

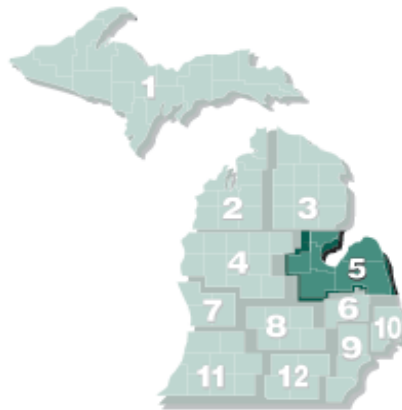


Michigan Small Business & Technology Development Center

Local Impact of SBTDC

Each year, we are able to quantify the regional and statewide impact of the services provided by the Michigan Small Business & Technology Development Center based on information provided by the businesses who complete client impact surveys. In 2006, SBTDC clients reported that 127 new local jobs were created as a result of the counseling and small business services provided by the program hosted by Delta College. The result is a net impact to the State of Michigan of 202 jobs. Combined with a 18.1 million dollar net increase in sales, we are able to project that our clients generated \$600,000 in state tax revenue and \$1.1 million dollars in federal tax revenues as a direct result of the assistance provided by the MI-SBTDC program.

Do we have your information? Please call us at 989-686-9597 to share your story.



Did You Know?

Of the small businesses in the region that includes Arenac, Bay, Huron, Midland, Saginaw, Sanilac and Tuscola counties: 91% have less than 50 employees and 79% have less than 10 employees.

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SBTDC Awards Molly's Bistro of Midland, LLC as the Best Small Business 2006 and Main Street Michigan Award Winner



Molly McFadden is an accomplished actress and cabaret singer while Brian McFadden is a published playwright and restaurateur. After living in New York for 26 years, the McFadden's wanted to bring their experiences from the big city to the Midland area. They had been so successful at selling Molly's artisan breads and Brian's specialty coffee at the Midland Farmer's Market, they thought it would be a great idea to open their own gourmet coffee shop and restaurant. In 2004, Brian and Molly came to the MI-SBTDC at Delta College in order to identify the steps to take in starting their own business. Senior Business Consultant Jim Rowley regularly met with the couple and assisted them with refining their business concept, assembling and revising their business plan, and evaluating options. Through persistence and hard work, the McFadden's converted a downtown building into a cozy, warm 70-seat restaurant that has proven to be the perfect location for Molly's Bistro.

As a result of the assistance they received from the MI-SBTDC, the McFadden's opened their European-style bistro, **Molly's Bistro of Midland, LLC**, to rave reviews in January of 2005. Molly's serves gourmet food and wine while also featuring live entertainment. It has become a hot-spot for Molly and other local musicians to showcase their talents. Molly's currently employs over 20 employees in the Midland area and annual sales have grown to \$750,000 since its opening two years ago. As the first new fine dining restaurant to locate in downtown Midland in decades, Molly's has been credited by many with starting a revitalization of the area. Because of the unique qualities and success of the business, Molly's Bistro of Midland, LLC has been featured numerous times in Interlude Magazine, the Midland Daily News, and The Bay City Times and is this year's MI-SBTDC Michigan Main Street Award Winner. The company represents over 15,000 companies assisted by the statewide Michigan Small Business & Technology Development Center in 2006.

Arenac County Small Business News:

Our partners in Arenac County allow the MI-SBTDC to offer counseling, information, research and training on issues related to starting and running a successful small business. MI-SBTDC satellite services are offered through the Arenac County Economic Development Corporation/Michigan State University Extension office located in the Arenac County building. Contact information can be found on page four of this newsletter. We also partner with the Au Gres Community Library and the City of Au Gres to offer quarterly seminars on what it takes to start a small business. Dates for upcoming seminars can be found on page three.

Bay County Small Business News:

In Bay County we partner with the Alice and Jack Wirt Public Library to offer start up seminars that are free to attend and provide information on how to start a small business. Please check out page three where you will find dates and times of upcoming seminars. Bay County recently announced the start of the Tri-Share Program that was designed to help small businesses provide basic health care insurance to employees. To learn more, call 1-877-874-7427 or visit www.trishare.org.

Midland County Small Business News

In April, The Edward Lowe Foundation announced that Midland County has four businesses in the 2007 Michigan 50 Companies to Watch. The four companies were nominated by Midland Tomorrow, a satellite center of the SBTDC. **Caltech Industries** was founded in 1980 and provides support to medical professionals who seek infection control in their facilities. **SPACE Inc.** was founded in 1995. The company designs and installs office interiors, specializing in environments that enhance worker productivity. **C M Rubber Recycling LLC** was founded in 2004. They recycle scrap tire then grind the tires into mulch and playground surface material. **The Savant Group** was founded in 1969. The company is an independent testing laboratory and research center that addresses lubricant-related problems. Congratulations to these four companies for leading the way to Midland County's future.

Huron County Small Business News

We are pleased to announce the addition of Huron County to the MI-SBTDC Region 5 operation. Small businesses will continue to be served by the satellite staff located at the Huron County Economic Development Corporation. Additionally, access to the SBTDC technology consultants or statewide research services have been enhanced with the new relationship with Delta College. Contact information for this center is included in page four.

Saginaw County Small Business News

In Saginaw County we partner with the Saginaw County Chamber of Commerce, Saginaw Future Inc., and the Hoyt Main Library to provide clients with start up seminars that are free to attend and provide information on how to start a small business. To find out when the next one is, check out page three where you will find the dates and times of the upcoming seminars for May and June.

Sanilac County Small Business News

Rumble Trucking & Logistics Inc. is located in Port Sanilac and has been chosen as one of the 2007 Michigan 50 Companies to Watch. The company was founded in 1980, and hauls freight, commodities, and provides logistical planning and management services. With three sites in Michigan and two sites elsewhere, they have over one hundred trucks that travel across the United States and Canada. Congratulations to Rumble Trucking & Logistics Inc. for being named one of Michigan's companies to watch in 2007.



Tuscola County News



Tuscola County was added to Region 5 in 2007. Recently the **Vassar Theater** received the distinction of being named the MI-SBTDC Region 6 Best Small Business for 2006. The Vassar Theater had been closed for 13 years when Tim O'Brien decided to take on the task of renovating the building, and creating a theater reminiscent of the vintage Hollywood style.

While in the process of drafting a business plan, Tim came to the Tuscola County EDC, a MI-SBTDC Satellite Center, looking for assistance. Business Consultant Jim McLoskey reviewed and critiqued Tim's business plan and also helped with financing issues. Tim had received some funding from a bank loan, but was still in need of funds to complete the renovation project.

Jim assisted Tim in obtaining funding from the local revolving loan fund in addition to getting approval for gap financing. The SBTDC also provided assistance with marketing and public relations before and after the grand opening which had 1,200 people in attendance. Since its opening in 2005, the Vassar Theater, LLC has been named the "Jewel of the

Thumb" by movie theater experts statewide and is considered one of the coolest buildings in the city of Vassar, a place that has been designated as a "Cool City". With the successful renovation and opening of the Vassar Theater, this has been a catalyst for other local businesses starting or expanding in downtown Vassar. Congratulations!

What's New At The BRC

Have you heard of the BRCs (Biz Resource Centers)? The BRCs are located within the Michigan Works! Service Centers listed next to this article and have resources that include computers, books, and information on small business topics. New resources are added to the BRCs regularly, so be sure to visit often. The 2007 Guide to Starting a Small Business is available free of charge for you to take by completing a half sheet questionnaire. While at the BRC, be sure to review posted calendars of upcoming events and the dates that a business consultant will be available at each BRC for four hours once a month to assist entrepreneurs with research and how to use the resources that are available. To schedule a no-cost counseling appointment call (989) 686-9597.

Biz Resource Center (BRC) Locations:

Michigan Works!
Service Center
North Pointe Plaza
4061 North Euclid
Bay City, MI 48706
Phone: (989) 667-0500

Michigan Works!
Service Center
3875 Bay Road, Suite 7
Saginaw, MI 48603
Phone: (989) 249-5232

Michigan Works!
Service Center
1409 Washington Street
Midland, MI 48640
Phone: (989) 631-3073

Michigan Works!
Service Center
4480 W M-61
PO Box 829
Standish, MI 48658
Phone: (989) 846-2111

Upcoming Training Events

Online at www.gvsu.edu/misbtdc/region5 click on Training Events calendar for more.

Small Business Seminar:

Au Gres Community Library

July 25: 6:00p.m. to 8:30p.m.

230 N. Mackinaw Street

Au Gres, Michigan

Pre-registration is preferred to Au Gres City Hall
(989) 876-8811

Alice & Jack Wirt Public Library

June 21: From 5:00p.m. to 7:30p.m.

500 Center Avenue

Bay City, Michigan

Pre-registration is preferred to MI-SBTDC () (989)
(989) 686-9597

Grace A. Dow Memorial Library

June 7, and July 19:

6:00p.m. to 8:30p.m.

Library Lounge

1710 W. St. Andrews

Midland, Michigan

Pre-registration is preferred to Midland Area
Chamber of Commerce (989) 839-9901 or
MI-SBTDC at (989) 686-9597

Hoyt Main Library

May 24 and June 28: 6:00p.m. to 8:30p.m.

505 Janes Avenue

Saginaw, Michigan

Pre-registration - not required

Michigan Works

June 13: 1:00p.m. to 3:00p.m.

North Pointe Plaza

4061 North Euclid

Bay City, Michigan

Pre-registration is required to
MI-SBTDC (989) 686-9597

Programs

Mid-Michigan Inventor's Group

June 27: 6:00p.m. to 8:00p.m.

Valley Plaza Inn

Midland, MI 48642

Pre-registration is preferred to 989.964-4475 (CBED
at SVSU) or E-mail: lhaas@gvsu.edu

Small Business Tip of Month: Licenses, Permits and Regulation

When starting your business be sure to check for licenses, permits, and other regulations that may be in effect. While Michigan has no generic business license, individual industries or services may be required to get licensed through the State of Michigan. The State has several occupations that are required to be licensed, and in many cases there are fees to acquire the license to operate.

One way to check is to go online to www.michigan.org/medc/services/license/ and check the area of business

you're going into. Be sure to check with the county, city, or township to see if there are local requirements. City ordinances may also affect you, so be sure to check if they apply.

Finally check with the Michigan Timely Application and Permit Service (MiTAPS). MiTAPS was created to speed up the process of getting Michigan permits and licenses. Their website is www.michigan.gov/mitaps. Here you can use a variety of tools to help you figure out what licenses and permits are or aren't required for your business. Also

if permits or licenses are required, you may get the applications off the web site.

For more information visit www.michigan.gov/cis and refer to the 2007 Guide to Starting a Small Business provided by MI-SBTDC and Michigan Economic Development at [2007 Guide to Starting](#).



MI-SBTDC Contacts in Region 5

Satellite Centers

Arenac County Economic Development/ MSU Extension

120 North Grove Street
Standish, MI 48658
Phone: (989) 846-4111
Fax: (989) 846-9651



Huron County Economic Development Center

250 E Huron Avenue,
Suite 203
Bad Axe, MI 48413
Phone: (989) 269-6431
Fax: (989) 269-8209

Midland Tomorrow

300 Rodd Street Suite 201
Midland, MI 48640
Phone: (989) 839-0340
Fax: (989) 839-7372
Web: www.midlandtomorrow.org



Tuscola County Economic Development Center

157 N. State St.
Caro, MI 48723
Phone: (989) 673-2849
Fax: (989) 673-2517
Web: www.centurytel.net/tuscolaedc



Mission Statement

The Michigan Small Business & Technology Development Center (MI-SBTDC) enhances Michigan's economic well-being by providing counseling, training, research, and advocacy for new ventures, existing small businesses and innovative technology companies. With regional, satellite and affiliate offices statewide, the MI-SBTDC network positively impacts the economy by strengthening existing companies, creating new jobs, retaining existing jobs, and assisting companies in defining their path to success.



<http://www.sba.gov>



Medc.michigan.org

The regional center is located on the campus of Delta College. Delta College's mission is to be "an innovator and responsive community college dedicated to meeting the diverse educational and personal growth needs of our students by providing excellent learning opportunities and support services"



www.delta.edu



www.corpserv.delta.edu



Michigan Small Business & Technology Development Center

on the campus of Delta College
1961 Delta Road, H-Wing
University Center, MI 48710

**Got a tip or story?
Let us know!**

Phone: (989) 686-9597 Fax: (989) 667-2222
Website: www.qvsu.edu/misbt/dc/region5
E-mail: sbtcdc@delta.edu

Finding Solutions for Growing Businesses

