

Newsletter

Great Lakes Bay Manufacturers Association

The Regional Industry 4.0 Readiness program in partnership with the MEDC and local regional partners is ending. We encourage you to participate in one of the last two webinars and find details below. We thank all the companies in the region that have experienced along the way. We are also excited to share that the Michigan Manufacturing Technology Center (MMTC - The Center) will be bringing The Industry 4.0 Showcase to the region in April. We have several partner events on February 15, 16, and 17th that are listed below. We hope you find time to attend one or more of these events.

Our sincere condolences go out to the Glick and Alro Steel families upon hearing the news of Al Glick's passing at age 95 this week.

FEATURE ARTICLE: Michigan Manufacturing Technology Center Brings Supply Chain Support to Manufacturers

The Michigan Manufacturing Technology Center (The Center) announced the January 28, 2022 debut of CONNEX™ Michigan, a new program designed to strengthen the local and domestic manufacturing supply chain.

CONNEX™ Michigan is a powerful online manufacturer database and connectivity platform provided as a no-cost resource for Michigan manufacturers. It's designed to let manufacturers connect with each other, find local and domestic suppliers, explore production capabilities, and manage their supply chain. The system also has tools to help manufacturers identify single supplier risks and find opportunities for diversification in their supply chain.

"The Michigan Manufacturing Technology Center is a part of the National Institute of Standards and Technology's Manufacturing Extension Partnership program, and our mission is to assist Michigan manufacturers to work smarter, to compete, and to prosper. Being able to provide our state's manufacturers with an online platform that can alleviate their supply chain strains is something The Center is extremely proud of and excited about," said Mike Coast, President of The Center.

Michigan is the sixth state to roll out the CONNEX™ platform, joining Missouri, Kansas, Florida, Oklahoma, and Utah. In each state, the platform is managed by an MEP center to provide a coordinated approach to outreach and direction for users.

The rollout also is supported by the Michigan Economic Development Corporation (MEDC), which uses The Center for supplier scouting and matchmaking requests as part of its Pure Michigan Business Connect (PMBC) program. CONNEX™ Michigan will enable The Center to efficiently fulfill these requests more.

Coast further described the CONNEX™ Michigan system as a powerful, intuitive tool for everyone in the manufacturing community. "This online database combines all Michigan manufacturers into a single platform where they can tag themselves with hundreds of unique searchable categorizations, which enables both manufacturers and material suppliers to quickly find and connect with each other based on their exact needs. It's an opportunity that manufacturers can't afford to miss. Each manufacturer is invited to set up

their free profile and share as much information as they would like,” Coast said.

Interested manufacturers can find more information and request an account by visiting: <https://www.the-center.org/CONNEX>.

About the Michigan Manufacturing Technology Center

Since 1991, the Michigan Manufacturing Technology Center has assisted Michigan’s small and medium-sized businesses to successfully compete and grow. Through personalized services designed to meet the needs of clients, we develop more effective business leaders, drive product and process innovation, promote company-wide operational excellence, and foster creative strategies for business growth and greater profitability. As a NIST MEP-approved center, the Michigan Manufacturing Technology Center is the official representative of the MEP National Network™ in Michigan. The MEP National Network™ is a unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing. Learn more at www.the-center.org.

See below for more detail and how you can claim your listing.



Register to Participate

Industry 4.0 Webinar Series

Join us Tuesday morning, February 15, 2022, at 8:00 am for this informative webinar.

The link to the webinar will be sent in the event reminder.

Key Learning Objectives:

- Learn what your cybersecurity plan should include
- Understand the Internet of Things

Presenters:

- Scott Taber, Small Business Development Center



Industry 4.0 Webinar Series

Join us Tuesday morning, March 8, 2022, at 8:00 am for this informative webinar.

The link to the webinar will be sent in the event reminder.

Key Learning Objectives:

- Learn Big Data through Profit Key ERP system
- Understand decision process to identify and prioritize Industry 4.0

Register to Participate

- projects
- Learn about the "Big Picture" approach

Presenters:

- Bill Henderson, APPI
- Brent Hardman, Powell Solutions
- Louie Jenson, Bandit



Save the date - Casino & Euchre Night

March 24, 2022
5:30 pm - 9:00 pm
Bay Valley Resort & Golf Course
\$75 per person or a 6 pack of tickets for \$425

Sponsor Opportunities are open.
[Click here for details](#)

More details to follow on the event and registration soon.

Partner News



GLBMA partners with SVSU's Career Services - Still time to register

On **Wednesday, February 16th from 12 pm-3 pm** we are hosting our annual Manufacturing & Information Technology Employment Fair at Saginaw Valley State University. This is your opportunity to meet with our talented students from the College of Science, Engineering, & Technology regarding **full-time, part-time, co-op, and**

internship opportunities that you have available. By attending the Manufacturing & Information Technology Employment Fair, you will be able to meet with students and alumni from the following degree programs available at SVSU:

Biology Chemistry

Computer Information Systems Computer Science

Electrical Engineering Engineering Technology Management

Mathematics Mechanical Engineering

Physics

Computer Science and Computer Information Systems (Masters)

Price: \$150

Refund Policy: Refund requests for registration fees will only be granted for cancellation notifications received before Wednesday, February 9th, 2022.

Register today per [this link](#) or contact Career Services at 989-964-4954 or email careers@svsu.edu



Register to attend
Feb. 17

MMA's Diversity, Equity, and Inclusion Initiative with a quarterly webinar series

Many people think they know what DEI is but may not be able to define what it means at an individual level or corporate level. Getting the basics gives everyone a common understanding and a point from which they can begin to explore ways to drive change both as an individual and within a corporate environment.

In this workshop, individuals and leadership teams will define why Diversity Equity & Inclusion are important to them personally and to the organization. They will explore the priorities and measures required to set themselves and the organization up for true transformation and sustainable success.

**First workshop will be held February 17, 2022
8:00 AM - 9:00 AM**

Fee is \$25 for future members, free to MMA member

Other webinars will be held on May 18, August 2, and December 3, 2022.

MMA and CADIA Diversity, Equity, & Inclusion Baseline Survey

TAKE SURVEY
NOW

Is your company interested in or actively engaged in DEI?
Tell us more to help us help you.

Survey closes Monday, February 28, 2022.

Manufacturers Have Saved \$3.4 Billion Since 2016

Watch for Upcoming PPT Deadlines and Claim Your Annual Exemption

This PPT Tool Kit is designed to help you exempt your manufacturing personal property from taxation. MMA is proud of its work to eliminate this tax exclusively for manufacturers through both legislative action and a successful \$8 million statewide ballot campaign in 2014. We encourage you to take action and file annually with Form 5278 to get your exemption. It is not automatic — you must file the form every year to be exempt.

State Essential Services Assessment — After filing your exemption Form 5278, you are required to pay the State Essential Services Assessment (SESA) by August 15 each year, which is a small assessment used to reimburse local units for essential services like police, fire and ambulance services. **FAILURE TO PAY THE SESA CAN RESULT IN LOSS OF THE EXEMPTION.** MMA successfully added late payment opportunities out to April 15 of the following year to help manufacturers avoid the loss of the exemption.

Beginning in 2020, MMA successfully pushed legislation to eliminate the late payment “death penalty” for the SESA. Instead of an immediate loss of the full exemption, payments made after the annual August 15 deadline are subject to a 3% per month penalty up to a maximum of 27%. Loss of a company’s full exemption only occurs if payment is not made as of April 15 of the following year.

This tax cut does not occur automatically. You must annually file Form 5278 by Tuesday, February 22, 2022 (postmark accepted) and submit SESA statement and payment by August 15 (to avoid penalties). [File your form here.](#)



TAKE SURVEY
NOW

Benchmark Your Company Against Market Averages

The workforce is the most important investment an employer can make but benefits and compensation structures can also make it the most expensive. [Participate in Gallagher's 2022 Benefits Strategy & Benchmarking Survey](#) to confidently build a sustainable financial structure and identify opportunities for growth and organizational well-being.



Michigan's Early Childhood Workforce Crisis - Free Virtual Panel Discussion

[Click to REGISTER TODAY!](#)

Tuesday, February 15, 2022, at 2:00 PM

Finding childcare across the state has been difficult for many years. Due to the pandemic, working parents are struggling with childcare issues more than ever before as fewer centers are operating and the centers that have survived are struggling to hire enough workers. The Michigan Works! Association has assembled a panel of experts in the area of childcare to discuss this issue, what's being done to address it, and the role of Michigan Works! plays in helping to solve this issue.

Moderator:

- Michelle Richard, Policy Advisor on Early Childhood for Governor Gretchen Whitmer

Panel Members:

- Joan Blough, Director of Childcare Innovation Fund, Early Childhood Investment Corporation
- Tamera Gaines, Talent Development Liaison, Michigan Department of Labor and Economic Opportunity -- Workforce Development
- Kelsey Perdue, Kids Count Project Director, Michigan League for Public Policy
- Carrie Rosingana, CEO, Capital Area Michigan Works!
- Elisabeth Tobia, CEO, EC3



Last year when we made the decision to move Integr8 to May 10, 2022, we knew it was time to reinvent the conference. We're proud to say that this year's conference is set to be our biggest yet.

We've moved into the Suburban Showplace in Novi, MI. Not only is this location more convenient for our international attendees, but the expanded space gives our presenting companies an opportunity to show off everything they have to offer.

Already purchased a ticket from last year? You're all set! Not registered yet? Click the link below to sign up and make sure you have access to our biggest Industry 4.0 conference. As a reminder, all Michigan Manufacturers are eligible for one free ticket through our Essential Membership program. We look forward to seeing everyone on **May 10**.

[View Agenda](#)

[Register here](#)

Michigan Manufacturers receive one free ticket to the event!

Prometis Partners Offer Fireside Chat

Sales Strategy & Sales Projections: Top 5 Key Performance Indicators is being held virtually on 2/15/2022 at 12:00 PM EST.

Learn how to develop a well-defined sales strategy and create accurate sales projections in order to increase profits and exit readiness, and also understand the consequences for not having a solid sales structure in place.

Present by Terry Dwyer, Founder, and Principal of Breakwater Partners, LLC

Register to attend this free event now. [Click here.](#)

INDUSTRY 4.0 ASSESSMENTS

Get your PERSONALIZED IMPLEMENTATION PLAN by calling 989.964.2884

Don't fall behind.

2 hours.
40 questions.
1 report.
Your future.

MICHIGAN MANUFACTURING TECHNOLOGY CENTER
MANUFACTURE SMARTER
The-center.org

The MEDC and the MMTTC Continue to Offer Industry 4.0 Technology Assessments

You may schedule your free two-hour assessment with Chris Tibaud, Business Solutions Manager for the Michigan Manufacturing Technology Center - Northeast office. Chris will help you get your assessment completed by helping with the transformational planner and scheduling your facility's walk-through and follow-up report. All this is free of charge provided by the MEDC.

Chris can be reached at 989-964-2807 or by email at cmtibaud@svsu.edu

The General Agency shares Insurance news

As many have heard on the news, the State of Michigan's Catastrophic Claims Association (MCCA) will be returning surplus funds to Michigan policyholders and will immediately begin the process of refunding \$400 per vehicle to Michigan drivers. The MCCA will be releasing these funds to the insurance companies in the first quarter of 2022. These companies will have 60 days to distribute the funds to the policyholders. Drivers are expected to receive

checks in the second quarter of 2022.

BEWARE OF THE SCAMMERS WHO ARE TAKING ADVANTAGE OF THIS SITUATION

Scammers are calling people pretending to work for insurance companies and asking for personal bank information stating they can “send the refund directly to your account”. Please do not give out any personal information until you are certain this is the process of your insurance company, and that they are the ones in contact with you.

Connex Michigan is here!

CONNEX™ Michigan is a cloud-based, industry-designed software platform that centralizes the Michigan supply chain network into a searchable scouting database and integrates with the national Manufacturers Marketplace. Sponsored by the Michigan Manufacturing Technology Center and supported by the Michigan Economic Development Corporation, CONNEX™ Michigan is designed to be the premier system for domestic supply chain sourcing and networking.

CONNEX™ Michigan highlights a member company’s assets, certifications, equipment, material types and other relevant industry information to help other manufacturers find them. It allows manufacturers to view and post requests for proposals and requests for surplus materials or equipment, as well as other unique needs posted by members to the platform.



Request login access to get started

JOIN CONNEX™ MICHIGAN BETWEEN JANUARY 28 & APRIL 30, 2022 AND GET FREE ACCESS TO THE MANUFACTURERS MARKETPLACE (A \$500/year savings) & CONNEX™ MICHIGAN FOR LIFE!

[Download program flyer here!](#)

[Download FAQ sheet here!](#)

Saginaw Career Complex looking for volunteers for Professional Development/ Mock Interview Day

The Saginaw Career Complex is seeking qualified business leaders to help provide interviewing experience to our students. The purpose of Professional Business Day is to provide our students with an authentic experience by having them participate in mock interviews with area business leaders in their career fields.

We are excited to invite you to interview our Saginaw Career Complex students for the Professional Business Day on **Tuesday, March 8, 2022**, at **Delta College Downtown Campus** located at 319 E Genesee Ave, Saginaw, MI 48607.

Here is the schedule:

AM Session:

- Check-in/Refreshments: 7:00am-7:30am
- Training for AM only and all-day volunteers 7:30 am-7:45 am
- Student Interviews start at 8:00 am
- Students leave campus at 9:40 am

- Lunch for volunteers (please RSVP for our lunch count) 11:00am-noon

PM Session:

- Check-in/Refreshments: 11:30am-noon
- Training for PM only volunteers noon-12:15 pm

- Students interviews start at 12:30 pm
- Students leave campus 2:10 pm

Complete Your Registration:

[CLICK HERE](#) to complete your volunteer registration.

We will be following COVID protocol with decreased people in each room and everyone will need to wear a mask.

We hope you can join us to provide this excellent opportunity for our students. Please let us know if you have any questions.

For more details or to be contacted for a time slot to assist in this event, please contact Ann Marie Batkoski, abatkoski@sisd.cc.



MMTC presents the Industry 4.0 Showcase in Midland

Join us for this exciting event to learn more about Industry 4.0 machines that are being used today.

Date: April 21, 2022

Time: 9:00 am to 11:00 am

Where: The Great Hall Banquet & Convention Center, 5121 Bay City Road, Midland, MI

[Register to attend here.](#)

Can't make this date work? The Showcase will be in Port Huron on April 19th. For complete details or to register for this event [click here](#) or the GLBMA office at 989-964-2881.



Check out the latest edition of the Michigan Manufacturers Association's MiMfg Magazine.

[View here](#)

Did you know about the Employee Retention Credit?

The Employee Retention Credit (ERC) is a program created under the original CARES Act of 2020, which was the same law that brought the Payroll Protection Program (PPP) loan program to businesses. Originally, companies had to choose between the ERC or the PPP and given the predictability of the PPP loans, most companies were guided in that direction.

In December 2020, the rules changed to (1) allow otherwise eligible companies to retroactively apply for the 2020 ERC, even if the company took a PPP loan, and (2) the program was expanded to a higher benefit cap, and lower threshold to qualify for 2021.

The initial test to check qualification for this refundable payroll tax credit is simple:

- 1) Was your business subjected to government mandates or restrictions that prevented you from operating at full capacity? If so you automatically qualify.
- 2) If the first test is not met you still may qualify based on a gross receipts comparison of your 2019 quarters against the same quarters of 2020 or 2021.

For more information, please see [click for the pdf flier](#), or contact David Porada from Apex Advisors at 248.259.7421.



their artwork

Capital Area Manufacturing Council (CAMC) member Joel Conn from Friedland Industries, Inc. and his family are organizing Old Town ScrapFest 2022!

Festival dates will be: Friday, July 8, 2022, 5 pm - 9 pm, and Saturday, July 9, 2022, 11 am - 7 pm in Old Town, Lansing on Turner St.

If you have an employee artist interested in welding a project to display, applications will be available on the event page. You can [view the Facebook page here](#).

MEP Supplier Scouting Opportunities

The following supplier opportunities are available through the MEP center. These are national MEP Center clients seeking domestic suppliers for the various items. Please contact Chris Tibaud with the Michigan Manufacturing Technology Center Northeast office for complete details on how to submit a Supplier Scouting form. Chris can be reached at cmtibaud@svsu.edu.

Current Opportunities:

Opportunity: 2021-106 Flexible Heating Ductcloses March 3, 2022
Submitted by Purdue MEP (Indiana MEP Center)

Opportunity: 2022-001 PCB Manufacturer and Assembler closes March 6, 2022
Submitted by Oregon MEP

Opportunity: 2022-009 PVC Foam Boards closes Feb. 20, 2022
Submitted by International Trade Association (ITA)

Opportunity: 2022-010 Private Label Cookie & Oatmeal Manufacturer closes Feb. 20, 2022
Submitted by Oklahoma Manufacturing Alliance (Oklahoma MEP Center)

Opportunity: 2022-011 Adhesive closes March 11, 2022
Submitted by MEP of Louisiana

Opportunity: 2022-012 Liquid Silicone Rubber (LSR)closes Feb. 25, 2022
Submitted by Montana Manufacturing Extension Center (Montana MEP Center)

Opportunity: 2022-013 Aluminum Extrusion-Standard Carriagecloses Feb. 25, 2022
Submitted by Iowa Center for Industrial Research and Service (CIRAS, Iowa MEP Center)

Opportunity: 2022-014 Pineapple Juice closes March 25, 2022
Submitted by CIRAS

Opportunity: 2022-015 Agave Nectar closes March 25, 2022
Submitted by CIRAS

Opportunity: 2022-016 Kollmorgen Servo Drives closes Feb. 25, 2022
Submitted by MANTEC

Opportunity: 2022-018 Diabetes Pouch closes March 01, 2022
Submitted by Oregon MEP

Opportunity: 2022-019 Fermented Soybeans closes May 02, 2022
Submitted by Oregon MEP



Michigan STEM Forward Program is accepting applications for Internship grants

Michigan STEM Forward, a statewide program that matches students attending Michigan colleges with internship opportunities, is now accepting applications from companies & students!

Is your company looking to hire an intern? Participate in the STEM Forward program and review resumes from the state's top young talent + get 50% of wages matched! Apply here: <http://a2spark.org/MichiganSTEM>

Michigan STEM Forward internship program:

- Matches students attending MI colleges w/ internship opportunities
 - Up to 50% of the intern's wages are matched
 - Company can be in any industry but all internships must be STEM-focused
- Learn more: <http://a2spark.org/MichiganSTEM>



Our next Quality Special Interest Group Meeting

Our first meeting for 2022 will be held on March 16, 2022. We will meet at Saginaw Valley State University in the Scott L Carmona College of Business, 3rd floor, room 313. Each meeting will be held from 3:00 PM until 4:30 PM. We are offering a virtual offer but this meeting is always better in person. At this time masks are required. Please click the link below to register for the session.

March 16, 2022 Meeting - [sign up](#)

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, discuss industry updates, and new regulations. It will also serve as a place where Quality employees can discuss issues in a confidential setting.

Additional Dates:

Wednesday, [June 22, 2022](#)

Wednesday, [September 14, 2022](#)

Wednesday, [November 9, 2022](#)



The Women in Mfg Special Interest Group will start to meet again in 2022. We have planned a quarterly gathering for the group. We hope that you will join us for one or all to network, celebrate, and honor the women in manufacturing.

Thursday, February 24, 2022

Pierce Road Bar & Grill
2903 Pierce Road
Saginaw, MI 48604

Tuesday, May 10, 2022

Studio 154
67 Saginaw Road, #3
Sandford, MI 48657

5:00 pm - 6:30 pm

Cost: \$5 to play trivia and cost of your beverage/food.

Join us for a drink and some trivia. Prizes will be provided.

[Please register](#) to attend so we know how much space is needed.

6:00 pm - 8:00 pm

Cost: \$40

Join us for an evening of fun making a Farmhouse circular sign. Snacks will be provided and we encourage you to bring your favorite beverage.

[Link to register](#) - please note this event is limited to 50 people. See website for more details.

Save the date for Tuesday, September 13, 2022, for another exciting event that we are finalizing the details on. In addition, mark your calendar for a fun-filled, learning bus trip to the big D. This is being planned for Thursday, November 11, 2022, and the estimated cost will be \$100 including transportation, lunch, and prizes on the bus. You won't want to miss this event.

Current Events

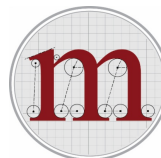
February 2022

15 - Industry 4.0 [Webinar](#)
Deep Dive into Cybersecurity & the Internet of Things
24 - Women in Mfg Special Interest Group meet up

March 2022

8 - Industry 4.0 [Webinar](#)
Need for Leadership Buy-in & Strategic Planning for Industry 4.0
16 - Quality Special Interest Group
24 - Casino & Euchre Night

MFG Champions & Partners



MOLTUS
BUILDING GROUP

design build • general construction • construction management



Thank you to our MFG Champions!

If you want to become an MFG Champion,
please contact Tanya at the GLBMA office for more details. (989)964-2881.



Proud to Manufacture



Great Lakes Bay Manufacturers Association | at SVSU, 7400 Bay Road, CCB313E,
University Center, MI 48710

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