

2021 NEWSLETTER

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We have been busy here at the GLBMA office. We have worked on membership and new programs that we hope to roll out soon. We hope you enjoy all the updates and grant opportunities we have shared this month. May the luck of the Irish be with you this month and all of 2021. We are still looking for new members that can benefit from our programs. Is there someone you can refer to join today?

NEW MEMBER Welcome



Conair Group

Conair Group is located in Pinconning. Their quality commitment is offering over 450 different auxiliary equipment products for plastics processing. They were the first company to document designs specifically for the medical industry—24 different products, 135 different models—more than any other provider. And they're still supplying parts for equipment that has been running for over 50 years.

Speaking of parts, in the last 2 years, they have shipped over 44,000 parts orders; 81% of them were shipped within 48 hours of the order. In a BIG hurry? Since 2018, they have shipped 1,500+ parts orders called in after 3:00 p.m. on that day! We can do this because we maintain over \$18 million in parts inventory.

Don't forget their service with access to our 24/7 technical support center since 2016. In 2020 they answered 97.5% of calls in an average of 14 seconds.

Lastly, their experts provide over 680 manuals, spec sheets, and technical papers on our website. Overall, their employees average more than 10 years with our organization. Their 21 service employees? Averaging 13+ years!



Porex, Filtration Group

The Filtration Group is on a mission to make the world safer, healthier, and more productive. With a passionate workforce, global footprint, and world-class engineering and manufacturing capabilities, we are driving innovation and developing solutions across a broad spectrum of applications in the fast-growing global filtration industry. We began in 2009 and have rapidly grown to be a global leader in the highly attractive filtration industry.

We are committed to maintaining an entrepreneurial culture built on a foundation of trust, in which our leaders exhibit a strong bias for action.

St. Charles makes porous foam. The team beat out 20,000 suppliers in 2020 to win 3M's 2021 Supplier of the Year Award. An incredible team of special talented people doing amazing work, truly having an impact on the world. We refer to our STC team as our #foamheroes.

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DTE Energy - Merrill Office



DTE Energy (NYSE: DTE) is a Detroit-based diversified energy company involved in the development and management of energy-related businesses and services nationwide. Its operating units include an electric utility serving 2.2 million customers in Southeastern Michigan and a natural gas utility serving 1.3 million customers in Michigan. The DTE Energy portfolio includes non-utility energy businesses focused on power and industrial projects, natural gas pipelines, gathering and storage, and energy marketing and trading.



Michigan Vocational Promise

Michigan Vocational Promise's consulting services are aimed at helping our clients create sustainable programming in the area of workforce development. Watch for more information on the Wellness Initiative in partnership with the GLBMA.



Prometis Partners

Welcome our newest MFG Champion, Prometis Partners. They provide a proven process that helps privately held businesses transition to new ownership and sustain the business.



GLBMA MONTHLY HIGHLIGHTS



Join us for the Coffee Clutch Meeting!

What exactly is the Coffee Clutch? It is a quick meeting to meet fellow manufacturers and start conversations that are of concern. The idea stems from my years of waitressing and every morning we had one table of the good ole boys come in. They would have a cup of coffee and talk about anything from business to the weather. The regional outreach is not conducive to in-person meetings but if you care to join us virtually on the last Tuesday of the month for a cup of coffee and some chat, we would love to have you. This event does not require registration. We suggest that you add the Zoom link below to your calendar as a reminder to join.



Dates for upcoming Sessions:

Mar 30, 2021 8:00 AM - 8:30 AM

Apr 27, 2021 8:00 AM - 8:30 AM

May 25, 2021 8:00 AM - 8:30 AM

Jun 29, 2021 8:00 AM - 8:30 PM

Zoom link: [Join here!](#)

Join us for the next Hot Topic Discussion - Industry 4.0 and the Upcoming Initiatives.

Register to Attend!

April 14, 2021, 8:00 am to 9:30 am

Register to obtain the TEAMS link for this event.

The event link will be sent out two to three days prior to the event.



23rd Annual GLBMA Golf Outing

June 9, 2021, 8:00 am to 4:30 pm
Maple Leaf Golf Course - Linwood, MI

8:00 am Registration and Driving Range
9:00 am Shotgun Start
11:00 am Lunch on the Course
3:30 pm Dinner and Awards

A big thanks to all our sponsors. Please check our [website](#) for complete details.

We look forward to seeing everyone at Maple Leaf Golf Course on June 9th.

Register your team or individual for the GLBMA Golf Outing



MEMBER SPOTLIGHT



The GLBMA will be highlighting one manufacturer and one associate member each month. We want everyone to know about all the wonderful opportunities in the region.



Bernier Cast Metals

Our Member Spot this month is Bernier Cast Metals, Inc. They are a successful family business that initially started out as Model Aluminum Foundry in 1945. At the time it was Saginaw's only foundry dealing exclusively in aluminum castings. Core driers were the main production item and were purchased by local foundries in the automotive industry. In 1972 the foundry changed names to Bernier Cast Metals, Inc., and over the years it has expanded beyond aluminum castings, incorporating brass, bronze, copper,



AHP

Our Associate Member Spotlight is Andrews Hooper Pavlik PLC (AHP). AHP was founded in 1993 by three partners of Ernst & Young. Jim Andrews, Mark Hooper, and Kim Pavlik, along with a team of 26 staff, started AHP with the focus on delivering Big 4 audit, tax, and accounting services in the Saginaw and Greater Lansing communities.

During their 27 years in the business they have experienced significant, organic growth and have also merged with other successful regional

grey iron, ductile iron, steel, stainless steel, and zinc into the mix. According to recent customer surveys, the reasons customers return with repeat business to Bernier is due to their high-quality parts, on-time delivery, and fair market pricing. But what truly differentiates Bernier from other casting companies is their friendliness, responsiveness, and ability to communicate, making it a hassle-free way for customers to do business.

accounting firms sharing similar missions, principles, and values. Retirement planning, business, and IT consulting have rounded out their service offering while their footprint broadened to include offices in Ann Arbor, Auburn Hills, Bay City, Flint, Grand Rapids, Midland, Owosso, and Southfield.

Today, their team of professionals provide a full suite of accounting and consulting services to clients throughout Michigan and beyond. With two affiliated companies, AHP Financial Services Inc. and AHP Consulting LLC, they offer the expertise and resources of a large CPA firm while focusing on excellence and providing outstanding value to their clients at the local level.

PARTNER NEWS



MEDC funds Industry 4.0 Assessments for Small to Medium-Sized Manufacturers

The [Manufacturing USA](#) program released a 2019/2020 Highlights Report including accomplishments, success stories, and COVID-19 updates. This report highlights the manufacturing technology and workforce development innovations underway at the manufacturing innovation institutes that are part of Manufacturing USA. [Read the full report here.](#)

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It's Time for a Comeback. Yeo & Yeo Can Help.

Free 20-page eBook: 5 Steps to Drive Business Growth and Recovery to Fuel Your Dreams

With the entirely new circumstances caused by the pandemic, your business may be facing a long stage of recovery in an uncertain economy. With the added difficulties, it is easy to get tied up in the day-to-day challenges of running a business; yet, **business owners who are successful embrace big-picture thinking as the driver of their business's growth and success.** It is more important than ever to reflect on your past, present, and future.

This [20-page eBook](#) explains each step in detail. We hope you find it useful as you think about your own keys to success. Our team of strategic advisors is eager to answer your questions or discuss these five steps in more detail – and help you refuel your dreams.

Employer-Funded Unemployment Trust Fund Stable for 2021

Michigan's Unemployment Insurance Agency (UIA) announced today that a \$500 million balance in the state's Unemployment Insurance Trust Fund (UITF) is expected to be sufficient to cover benefits for the rest of the year. The report is positive news for employers who exclusively fund the UITF and would incur additional costs if the state were forced to borrow from the federal government in the event reserves are insufficient to cover unemployment benefits.

The solvency of the employer-funded UITF has come into question as the state paid out record levels of unemployment benefits as a result of the COVID-19 crisis. Since 3/15/20, the UIA has paid over \$29 billion to claimants. \$5.1 billion has been paid from the UITF, with the remaining benefit payments coming from federal programs.

The UIA credit's Michigan's Work Share program with saving the UITF over \$80 million. At the peak of enrollment, 2,700 Michigan businesses and 97,000 employees participated in the Work Share program, which allows job providers to put employees on a reduced work schedule and pay a portion of their wages while the employee collects partial unemployment benefits.

MIOSHA Offers Penalty-Free On-Site Consultation

MIOSHA's Ambassador Program assists employers in implementing COVID-19 workplace safety directives without fear of penalties or citations. The program offers on-site one-on-one guidance to help job creators understand the current regulations for workplace safety. A new MIOSHA video documents the Ambassador Program and highlights several Michigan businesses speaking about the benefits of the program.

Visit Michigan.gov/COVIDWorkplaceSafety to learn more and get started with your free consultation.

Save Money. Where Does Your Business Rank?

MMA member - ElementOne Consulting is offering you the opportunity to participate in the 2021 Compensation in Michigan Manufacturing Survey. Help benchmark the industry, get a discount on the survey results and receive a free executive summary for participating. For more information, contact Linda Budd at lbudd@elementoneconsulting.com.

EGKE Clean Fuel Grants Open

The Department of Environment, Great Lakes and Energy (EGLE) has \$30 million available for the replacement of commercial, mass transit and transportation support vehicles that move products with new models, including electric, alternative fuel, and diesel vehicles. The first round of funding for the Fuel Transformation Program grants runs through 4/22/21 with two additional rounds through the end of the year. Questions about grant opportunities can be submitted to EGLE-FTP-VW@michigan.gov. Answers to the questions will be posted at Michigan.gov/EGLEFTP under the [Frequently Asked Questions](#).

COVID-19 Vaccine Eligibility is Expanding

More than 79,000 food processing and agriculture workers in Michigan are now eligible for the COVID-19 vaccine. This group includes food processing workers such as workers at meat processing and meatpacking facilities, workers who process fruit and vegetables, dairy processing, animal feed manufacturing, food and animal feed ingredient manufacturing, beverage production and the production of food packaging. MMA joined with the Michigan Department of Agriculture and Rural Development to announce this next

phase of vaccine eligibility.

Additionally, Governor Gretchen Whitmer announced that beginning Monday, 3/8/21, Michiganders 50 and older with medical conditions or disabilities, as well as caregiver family members and guardians who care for children with special health care needs, will be eligible to receive the COVID-19 vaccine. On Monday, 3/22/21, all individuals 50 and older will be eligible.

Those who are eligible for a COVID-19 vaccine should visit michigan.gov/COVIDVaccine for the latest information and schedule an appointment through the following means:

- Check the website of your local health department or hospital for sign-ups or registration forms.
- Call the COVID-19 Hotline at 888-535-6136 Monday through Friday from 8:00 a.m. to 5:00 p.m. or call 2-1-1. Multiple languages available.
- Check additional vaccination sites, such as local pharmacies like Meijer, Rite Aid, and Walgreens

The GLBMA has confirmed that manufacturers are to contact their local Health Department and they are working from a state mandated list for essential workers including manufacturing. I was also told the each county may have local protocols in place for vaccine distribution. We suggest you have your employees sign up as soon as they are eligible. In addition, you may reach out to your local healthcare/pharmacies provider to see if you can hold an on-site clinic. Please note on-site clinics do have a cost associated with them.

Help Manufacturers get Back on Track in 2021

Do you know a small to mid-sized manufacturer whose sales have been hurt by import competition? If so, let GLTAAC know about them. Your referral could help a manufacturer get the resources they need to regain their competitive edge.

GLTAAC has worked with import-challenged manufacturers for 38 years via the federal Trade Adjustment Assistance for Firms program (TAAF). Our clients receive a customized action plan and up to \$75,000 in matching funds for critical projects to meet their specific needs. (For example, see below to learn about one client's Talent Acquisition effort.)

Just refer a manufacturer to GLTAAC, and we'll do the rest.

A quick call with GLTAAC Project Manager, [Jani Hatchett](#), will let you know if a manufacturer could qualify for TAAF matching funds. Contact her at 734 998-6227, to get the conversation started.

CURRENT EVENTS



March

30 Coffee Clutch

April

13 Plant Tour - TBD

14 Hot Topic Discussion -

15 Quality SIG Meeting

27 Coffee Clutch

May

10 Beverages and Conversation

25 Coffee Clutch

June

9 23rd Annual Golf Outing

17 Quality SIG Meeting

August

10 Beverages & Conversation

19 Quality SIG Meeting

24 Coffee Clutch

September

21 Coffee Clutch

30 7th Annual Casino Night

October

1 National MFG Day

5 Plant Tour

13 Hot Topic Discussion

21 Quality SIG Meeting

26 Coffee Clutch

29 Coffee Clutch

July

14 Hot Topic Discussion

27 Coffee Clutch

29 MI Career Quest

November

4 Tentative Annual Dinner

10 Beverages & Conversation

30 Coffee Clutch

December

16 Quality SIG Meeting

QUALITY SIG



Our next Quality Special Interest Group Meeting

Topic: Quality Audit Reviews with Management

Date: Thursday, April 15, 2021

Time: 8:00 am to 9:30 pm

Location: Michigan Works! Midland Office

Register Link: [Click to register now!](#)

The Quality Special Interest Group (SIG) is a professionally facilitated group of the Great Lakes Bay Manufacturers Association (GLBMA). This SIG focuses on providing a forum to discuss and review quality systems, validate the need, and discuss industry updates, new regulations. It will also serve as a place where Quality employees can discuss issues in a confidential setting.

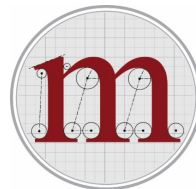
We will continue to meet via Teams until we are allowed to meet in person again.

MFG CHAMPIONS

Learn how to become an MFG Champion!

Support the GLBMA for years to come.

Call Tanya at 989-964-2881 or email tblehm@svsu.edu



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