



## Manufacturing is where it is at!

Just like that, we are preparing for another golf outing and annual meeting. Summer has passed us by. Now we look forward to celebrating local, state, and national manufacturing over the next couple of months. What are you doing to celebrate?

Please note; all [blue colored text](#) is a hyperlink.

## What's in the newsletter!

- Feature Article: The Roadmap to Success...
- GLBMA Events/Programs
- Partner News/Events

## Feature Article

### The Roadmap to Success: The Importance of a Tentative Timeline in Exit Planning for Your Business

Prometis Partners | [Prometispartners.com](http://Prometispartners.com) | 616.622.3070

Planning an exit strategy for your business is a crucial step in ensuring a smooth and successful transition. Whether you're considering retirement, pursuing new ventures, or passing the torch to a successor, a well-thought-out exit plan can make all the difference. One of the essential elements of such a plan is outlining a tentative timeline. A well-structured timeline can provide clarity and direction, guiding other planning aspects in your exit strategy. In this blog post, we will delve into the significance of having a tentative timeline and how it facilitates a seamless exit planning process.

- **Creating a Clear Vision:** A tentative timeline serves as a roadmap for your business's exit plan. It provides you with a clear vision of the various stages involved in the process. This step-by-step approach helps you identify critical milestones and understand how they interconnect. A well-crafted timeline allows you to set realistic goals and align your efforts with the desired outcomes.
- **Aligning Financial Projections:** Exit planning involves understanding your business's financial health and determining how to maximize its value before the exit. A tentative timeline helps align your financial projections with the exit goals. By establishing a target date for the exit, you can work backward to strategize and implement initiatives that boost profitability and overall business value. This alignment ensures that you have sufficient time to take corrective measures and improve your financial standing before the planned exit.
- **Minimizing Tax Implications:** Taxes can significantly impact the proceeds from the sale of your business. By outlining a tentative timeline, you gain insights into the tax implications at each stage of the exit planning process. This foresight allows you to structure the sale or transfer in a tax-efficient manner. You can explore various tax

strategies, such as estate planning, gifting, or structuring the transaction as an asset sale, to minimize tax liabilities and retain more of your hard-earned wealth.

- **Preparing the Business for Transition:** A successful exit involves passing on a well-prepared and thriving business to the next owner or successor. A tentative timeline gives you the opportunity to focus on grooming potential successors, conducting leadership training, and ensuring seamless knowledge transfer. It provides you with ample time to address any weaknesses in the company and reinforce its strengths. Preparing the business for transition can enhance its attractiveness to potential buyers or successors, increasing the likelihood of a successful exit.
- **Identifying External Factors:** External factors such as market conditions, industry trends, and economic changes can significantly influence the success of your exit plan. By developing a tentative timeline, you can account for these factors and be prepared to adjust your strategy accordingly. Monitoring and incorporating relevant market data into your plan will enable you to make informed decisions, mitigating risks and capitalizing on opportunities as they arise.
- **Ensuring a Smooth Transition:** The timeline in exit planning ensures a smooth and systematic transition. It enables you to allocate sufficient time for due diligence, negotiations, and necessary paperwork. Rushing through these crucial steps can lead to costly mistakes or unsatisfactory outcomes. By following a well-structured timeline, you can ensure that the transition process is well-organized and efficient.
- **Emotional Preparation:** Exiting a business is not merely a financial decision; it is also an emotional one. After investing years of hard work and dedication into building your business, it can be emotionally challenging to let go. A tentative timeline provides you with the space and opportunity to emotionally prepare for the exit. As the departure date approaches, you can gradually disengage from daily operations, foster a sense of closure, and mentally transition to the next chapter in your life.

Creating a tentative timeline for your business exit plan is essential to its overall success. It provides a structured approach to the process, aligns financial goals, minimizes tax implications, and prepares the business for transition. Moreover, it enables you to adapt to changing external factors and emotionally prepare for the exit. With a clear roadmap in place, you can confidently navigate the complexities of exit planning, ensuring a seamless transition and leaving a lasting legacy for your business.

## GLBMA News

### GLBMA Annual Golf Outing

The GLBMA annual golf outing will be Thursday, September 14, 2023. The event will be at Apple Mountain Golf Course.

Space left for SIX teams - [Register](#) today!

We will open registration and the driving range at 8:00 am with a shotgun start at 9:00 am.

We are accepting sponsors and door prizes at this time. Click [here](#) for details to sponsor this outing. All sponsorships must be secured no later than September 1, 2023 to ensure your sign is available for the outing.

Don't golf? Join us for dinner. The cost is \$40 and can be found on the registration page.



**We look forward to seeing you there!**



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**Women's Tee Sponsor:**  
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**THANK YOU TO ALL OF OUR SPONSORS!**

### Our Next All Member Meeting - September

Our next all member meeting will take place September 5, 2023, 4:00 pm to 5:30 pm at The Point. Located at 6235 Gratiot Road in Saginaw.

We will hear from David Brownback with the Michigan Chamber of Commerce and their utility bill review program with Tenurgy. The program reviews your energy use and telephone expenses to see where you might be able to save money.

We will hear from Gary Holik with the Michigan Rehabilitation Services program. Gary will share how they can help you hire and retain workers with disabilities. Their disabilities can range from a learning to disability to a mobile disability.

We will hear from Amanda Bowman with John Joseph Partners. Amanda will share her role with John Joseph Partners and how she can help with your executive talent needs.

Lastly, we will tour The Point to learn more about the business and the spaces available.

We hope to see you there. We ask that you [register](#) for this event so we may better coordinate food and beverage. Registration is not required to attend but encouraged.

Register to attend [here](#).

Thank you to The Point and John Joseph Partners for hosting, and Michigan Chamber of Commerce for sponsoring.

Our last quarterly meeting is scheduled for November 28, 2023.

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## Save the date and registration is now open for the GLBMA Annual Meeting and Celebration of Manufacturing

October 5, 2023  
11:30 am - 1:00 pm  
DoubleTree by Hilton Hotel Bay City Riverfront  
One Wenonah Park Place  
Bay City, MI  
\$30 individual or \$250 reserved table



Plan to join us for a celebration of regional manufacturing and the Great Lakes Bay Manufacturers Association. Registration now open.

Thank you to our sponsors for this event. If you would like to become a sponsor there is still time to do so, please call 989.964.2881 or register [here](#).

[Register here](#)



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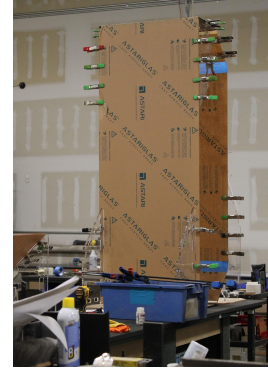
Menu Card Sponsor



Registration Sponsor

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[Blue Thumb Plant Tour](#)



Thank you to everyone who attended the tour at Blue Thumb on August 15, 2023. We learned the story of Blue Thumb and toured their manufacturing operations of aquariums, pond inserts, and rock fountains. We also visited their retail operations, viewing the showroom to see working features of products they make here in Saginaw and ship all over the country.

Thank you to Kip & Nicole Northrup for hosting our group and sharing your story.

Want to share your plant, operation, or best practices with our members? Reach out to the GLBMA office to see what our next opening is.

## Quality Special Interest Group (SIG) Meeting

**December 6 - Save the date for your Quality Staff/Plant Management to attend**

Amigo Mobility International will host our quality special interest group on December 6, 2023 from 3:00 pm to 4:30 pm. Complete details will be shared shortly.

Thank you to Amigo Mobility International for hosting this quarters meeting. Thank you to AVU Registrations and MMTC for coordinating this group.

The August meeting has been cancelled due to unforeseen events. We apologize for any inconvenience, and look forward to seeing you for the meeting on December 6th.

## Women in Manufacturing Special Interest Group (WIM) Events

### Olympian Women in Manufacturing Event Results

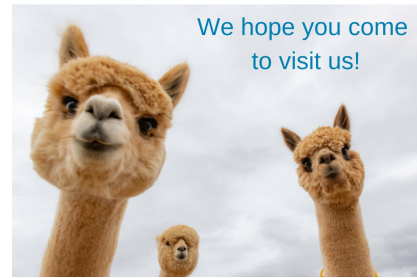
Thank you to everyone who joined us for the WIM Olympian Event! Special thank you to the Great Lakes Safety Training Center for hosting and PNC Bank for sponsoring. The Olympians fought hard on each event, but in the end the winner of the tournament was **Dawn Ives** from Case Systems! Thank you to all of the participants, as well as other members in attendance to support.



## Regional Women In Manufacturing Event

The GLBMA in partnership with the Capital Area Manufacturing Council invite you to join us at the Feighner Family Farms.

October 2, 2023  
6:00 pm  
14501 Dunn Road,  
Woodhull Township, MI 48840



Gabrielle Feighner from Feighner Boat Docks has generously invited us to visit her alpaca farm. Join us to network with other women in manufacturing and enjoy some refreshments. This event is free to all of our members but we ask that you do register for this event to best determine food and beverage. Please register [here](#).

Children are welcome to attend this event but must be docile around the animals.

This event is sponsored by PNC Bank, thank you for your support of the WIM groups of the GLBMA and CAMC.

## Partner News

### Vantage Plastics Investing \$31 Million and Creating 93 Jobs in Bangor Township

**Vantage Plastics**, headquartered in Standish, is a custom thermoformer with full in-house design, prototyping, and tool build capabilities, serving customers in the automotive and consumer goods industries. The company currently employs 318 Michiganders.

Vantage Plastics is experiencing significant growth, especially in the automotive supply chain, and plans to expand into an existing facility in Bangor Township, where it will add manufacturing and warehousing space. The project is expected to result in a total capital investment of \$30.9 million and create 93 jobs with the support of a \$1.2 million Michigan Business Development Program performance-based grant. The company chose Michigan for the project over a competing site in Nevada due to existing relationships and customers it currently has in the state.

“Since its inception, Vantage Plastics has experienced steady growth,” said Paul Aultman, president of Vantage Plastics. “As a family-based company, it’s an honor to be able to expand our business in our home state. It’s rewarding to see the business we began in a 45,000 square foot building, 27 years ago expanding into a second facility partnering with cutting edge industries to supply them with products. We feel blessed and we appreciate the support we have received from all of the partners who have helped make this project a reality.”

The project supports the state’s efforts to be the global leader in the future of mobility and vehicle electrification. Vantage Plastics offers full benefits to its employees and encourages employee growth and advancement across functions. The project will also overhaul a long-vacant building in the community, and will further solidify the company’s presence and future investment in the state.

“The expansion of Vantage Plastics in beautiful Bangor Township is monumental for our community,” said Glenn Rowley, Bangor Township Supervisor. “The company is rehabilitating a 325,000 square foot obsolete property that has sat vacant for some time now. We’re looking forward to seeing the impact Vantage Plastics will have on this industrial area and the potential it will create for future development of the area.”

Bangor Township anticipates approval of a property tax abatement in support of the project. For information on careers with Vantage Plastics, visit <https://www.vantageplastics.com/careers/>.

“Vantage Plastics is a leader in their industry and because of that fact they have had more than one opportunity to expand their business elsewhere,” said Trevor Keyes, President & CEO of Bay Future, Inc. “This project was no exception. Their decision to grow their business here in the region, and specifically in Bay County, is a testament to the resources we have here and their commitment to their employees and this community. We are grateful to Vantage Plastics for their investment and for their commitment to our community and to the state of Michigan.”

Read Complete Press Release from the MEDC [here](#).

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## F.P. Horak Launches New Fundraising Program

Saginaw Chamber | 989.792.716

For over 75 years, F.P. Horak, has continued to evolve in print, mail, eCommerce, marketing, distribution, corporate gifting, and fulfillment. An increased demand for corporate gifting services prompted F.P. Horak to expand the selection of corporate gifting kits and products offered. Customizable plus personalized products and kits have surged corporate gifts from mundane to thoughtful and amazing! Now, CEO and third generation owner Marisa Horak Belotti, is not only proud to announce a new service to their clients, with corporate gifting, but also a new business venture, #Fantribution. #Fantribution, an online fundraising platform, evolves fundraising into gifting with a purpose. With resilience, hard work and dedication to clients, F.P. Horak is continuing the legacy of taking care of their customers and investing in their community.

#Fantribution, is an easy alternative to fundraisers of the past for organizations of various structures. Nonprofits, extracurricular groups, schools, youth groups, or sports teams, can effortlessly utilize #Fantribution to raise funds for their group and unite their “fans” at the same time. #Fantribution was developed through an idea rooted in intentional gifting to others, collaborated by F.P. Horak employees, who are also busy parents of equally busy kids. Through the gifting of high-quality products that are customizable with interests, hobbies, names, catchphrases, inside jokes, monograms, partnership with Zak & Mac’s prominent chocolate Haus, JournalsUnlimited, Ice Shaker, Otterbox, Asobu, Beast, and soon to be adding wearables, hats, and slides! 20% of sales goes back to the organization raising funds, and the best part is #Fantribution takes care of all payment processing and ships direct to homes!

Horak Belotti is proud to be surrounded by a strong team whose ideation and intrapreneurial spirit, a system that allows an employee to act like an entrepreneur within a company or other organization, leverage the company’s capabilities to evolve and exceed the ever- changing business environment. The F.P. Horak team is passionate about giving back to their community, a fostered atmosphere at the business and the origins of #Fantribution.

#Fantribution has five product lines for selecting gifts with purpose, and hundreds of personalized gifting possibilities for birthdays, anniversaries, weddings, holidays, or any day that ends in “y”.

Visit [www.fantribution.org](http://www.fantribution.org) for more information on how you can create your own unique fundraising journey and rally your fans to unite by gifting with purpose!

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## Coollest Thing Made in Michigan

Michigan Manufacturers Association & IT Resource | [micoolestthing.org](http://micoolestthing.org)

Vote on the Coolest Thing made in Michigan! MMA and IT Resource are seeking the best-of-the-best from Michigan manufacturers whose homegrown ingenuity is leading the entire industry into the future. Nominations have been submitted. Voting starts today and will continue for two rounds through September 15th. The winner will be announced at the MMA Excellence Awards on November 9th. Find more voting information on the web page.



## CONNEX™ - Supplier Database for Michigan

Rebekah McCarter | [CONNEX@the-center.org](mailto:CONNEX@the-center.org) | [rmccarter@the-center.org](mailto:rmccarter@the-center.org)



MANUFACTURE SMARTER

Schedule a one-on-one, live demo to learn about CONNEX™, update your profile, post Exchange Center postings and create supply chain visualizations.

Ask how to get free access to CONNEX™ Marketplace for 30 days!

Request your free demonstration [here](#).

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## Early Registration now open for MFG Legislative Day

**Tuesday, September 12, 2023**  
**Heritage Hall | Michigan State Capitol Building**  
**and MMA Headquarters | 620 Capitol Ave.**  
**Lansing, MI**

Get “hands-on” lobbying experience, connect with key policymakers and learn about MMA’s efforts to develop a pro-manufacturing economy during MMA’s annual Capitol event.

From pre-registration to the evening reception, MMA Legislative Day is all about networking. Plan to join us in Lansing for this exclusive opportunity to connect with industry advocates, legislative leaders and regulatory officials.

Speaker line up for this event:  
Speaker of the House, Joe Tate  
Lieutenant Governor, Garlin Gilchrist  
Senate Republican Leader, Aric Nesbitt  
House Republican Leader, Matt Hall

Registration and details can be found [here](#).

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## FEMA and FCC Plan Nationwide Emergency Alert Test for October 4, 2023

FEMA | [fema.gov](http://fema.gov)

WASHINGTON -- FEMA, in coordination with the Federal Communications Commission (FCC), will conduct a nationwide test of the Emergency Alert System (EAS) and Wireless Emergency Alerts (WEA) this fall.

The national test will consist of two portions, testing WEA and EAS capabilities. Both tests are scheduled to begin at approximately 2:20 p.m. ET on Wednesday, Oct. 4.

The WEA portion of the test will be directed to all consumer cell phones. This will be the third nationwide test, but the second test to all cellular devices. The test message will display in either English or in Spanish, depending on the language settings of the wireless handset.

Read complete press release [here](#).

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## Registration Opens for MMA Workforce Solutions Regional Meeting

To navigate the gaps between workforce supply and demand, MMA is facilitating regional collaborative solutions to help the Michigan manufacturing industry and our members develop the strongest and most competitive manufacturing workforce in the world.

We're coming to you in 2023 with Bill Rayl, MMA Executive Director of Workforce Solutions, to facilitate regional connections and share valuable talent information.

**Thursday, October 12, 2023**  
**Courtyard by Marriott Bay City**  
**2 East Main Street, Bay City**

#### Standard Registration

\$75/person for MMA Industry & Associate Members

\$100/person for MMA Insurance and Future members

#### Agenda

11:00 a.m. Registration

11:30 a.m. Welcome

11:40 a.m. Keynote from MMA's Bill Rayl

12:15 p.m. Networking Lunch

1:00 p.m. Manufacturing Panel Discussion

1:30 p.m. Local Partners & Resources

1:45 p.m. Closing

2:00 p.m. Networking

Bill Rayl is widely regarded as one of the most successful creators of talent development programs for manufacturing careers in the nation. He was named MMA's Executive Director of Workforce Solutions in April 2022 and works to support the full spectrum of manufacturing talent throughout the state. In his 30 years of experience, Bill has developed engaging programs preparing students in the Jackson area and elsewhere from pre-K to STEM pathways, skills certifications and advanced degrees.

Register to attend [here!](#)

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## What is your SensCy Score

Your SensCy Score™ is a good indication of your organization's cyber hygiene and how prepared your organization is against cyber threats. We can generate your score in less than 30 minutes—at no cost to you!

[Schedule your SensCy Score now!](#)

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## The General Agency offers GLBMA Members select Insurance Lines

Nate | 734-994-6088 | [NWeisenburger@ga-ins.com](mailto:NWeisenburger@ga-ins.com)

The General Agency is currently offering reviews for GLBMA members for their liability, workman compensation, or cybersecurity lines of insurance. The General Agency offers a broader coverage at the same or better rate. In addition, the GLBMA is receiving a yearly rebate from the General Agency. If you are interested in a review of your insurance coverages in these areas, please reach out to Nate Weisenburger at [NWeisenburger@ga-ins.com](mailto:NWeisenburger@ga-ins.com) or call 989-817-4271.

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## The Power Of Pure Opportunity: Michigan Economic Development Guide

MEDC | 888.522.0103

The 2023-24 edition of the Michigan Economic Development Guide from Site Selection magazine is a comprehensive and inclusive look at the range of industries, initiatives and innumerable ways Michigan is boldly driving the world forward. Read more [here](#).

## Michigan Manufacturers Association (MMA) - Updates

Ashley Wakefield | 517-487-8523 | [wakefield@mimfg.org](mailto:wakefield@mimfg.org) | view MiMfgMagazine [here](#).

We welcome your company updates and events but ask that they be ready to cut and paste to ensure that data transfer is correct and no errors occur. The GLBMA policy is to share items that align with manufacturing in our newsletter. The GLBMA reserves the right to correct any grammatical errors prior to publishing. The GLBMA reserves additional emails for events, partners, state initiatives, and MFG Champions\*. The GLBMA does not share or publish our contact list, event list, or email list. If you would like to submit something for consideration, please send it to [tlblehm@svsu.edu](mailto:tlblehm@svsu.edu). The GLBMA reserves the right to use submissions and edit for grammar or punctuation for clarification. **The GLBMA newsletter is published about the 15th of each month, items must be received no later than the 10th of the month.** Thank you.

\*MFG Champions are allowed one email per year; please call 989-964-2881 for more details.

## Manufacturing Champion Members and Supporters



Great Lakes Bay Manufacturers Association | MMTC-NE, 7400 Bay Road, University Center, MI 48710

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