



2011 IEDC EXCELLENCE IN ECONOMIC DEVELOPMENT AWARDS ENTRY FORM

Please complete this section for all entries.

Include 5 hard copies of the Entry Form and all supplemental information with your submission.

Organization: **Grenada Economic Development District**

Contact Name: **Pablo Diaz**

Email: **pablo@grenadameansbusiness.com**

Project/Item Name: **"One, Two, Knockout Punch"**

Category for Entry: **Business Retention and Expansion - Single Event**

Population Category (<25K, 25-200K, 200K-500K, >500K): (Choose One) **<25,000**

Date Project Began: **March 2010**

Date of Completion (if applicable): **December 2010**

For Entries in Categories 9 & 10, Enter Your Web Site URL:

PROJECT DESCRIPTION

*Please refer to the **Category Description and Judging Criteria Sheet** corresponding to your category when answering the following questions in the space provided.*

Select:

- ☐ Promotional Award Categories 1-8 – **See Sheet A** (page 9)
- ☐ Internet and New Media Categories 9-11 – **See Sheet B** (page 10)
- ☒ Program Award Categories 12-22 – **See Sheet C** (page 11-12)
- ☐ Partnership Award Categories 23-25 – **See Sheet D** (page 13)
- ☐ Leadership Award Categories 26-30 – **See Sheet E** (page 14)

Special Note: The below section is not required for the Leadership Award categories. Please complete a profile of the individual's achievements.

THIS SECTION IS INTENDED TO PROVIDE AN OVERVIEW OF THE PROJECT. PLEASE KEEP ANSWERS TO EACH QUESTION UNDER 200 WORDS. YOU MAY EXPAND ON THIS INFORMATION IN A SEPARATE PROFILE OF NO MORE THAN 3 PAGES, DOUBLE-SPACED.

1. Please provide a brief description of the project.

Grenada Stamping and Assembly, Inc. supplies stamped metals and assembled parts to the automotive, appliance, compressor, and solar panel markets. The company is a tier 1 supplier to Nissan in the U.S., Mexico and Japan; it is also a tier 1 supplier to Ford Motor Co. In 2010 the company was facing difficulties due to the economic slowdown and the impact it had on the automotive industry. The strategy to turn its fate around called for the implementation of an aggressive diversification effort that would allow them to increase their profit share in other industries not directly tied to automotive. After finding a number of new customers in sectors like furniture manufacturing, defense and air tank manufacturing, the company was faced with the challenge of having to upgrade its facilities in order to accommodate the new orders. Even though this investment was necessary for the success of their diversification efforts, the negative banking climate and short cash flow situation brought about by the recession became a real threat to the initiative.

PUNCH 1:

The Grenada County Economic Development District and the County of Grenada quickly got to work to address the issue and secure funds needed to accommodate the facility improvements necessary to accept the new contracts. In March of 2010, the Mississippi Development Authority approved a \$495,000.00 grant to the Grenada County Board of Supervisors through the CDBG program. The County government provided a local match of \$50,000.00 and the funds were used to make the necessary improvements to a County-owned building to be leased by the company. The project spurred the creation of 40 new full time jobs and an investment from the company of at least \$300,000.00 in building improvements, machinery and equipment.

PUNCH 2:

By early summer 2010, the strategy was paying dividends and the company had been successful in identifying new markets. It was time to expand again, and to do so without affecting the initial expansion plans, a second partnership was necessary. This time the Grenada County Economic Development District partnered with the City of Grenada to obtain ownership of an abandoned building left behind by a bankrupted company and to renovate the dilapidated building to be used by Grenada Stamping on the second phase of the expansion. The bankruptcy court approved the transfer of the abandoned building from the bankrupted company to the City government to be used for economic development and job creation purposes, the Mississippi Development Authority provided a \$135,000.00 grant to the City of Grenada to make the needed improvements, and the City matched the grant funds with a \$15,000.00 contribution. The company invested \$500,000.00 in building improvements, machinery and equipment, and committed to the creation of an additional 25 full time jobs as a minimum.

KNOCKOUT:

The County, the City of Grenada and the Grenada EDD had accomplished not only to stop the potential dislocation of local workers, but also facilitated the diversification efforts of one of its largest employers. As part of the normal follow up that the Grenada County Economic Development District does on all of its projects, as of March 2011, the Grenada EDD had documented that the company has so far exceeded its sales projections, it has exceeded its investment in machinery and equipment by \$500,000.00, it is on target to create 50 more jobs than the original 65 committed and has plans to build a new 80,000 square feet additional facility in Grenada to accommodate future growth.

2. What is the goal or purpose of this project?

The purpose of the project was to facilitate the diversification efforts of one of Grenada's largest employers with the specific goals to retain and create jobs, reduce the risk of layoffs, and increase taxable investment for the County and City of Grenada in the middle of an economic recession.

3. Who are the participants in this project? Who was involved in planning/implementation? Who is affected?

The Grenada County Economic Development District partnered with the County of Grenada, the City of Grenada, the Mississippi Development Authority and the North Central Planning and Development District to make this project a reality. The Grenada County Economic Development District coordinated the efforts to make both phases of the project happen in a timely and effective manner. The beneficiary was Grenada Stamping and Assembly Inc. and the citizens of the City and County of Grenada.

4. What has been the impact of the project? How effective has it been in furthering economic development in your community? Identify any tangible and/or intangible results and value added.

TANGIBLE RESULTS

- a) Direct Jobs Created: 65
- b) Indirect Jobs Created: 42
- c) Private investment in Building, Machinery & Equipment: \$1,300,000.00
- d) State, Local and Federal grants obtained to support the project: \$ 695,000.00

INTANGIBLE VALUE ADDED

Improved business climate and government perception in the business community:

The second phase of the expansion project required the transfer of property from a bankrupted company (whose assets were controlled by the courts) to the City of Grenada, the application and funding of a state grant and the complete renovation of the abandoned building. The Grenada EDD was able to coordinate the effort and make the second expansion project in less than 5 months. This project greatly enhanced the perception of both insiders and outsiders

about the business climate in Grenada. Company executives also went to civic groups such as the Rotary and Lions club and spoke about the expeditious process that made the project a reality.

5. Is this project replicable or transferable? Can it be adapted for use in other communities? What lessons have been learned?

This project is replicable in other communities. Other communities can benefit from the implementation of pro-active and aggressive business retention & expansion programs that allow for constant and efficient flow of communications between companies and the local economic development entities.

Lessons learned:

- 1.- Maintain constant communication with existing businesses and you will be able to identify a crisis before it happens.
 - 2.- Deliver fast and effective economic development services and company executives will seek your counsel when things are not looking really good. They will also be open to share information with you when things are going well.
 - 3.- Creating a partnership with local governmental bodies to support existing businesses exponentially increases the confidence businesses have in the local business climate.
-

6. In what ways is this project innovative or creative?

This project is both innovative and creative because when the second phase of the expansion was jeopardized by the lack of space, the Grenada EDD thought outside the box and orchestrated a land and building transfer from a bankrupted company (whose assets were controlled by the state courts) to the City of Grenada to accommodate the needs of the company. The court agreed that the best use for the abandoned property would be economic development. The court approved the transfer of ownership to the City of Grenada to complete the renovations and to enter into a long-term lease with Grenada Stamping Inc. to facilitate the creation of jobs and attraction of further investment in the community.

The land transfer, the grant application, and the renovation and completion of the project were all accomplished in a 5- month period to meet the local industry (product to market) schedule requirements.

7. Are there any other relevant details not covered above or specific to your category?

CATEGORY DESCRIPTIONS AND JUDGING CRITERIA

A. PROMOTIONAL AWARDS

PLEASE REFER TO THIS SHEET WHEN COMPLETING THE PROJECT DESCRIPTION SECTION OF THE ENTRY FORM FOR A PROMOTIONAL AWARD.

These awards recognize innovative and effective marketing materials used for attracting, retaining and fostering business as well as communications vehicles used by economic development organizations.

Judging Criteria for Categories 1-8:

Promotional Awards will be judged by the following criteria:

- Effectiveness of the promotion
- Innovation/creativity
- Quality and completeness of information
- Contribution to the economic development profession

Descriptions:

Grenada Stamping Inc.



Before



After



Grenada Stamping, Inc.

Before



After

Grenada Stamping, Inc.

Before



After



Grenada Stamping, Inc.

Business Retention & Expansion

The EDD's main priority is existing businesses. Our first year of operations saw positive activity in terms of expansions, and the EDD was able to obtain over 1.2 million dollars in grants to support new job creation. The EDD was also key in expediting projects through the process to allow our companies to reach the market when they needed it. The first step to sustainable job creation is having a healthy existing business base. Today, we feel confident that Grenada companies know they can count on the EDD to support their growth and make a positive difference when they are looking to expand.

Faster, Better Economic Development!

"The Grenada County EDD successfully expedited all processes to get our project off the ground in record time. That made a huge difference in our ability to get to market expeditiously."



Gary Hudson
Director of Operations
Grenada Stamping & Assembly

Grenada Stamping came to the EDD looking to capitalize on a market opportunity in the air tank manufacturing industry. The company had a business plan to execute and a decision to make: either open the air tank manufacturing operation in Grenada or in another of their facilities in the U.S. The question was: Can Grenada help the company rehab an abandoned building and have it ready in less than 2 months? The answer: Yes, we can. Working closely with the Mississippi Development Authority, the EDD obtained a DIP grant to rehab the building and construction was finalized in record time. Today, Grenada Stamping is moving machinery into their newly renovated building and getting ready to hire at least 25 employees.

2010 Expansion Projects

| Company | Direct Jobs | Indirect Jobs | Investment | Grants |
|-----------------------|-------------|---------------|-------------|-----------|
| Veto America, Inc. | 20 | 14 | \$1,200,000 | \$150,000 |
| Grenada Stamping Inc. | 40 | 28 | \$300,000 | \$450,000 |
| Grenada Stamping Inc. | 25 | 14 | \$500,000 | \$150,000 |

Gary Hudson, Director of Operations for Grenada Stamping, gives testimony of Grenada EDD's can do and will do attitude.



2010 annual report Grenada EDD



Grenada Stamping, Inc.

Grenada Star
Tuesday, March 30, 2010 - Grenada, Mississippi
155th Year, Number 114
75 Cents

11/09/10
GRENADA ECONOMIC DEVELOPMENT
PABLO STAFF
81 S. CHURCH ST.
GRENADE

County woman dies in wreck

Another involved in fatal mishap in Leflore Co.
By LEANN MCCOY
Staff Writer

A Grenada County woman was killed and another was involved in a recent, separate accident that resulted in a fatality.

According to Sgt. Tony Dunn, Grenada County sheriff's office for Leflore County, Highway Patrol, Tony D., a woman by the name of Connie Farris, 49, of Coffeyville (Greysport Crossing Road), was driving northbound near mile marker 142 on Interstate 55 when she traveled to the left shoulder and overcorrected around a 400 gpm Thursday.

"Her 2003 Kia went to the right shoulder into the embankment," he said. "She was pronounced dead at the scene by the Holmes County coroner he said."

Her husband, Walter, 61, and son James, 15, who were also in the vehicle, were taken by ambulance to University of Mississippi Medical Center in Jackson where they were listed in serious, but not life-threatening condition.

James was released from the hospital Saturday with cuts and bruises.

Walter is in the hospital with bruised lungs, according to hospital officials.

Dunn said the accident was still under investigation.

In another wreck, a 24-year-old male was killed early this morning when he was hit by a car on U.S. 82.

According to Dunn, a man he identified as John Allen Price Jr., a student at Mississippi Valley State University, was walking west in the left lane about 2 a.m. when he was hit by a 2008 Hyundai Theta driven by a woman Dunn identified as Tami Handy, 18, of Grenada.

"Handy was also traveling in the left lane and struck Price," he said. "The highway is four lanes."

He said Price was returning from the Red Carpet, a night club located on Highway 82.

Dunn said the accident was still under investigation, and he will not know if charges will be brought against Handy until the investigation is complete.

Plant adding 40 jobs

Grant to help Grenada Stamping expand facilities
By LEANN MCCOY
Staff Writer

Grenada County has received a grant to support the expansion of Grenada Stamping and Assembly, Inc., increasing the number of jobs to at least 40.

The announcement was made by officials of the Grenada County Economic Development District.

According to EDD Director Pablo Diaz, Grenada County the \$400,000 Community Development Block Grant will come from the Mississippi Development Authority.

"The county government will provide a local match of \$50,000 that will be used to make improvements in a county-owned building currently leased by Grenada Stamping," he said.

Grenada Stamping is a tier one supplier to a tier one supplier to Nissan in the United States, Mexico and Japan, and a tier one supplier to Ford Motor Co., a subsidiary of the Japanese car company.

Diaz said the company supplies stamped metal parts and automotive appliance, compressor and solar panel makers.

Gary Houston, general manager of Grenada Stamping, said the improvements made will help facilitate wiring work to be done to put in a new air compression system that includes two new air compressors and air lines.

"With the new system, we will be able to do more assembly, and will see the biggest improvement in the creation of jobs to match the bigger workload," he said.

District Three County Supervisor Columbus Hankins said the Board of Supervisors is committed to job creation and economic development.

B.J. Anderson, projects manager for Grenada Stamping, said the improvements are for electrical and

A Time to Sow

Farmers need good year to recover from '09
By LEANN MCCOY
Staff Writer

The time has come for planting, season. Farmers will soon again play a game of wait-and-see with fluctuating temperatures and rainfall.

"It's spring time, but we are still waiting for the soil to dry and warm up," said Steve Winters, director of Grenada County Extension Services.

Now is the time to begin early planting, and farmers were to begin planting corn after March 15, Winters said.

"We are only a few days behind, and hope to get planted on a normal schedule," Winters said.

He said the long-term forecast calls for slightly-below-normal temperatures and average rainfall, but it is hard to know what the weather is going to do because of above average rain, and it rained what would have been a good crop," he said.

According to U.S. Army Corps of Engineers Vicksburg District Water Control data, Grenada County saw 26.30 inches of rain from May 1 to Oct. 31.

According to Winters, because of the rain, farmers saw a 15 to 20 percent loss on corn, and about 60 percent loss on soybeans.

Winters said the soybean crop loss on soybeans, sweet potatoes, considered a specialty crop, saw an 80 percent loss.

"This year, we might see a shift in planting. We might see a drop in bean planting," he said. "This is the second year we've had a loss on beans, and some farmers won't want to take the gamble again."

Winters said there might be a shift to corn, and the

Sign of spring ...

John Salley enjoyed the that arrived yesterday morning as he cut grass along Highway 8 East. Sunshine and warmer temps are expected throughout this week.

Staff Photo / Leann McCoy

First Book needs donors to reach more children

By LEANN MCCOY
Staff Writer

First Book-Grenada is looking for donations to help reach more children.

According to Cindy Hainbach, a spokeswoman for First Book-Grenada, the program is a non-profit organization that gives books to the hands of a child.

"We know that giving a book is just the beginning of the story," she said.

She said because of First Book resources, they have been able to expand educational opportunities for many children.

In a letter the chamber received from First Book, Cindy Hainbach said...

See Jobn, Page A-5

Jobs: Grant helps industry expand ...

From Page One

wiring work to be done to put in a new air compression system that includes two new air compressors and air lines.

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B.J. Anderson, projects manager for Grenada Stamping, said the improvements are for electrical and

"Through our actions we want to send a clear message to existing and potential companies. Grenada is pro-business and we stand ready to give you the support you need to succeed and grow in our community," he said.

Ronnie Merriman, Ward Seven city councilman, said the 40 new jobs are needed for the community.

"We are excited for Grenada Stamping, and we look forward to supporting their future expansions."

Grenada Stamping, Inc.

TWO SECTIONS, 4 INSERTS
Grocery Basket **Poodles**
JE Pottery **Sears**

Inside: New Cotillion Officers, Members

Grenada Star

WEDNESDAY, JULY 28, 2010
 PUBLISHED WEEKLY
 75 Cents

Sentencing begins in circuit court

By LEANN MCCOY
 Staff Writer

A number of indictments and judgments, including several for drug charges, were handed down last week during Grenada County's Circuit Court July term. Judge Clarence Morgan III is presiding.

Indictments
 According to court records:

- Robert Clay, charged with two counts of violation of HIV quarantine order, habitual offender. Bond was set at \$100,000. Trial was set for Monday.
- Mary A. Timmons, aka Mary Emerson, charged with two counts of fraud in connection with state or federal-funded assistance programs (food stamp fraud). Bond was set at \$5,000. Trial was set for Monday.
- Louis David Matriciano, pleaded guilty to one count of child exploitation. His sentencing is set for Friday.

Judgments
 According to court records:

- James Earl Jones, aka James Clark, is convicted of receiving stolen property. He is ordered to serve five years supervised probation. Clark is ordered to pay a fine of \$1,000.
- Deshaun Dean Perry is charged with felony driving under the influence. He is ordered to serve one year with MDOC and placed in the Intensive Supervision Program. He is ordered to serve four years of supervised probation. Perry is ordered to pay a fine of \$2,000.
- James M. Mullen is convicted of grand larceny. He is ordered to serve five years of supervised probation, pay a fine of \$1,000, and pay restitution in the amount of \$38,500.
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See Circuit Court, Page A-3

Industry plans 25 more jobs

By LEANN MCCOY
 Staff Writer

Grenada Stamping and Assembly is doing it again, this time expanding into an air tank production line that will create approximately 25 new jobs.

The announcement was made by officials of the Grenada County Economic Development District.

According to Fabio Diaz, EDD executive director, the new expansion comes on the heels of an expansion in March that, once finished, will create about 30 jobs, for a total of 55 new jobs this year.

"This new project represents a \$500,000 company investment," he said. "Grenada Stamping recently received ASME (American Society of Mechanical Engineers) certification to be able to build this new air tank line."

Grenada Stamping recently received a \$495,000 grant through the Community Development Block Grant program from the Mississippi Development Authority, with a \$50,000 match grant from Grenada County, to install a new air compressor system that includes two new air compressors and air lines.

According to B.J. Anderson, projects manager of Grenada Stamping, the new expansion is possible because of the City of Grenada.

"The city received a grant of \$135,000 and did a match grant of \$15,000," he said. "These funds will be used to help modernize and retrofit a city-owned building that will host the new line."

The grant the city will receive is a Development Infrastructure (DIP) grant from the Mississippi Development Authority that will support Grenada Stamping's diversification efforts.

"We have purchased the equipment and hope to have it installed and have the building ready by September," Anderson said.

He said Grenada Stamping is looking to the long-term as the company diversifies its product line.

"In these economic times, we've got to have our toes in a lot of diversified markets to keep up. It literally gives us better footing to survive," Anderson said.

Gary Houston, general manager of Grenada Stamping, said the new production line is a great leap forward in the company's diversification efforts for Grenada.

"The Grenada County EDD successfully expedited all processes to get our project off the ground in record time, and that made a huge difference in our ability to get to market expeditiously," he said.

Grenada City Councilman Timothy Chism said the city council is thrilled to see Grenada Stamping diversify its business base in the community.

"The City of Grenada is committed to supporting our existing companies and will continue to work closely with the EDD to expedite any projects that create jobs for our citizens."

Darrell Robinson, county supervisor for District Four, said the board was excited to hear that Grenada Stamping would be expanding again and continuing to create jobs in Grenada.

"We are looking forward to celebrating their future success in Grenada County," he said.

Grenada Stamping, a subsidiary of Ice Industries, based in Sylvania, Ohio, has a broad menu of capabilities, including the ability to blank, form, weld and assemble a variety of various strengths and thicknesses, according to Diaz.

"Ice Industries is a supplier to Electrolux and First Solar Panels in Canada, provides parts to Ford Motor Company in Argentina, Copeland in Northern Ireland, Belgium, Thailand, and China, and Nissan in Mexico and Japan," Diaz said.



Industry: Grenada Stamping will add 25 new jobs ...

From Page One

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For Office Use Only: _____



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Organization: **Lansing Economic Development Corporation**

Contact Name: **Karl Dorshimer**

Email: **kdorshim@lansingmi.gov**

Project/Item Name: **Ottawa Power Station**

Category for Entry: **15, 22 & 23**

Population Category (<25K, 25-200K, 200K-500K, >500K): (Choose One) **25-200K**

Date Project Began: **2006**

Date of Completion (if applicable): **2011**

For Entries in Categories 9 & 10, Enter Your Web Site URL: _____

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1. Please provide a brief description of the project.

The historic redevelopment of a large vacant power plant in Lansing, Michigan to retain and expand the Accident Fund Insurance Company of America. The Lansing Economic Development Corporation worked with the Company, the Developer, City, State and Federal governments plus many others to redevelop the 223,000 square foot 10 story building. This strong Public-Private Partnership resulted in private investment of \$182,000,000, 600 jobs retained and 500 new jobs created.

2. What is the goal or purpose of this project?

The goals of the project were to retain and expand business, attract private investment, redevelop the vacant brownfield site, create and retain jobs and spur economic growth in the heart of downtown Lansing.

3. Who are the participants in this project? Who was involved in planning/implementation? Who is affected?

The major participating partners were: the Lansing Economic Development Corporation, the City of Lansing, the Accident Fund Insurance Company of America, Blue Cross Blue Shield of Michigan, The Christman Company, The Michigan Economic Development Corporation, the Michigan Department of Environmental Quality, The U.S. Environmental Protection Agency, and the Michigan State Historic Preservation Office.

The Lansing Economic Development Corporation, City of Lansing, the Accident Fund Company and the Christman Company were involved in the planning/implementation of the project.

Everyone who participated was affected. City resident and local businesses are all impressed and inspired by the results of the project.

4. What has been the impact of the project? How effective has it been in furthering economic development in your community? Identify any tangible and/or intangible results and value added.

The project had major impacts upon the Lansing economy and community. A major symbol of stagnation and decline has been turn into a large generator of economic activity and civic pride. \$182 million of private investment was attracted, 600 high-pay jobs retained and 500 more created. The social buzz generated by this highly visible development has kept confidence in Lansing's future high and put us in the position to lead the state out of the current recession. In a state where good economic news has hard to come by, the project provides a highly visible example of what can be done when everyone pitches in and works together.

5. Is this project replicable or transferable? Can it be adapted for use in other communities? What lessons have been learned?
- Yes, throughout the U.S. there are many old power plants and industrial buildings that could be redeveloped as the Ottawa Power Station has. Most of the tools and techniques utilized are available in other communities. The lessons learned were that many old and vacant properties are diamonds in the rough. Many of these site can be redeveloped to help Cities retain and attract business. We also learned that big challenges of the kind presented by this project demand a competent project team and great public/private cooperation to be successful met. Finally, we learned that what seems impossible can be made possible if project impediments can be broken down into manageable tasks, so they may be tackled one at a time with the help of others.
-

6. In what ways is this project innovative or creative?

This project took a former dirty coal burning power plant and completely changed it's use it into a historically renovated modern building suitable as the headquarters of a major health and insurance organization. The innovative technique of combining and linking the older classic power plant building with a new adjacent contemporary office building shows true ingenuity. The creative and complicated combination of financing and economic incentives made this project possible during a historic national financial crises and economic downturn.

7. Are there any other relevant details not covered above or specific to your category?

Included with this entry packet is a PowerPoint presentation. The scope of the challenges presented and the great results of the project can only be appreciated by viewing this presentation. We encourage the judges to view this slideshow. The PowerPoint file is large and takes a minute or two to load. Please have patence and you will be rewarded with a great automated presentation that runs on it's own.

CATEGORY DESCRIPTIONS AND JUDGING CRITERIA

A. PROMOTIONAL AWARDS

The Ottawa Power Station Project



Mayor Virg Bernero

Rising from the long dormant
Ottawa Power Plant in
Lansing, Michigan

A Brownfield Redevelopment Project
A Public-Private Partnership Success
A Great Retention/Expansion Effort

The Ottawa Power Station Project



Ottawa Power Station

Built in 1937 in downtown Lansing the plant was once
a marvel of technology and design



Decommissioned in 1992, the property resisted all attempts
at redevelopment for 14 years

The LEDC Launches a Major National Request for Development Proposals

- In 2006 Mayor Bernero and the Lansing Economic Development Corporation (LEDC) identify the property as a critical development challenge
- The LEDC decides to conduct a nationwide request for development proposals
- Of all proposals received, only one was identified as having good potential
- The LEDC starts discussions with the Christman Company the Developer representing an unknown major company



The Company Quietly Takes A Look

- The interested firm is a Lansing based insurance company with 600 employees and projected additional growth of 500 jobs
- The Company was confidentially looking for a new signature headquarters location
- They needed over 300,000 square feet of building space plus 1000 parking spaces
- The Company was also looking at out of state and suburban greenfield locations

The Company Lays Out Their Demands to the City and Developer

- Remove the chilled water system
- Dismantle the smoke stack
- Demo the parking ramp over Grand Ave.
- Assemble the properties and sell the site
- Demolish adjacent older buildings
- Mitigate lead & asbestos
- Assess and cleanup soils
- Rehabilitate the Power Plant
- Build another 100,000 sf building on site
- Construct a 1,000 space parking facility
- Make improvements to the riverfront

A Project Team Is Formed

- The Lansing Economic Development Corporation and Christman Company gathered together a team of public and private sector experts
- The team members included staff from the City, Utilities, State & Federal Departments, plus Environmental and Legal firms
- It did not take long until the reality of the challenges were pointed out by the experts

It's Impossible ?

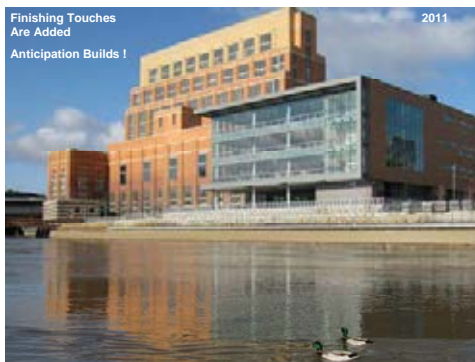
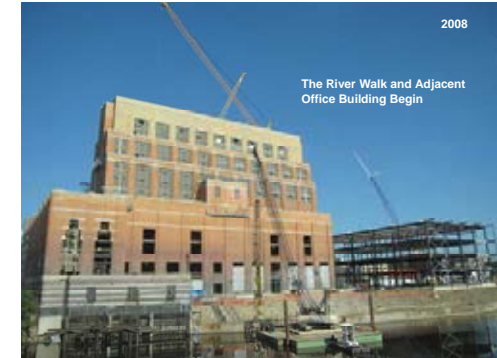
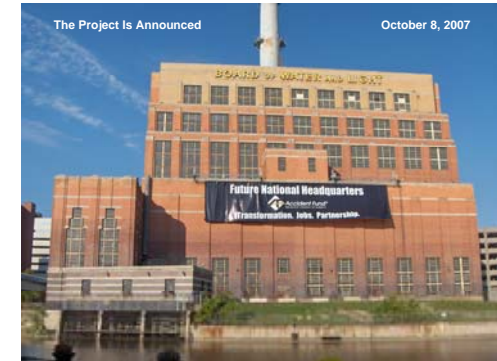
- The Lansing Board of Water and Light (LBWL) still owed \$30 million on the chilled water system
- The scrap value of the chilled water system was minimal and reuse not practical
- Scraping the system would eliminate the revenue and leave the debt
- The steam distribution system would be expensive and difficult to relocate
- The portion of the City parking ramp targeted for demolition was over a major downtown street
- The smokestack would be expensive and difficult to disassemble

The Team Slowly Makes Progress

- The LEDC proposes to use the Lansing Brownfield Redevelopment Authority to finance demolition and construction of new chilled water and steam systems
- The Brownfield Authority and U.S. EPA offer Assessment and Remediation funds to deal with the contamination of the site
- The Developer agrees to pay for the removal of the smoke stack
- The Michigan Dept. of Environmental Quality offers the use of a \$3.2 million grant to make riverfront improvements
- The Lansing Economic Development Corporation issues a bond to finance the construction of the new parking ramp

More Partners Join The Team

- The Michigan Economic Development Corporation offers Brownfield Business Tax Credits and a Tax Free Renaissance Zone on the site
- Michigan Economic Growth Authority offers MEGA Tax Credits
- New Market Tax Credits Will Work
- The State Historic Preservation Office gives the nod for State and Federal Historic Tax Credits
- Voter approval is attained, the lone privately held parcel is optioned, and the whole site packaged for sale



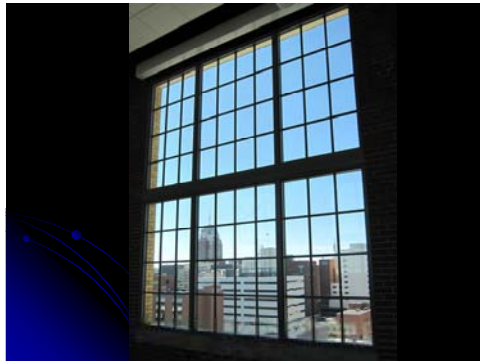
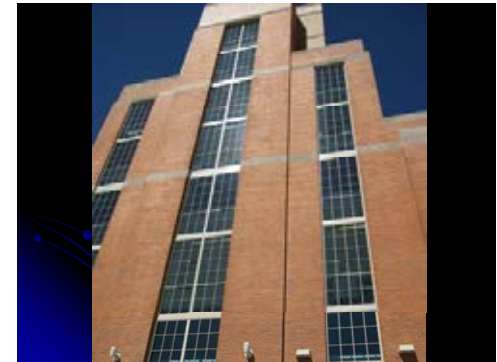
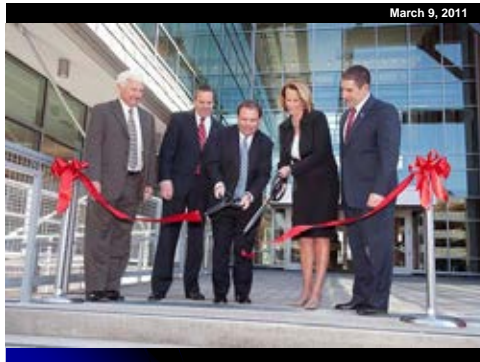
The Project Team Accomplishes All Of It's Objectives

- Remove the chilled water system
- Dismantle the smoke stack
- Demo the parking ramp over Grand Ave.
- Assemble the properties and sell the site
- Demolish adjacent older buildings
- Mitigate lead & asbestos
- Assess and cleanup soils
- Rehabilitate the Power Plant
- Build another 100,000 sf building on site
- Construct a 1,000 space parking facility
- Make improvements to the riverfront

The Project Is Complete!

Over three Years of Construction
Great Public & Private Cooperation

The Masterpiece is Unveiled!



The Grand Totals

- \$182 Million Private Investment**
- 600 Jobs Retained**
- 500 Jobs Created**
- 1 Million Project Worker Hours**
- World Class Results**

LEDC Leading Economic Development Corporation

They said it was impossible in Lansing...

Lansing Mayor Vey Guerrero and the Lansing Economic Development Corporation would like to thank our partners, sharing in the success of this project:

| | |
|--|--|
| Accident Fund Insurance Company of America | Michigan Economic Development Corporation |
| Blue Cross Blue Shield of Michigan | Michigan State Historic Preservation Office |
| The Christmas Company | Michigan Department of Environmental Quality |
| City of Lansing Departments | U.S. Environmental Protection Agency |

Now, anything is possible.

—Vey Guerrero, Mayor