



eastern  
**LEADERS**  
group

---

*Eastern Washtenaw County*  
**Business Toolkit**

---

**etcs**  
A Michigan Works! &  
Community Action Agency

*Ypsilanti*  
Area Chamber of Commerce



# contents

## **3** *Eastern Leaders Group*

Who We Are

Goals

## **5** *Block-By-Block Initiative*

Overview

## **6** *Business Toolkit*

Services

Resources

## **10** *Contacts*



# who we are

**T***he Eastern Leaders Group is a partnership between Eastern Michigan University and civic leaders who have collaborated to meet the immediate and long-term needs of Eastern Washtenaw County by exploring opportunities and leveraging regional resources for the benefit of both the Eastern County and the entire Washtenaw County community.*



# e goals

- 1** *Use the University's prestige and resources to develop innovative programs to meet the pressing needs of the community:*

  - Local schools are recognized as top in the state, providing a wide variety of career opportunities for students.
  - Older neighborhoods and public housing areas become a national model for livability.
  - Employment opportunities for residents are abundant in business innovation and cultural arts sectors.
- 2** *Revitalize and promote the City of Ypsilanti's historic downtown and Riverside Park as a location for county residents to enjoy as well as "the place" for innovation companies and the creative class to locate:*

  - Government, business, not-for-profit and University leaders work together to revitalize and promote the area as "the place to be."
  - Business and arts incubators provide local jobs and attract national attention.
- 3** *Create the urban design, business climate and cultural identity to make the eastern portion of the County the "Gateway to Washtenaw County."*

  - The freeway interchange "doorstep" of the county and Eastern Michigan University is attractive and invites visitors and business to our community.
  - Prospective businesses experience a friendly welcome with expedited permitting, relocation assistance (schools, homes etc.), and continued support from community leaders once they have located.
  - Spring Avenue corridor and Water Street areas are redeveloped as corporate office parks and quality living units for residents and workers.
- 4** *Be recognized as the national model for collaboration and cooperation between government, education and business.*



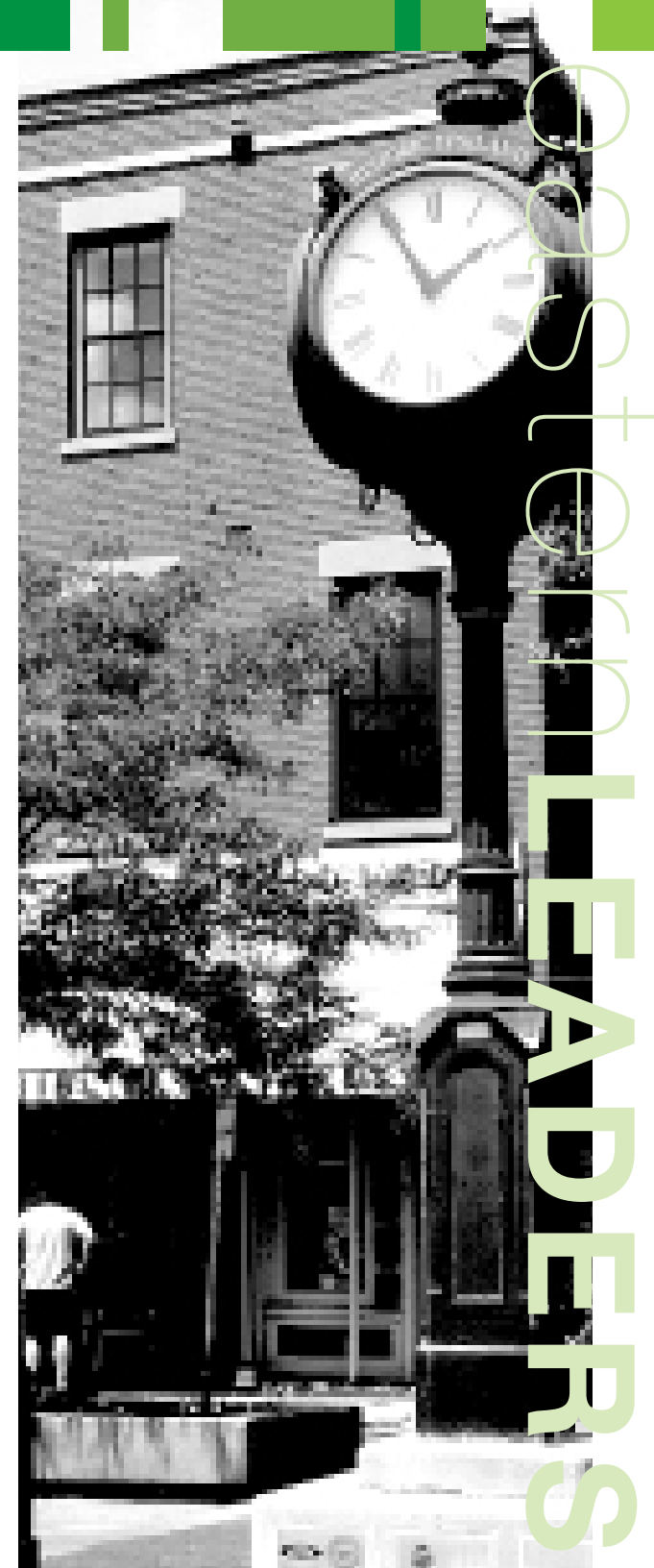
# block-by-block INITIATIVE

*The Block by Block Initiative is a collaboration between the Ypsilanti Area Chamber of Commerce and Washtenaw County Employment Training and Community Services (ETCS) to develop a suite of innovative and relevant business consulting services to drive economic revitalization and development in downtown Ypsilanti. These services are designed to enhance the talent pool, increase both business and employee productivity, and support job creation for companies.*

*Services include customized trainings, marketing assistance, links to MISBTDC seminars, neighborhood improvement plans, and consultation & referral services. Businesses are also able to access information on other opportunities, like the Chamber's Discount Prescription Card, the various Micro-Loan programs, and connections to federal, state, and local resources for business assistance and development. Knowledge-based and high growth industries and businesses including the green economy, medical and life sciences, electrification and alternative energy are particularly targeted.*

*The initiative will also have a special focus on youth. During the summer of 2009, the ETCS Summer Youth Employment Program employed nearly 1000 youth in area businesses, non-profits, governments, and educational institutions. Participants developed critical workforce and life skills and gained exposure to the working world. Additionally, ETCS will open a Youth Access Point based on its nationally-recognized Access Points program which offers ETCS services in satellite offices throughout the county.*

*The Career Transition Center is a key component of the Block by Block Initiative. The Center, located on the second floor of the KeyBank Building in downtown Ypsilanti, provides executives, middle management, skilled and dislocated workers, and even retirees with resources and services including talent assessment, paid internships/mentorships and registered apprenticeships. Due to the innovative nature of such a center, it will serve as the region's premier professional development and networking hub.*





# services

## *Entrepreneur Education*

There are excellent resources available for entrepreneur training ranging from a two day “Boot Camp” conducted through Ann Arbor SPARK to the afternoon “Entrepreneur Series” conducted by Michigan Small Business Technology and development Center (SBTDC). Ann Arbor SCORE, a business mentoring organization, provides free and confidential business counseling tailored to meet the needs of small businesses.

**SPARK Entrepreneur Training:** [www.annarborusa.org/start-ups/](http://www.annarborusa.org/start-ups/)

**SPARK Contact:** Amy Cell ([Amy@AnnArborUSA.org](mailto:Amy@AnnArborUSA.org)) 734-761-9317

**MISBTDC Entrepreneur Training:** [www.gvsu.edu/misbt/dc/region12/](http://www.gvsu.edu/misbt/dc/region12/)

**MISBTDC Contact:** Charlie Penner ([cpenner@wccnet.org](mailto:cpenner@wccnet.org)) 734-547-9170

**Ann Arbor SCORE Entrepreneur Training:** [annarborscore.org](http://annarborscore.org)

**Ann Arbor SCORE Contact:** 1-800-686-1883

## *Export Assistance*

The Ypsilanti U.S. Export Assistance Center is located within the Eastern Michigan University School of Business and serves the Great Lakes area including Ohio, Indiana, Michigan, Tennessee and Kentucky. They primarily assist small and mid-sized businesses export goods and services. We have several local success stories as a result of the assistance offered in market research, consulting and advocacy, promotion of products and services, and development of international partners.

**Ypsilanti Export Assistance Center:** [www.buyusa.gov/greatlakes/](http://www.buyusa.gov/greatlakes/)

**EMU Export Contact:** Joseph Kramer (734) 487-0259

## *Growth and Expansion*

Ann Arbor SPARK is the driving force in establishing our region as a destination for expansion, retention, and location by identifying and meeting the needs of business at every stage, from startups to large organizations. Ann Arbor SPARK has openings at its SPARK East incubator. A great way to get office space and equipment use at low rates for the first few years of your start up with resources to expand.

**SPARK Growth and Expansion Services:**

[www.annarborusa.org/growth-expansion/](http://www.annarborusa.org/growth-expansion/)

**SPARK Contact:** Shamar Herron ([shamar@annarborusa.org](mailto:shamar@annarborusa.org))

(734) 527-9171

## Starting a New Business?

Useful services tailored for new entrepreneurs:

- e▶ *Online Business Planning by SPARK*
- e▶ *Entrepreneur 1.0, 2.0 - seminars provided by SPARK*
- e▶ *SPARK Regional Business Incubator*
- e▶ *AME Virtual Incubator*
- e▶ *SPARK Boot Camp*
- e▶ *Biz Resource Center at Washtenaw Community College, in partnership with MISBTDC*
- e▶ *MISBTDC Business Advising Services*
- e▶ *Washtenaw Workforce Development*
- e▶ *Eastern Michigan University Center for Entrepreneurship*



# services



[www.elg.businessstoolkit.org](http://www.elg.businessstoolkit.org)

If you are a manufacturer, another resource to look at when considering growth and expansion is the Michigan Manufacturing Technology Center (MMTC) in Plymouth, Michigan. MMTC is a not-for-profit organization with a mission to help Michigan's small and midsize manufacturing companies get competitive and stay that way. They provide operational assessment, process improvement training, mentoring services, website technical assistance and market diversification tactics. Keep pace with the old, and new challenges, with MMTC.

**MMTC:** [www.mmtc.org/](http://www.mmtc.org/)

**Contact:** Norma LaVallee ([norma@mmtc.org](mailto:norma@mmtc.org)) 734-451-4226

## *Networking Opportunities*

Our community has many opportunities to network with other business owners and managers. Taking advantage of these events provides a number of obvious advantages. Use these events to increase business, hear the latest news, and learn how others are handling the challenges that face businesses today. The Ypsilanti Area Chamber of Commerce offers valuable networking opportunities the whole year through. Reach business decision makers and establish credibility through events such as the Annual Golf Outing, Post Holiday Gala, Annual Meeting & Awards Dinner, First Tuesday Breakfast and Business After Hours.

YConnect is a business to business networking organization made up of Ypsilanti and Ann Arbor area businesses interested in learning about and promoting one another's business. They have lunch in Ypsilanti on the 4th Friday of each month.

**Ypsilanti Area Chamber Events:** [www.ypsichamber.org](http://www.ypsichamber.org)

**YConnect :** [www.y-connect.com](http://www.y-connect.com)

**Chamber Contact:**

Trish Reilly ([trish@ypsichamber.org](mailto:trish@ypsichamber.org)) 734-482-4920 ext. 23

**YConnect Contact:** Balil Saeed ([bsaeed21@gmail.com](mailto:bsaeed21@gmail.com))

734-276-0876

## *Land Banks*

Land banks are becoming the governmental tool du jour to handle blighted and abandoned buildings remaining from the foreclosure crisis. The Washtenaw County Land Bank is in its formative stages and is in the process of developing procedures for its operation and acquisition/disposition of property. This could be a helpful tool for local businesses by allowing the County to take temporary ownership of tax or mortgage foreclosed land that detracts from the neighborhood. The goal would be to put the land back to productive use by selling it to a nonprofit such as Habitat for Humanity to rehab, or sell to a new business.

**Washtenaw County Land Bank:**

[www.ewashtenaw.org/government/treasurer/landbank](http://www.ewashtenaw.org/government/treasurer/landbank)

**Land Bank Contact:** Mary Jo Callan ([callanm@ewashtenaw.org](mailto:callanm@ewashtenaw.org))  
734-662-9005

## *Marketing Assistance*

Marketing has always been a key to successful business and with the growing use of the internet and social media, marketing decisions can be more difficult. We have several resources for marketing training and assistance at little or no cost.

To market to other businesses locally, joining the local Chamber is an affordable and direct option. You can be listed and promoted in the local community directory, on the official Chamber web site, and in various other promotions through the Chamber's network.

Ann Arbor SPARK: ([www.annarborusa.org](http://www.annarborusa.org))

**MISBTDC** ([www.gvsu.edu/misbtdc/region12/](http://www.gvsu.edu/misbtdc/region12/))

**MMTC:** ([www.mmtc.org/](http://www.mmtc.org/))

**Ypsilanti Area Chamber:** ([www.ypsichamber.org](http://www.ypsichamber.org))

to choose the program(s) that are best for your business.



# services



[www.elg.business toolkit.org](http://www.elg.business toolkit.org)

## *Micro Loans*

We have two Micro-Loan funds designated for Eastern Washtenaw County. One is administered through Ann Arbor SPARK and is geared for high growth startup companies. The other is managed by CEED and is aimed at both existing and startup businesses that cannot obtain traditional financing.

### **SPARK Micro-Loan:**

[www.annarborusa.org/index.cfm](http://www.annarborusa.org/index.cfm)

**SPARK Contact:** Skip Simms -skip@annarborusa.org

### **CEED Micro-Loan:**

[www.miced.org/index.php?option=com\\_content&view=article&id=79](http://www.miced.org/index.php?option=com_content&view=article&id=79)

**CEED Contact:** Todd Van Appledorn (734-677-1400)

## *Worker Training*

The Employment Training and Community Services (ETCS) agency has various training programs available to area businesses for training new staff and retraining existing staff. ETCS is also known by some business owners as Michigan Works! Many have an old conception of Michigan Works! as the agency that handles unemployment claims, and nothing else. However, the Corporate Services department of ETCS is capable of acting as a full Human Resources arm for small businesses. They will do everything from locating hard to find talent to setting up the interviews for corporate clients. Managers can use the ETCS facilities for interviews, job fairs, customized training. Contact ETCS for information about tax credits for new hires, training incentives such as on-the-job-training programs, and customized training opportunities.

## **ETCS Corporate Services:**

[www.ewashtenaw.org/government/departments/etcs/Workforce\\_Development/employers.html](http://www.ewashtenaw.org/government/departments/etcs/Workforce_Development/employers.html)

**ETCS Contact:** Dorion Holbrook (734-544-2952)

## *Internship Programs*

Internships in Washtenaw County are not only to give young people valuable workforce experience, but it can also inject creativity and exuberance into any business. Programs to assist youth (ages 14-21) are available and funded through ETCS. Eastern Michigan University and the University of Michigan both have internship programs that can be coordinated through one office, instead of requiring that local businesses call each individual school within the university. Some University Internship programs are covered or partially covered through grants, however, most are traditional internships requiring the employer to cover the wage of the intern.

### **Eastern Michigan University Office of Corporate Relations**

**Contact:** Betty Stremich (734) 481-2331

### **University of Michigan Business Engagement Center:**

[www.bec.umich.edu](http://www.bec.umich.edu)

### **UofM Business Engagement Center Contact:**

Umesh Patel (734-647-1000)

## *Government Bids*

Working through the red tape to expand your business to include government business can be cumbersome. By working with the Procurement and Technology Assistance Center (The PTAC) you can learn the best way to approaching bidding for government projects.

### **The PTAC Contact:**

Jann Deane - Procurement Counselor (734-462-4438)

[jdeane@schoolcraft.edu](mailto:jdeane@schoolcraft.edu)

[www.ptacsofmichigan.org](http://www.ptacsofmichigan.org)



# services



[www.elg.businessstoolkit.org](http://www.elg.businessstoolkit.org)

## *Talent Pool*

This area has some of the best and versatile talent available anywhere in the world. Whether you are looking for an entry level or seasoned candidate, engineer or business, manufacturing or product development, life sciences or information systems, the expertise can usually be found within a 30 mile radius. Ann Arbor SPARK has developed the “Talent Enhancement Program” to assist businesses in locating the talent they need. SPARK is also in frequent contact with brilliant people from around the world looking for exciting opportunities in this area. SPARK and ETCS have collaborated on meeting the employment needs of area businesses and the combination cannot be beat. Whether you are looking for a job or looking for employees, the Michigan Talent Bank is the place to be. Once again, the old concept of Michigan Works! needs to be updated. The Michigan Talent Bank is no longer a place candidates post a resume because they want to collect unemployment. There are more than 1,000,000 resumes on the Michigan Talent Bank and it is now the first place many employers go for top talent. Candidates have been asking to place their resumes on the Talent Bank regardless of their employment status because of all the success stories for employees and employers alike. If you have not tried the Michigan Talent Bank in the past or if it has been a long time, you may be surprised at the results. It’s all free!

### **Michigan Talent Bank:**

[www.michworks.org/mtb/user/MTB\\_EMPL.EntryMainPage](http://www.michworks.org/mtb/user/MTB_EMPL.EntryMainPage)

### **ETCS Employment & Business Services:**

[www.ewashtenaw.org/government/departments/etcs/](http://www.ewashtenaw.org/government/departments/etcs/)

### **ETCS Contact:** Dorian Holbrook

([holbrookd@ewashtenaw.org](mailto:holbrookd@ewashtenaw.org)) 734- 544-2952

### **SPARK Talent Enhancement:** [www.annarborusatalent.org/](http://www.annarborusatalent.org/)

**SPARK Contact:** Amy Cell ([Amy@annarborUSA.org](mailto:Amy@annarborUSA.org))

734-761-9317

## *Educational Resources*

Potential collaborations between business and education are unlimited and can benefit both the business and the students in very positive ways. The Center for Entrepreneurship, located within the college of business at Eastern Michigan University takes on student projects in response to proposals from local businesses every fall and winter term. The University of Michigan (UofM) also has a Center for Entrepreneurship within the college of Engineering and has opportunities for joint research, internships, mentoring, and networking including job fairs. UofM also has the Business Engagement Center which acts as a portal for businesses to have access to all the schools within the University. Washtenaw Community College (WCC) can develop training programs in response to business demand through the Department of Business and Industry Services. Through access to more than 600 full and part-time faculty, WCC can develop anything from a one day seminar to customized training programs. The office of Corporate and Foundation Relations has agreed to assist local businesses by acting as a single contact for all the schools within Eastern Michigan University. Whether you need an inter, want to get involved in a class project, joint research, or just need information about the various schools, you have someone at the Univeristy level to assist.

### **Eastern Michigan University Center for Entrepreneurship:**

<http://www.cob.emich.edu/include/templatesubpage.cfm?id=1018>

**EMU Contact:** Paul Nucci (734-487-4140)

### **EMU Director of Corporate & Foundation Relations:**

Betty Stremich (734) 481-2331

### **University of Michigan Center for Entrepreneurship:**

[www.cfe.engin.umich.edu/](http://www.cfe.engin.umich.edu/)

### **University of Michigan Business Engagement Center:**

[www.bec.umich.edu/index/](http://www.bec.umich.edu/index/)



# resources

*In this section, you'll find a listing and description of the various agencies and organizations, public and private, that provide the previously mentioned services, programs and opportunities to Eastern Washtenaw County business owners and entrepreneurs. As you can see, Washtenaw County is home to a bounty of commercial resources and this long list cements our position as one of the best areas in Michigan to do business.*



[www.elg.businessstoolkit.org](http://www.elg.businessstoolkit.org)

## Ann Arbor SPARK

Ann Arbor SPARK is a public-private partnership whose mission is to advance innovation-based economic development in the greater Ann Arbor region. Our stakeholders represent the area's university, business, government, entrepreneurial, and community leaders.

Our services focus on building our innovation-focused community through continual proactive support of entrepreneurs, regional businesses, university tech transfer offices, and networking organizations. By attracting and effectively deploying talent, investment, and other resources, Ann Arbor SPARK helps to accelerate the growth of innovation-focused companies and jobs in the area. For more information, visit [www.AnnArborUSA.com](http://www.AnnArborUSA.com).

## City of Ypsilanti

The City government provides information on tax incentives, available properties, zoning information, business permits and all of the "nuts and bolts" to owning a business in the Ypsilanti city limits. More information can be found at [cityofypsilanti.com](http://cityofypsilanti.com).

## Eastern Michigan University College of Business

"Innovative, Applied and Global", these are the three words that best describe Eastern Michigan's College of Business. Our academic programs, professional education opportunities, university and business partnerships and economic development

initiatives are all based on new approaches to education grounded in strong fundamentals, with a practical and real-world emphasis, incorporating an international perspective. We emphasize quality teaching grounded in research and with a commitment to service to the business and broader community.

We are developing seven strategic areas creating opportunities for our students, business partners and economic development in southeastern Michigan. In many cases the areas are interdisciplinary in nature reflecting how business operates today. Business today is integrated and cross-functional teams, many times involving people from a variety of countries and cultures which are responsible for company operations and projects. Our interdisciplinary strategic areas include international business, supply chain management, integrated marketing communications, entrepreneurship, ethics, accounting and human resource management and organizational development complete the list. The focus on these programs does not diminish the importance of our other disciplines such as marketing, computer information systems, management or finance. We are committed to providing excellence in education throughout the College. For more information, visit [www.cob.emich.edu](http://www.cob.emich.edu).

## Michigan Small Business & Technology Development Center (MISBTDC)

The MISBTDC network is a grassroots advocate for small businesses working in partnership with local resources to strengthen companies. This organization works to uncover

opportunities and build relationships with organizations providing the extra assistance that makes a real difference to entrepreneurs.

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

The Region 12 MISBTDC office is hosted through a partnership with Washtenaw Community College. This region serves Hillsdale, Jackson, Lenawee and Washtenaw counties. Their office is located at 101 West Michigan Avenue, Suite 101 (Key Bank Building, first floor) in downtown Ypsilanti. For more information, please visit [www.misbtcd.org/region12](http://www.misbtcd.org/region12).

### Procurement Technical Assistance Centers of Michigan (PTAC)

The Procurement Technical Assistance Centers (PTACs) of Michigan are not-for-profit organizations funded by the Defense Logistics Agency (DLA), the Michigan Economic Development Corporation (MEDC) and local funding partners. The PTACs support our national security by ensuring a broad base of capable suppliers for the defense industry and other agencies, thereby increasing competition, which supports better products and services at lower costs. The mission of the

Procurement Technical Assistance Centers (PTACs) of Michigan is to enhance national defense and economic development of the State of Michigan by assisting Michigan businesses in obtaining and performing on federal, state and local government contracts.

With 13 offices located throughout Michigan, the PTACs of Michigan offer marketing, technical consulting and training to businesses in the state, specifically: Orientation to the procurement system, linking local companies to federal and state government agencies, bid match for government solicitations, training seminars and conferences, contracting opportunities, subcontracting opportunities, government specifications, bid history and contract award results, and bid package assistance. For more information, visit [www.ptacsofmichigan.org](http://www.ptacsofmichigan.org).

### U.S. Small Business Administration

The U.S. Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. The SBA links entrepreneurs with resources, services and support specifically designed for small business needs. With more than 80 regional and district offices combined with our network of partners in cities, towns and rural communities across America, the SBA is your small business resource. More information can be found at [www.sba.gov](http://www.sba.gov).

### Washtenaw County Employment Training and Community Services (ETCS)

Washtenaw County ETCS is a unique government department that recognizes that community action and workforce development are essential to economic development. ETCS can help workers transition to a new field, employers find local talent, young people gain valuable workforce experience, and a variety of other services designed to help people to help themselves in achieving self-sufficiency. For more information, visit [www.ewashtenaw.org/government/departments/etcs](http://www.ewashtenaw.org/government/departments/etcs).

### Ypsilanti Area Chamber of Commerce

The Ypsilanti Area Chamber of Commerce is truly an advocate for your business. If you don't succeed, neither do we. We count on thriving area businesses to help us to be a powerful force in the city, township, and surrounding areas. From public policy to community development we fight for our members...but first we must keep them strong. To this end, we have developed your marketing plan and provided all our resources to you in a consortium. Put us to work for you. For more information, visit us online at [ypsichamber.org](http://ypsichamber.org).

### Ypsilanti Downtown Development Authority

The City of Ypsilanti Downtown Development Authority is a board of 12 members plus the mayor. The 12 are appointed by the Mayor and approved by City Council to promote economic development in Ypsilanti. Subject to City Council approval, the DDA may use its bonding capacity and taxes captured through new construction (tax increment financing) to help finance public and public-private developments that encourage the economic vitality of the downtown area. More information can be found at [ypsilantidda.org](http://ypsilantidda.org).

### Surrounding Area Governments

Eastern Washtenaw County's government agencies work closely together to work on such projects as The Master Plan, The Gateway Project, Park & Recreation initiatives, and more. The City and Township of Ypsilanti, and surrounding townships such as Pittsfield are among first resources to be contacted when looking to expand and together information.

### Michigan Manufacturing Technology Center (MMTC)

MMTC is a not-for-profit organization with a mission to help Michigan's small and midsize manufacturing companies get competitive and stay that way. They provide operational assessment, process improvement training, mentoring services, website technical assistance and market diversification tactics.



# Main Local Contacts



[www.elg.businessstoolkit.org](http://www.elg.businessstoolkit.org)

## **ANN ARBOR SPARK**

Shamar Herron  
SPARK East and MIED Manager  
734-527-0063 (Work)  
734-274-0063 (Cell)  
[shamar@annarborUSA.org](mailto:shamar@annarborUSA.org)

Amy Cell  
Marketing  
734-761-9317  
[amy@annarborUSA.org](mailto:amy@annarborUSA.org)  
[annarborusa.org](http://annarborusa.org)

## **EMPLOYEE TRAINING & COMMUNITY SERVICES (ETCS)**

Dorian Holbrook  
734-544-2952  
[holbrookd@ewashtenaw.org](mailto:holbrookd@ewashtenaw.org)  
[www.ewashtenaw.org/government/departments/etcs](http://www.ewashtenaw.org/government/departments/etcs)

## **LAND BANK/REVITALIZATION**

Mary Jo Callan  
County Office of Community Development  
734-662-9005  
[callanm@ewashtenaw.org](mailto:callanm@ewashtenaw.org)  
[www.ewashtenaw.org/government/treasurer/landbank](http://www.ewashtenaw.org/government/treasurer/landbank)

## **MICRO LOANS**

**Eastern Washtenaw County**  
**Micro-Loan Fund**  
**Michigan Pre-Seed Capitol Fund**  
Skip Simms  
Ann Arbor Spark  
[skip@annarborusa.org](mailto:skip@annarborusa.org)  
[www.annarborusa.org/growth-expansion/news-of-note/Index.cfm?i=3072](http://www.annarborusa.org/growth-expansion/news-of-note/Index.cfm?i=3072)

Todd Van Appledorn  
Washtenaw County (MPSCF)  
734-677-1400  
[tvanappledorn@miced.org](mailto:tvanappledorn@miced.org)  
[www.miced.org/index.php?option=com\\_](http://www.miced.org/index.php?option=com_)

## **MICHIGAN SMALL BUSINESS TECHNOLOGY DEVELOPMENT CENTER (MISBTDC)**

Charlie Penner  
Regional Director  
734-547-9170  
[cpenner@wccnet.org](mailto:cpenner@wccnet.org)

Ron Stevens  
Senior Business Consultant  
734-547-9170  
[rostevens@wccnet.org](mailto:rostevens@wccnet.org)  
[www.misbtdc.org/region12](http://www.misbtdc.org/region12)

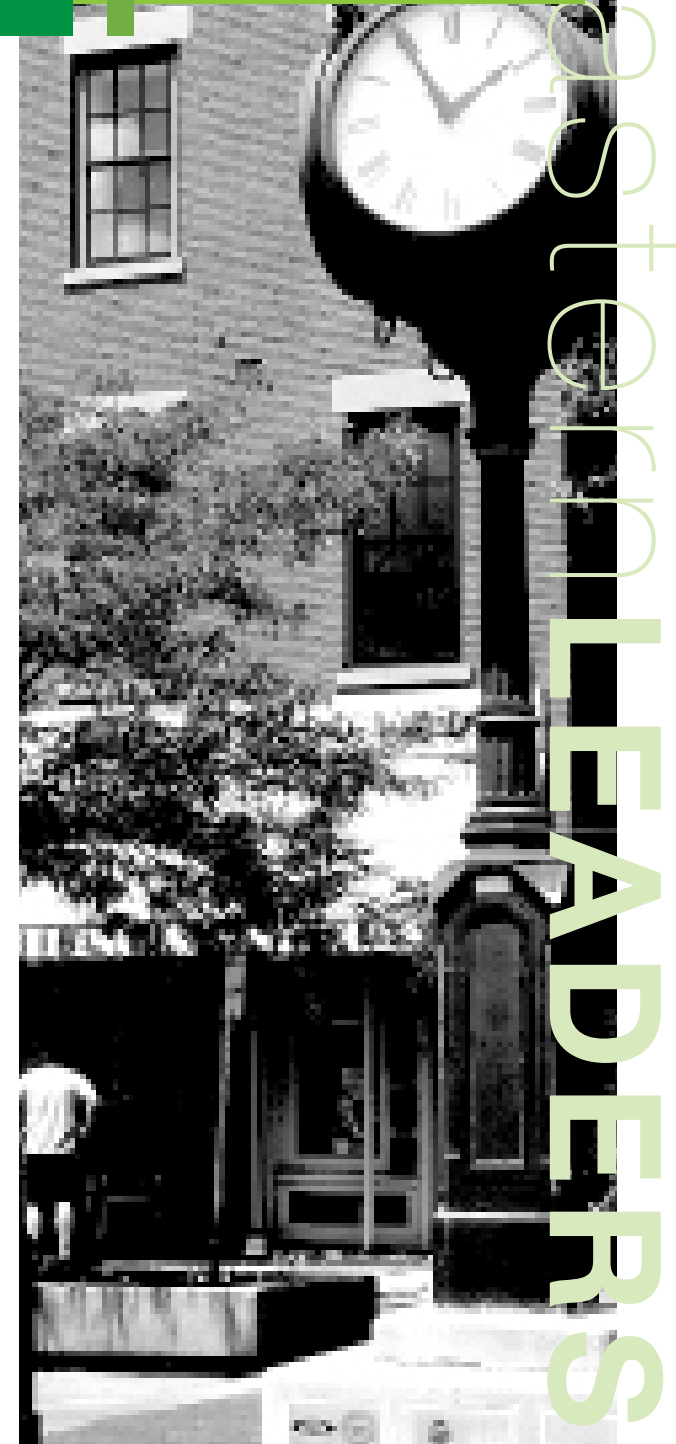
## **Procurement Technical Assistance Centers of Michigan (THE PTAC)**

Jann Deane  
Procurement Counselor  
734-462-4438  
[jdeane@schoolcraft.edu](mailto:jdeane@schoolcraft.edu)  
[www.ptacsofmichigan.org](http://www.ptacsofmichigan.org)

## **YPSILANTI, CITY OF**

Teresa Gillotti  
Urban Coordinator/DDA  
810-419-6982 (Cell)  
[gillotti@ewashtenaw.org](mailto:gillotti@ewashtenaw.org)

Richard Murphy  
City Planner  
734-483-1810  
[cityofypsilanti.com](http://cityofypsilanti.com)



LEADERS



# eastern**LEADERS**group

---

*20/20 Task Force*

*DTE*

*OHM Advisors*

*Ann Arbor News*

*Eastern Michigan University*

*Phoenix Contractors*

*Ann Arbor SPARK*

*Environmental Quality*

*Puffer Red*

*AT&T*

*General Dynamics*

*Senator Debbie Stabenow*

*Aubree's*

*Gershenson Realty & Investment*

*State of Michigan AWS*

*Augusta Township*

*Government Consulting Services*

*Superior Township*

*Beal Inc.*

*Hyundai*

*Trinity Health*

*Carlisle & Wortman Associates*

*LaVision, Inc.*

*VGKids*

*City of Ypsilanti*

*Materials Unlimited*

*Washtenaw Community College*

*Comcast*

*Maurer Management*

*Washtenaw County*

*Congressman John Dingell*

*McLain & Winters*

*Ypsilanti Chamber of Commerce*

*Credit Bureau of Ypsilanti*

*Medallion Group*

*Ypsilanti DDA*

*DeMattia Mohler Construction*

*Michigan Ladder*

*Ypsilanti Township*