such as the American Public Transportation Association and the Community Transportation Association of America to amend the Medicare Act. A bill could be introduced this spring that would allow Medicare recipients "to elect to use public transit rather than be forced to ride in an unnecessary ambulance" for non-emergency medical trips, Benning said.

Back in Genesee County, MTA also is working to green its own fleet of vehicles and plans to test an all-electric bus in 2020.


The authority in 2010 began phasing out diesel buses in favor of electric, compressed natural gas, propane and hydrogen fuel cell powered vehicles. MTA is about 80 percent to reaching its goal to be diesel-vehicle free by 2021, Benning said.

"We operate over 300 pieces of equip-

ment, soon 400, and for us to get away from the diesel makes it a much cleaner, greener environment for our community," he said, adding MTA has cut diesel gallons from 1.4 million to 500,000 a year. "And then on the savings side, through the use of alternative fuel vehicles, we've saved several million dollars over this period of time."

'The last 10 years for us has been a real transformation.... We're probably going through the biggest transformation of our business today that we've ever went through.'

Today, MTA employs 650 people (up 200 from 2010). And with more growth on the horizon with medical and regional transportation, MTA is looking to hire another 100 drivers to serve members of the community, Benning said.

"We don't decide where they shop. We don't decide where they work. We don't decide where they seek their medical services," Benning said. "But it's really about providing options (for people)." 

The Chamber's ED team pursues 'perpetual growth'

Q&A

The Flint & Genesee Chamber of Commerce, in addition to providing traditional services for its members, is also the lead economic development agency for Genesee County. To share more about what that means for the region as a whole, AND spoke with the Chamber's Director of Economic Development Tyler Rossmassler.

Q. WHAT DOES IT MEAN TO BE THE "LEAD ECONOMIC DEVELOPMENT AGENCY FOR GENESSEE COUNTY"?

A. We are the bridge between the local, state and business partners. We convene all the players for a specific deal. For businesses, we serve as a trusted advisor where businesses can discuss ideas and plans confidentially. We're community-minded but we're business-minded as well.

We're a five-person team, including myself. [The four-person Region 6 Procurement Technical Assistance Center (PTAC) is also part of economic development and focused on government contracting.]

And, there's no cost for our services.

Q. WHAT IS THE GOAL OF THE ECONOMIC DEVELOPMENT TEAM?

A. Quite simply, we want Genesee County to be a vibrant place and one where we have perpetual growth. Businesses need talent. Talent needs place and, by that, I mean a great place to live, work and play. And a place needs business.

In terms of deliverables, our job is to grow the number of high-quality, well-paying jobs in Flint and Genesee County and attract business investment to the region. For the current year, we're working to grow our labor market by 300 jobs and secure at least \$25 million investment.

Q. HOW DO YOU DELIVER SERVICES?

A. We work along two tracks. First, we want to keep what we have here. So local companies that are looking to grow and expand operations, we want to make sure that growth will occur in Flint & Genesee. That means our team must stay abreast of the market conditions and our clients' needs. We call these retention visits. You might think of them as annual checkups.

Second, we work to attract new investment to our region. These are companies or investors that may be looking to expand into new markets or be closer to an existing customer. This involves working closely with our partners, such as the Michigan Economic Development Corp. or the I-69 Thumb Region.

And whether it's a retention client or an investor from elsewhere, the considerations are often similar. They want to know about: the sense of place, the talent pool, the availability of grants and tax incentives and, of course, real estate. A local company, in most cases, will already have an understanding of those site selection criteria. But when a company is thinking about moving here, our job is to help familiarize with our community and sell them on why Flint & Genesee is a great place to do business.

Q. WHAT ARE SOME OF OUR STRONGEST SELLING POINTS?

A. We have amazing assets – universities, health care facilities – particularly for a community of our size. We have a great transportation infrastructure of interstates, rail, an international airport. We also have competitive real estate prices, compared to metro Detroit and Oakland County. Genesee County has some unique and interesting communities.

Q. WHAT ARE THE CHALLENGES?

A. There's still a national narrative about our community that we must contend with. It's not always favorable. Talent continues to be a challenge, in some areas. But we have to expect that we can compete because we can. 



Welcome New Members

When you join the Flint & Genesee Chamber of Commerce, you become part of the collective force building a vibrant economy in Flint & Genesee. Working with members strengthens the network of your local chamber.

Support our newest members! Contact them for future business opportunities.

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hamolaw.com

My Community Dental Centers (MCDC)
mydental.org

Flour + Eggs
flourandeggspasta.com

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twistinadish.com

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Congratulations to our members on the move. Share your ribbon cutting ceremony, groundbreaking, expansion or promotion with us. The Chamber has the media connections to promote your news, offering valuable exposure to the community announcing you are open for business.



Serenity Yoga, 8469 S. Saginaw St, Grand Blanc, on Feb. 21. A private yoga studio teaching all levels of yoga.



Chamber Board Chair Steve Landaal on Mar. 22 addressing the Flint & Genesee Chamber Annual Meeting at the Holiday Inn Flint-Grand Blanc Area.



Entrepreneurial ecosystem panel discussion at the April 11 Chamber Luncheon. Pictured from L-R: David Ollila, chief innovation officer for Skypoint Ventures; Phil Hagerman, co-founder of Diplomacy Pharmacy, Inc.; and Nick Pidek, owner of Foster Coffee; Tyler Rossmassler, director, Economic Development, Flint & Genesee Chamber of Commerce.

Promotions, New Hires and Recognition

Genesys Heart Institute Physician

Group welcomes **Eric D. Good, DO**, a fellow-ship-trained electrophysiologist. With over 22 years' experience, he is an expert in the field of clinical cardiac electrophysiology with diagnosis and treatment of heart rhythm disorders. He graduated from Michigan State University College of Osteopathic Medicine and completed his cardiology residency through MSU. He received an advanced fellowship in Clinical Cardiac Electrophysiology at the University of Michigan in Ann Arbor where he later served as an assistant professor of cardiology.



Yeo & Yeo CPAs & Business Consultants

awarded **Kelly Smith** the firm's most prestigious award – the Spirit of Yeo award, which recognizes an individual within the firm who exemplifies the attributes of the firm's mission and core values. "Kelly Smith is immeasurably dedicated to this organization and puts the needs of the employees before her own every day," said President and CEO Thomas Hollerback. Smith, a senior human resources manager, is based in the firm's Saginaw office. She is a member of the Great Lakes Bay Chapter of the American Payroll Association.



Phil Hagerman received the coveted Bowl of Hygeia Award during the 2018 Michigan Pharmacists Association (MPA) Annual Convention & Exposition in Detroit. The Bowl of Hygeia Award, presented in cooperation with the American Pharmacists Association Foundation and the National Alliance of State Pharmacy Associations, is given to a pharmacist who has made outstanding professional contributions and has participated in community or governmental activities that reflect well on the pharmacy profession. Hagerman has served as chair and chief executive officer of Diplomat Pharmacy, Inc. involving himself in all aspects of the business and operations. He is currently chairman emeritus of Diplomat's Board of Directors. Also at the MPA convention,

Libin J. Philip, Pharm.D., an associate clinical pharmacist educator at Diplomat, received the Fred W. Arnold Public Relations Award.

ROWE Professional Services Chairman **John D. Matonich, PS**, received the Vernon B. Spalding Leadership Award from the American Council of Engineering Companies of Michigan (ACEC/M). Matonich was recognized for his outstanding leadership roles in ACEC/M, several other surveying and engineering industry organizations, and the community. Past leadership roles include serving on Michigan's Natural Resources Commission, president of the National Society of Professional Surveyors, and chair of the Flint & Genesee Chamber of Commerce. Matonich, who retired as ROWE's chief executive officer in 2016, continues to serve in several leadership roles, including as a board member of the Food Bank of Eastern Michigan.



Goyette Mechanical recognized three employees with Excellence in Service Awards. **Kevin Kinasz** received the Curt Maser Excellence Award; **Jonathon Esper** received the George Hier Excellence Award; and the newly created **Greg Monzo** Excellence Award went to namesake Greg Monzo. The Curt Maser Award is given annually to the Goyette Service Technician that exemplifies excellence in Customer Service, Training and Certification. The George Hier Award is designated for Installation Services as well as Professionalism and customer reviews. The Greg Monzo Award recognizes Outstanding Residential Service.

Business News

TGI Direct has been recognized as one of the 2018 "Michigan 50 Companies to Watch" at the fourteenth annual Michigan Celebrates Small Business gala event on May 3 in Lansing. Companies making it to the "Michigan 50 Companies to Watch" list are a remarkable group of second-stage companies. Defined as having 6 to 99 full-time-equivalent employees and generating \$750,000 to \$50 million in annual revenue or working capital from investors or grants, these companies form the backbone of Michigan's economy. Winners were selected by Michigan-based judges from the banking, economic development,

entrepreneurship development, and venture capital communities. "We believe that by helping our clients to succeed, we will succeed as a company, and as individuals," said TGI Direct President Doug Bacon. "We are honored to receive this award as recognition of our great client partnerships, and also of our years of thought leadership, our determination to succeed, our dedicated service, and our willingness to continually invest in our future."

The **I-69 International Trade Corridor Next Michigan Development Corporation (NMDC)**, which promotes business growth in Shiawassee, Genesee, Lapeer and St. Clair counties, in April awarded Certificates of Recognition to three multi-modal companies that have expanded in the region. The companies are: **CNX Motion**, a Continental-Nexteer joint venture that will develop vehicle motion control systems for automated driving and advanced driver assistance systems; **CRUST**, a retail and wholesale baker of handcrafted baked goods; **Laird**, a global provider of end-to-end vehicle connectivity solutions including wireless charging, USB Interfaces, antenna coupling, and telematics control units. The NMDC focuses on firms whose freight transportation includes export and other trade, and require the use of two or more modes of transportation.

Hurley Medical Center has been recognized as a Stage 7 healthcare system by HIMSS Analytics. HIMSS Analytics uses eight stages (0-7) to measure a hospital's implementation and utilization of information technology applications. The final stage, Stage 7, represents an advanced patient record environment where paper charts are no longer used. "This is validation of the high-tech, innovative work that we've done to better serve our community," said Dr. Michael Roebuck, Hurley's chief medical information officer. "In the past few years we have focused on using our technology to improve our service to our American Sign Language patients, we have written prescriptions for healthy foods at our Farmers' Market clinic and our own Hurley Food FARMacy and we've used data from our system to give feedback to our clinicians to improve the quality of care that we provide." Less than 5 percent of the hospitals in the country achieve Stage 7.

General Motors and Switch are the first participants in a new **Consumers Energy** program to help large businesses use large renewable energy sources. Both companies are now matching 100 percent of their electric use at key operations in Michigan with wind-generated power. The energy used at Switch's Pyramid Campus, a 1.8 million-square-foot data center campus in Grand Rapids, and **General Motors' Flint Metal Center** and **Flint Engine Operations** is matched entirely with energy produced by Cross Winds® Energy Park II in Michigan's Thumb. "Switch and General Motors are leading the way for companies that want to operate efficiently in a competitive environment, yet also make and meet commitments to our planet," said Garrick Rochow, Consumers' senior vice president of operations.

Genisys Credit Union has once again been named one of the 200 Healthiest Credit Unions in a financial health study conducted by DepositAccounts.com, the largest and most comprehensive online publication in the U.S. dedicated to banking/savings information for consumers. Each institution is graded on a number of factors – including capitalization, deposit growth and loan-to-reserve ratios. Genisys received an A+ health rating, a score only 11 percent of banks in the nation receive, and was ranked 65th out of the 200 healthiest. In addition, Genisys surpassed the 200,000-member mark in March and reached \$1.5 billion in loan balances.

The architectural firm **Gazall Lewis & Associates** is celebrating 50 years of service. The company was founded in Flint in April 1968 by Robert S. Gazall, who laid the foundation for integrity, client loyalty, hard work, dedication to design and the importance of community leadership.

ROWE Professional Services received a surveying excellence merit award from the American Council of Engineering Companies of Michigan for a project on the University of Michigan-Flint campus. ROWE completed the award-winning survey in January 2017 to prepare for the Murchie Science Building expansion. The project included mapping 1,500 feet of underground tunnels, a winding building configuration and aboveground walkways.

The Impact of Pure Michigan in Flint & Genesee

By Dave Lorenz

The Pure Michigan campaign is perhaps best known for its beautiful imagery and the voice of Tim Allen reminding us that 25,000 mornings, give or take, is all we humans get – so spend some of them here in Michigan.

The emotions those ads evoke are key to getting new leisure travelers to consider Michigan as they

plan vacations and getaways. The reason why we do it comes down to jobs and the economy. Visitor spending in Michigan in 2016 reached \$23.7 billion, which supported 337,490 jobs in the state, according to a report by Tourism Economics. This includes nearly 5,500 jobs in Genesee County in 2016. That same year, a study by Longwoods International found the Pure Michigan campaign was responsible for \$1.5 billion in leisure travel spending in the state by out-of-state travelers. It is why tourism continues to be one of the most significant industries in the state.

Michigan's incredible diversity is one of our greatest assets – whether it is seasonal, with four distinct travel seasons, or geographic with nature's great escapes and unique urban getaways both in abundance. This means that every corner of the state benefits from tourism.

Genesee County is a perfect example, with the state's largest county park system, and a dynamic downtown in Flint that offers an abundance of cultural, entertainment and culinary experiences. And in the midst of great challenges, people are discovering Flint as a leisure travel destination. Visitor spending from 2015 to 2016 in Genesee County increased 3.3 percent to more than \$454 million and has increased every year since 2012.


When you take a closer look, it really is no wonder why. When we talk about Pure Michigan,

we often talk about the pillars of natural beauty, unique destinations and authenticity. Anyone who has taken a stroll through For-Mar Nature

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Preserve & Arboretum or ridden through the landscape on the Huckleberry Railroad knows the region has terrific natural environments. The Flint Cultural Center is truly a gem of our entire state – there is nowhere people can experience such a broad array of cultural assets on one campus. And anyone who has met the people of Flint and the surrounding communities has experienced the warm welcome the region offers to visitors.

At our recent statewide tourism industry conference, I made a point to encourage people who have not been to Flint recently to come see for themselves the exciting things happening there. And it's not just leisure travel – projects like the \$37 million Capitol Theatre renovation, the Flint Farmers' Market and the Mott Community College Culinary Arts Institute moving into the former Woolworth Building (and scheduled to open this fall) do double duty as places that offer authentic experiences to visitors while enriching the overall community year-round. It is also the perfect example of how travel intersects with community and economic development, both at the state level at the Michigan Economic Development Corp. and with our local partners.

We are excited about the future of the Pure Michigan campaign, and the role Flint & Genesee can play in our efforts to make our state a premier place to live, work and play. 



Dave Lorenz is vice president of Travel Michigan, Michigan Economic Development Corp.

Experienced Professionals Deliver Results



Flint - Lennon and Dutcher Roads - 47 Acres in 3 parcels located off the northeast corner of Lennon and Dutcher with easy access to I-75, US-23 and I-69. Genesee Valley is across Lennon Road. Ideal for retail commercial and office combined with residential such as adult foster care, churches, etc. \$999,000.



Burton - Belsay & I-69 - ±14 Acres of commercial property conveniently located on the southeast corner of the I-69 interchange. Ready for development. Does not include restaurant. \$1,495,000.



Flint - 5055 Pilgrim Road - 11,727 SF Attractive, modern glass building with large open shop/warehouse area with double door access on 4.1 acres. Municipal sewer and water. I-75/US-23 exposure. Excludes cell tower. \$850,000.



Flushing - 5140 Flushing Road - Former King Par Golf property consisting of 80,000 SF in several buildings used for retail and warehouse on ±20 acres. Ceiling heights 10-18'. Loading docks in main warehouse. \$1,250,000.



Grand Blanc - 5198 Territorial Road - 9,192 SF Attractive brick office building on 2.09 acres. New roof in 2014. Ceiling height 10'. 8-unit attached carport with covered private entrance. \$919,200.



Grand Blanc - 8185 Holly Road - 3,500 SF Beautiful Grand Ridge walkout level office with floor to ceiling windows. Can be divided. Elevator/winding stairs next to Big Apple Bagel and Da Edoardo North. LEASE: \$13.75 Gross plus utilities.



Flint - 2050 Linden Road - 900-17,117 SF available in HAP building located at the corner of Linden & Corunna Roads. 900-10,700 SF on the 1st floor and ±6,388 SF on the 3rd floor. LEASE: \$19.75 PSF Gross.



Flint - 3801 W. Boulevard - 25,000 SF 2-story office building located on 3.7 acres and includes 3 parcels north of the property for a total of 9+ acres. Wet sprinklers throughout with dry FM200 system in IT area. New roof in 2015. Diesel generator on site. Owner vacating soon. \$849,000.



Flint - Ballenger Pointe Medical Plaza - 7.43 Acre property consisting of 94,000 SF in 3 buildings with easy access to I-75/US-23 and I-69. Great medical office. 4,655-11,581 SF Available for Lease. LEASE: \$6.00 PSF NNN or Own it for \$4,500,000.

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GENESEE
FLINT

Captain's Club at Woodfield



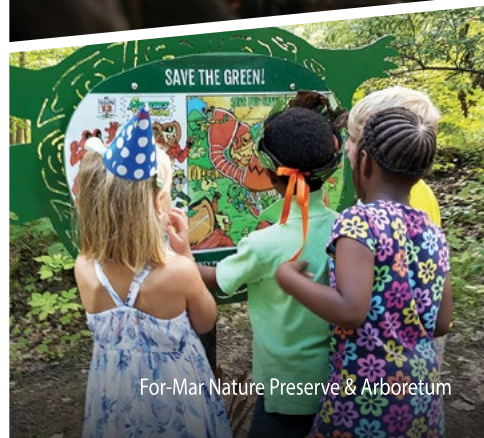
Flint Children's Museum



Fenton Fire Hall



Flint Symphony Orchestra



For-Mar Nature Preserve & Arboretum