



# Crain's Detroit House Party

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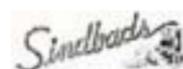
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## FOCUS: ELECTION GUIDE

# Prop 2 not likely to change many Detroit contracts, officials say

BY ROBERT ANKENY  
CRAIN'S DETROIT BUSINESS

Passage of Proposal 2 — the Michigan Civil Rights Initiative — could undercut gains made by the state's minority businesses that work with colleges and universities, but might have little effect on the city of Detroit's efforts to assist minority- and woman-owned businesses.

Detroit already is working to recast its methods of aiding Detroit businesses with either a new exec-

utive order or an ordinance that offers help based on geography rather than race or gender, said Sharon McPhail, Detroit general chief counsel.

Louis Green, *McPhail* president of the nonprofit **Michigan Minority Business Development Council**, predicts there would likely be a strong reduction in business op-



*McPhail*



*Green*

portunities for minorities and women with passage of Proposal 2. "My estimate is in the range of 25 to 33 percent," Green said. "Many of the minority- and woman-owned businesses that have been able to provide the universities with services by providing cost savings and quality ser-

vice came to the attention of these institutions via outreach programs," he said.

"I suspect that the outreach programs to identify and encourage minority owners to bid, which increased the competitive scenario and therefore lowered prices, would be illegal with the passage of MCRI. Furthermore, those institutions (the universities and colleges) may not be able to remain members of MMBDC, and they wouldn't be able to participate in the cost-savings programs we have utilizing

minority-owned businesses."

Last year, Green said, the public-sector members of MMBDC reported that they spent more than \$49.3 million in contracts with minority-owned businesses.

Both Green and McPhail said that the broad language of the ballot proposal will likely lead to court challenges from both critics and supporters of the measure.

"As a nonprofit, we cannot take a position pro or con on the ballot proposal," Green said. "But I don't think enough attention has been paid to the far-reaching implications on quality of life here. Will we have a sweeping image of our region constrained by perception that Michigan is hostile toward diversity and diverse populations?"

He said Detroit and Southeast Michigan have reaped economic benefits from growth of minority businesses with the help of outreach and contract preferences from the public sector.

Two examples of companies that grew this way, Green said, are **MPS Group Inc.** and **Saturn Electronics & Engineering Inc.** Detroit-based MPS reported revenue of \$99.8 million in 2005. Auburn Hills-based Saturn had \$189 million in 2005 revenue.

Black businesses have only had broad access to business opportunities for a short few decades, said Jon Barfield, chairman and CEO of Livonia-based **Bartech Group Inc.**, speaking during the Rev. Jesse



*Barfield*

Jackson's **RainbowPush Coalition's** seventh annual automotive symposium Sept. 28 in Detroit.

"In the early 1970s, there were no opportunities for black (automotive) dealers and black business people," Barfield said. Finally, minority-purchasing programs run by the Big Three and tier-one automotive suppliers helped minority-owned suppliers to get a foot in the door so that they have the opportunity to compete head-to-head.

Jackson said that although "intelligence and hard work and integrity matter, inheritance and access matters more." And that, he said, is why diversity programs must be maintained and why the Michigan Civil Rights Initiative must be defeated.

The MMBDC, the largest of 39 such business-development agencies in Michigan, deals largely with private-sector contracts. Green said this year, participating companies will do about \$14.5 billion with MMBDC-certified minority-owned businesses.

"This is heavily automotive, but even backing out the Big Three, we'll still have about \$5 billion. And taking out the tier-one suppliers would still leave around \$2.4 billion," Green said. MMBDC represents about 1,900 minority-owned businesses and deals with 680 corporations seeking to contract with them.

McPhail said the city of Detroit has changed how it attempts to

See Prop 2, Page 25

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## FOCUS: ELECTION GUIDE

**Prop 2: Detroit changing programs**

■ From Page 24

help minority and other disadvantaged businesses grow and prosper since 1989, when the **U.S. Supreme Court** ordered strict scrutiny of race classifications made by state or local governments.

The city puts supplier or contractor businesses in five categories for bidding on contracts: businesses with offices or other facilities in Detroit but not headquarters; Detroit-headquartered businesses; minority-owned enterprises; woman-owned enterprises; and Detroit small businesses.

McPhail said the city has not been enforcing the race and gender goals but is working to strengthen residency standards to enable the city to give preference to companies that bring substantial business to the community.

McPhail said she is concerned that passage of Proposal 2 might adversely affect federally funded programs that always have race and gender requirements.

"We will have to make it clear that this is not city policy, but fed-

erally required," she said.

McPhail called the initiative "ill-advised." "Logically there should be no preferences. ... It is not fair, and you don't want to hurt people who have not done anything to hurt others.

"But there are still some hurdles that exist for minorities," she said. "Since most people are more comfortable with and want to do business with others like themselves, we do need ways to bring minorities and women along to equalize opportunities."

McPhail said that so-called voluntary "set-asides," such as those in the casino agreements that include "best efforts" provisions to get business to minority and women-owned companies, are probably not vulnerable to the initiative's restrictions.

"But they're probably not very enforceable, either," she said.

*Robert Ankeny: (313) 446-0404, bankeny@crain.com*

*Reporter Brent Snavelly contributed to this story.*

**To learn more about Proposal 2**

■ A debate featuring Proposal 2 supporters **Ward Connerly** and **Jennifer Gratz** and opponents **Jon Barfield** and former Michigan lawmaker **Maxine Berman** will be held 7-9 p.m. at the International Institute at 515 Stevens St. in Flint.

■ A two-part forum on the initiative is scheduled for Oct. 19 at **Historic Second Baptist Church** of Detroit, 441 Monroe St. The event is open to the public with registration beginning at 5 p.m. Complimentary validated parking is available in the Greektown Casino parking garage, 1001 Brush St.

■ A panel will gather from 4-6 p.m. Oct. 19 at the University of Michigan to discuss the effects of affirmative action on law, medicine, journalism and other professions. The panel includes Dr. **James Curtis**, author of *Affirmative Action in Medicine: Improving Healthcare for Everyone*, and **Kimberlé Crenshaw**, law professor at University of California, Los Angeles, Law School and an American Civil Liberties Union fellow. The free event is to be held in UM's Modern Language Building, Auditorium 3.

**For more election events, see [www.crainsdetroit.com](http://www.crainsdetroit.com).**

**HOW THE CASINOS SCORE**

Detroit's three casinos have development agreements with the city that require involvement of "targeted businesses" — Detroit-based, minority or woman-owned business enterprises, or small business enterprises — as vendors and contractors, as well as inclusion of minority workers in employment ranks.

With opening of the permanent casino/hotels in the next two years, Detroit casinos collectively will likely be the biggest private employer in the city. Here's what the casinos currently report:

■ **MGM Grand Detroit L.L.C.** reports that in 2005, 70 percent of its operating expenses were made with targeted businesses, and 63 percent with Detroit-based businesses.

On the worker rolls, 66 percent of the total work force is minority, including 53 percent of the supervisory personnel or higher positions. Some 51 percent of all employees reside in Detroit.

The permanent casino construction project has 59 percent targeted businesses participation, with 39 percent of the workers from minority groups.

■ **MotorCity Casino L.L.C.** reported that as of Dec. 31, 2005, 48.84 percent of all goods and services were purchased from targeted businesses. Jacqui Woods, the casino's director of public relations and community affairs, said further itemization is not available.

Of the 2,720 casino staff, almost 54 percent were Detroit residents when hired. She said 63.2 percent are minorities and 50.4 percent female.

■ **Greektown Casino L.L.C.** reported purchases from targeted businesses of \$25.6 million, or 44 percent of total, through June 30, 2006.

In its employment ranks, Greektown reported that 1,099 of its 2,212 total employees or 49.7 percent were Detroit residents at the end of the second quarter of 2006 on June 30.

— Robert Ankeny



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# CALENDAR

## TUESDAY

OCT. 10

**Really Off the Record.** 7:30 a.m. Howell Area Chamber of Commerce. Election preview with **Tim Skubick**, host of Michigan Public TV's "Off the Record" and author of the forthcoming book *See Dick and Jen Run for Governor*. Chemung Hills Golf Club and Banquet Center, Howell. \$15 members, \$20 at the door, \$25 others. Contact: (517) 546-3920 or chamber@howell.org.



Skubick

## MEET THE 40 UNDER 40

Crain's will host a reception for this year's 40 Under 40 class at 5 p.m. Oct. 19 at **Rock Financial Showplace** in Novi. Tickets are \$60. Sponsors include **Bentley Troy, Honigman Miller Schwartz and Cohn L.L.P., LaSalle Bank ABN Amro, Microsoft, Central Michigan University, Rock Financial and Tapper's Diamonds & Fine Jewelry**. Registration information is available at [www.regonline.com/40under40](http://www.regonline.com/40under40).

## WEDNESDAY

OCT. 11

**Eliminating Language Barriers for Effective Communication.** 7:30-11:30 a.m. The Engineering Society of Detroit. Accent Reduction Institute's seminar to reduce mispronunciation for non-native English-speaking professionals. Engineering Society of Detroit, 2000 Town Center, Ste. 2610, Southfield. \$99 members, \$125 nonmembers. Contact: Fran Mahoney, (248) 353-0735, Ext. 4116.

## THURSDAY

OCT. 12

**A2 + Google = The Perfect Match.** 5-7 p.m. Ann Arbor Ad Club. **Grady Burnett**, head of sales and operations, Google Inc., Ann Arbor. Internet2, MITC, 1000 Oakbrook Drive, Ann Arbor. Free for members, \$20 students, \$38 others. Contact: (734) 332-9033.

**Gubernatorial Candidates Appear-**

**ance.** Noon-1:30pm. Detroit Economic Club. Michigan Gov. **Jennifer Granholm** and gubernatorial candidate **Dick DeVos**. Cobo Center, Detroit. \$35 members and their spouses, \$40 guests of members, \$55 nonmembers. Contact: (313) 963-8537.

## FRIDAY

OCT. 13

**Adcraft Club of Detroit.** 11 a.m. **Steve Pacheco**, managing director of advertising, FedEx. San Marino Club, Troy. \$27 members, \$22 junior members, \$15 students (with ID), \$32 others. Contact: (313) 872-7850.

## COMING EVENTS

**Senatorial Debate.** Noon-1:30 p.m. **Oct.**

**18.** Detroit Economic Club. U.S. Sen. **Debbie Stabenow** and senatorial candidate **Michael Bouchard**. Detroit Marriott at the Renaissance Center. \$50. Contact: (313) 963-8547 or jnagy@econclub.org.

**Gubernatorial Breakfast Chats.** Sponsored by the African American Business Alliance. Gov. Jennifer Granholm, 7:30-9 a.m., **Oct. 18.** Gubernatorial candidate Dick DeVos 7:30-9 a.m., **Oct. 24.** Second Ebenezer Church, 2760 E. Grand Blvd., Detroit. Free. Contact: Angela Smith, (313) 887-6505 or angela@cityconnectdetroit.org.

**Single Business Tax Forum.** 8:30 a.m. **Oct. 19.** Farmington/Farmington Hills Chamber of Commerce. Sen. Gilda Jacobs, and Rep. Aldo Vagnozzi. Panelists include **Tom Clay**, director of State Affairs, Citizens Research Council; **Charles Ballard**, professor of economics, Michigan State University; and **David Wright**, CPA, Boyes, Wright & Pittman & Co. Farmington Community Library, 32737 W. 12 Mile Road, Farmington Hills. Free. Contact: (248) 474-3440.

**CrossMedia Advertising: Planning, Buying and Measuring.** 8-10 a.m. **Oct. 25.** Adcraft Club of Detroit, 313 Digital, Dynamic Logic. Troy Marriott. \$15 members, \$25 others. Contact: (313) 872-7850, or marketing@dynamiclogic.com or www.adcraft.org.

**ESD 2007 Economic Forecast for Design and Construction.** 7 a.m.-noon. **Oct. 25.** Engineering Society of Detroit. Speakers highlight what to expect in 2007 in Midwest design and construction. The Design & Construction Industry Summit Award will be presented to **Matt Cullen**. Laurel Manor, Livonia. \$75 members, \$95 others. Contact: Leslie Smith, (248) 353-0735, Ext. 4152.

**SER Metro-Detroit Amigos de SER Business Recognition Luncheon.** 11:30 a.m.-1:30 p.m. **Oct. 25.** **Roderick Gillum**, General Motors' vice president, Corporate Responsibility and Diversity. A job fair will be held beginning at 10 a.m. Cobo Conference Center, Riverview Ballroom, Detroit. \$80. Contact: Blanca Almanza, (313) 846-2240, Ext. 236.

**Energy Job Fair.** 2-5:30 p.m. **Oct. 26.** NextEnergy, the Society of Manufacturing Engineers, and Lawrence Technological University. Lawrence Technological University, 21000 W. 10 Mile Road, Southfield. Free. Contact: Kevin Finn, (248) 204-3140, kevin.finn@ltu.edu or www.nextenergy.org/events.

**20th UM/ULI Real Estate Forum: The Next American Dream: Creating Walkable Urbanity.** 9 a.m.-5 p.m. **Oct. 26-27.** The University of Michigan/Urban Land Institute, *Buy Lease Build* Magazine, *Crain's Detroit Business*, First Commercial Realty & Development Co. Inc., Sterling Bank & Trust. **Albert Ratner**, co-chairman of the board, Forest City Enterprises, Cleveland; and **Richard Baron**, co-founder, chairman and CEO of McCormack Baron Salazar Inc. Cobo Center, Detroit. \$265 before Oct. 21 for both days; \$295 after Oct. 21; or \$165 for a single day. Students \$50 per day. Contact: (800) 633-0790, Ext. 222, or www.umuliforum.com.

## CALENDAR GUIDELINES

More Calendar items can be found on the Web at [www.crainsdetroit.com](http://www.crainsdetroit.com). Please send news releases for Calendar to Joanne Scharich, *Crain's Detroit Business*, 1155 Gratiot Ave., Detroit, MI 48207-2997, or e-mail jscharich@crain.com. You also may submit Calendar items in the Calendar section of craindetroit.com.



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# PEOPLE

## FINANCE

**Elizabeth Correa** to first vice president and manager of banking centers, Southfield Northwest region, **Comerica Bank**, Bloomfield Hills, Birmingham, Ferndale, Franklin, Pleasant Ridge, Oak Park, Southfield, and Troy, from first vice president and district manager, JP Morgan Chase, Detroit. Also, **Eddie Gates** to first vice president and manager of banking centers, Western Wayne region, Canton Township, Dearborn Heights, Farmington Hills, Livonia, Northville, Plymouth, Redford Township and Westland, from vice president and district manager, Detroit-West region.

**Ellen Downey** to vice president of corporate communications, **American Community Mutual Insurance Co.**, Livonia, from director of communications, public affairs and training, Trinity Health Plans, Novi.

## HEALTH CARE

**Jay Berry** to director, **Botsford Center for Health Improvement** and the **Total Rehabilitation and Athletic Conditioning Center**, Novi, from founder and owner, Body Mechanics sports medicine clinic, Homewood, Ill.

**Chris Pacini** to director of the Center for Professional Development, Research and Innovation, **University of Michigan Health System**, Ann Arbor, from director of education, nursing and patient care services, Clarian Health Partners, Indianapolis.

## LAW



Rohrer

Convergent Inc., Bloomfield Hills.

**Barbara Rohrer** to senior attorney, **Nemeth Burwell P.C.**, Detroit, from attorney, Keller Thoma P.C., Detroit.

**R. John Oliver** to chief marketing officer, **Dickinson Wright P.L.L.C.**, Detroit, from owner and president,

## MARKETING

**Leigh Lane Peine** to business manager, **RMS Sound Studios**, Birmingham, from account director, Salt Communications, New York City.

**Jennifer Cornell** to director of client relations, **Eiler Communications**, Ann Arbor, remaining as vice president.

## NONPROFITS



Mathews

quarters, The Salvation Army, Southfield.

**K. Kendall Mathews** to major officer of the Salvation Army Corps, **The Salvation Army Eastern Michigan Division**, Southfield, from divisional secretary and metro Detroit area coordinator, Eastern Michigan divisional head-

## IN THE SPOTLIGHT

Telecommunications provider **Comcast Corp.** has named **Dave**



Buhl

where he oversaw customer service, technical operations and fulfillment.

**Buhl** senior vice president for the Michigan region, headquartered in Southfield.

Buhl, 49, had been Midwest division vice president of customer

operations,

"Our business is really poised to accelerate in the Michigan region and under Dave's leadership we will continue to take customers from our national phone and satellite competitors at a record pace," said Bill Connors, Midwest division president.

Buhl holds an MBA from Michigan State University and a bachelor's degree in mathematics from Alma College.

He is also a board member of Focus: HOPE and lives in St. Clair Shores with his family.

**Nicole McKinney** to director, Wayne County division, **United Way for South-eastern Michigan**, Detroit, from campaign manager.



Brisson

**Gerald Brisson** to vice president for development, **Gleaners Community Food Bank**, Detroit, from founder and consultant, Development Transitions, Ferndale.

**Larry Cohn** to director of shared services, **Nonprofit Enterprise at Work**, Ann Arbor, from founder, Lighthouse Nonprofit Technologies, Ann Arbor.

## REAL ESTATE

**Eric Banks** to principal, **Core Partners**,

Royal Oak, from vice president, Friedman Real Estate Group, Farmington.

## SERVICES

**Kris Norris** to senior director and general manager, Kelly Financial Resources, **Kelly Services Inc.**, Troy, from director, Western region.

**Jerome Adams**, retired senior vice president, BMC Software, Houston; and **George Raymond**, private investor and president of Buckland Corp., Bonita Springs, Fla., to the board of directors, **The Bartech Group**, Livonia.

## SUPPLIERS

**Scott Gray** to director-quality, automotive group, **Eaton Corp.**, Southfield, from vice president, quality, Freudenberg-NOK, Plymouth.

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## PEOPLE GUIDELINES

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Thanks to the Michigan Economic Development Corporation, TTC is breaking ground on an additional 700-acre campus in the Ann Arbor area. The expansion will house another 400 engineers. And, the Senior Executive Administrator at Toyota Technical Center, Bruce Brownlee, says it couldn't have happened in a better location. After all, Michigan is home to the most skilled engineering talent, top research universities and a high concentration of automotive suppliers.

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*Bruce Brownlee  
Senior Executive Administrator  
Toyota Technical Center*

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REPORTER'S NOTEBOOK

Jennette Smith covers real estate and hospitality. Call (313) 446-0414 or write [jhsmith@crain.com](mailto:jhsmith@crain.com).



Jennette Smith

CreateDetroit head leaving to start talent firm

The names on the letterhead may change, but there is no shortage of people and groups working on changing perceptions about Detroit.

Last week Eric Cedo said he would leave his post as executive director of **CreateDetroit**, a nonprofit devoted to attracting creative professionals to Detroit, to start his own company. The good news is that Cedo's enthusiasm will be focused on the same basic mission. His new company, **Brain-Gain Marketing**, also seeks to attract young professionals to Detroit.

Cedo said he opted to start his own for-profit company because he saw market demand for his expertise and it does not make sense for CreateDetroit's resources to go toward paid staff at this stage of development.

CreateDetroit is forging ahead with volunteers and new board members. For example, Campbell-Ewald Chief Creative Officer Bill Ludwig has joined the board. And Cedo remains an adviser.

Meanwhile, the **Detroit Regional Chamber** plans to roll out a young professionals group in the coming weeks. COO Tammy Carnrike said the concept is different from CreateDetroit because it will work to attract a broader variety of young professionals. A name and leadership are yet to be announced but a key volunteer leader as the idea has developed is Vincent Archer.

"Many organizations are doing great things," Carnrike said. "There's room for all of us."

Cedo said CreateDetroit has the most credible case about how to go about retaining young professionals.

**Detroit Synergy**, meanwhile, is searching for some new business leaders to volunteer. Co-founder David Naczycz moved to New York City last fall but the nonprofit has stayed strong with the efforts of others on the steering team, including co-founder Francis Grunow, executive director of **Preservation Wayne**. An advisory board is co-chaired by Naczycz and Jim Townsend, executive director of the **Tourism Economic Development Council**.

Grunow said Detroit Synergy's success has exceeded the expectations of the founders but does need new blood. Grunow is stepping down from the steering team this month.

Townsend said there's always a certain amount of churn in groups but the core goals remain the same. And since Detroit is a work in progress, there's the allure of being part of something new and creative.

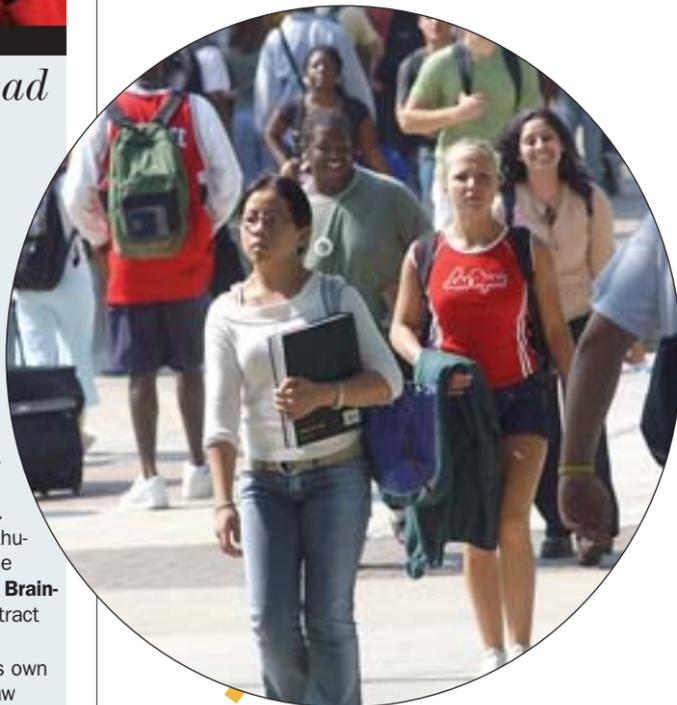
Groups promoting Detroit can combine big and small efforts, Townsend said. Pushing mass transit takes a different approach than hosting a fun gathering featuring Detroit artists. Yet both get people talking about Detroit as a place to live, work or play.

# FOCUS

## REAL ESTATE

Real Estate Excellence Awards

Peter Allen, Andrew Farbman, Neil Sosin and Vincent Murray to be honored at the University of Michigan/Urban Land Institute Real Estate Forum. **Page 31.**



# On the road to walkability

Transit, regional perceptions are the remaining hurdles for downtown Detroit, leaders say

BY JENNETTE SMITH  
CRAIN'S DETROIT BUSINESS

**D**etroiters can walk tall about progress made in recent years to make downtown more appealing to pedestrians.

To keep feet moving, business leaders say Detroit needs to push mass transit, continue work on regional perception issues and further related public-policy efforts such as the creation of a Business Improvement District.

Market research about Detroit and walkability in downtown and suburban settings will be presented at the upcoming **University of Michigan/Urban Land Institute Real Estate Forum** Oct. 26-27 at Cobo Center.



Leinberger

Christopher Leinberger, director of the UM graduate real estate development certificate program and a **Brookings Institution** fellow, said Detroit is well-positioned to become a more walkable city. Leinberger is working with the **Detroit Downtown Partnership** and **Detroit Economic Growth Corp.** on a strategy plan for walkability that should be complete early next year.

"Detroit has made almost every decision right over the last five to seven years in putting urban entertain-

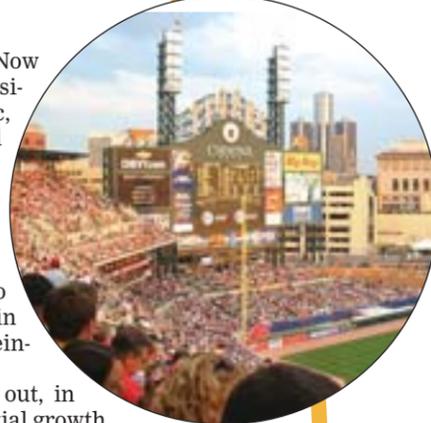
ment downtown," he said. "Now the city's getting into more residential with the Book Cadillac, Kales and other projects, and the riverfront. These are the exact right moves."

If Detroit's plans roll out well, it will continue to attract some of the 30 percent to 40 percent of consumers who report that they want to live in "walkable, urban places," Leinberger said.

The next elements to seek out, in addition to continued residential growth, are more national retailers and local specialty shops. The region also needs to "push the fast-forward button" on mass transit, Leinberger said.

"Building a real transit system like any other major city in the country or world is paramount to creating that rationale for density," said Francis Grunow, executive director of **Preservation Wayne**. "If you have that density, more of a 24-7 presence, people on the street and activity, there is a much greater sense of purpose to the place."

Shifting perceptions and connecting downtown locations are additional issues. For example, Grunow said, "you can walk from Grand Circus Park or Comerica Park down to the waterfront in 10 minutes." In the Cultural Center, it's easy to walk from a restaurant to class at **Wayne State University** to a cultural institution



See Walking, Page 30

PHOTO CREDITS: (CLOCKWISE FROM ABOVE) M.J. MURAWKA, WAYNE STATE UNIVERSITY; DOWNTOWN DETROIT PARTNERSHIP (THREE PHOTOS); DETROIT INSTITUTE OF ARTS



Detroit is poised to become a great walkable city if it can "connect the dots" between interesting locations such as: (counterclockwise from left) the riverfront, Campus Martius, Comerica Park, Wayne State University and the Detroit Institute of Arts, where the statue of "The Thinker" stands in residence.

FOCUS: REAL ESTATE

Walking: Perception is one k

“The environment we are now creating to live, work & play

is the same one needed to attract more visitors. Through the work of the Bureau we can bring more visitors, and therefore more investment, to our home.”

Christopher Ilitch is Vice Chairman of the Board of the Detroit Metro Convention & Visitors Bureau. His day job is President & CEO of Ilitch Holdings, Inc. which has invested significantly in improving the downtown product for residents and visitors alike.

He knows that tourism provides an opportunity to showcase the changes that have occurred in our region - particularly the increased entertainment options. Christopher believes that positive guest experiences like those created with the All-Star Game, Super Bowl XL and this year's baseball season, mean visitors see a vibrant community that will bring them back again. It all works together to create immediate economic impact for all of us.



Christopher Ilitch, President & CEO  
Ilitch Holdings, Inc.  
DMCVB Vice Chairman of the Board



Photography: Stephen Leitch, Puh Street Studio

From Page 29

such as the **Detroit Institute of Arts**. Frequently participants in Preservation Wayne's walking tours say there is already more to see than they thought, Grunow said.



Grunow

Eric Larson, chairman of the Detroit District Council of the **Urban Land Institute**, said downtown Detroit's layout already gives it a good basic "bones" for walking.

"What we don't have yet is the clear linkages between all of these key components," said Larson, also president and CEO of **Larson Realty Group**. "While we've had a lot of great success in certain pockets, you have to feel comfortable that you can get from point A to point B."



Larson

How does the city connect the dots? Continued work on building clean-up and code enforcement, more businesses that stay open later, and a commitment to great architecture with new projects, observers say.

"It's right here in front of us. We just have to incubate it a little longer and be a littler smarter," Grunow said.

A rule of thumb backed up by research from the **A. Alfred Taubman College of Architecture and Urban Planning** at UM is that people normally will walk about 1,500 feet to a destination, and only if they feel safe and have interesting things to see along the way, Leinberger said.

George Jackson, president of the Detroit Economic Growth Corp., said a transit option like light rail or an extension of the People Mover is critical to making downtown more walkable. In addition to that, a Business Improvement District, more signs and lighting would help.

"We're continuing with planning. My only limitations are money," he said. Jackson said the assistance from additional stakeholders augments progress already made on plans for individual segments of the city.

"We're not starting from scratch ... we're trying to put all these plans together and link them into one big plan."

Jackson also said there is much to celebrate with the city's progress on walkability. "I see more joggers ... even at night," he said. "Our young adults are out and about and enjoying this city."

Leinberger said looking back at how Washington has improved its walkability during the past 20 years is something from which metro Detroit can find encouragement. The metro area is similar in

FORUM TO FOCUS ON WALKABILITY

An array of top national and local real estate experts will speak at the 20th annual **University of Michigan/Urban Land Institute Real Estate Forum** Oct. 26-27 at Cobo Center.

The forum has a focus this year on creating walkability in traditional and suburban downtowns, using downtown Detroit as a case study.

Speakers include Albert Ratner, co-chairman of Cleveland-based **Forest City Enterprises**; Doug Rothwell, **Detroit Renaissance Inc.** president; Robert Taubman, **Taubman Centers** chairman, president and CEO; Faye Alexander Nelson, **Detroit Riverfront Conservancy** president and CEO; Richard Baron, co-founder, chairman and CEO, **McCormack Baron Salazar**; Peter Linneman, professor of real estate, finance, and public policy at the **Wharton School of Business** at the **University of Pennsylvania**; Sam Zell, president and chairman of **Equity Group Investments**; and Stephen Ross, founder and CEO of **The Related Cos.**

Sponsors of the forum include **Crain's Detroit Business**, **Sterling Bank & Trust**, **BuyLeaseBuild Magazines** and **First Commercial Realty & Development Co. Inc.**

For more information or to register, visit [www.umuliforum.com](http://www.umuliforum.com).

size with about 5 million people and has grown from basically two real walkable areas to 17 such neighborhoods today, he said. Much of that can be attributed to the Metro transit system. Other turnaround stories like Denver, Atlanta and Portland, Ore., also provide data for Detroit to learn from.

"I personally think downtown Detroit will be the surprise turnaround of this decade," Leinberger said. "We all know this region is being rocked economically and has the worst image of any metro economy in the country. But in spite of that image, there's a number of hidden things happening. ...

Detroit right now is being overdiscounted."

In February, **Super Bowl XL** showed the region what the possibilities are with a downtown full of activity, said Eric Cedo, president of new Detroit talent attraction firm **BrainGain Marketing**.

"People will walk in the city if they feel safe and they feel it is navigable," he said.

Cedo said that on the economic-development side, the Seattle area is another city Detroit could find encouragement from, given it transitioned from an economic slump into a breeding ground for Microsoft, Starbucks and grunge rock.

"Out of struggle and tumult is where real creativity comes from," he said.

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FOCUS: REAL ESTATE

Key to success

Dale Watchowski, president and CEO at Southfield-based **Redico L.L.C.**, said he was encouraged to invest in Detroit initially by younger employees who live or frequent downtown. Redico's One Kennedy Square office building was completed in the spring.

"I am totally optimistic," he said. "I frequently walk downtown Detroit, from the ballpark to restaurants or buildings in the Campus Martius area ... there was a time I would have felt uncomfortable."

Suburban walkability

Translating that walkable feeling to the suburbs can be a challenge. For example, Watchowski said walking paths at Southfield office campus Oakland Town Square are rarely used.



Watchowski

More popular prospects for walking in the suburbs come with the redevelopment of existing historic towns and carefully designed new destinations, such as retail "lifestyle center" developments, experts say.

Redico's Green Oak Village Place in Livingston County's Green Oak Township has features to encourage people to walk through the development such as green space, brick pavers and signs, Watchowski said. The \$100 million, 505,000-square-foot shopping center is under construction.

Creating walkable space in the suburbs boils down to "creating a sense of place, a sense of community," Larson said. The best examples take the idea of mixed-use up a notch with a true range of uses: different types of residential, office and retail, he said.

Leinberger said Birmingham, Royal Oak, Ferndale, Ann Arbor and a few other evolving metro Detroit enclaves have good "bones" to make the most of their walkability. Any downtown area with narrower streets, sidewalks and perhaps some existing historic buildings has potential.

"You are helped if you have good bones, but you can put in good bones," Leinberger said. "Then, it's very important to craft a strategy, a strategy of eight, 10, 12, 14 things to get to that critical mass."

In suburban Reston in northern Virginia, the Reston Town Center project has thrived without transit access, although it will get it four or five years from now, Leinberger said. Reston Town Center was built new with a mix of office, hotel, retail, restaurants, entertainment and a civic plaza.

But even smaller projects that create a unique sense of place move communities forward on responsible land use and quality of life, Larson said.

"It just needs to be a destination," he said. "There isn't a scale."

Jennette Smith: (313) 446-0414, [jhsmith@crain.com](mailto:jhsmith@crain.com)

Developers, leaders honored with award

BY JENNETTE SMITH  
CRAIN'S DETROIT BUSINESS

Major developers, a leader in nonprofit housing and the man who established the **University of Michigan/Urban Land Institute Real Estate Forum** 20 years ago are the winners of this year's Real Estate Excellence Awards.

The four will be honored on the first day, Oct. 26, of this year's two-day event in Detroit. A forum committee, which included members of *Crain's Detroit Business* staff, selected the winners. *Crain's* is a forum sponsor.

Peter Allen

Allen is being recognized with a special 20-year-award for founding the forum. He founded it with the straightforward idea that education should never end.

Allen is an adjunct professor at the **University of Michigan** and a major Ann Arbor developer and consultant through his company, **Peter Allen & Associates**. He has developed or brokered many projects in Ann Arbor with a current focus on two: the planned Broadway Village at Lower Town, a \$140 million mixed-use brownfield redevelopment, and the Kingsley Lane loft project that limits parking and stresses green-building ideas.

As an educator, Allen has shared his expertise on design, planning and development with more than 3,000 students since 1981, including many who became major players in metro Detroit's real estate industry or national leaders.

Other Ann Arbor condo projects Allen participated in as an investor and developer: Main Street Commons, William Street Townhomes, Geddes Lakes Cooperatives, Traver Lakes, Schooner Cove and Roundtree Condominiums.

Andrew Farberman

Andrew Farberman's Wall Street financial background has come in handy with all the acquisitions the **Farberman Group** has worked on in recent years.

Farberman worked for several years for **Lazard Freres & Co.** and **Blackstone Group** before joining his brother David as co-president of Farberman Group. Andrew also holds the CEO title and heads the company's brokerage business. He has expanded the company's corporate real estate services business including a new med-

ical real estate business.

Since Farberman joined the company in 2000, Farberman Group has acquired 8 million square feet of real estate. A recent example is the Bingham Office Center, a complex of three connected buildings in Bingham Farms, an estimated \$38.5 million deal. In Detroit, the company owns properties such as the Fisher Building and represents owners of landmark properties including the First National and Penobscot.

Farberman Group was founded by Andrew's father Burton Farberman and Lee Stein.

ical real estate business.

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Farberman Group was founded by Andrew's father Burton Farberman and Lee Stein.

Neil Sosin

Neil Sosin knew early on that research and development operations should be moved out of industrial parks and into high-tech parks with the right amenities and surroundings to attract highly skilled workers.

Peers say Sosin's **Northern Equities Group** has thrived by sticking to the premise of a good location and quality space as a draw to automotive and other tenants.

The company's progress in landing transplant auto suppliers and others to occupy space at the Haggerty Corridor Corporate Park in Novi has prompted additional construction. In fact, 2005 was the company's biggest year since the booming late '90s.

Sosin, CEO, said the company has 200 more acres on which to build at the Haggerty park. The second phase is expected to generate \$250 million in new investment.

Vincent Murray

Vincent Murray has led the **Bagley Housing Association's** more than \$50 million in redevelopment in southwest Detroit.

Murray has been the executive director of the association since May 1995, following a previous career in counseling. The housing association grew out of community members' desire to improve the area through residential rehabilitation.

The association's projects complete or under construction include 75 single-family units, a 65-unit senior apartment building, 150 home renovations and 80 market-rate homes.

The efforts have driven up local home values and complemented other southwest Detroit investment.

Jennette Smith: (313) 446-0414, [jhsmith@crain.com](mailto:jhsmith@crain.com)



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# CRAIN'S LIST: DETROIT'S LARGEST EMPLOYERS

## Ranked by full-time employees January 2006

	Company Address Phone; Web site	Top local executive	Full-time employees in Detroit Jan. 2006	Full-time employees in Detroit Jan. 2005	Full-time employees in Michigan Jan. 2006	Full-time employees in Michigan Jan. 2005	Worldwide employees Jan. 2006	Worldwide employees Jan. 2005	Type of business
1.	<b>Detroit Public Schools</b> 5057 Woodward Ave., Detroit 48202 (313) 494-1000; www.detroit.k12.mi.us	William Coleman III CEO	14,913 ①	18,639 ②	14,913	18,639	14,913	18,639	Public school system
			■ Largest decline in jobs: down 3,726.						
2.	<b>City of Detroit</b> 2 Woodward-Coleman A. Young Municipal Center, Detroit 48226 (313) 224-3700; www.ci.detroit.mi.us	Kwame Kilpatrick mayor	13,554 ③	17,151	13,554	17,151	13,554	17,151	City government
3.	<b>Detroit Medical Center</b> 3990 John R, Detroit 48201 (313) 745-1250; www.dmc.org	Michael Duggan CEO and president	10,141	10,617	11,118	11,573	NA	NA	Health care system
4.	<b>Chrysler Group</b> 1000 Chrysler Drive, Auburn Hills 48326 (800) 334-9200; www.daimlerchrysler.com	Tom LaSorda CEO and president	9,835	9,900 ④	35,746	37,271	85,367	86,718	Automobile manufacturer
5.	<b>Henry Ford Health System</b> 1 Ford Place, Detroit 48202 (800) 436-7936; www.henryford.com	Nancy Schlichting CEO and president	7,801	7,404	14,405	13,865	14,482	13,970	Health care system
			■ Largest increase in jobs: up 397.						
6.	<b>General Motors Corp.</b> 300 Renaissance Center, Detroit 48265 (313) 556-5000; www.gm.com	G. Richard Wagoner Jr. chairman and CEO	5,951	6,311	70,873	76,965	325,000	325,000	Automobile manufacturer
7.	<b>U.S. government</b> 477 Michigan Ave., Detroit 48226 (800) 688-9889	NA	5,424	5,634	23,436	23,868	1,851,372	1,849,970	Federal government
8.	<b>Wayne State University</b> 655 W. Kirby, Detroit 48202 (313) 577-2010; www.wayne.edu	Irvin Reid CEO and president	5,077	5,078	5,077	5,078	5,077	5,078	Public university
9.	<b>State of Michigan</b> Cadillac Place, Detroit 48202 (313) 456-4400; www.michigan.gov	Jennifer Granholm governor	5,000 ④	5,256 ④	49,900 ⑤	49,949	49,954 ⑤	50,001	State government
10.	<b>St. John Health</b> 28000 Dequindre, Warren 48092 (888) 440-7325; www.stjohn.org	Elliot Joseph CEO and president	4,823	4,821	13,333	13,210	13,333	13,210	Health care organization
11.	<b>U.S. Postal Service</b> 1401 W. Fort St., Detroit 48216-9998 (313) 225-5410; www.usps.gov	Gloria Tyson district manager	4,429	4,969 ⑥	NA	23,030 ⑥	NA	723,318 ⑥	Postal service
12.	<b>DTE Energy Co.</b> 2000 Second Ave., Detroit 48226 (313) 235-4000; www.dteenergy.com	Anthony Earley Jr. chairman and CEO	4,035	3,987	10,899	10,733	10,997	10,832	Energy and energy-technology company
13.	<b>Compuware Corp.</b> 1 Campus Martius, Detroit 48266 (313) 227-7300; www.compuware.com	Peter Karmanos Jr. chairman and CEO	3,987	3,946	4,129	4,108	7,517	8,446	Software developer and provider of professional services
14.	<b>Wayne County Government</b> 600 Randolph, Detroit 48226 (313) 224-3930; www.waynecounty.com	Robert Ficano county executive	3,794	4,145	4,732	4,818	4,732	4,818	County government
15.	<b>American Axle &amp; Manufacturing</b> 1 Dauch Drive, Detroit 48211-1198 (313) 758-2000; www.aam.com	Richard E. Dauch CEO, chairman and co-founder	3,525	3,926 ⑥	4,915	5,145	10,149	10,509	Automotive supplier
16.	<b>Blue Cross Blue Shield of Michigan/Blue Care Network</b> 600 E. Lafayette Blvd., Detroit 48226 (313) 225-9000; www.bcbsm.com	Dan Loepp CEO and president	2,748	2,694	8,115	7,809	NA	NA	Health care insurer
17.	<b>MotorCity Casino</b> 2901 Grand River Ave., Detroit 48201 (877) 777-0711; www.motorcitycasino.com	Marian Ilitch owner	2,429 ⑦	2,800	NA ⑦	2,800	NA ⑦	2,800	Casino
18.	<b>MGM Grand Detroit Casino</b> 1300 John C. Lodge, Detroit 48226 (313) 393-7777; www.mgmgrand.com/detroit	George Boyer COO and president	2,326	2,350	2,326	2,350	2,326	2,350	Casino
19.	<b>AT&amp;T Michigan</b> 444 Michigan Ave., Detroit 48226 (313) 223-9900; www.att.com	Gail Torreano president, AT&T Michigan	2,249	2,249	13,800	13,800	161,000	161,000	Telecommunications
			AT&T's position on this list may rise after it completes a move of 200 customer-service jobs from a building in Redford Township into its Detroit office on Michigan Avenue. The move, announced in August, was prompted		by the expiration of the lease at the Redford building. The company had considered moving the jobs out of state but decided on the move to headquarters because available space there made the move cost-efficient.				
20.	<b>Greektown Casino</b> 555 E. Lafayette, Detroit 48226 (888) 771-4386; www.greektowncasino.com	Bernard Bouschor CEO	2,200	2,600	2,200	2,600	2,200	2,600	Casino
21.	<b>Comerica Inc.</b> 500 Woodward Ave., Detroit 48226 (248) 371-5000; www.comerica.com	Ralph Babb Jr. chairman and CEO	2,020	2,174	6,755	7,798	10,834	10,892	Financial-services provider
22.	<b>EDS Corp.</b> 500 Renaissance Center, Detroit 48232 (313) 230-2664; www.eds.com	Jeff Kelly vice president	1,350	1,500	8,500	12,000	119,000	120,000	Information technology
23.	<b>Deloitte &amp; Touche L.L.P.</b> 600 Renaissance Center, Suite 900, Detroit 48243 (313) 396-3000; www.us.deloitte.com	Thomas Dekar vice chairman and regional managing principal	926	891	1,083	1,041	NA	121,283	Accounting firm
24.	<b>Detroit Newspaper Partnership L.P.</b> 615 W. Lafayette Blvd., Detroit 48226 (313) 222-6400; www.dnps.com	David Hunke CEO	832	907	1,706	1,830	NA	NA	Newspapers and publishing
25.	<b>Budco</b> 13700 Oakland Ave., Highland Park 48203 (313) 957-5100; www.budco.com	Bill Henry CEO and president	720	699	725	699	765	701	Marketing services

This list of Detroit employers encompasses the cities of Detroit, Hamtramck and Highland Park. Employers with headquarters in Washtenaw, Oakland, Wayne, Macomb or Livingston counties are listed with their headquarters address and top executive. Companies with headquarters elsewhere are listed with the address and top executive of their main Detroit area office. This is not a complete listing but the most comprehensive available. Unless otherwise noted, information was provided by the companies. Number of full-time employees may include full-time equivalents. NA = not available

① As of October 2005.

② As of June 2005.

③ As of September 2006.

④ Crain's estimate.

⑤ As of December 2005.

⑥ As of December 2004.

⑦ As of October 2006.

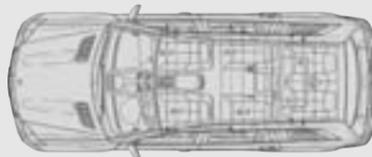
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**MORTGAGE SALE** - Default has been made in the conditions of a mortgage made by FIVE MILE LLC, a Michigan Limited Liability Company, to FIFTH THIRD BANK, Mortgagee, dated April 11, 2003, and recorded on April 23, 2003, in Liber 38202, Page 964, Wayne County Records, on which mortgage there is claimed to be due at the date hereof the principal sum of THREE HUNDRED SEVENTY SEVEN THOUSAND FIVE and 21/100 (\$377,005.21), including interest at a variable rate per annum 1% over Fifth Third Bank's Prime Rate of interest.

Under the power of sale contained in said mortgage and the statute in such case made and provided, notice is hereby given that said mortgage will be foreclosed by a sale of the mortgaged premises, or some part of them, at public vendue, Jefferson Avenue entrance to the Coleman A. Young Municipal Center in Detroit, Michigan, at 1:00 o'clock P.M., on October 19, 2006.

Said premises are situated in the City of Livonia, County of Wayne, State of Michigan, and are described as:

Lot 72, and the east 1/2 of vacated Woodring Avenue and Lot 73, Brightmoor Home Acres Subdivision according to the plat thereof as recorded in liber 51, page(s) 1 of Plats, Wayne County Records. Tax Item No. 46-059-01-0072-000 and 46-059-01-0073-000. Commonly known as 33010 Five Mile Road

The redemption period shall be Six months from the date of such sale, unless determined abandoned in accordance with 1948 CL 600.3241a, in which case the redemption period shall be 30 days from the date of such sale.

DATED: May, 23, 2006

**Fifth Third Bank, Mortgagee  
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# CRAIN'S RESIDENTIAL PROPERTIES

### AUCTIONS

## real estate auctions

October 16th -  
October 20th



12219 Coldwater Rd, Columbiaville

**BLOOMFIELD TWP, MI**  
• 565 W LONG LAKE  
Lot only, approx 2.35ac.  
Opening Bid: \$100,000  
Sells: 4:45pm Wednesday, October 18th

**BRIGHTON, MI**  
• 8818 Lake Bluff  
3BR 3BA, 3675sqft. Built 1999.  
Opening Bid: \$100,000  
Sells: 10am Friday, October 20th

**COLUMBIAVILLE, MI**  
• 12219 Coldwater Rd  
Taxes \$17350 ('05).  
Opening Bid: \$100,000  
Sells: 2:15pm Thursday, October 19th

**COMMERCE, MI**  
• 1796 Pine Forest Ct  
2BR 1BA 2,250sqft condo. Built 2003. Taxes \$2725 ('06). Loons Landing subdivision.  
Opening Bid: \$50,000  
Sells: 5:45pm Thursday, October 19th at 8929 Winter Cove, Commerce Twp

**COMMERCE TWP, MI**  
• 8929 WINTER COVE  
2BR 1BA 2,250sqft condo. Built 1989. Approx .33ac lot. Taxes \$4000 ('06). Wood Edge Estates subdivision.  
Opening Bid: \$50,000  
Sells: 5:45pm Thursday, October 19th

**EAST LANSING, MI**  
• 16703 BROADVIEW DR  
Approx .23ac lot.  
Opening Bid: \$50,000  
Sells: 12:15pm Friday, October 20th

Also selling 50+ properties in the Detroit area. Check web for details.

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All Inspections: 1-4pm Sunday Oct. 8th & 15th and 2 hours prior to sale time.

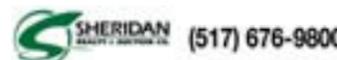
### AUCTIONS

**LUXURY REAL ESTATE AUCTION**  
THURSDAY, OCT. 19, 2006 @ 7 PM  
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**AUCTIONS**

## REAL ESTATE AUCTION

**OCTOBER 25TH**

### Pristine Development Land Parcels on Golf Course

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*Otsego Club Hotel & Resort at Hidden Valley, 696 M-32 East, Gaylord, Michigan*

**25-Acre to 213-Acre Parcels**

**OPENING BIDS FROM: \$3500 Per Acre**

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**AUCTIONS**

## REAL ESTATE AUCTION

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- 268.65' frontage with 216.97' depth
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**Min. Bid: \$575,000**

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**OCTOBER 25TH**

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### Strength Capital plans \$102.5M acquisition of parts maker

**Strength Capital Partners L.L.C.** today plans to announce the \$102.5 million acquisition of an Indiana-based manufacturer of aluminum parts, **Postle Distributors Inc.**

The deal is more than twice as large as the previous biggest deal in the six-year history of the Birmingham-based private-equity company, and the sixth purchase it has made from a \$140 million fund that closed in June, **Strength Capital Partners II L.P.**

The company's name will be changed to **Postle Aluminum Co. L.L.C.** It is headquartered in Elkhart, to be close to the recreational-vehicle-makers headquartered there that are Postle's largest customers. Its sole manufacturing plant is in the southwest Michigan town of Cassopolis.

Mark McCammon, a managing partner at Strength Capital, said Postle employs about 150, including 87 in Cassopolis. It also has distribution centers in Valdosta, Ga., and Woodland, Calif. Current revenue is about \$160 million.

McCammon said the purchase was funded with \$20 million from Strength Capital and a total of \$16 million from its co-investors: Southfield-based **Telemus Capital Partners L.L.C.**, which recently announced it was raising a \$50 million private-equity fund; Washington-based **Allied Capital Corp.**; and Boston-based **Babson Capital Management L.L.C.**

Dennis Marcot, an Indiana businessman whom McCammon said has a track record of growing companies purchased by private equity, will replace company founder John Postle as CEO. Postle will remain as a consultant.

McCammon said the second fund already is about one-third invested.

He said negotiations for Postle began early in the summer after an approach by a Chicago-based investment banker, **Dresner Partners.**

— Tom Henderson

### 2 win human-resources awards

Daniel Foley, vice president of human resources for Taylor-based **Masco Corp.**, and Allison Bailey, vice president of human resources for the **YMCA of Metropolitan Detroit**, have been named HR executives of the year by the **American Society of Employers.**

Foley is honored in the category of companies with more than 1,000 employees. Since joining Masco 13 years ago, Foley has managed the company's growth from about 22,000 employees to about 61,000.



Foley



Bailey

Bailey was honored in the non-profit category. She is credited with providing strong leadership during a six-year period of organizational growth and innovation.

Foley and Bailey are expected to receive their honors during an awards ceremony on Oct. 17.

Elaine Sobieray, vice president of human resources and administration for **Allied Office Interiors** in Bay City, is the small-employer honoree.

— Sheena Harrison

### MNA names new local director

The **Michigan Nonprofit Association** has named Charlene Turner Johnson executive director of its Detroit's office.

Johnson, founding president of the **Michigan Neighborhood Partnership Inc.** in Detroit which forms partnerships to promote social and economic development, began her new job Sept. 18, but also will remain president of the partnership until March to help transition the organization to new leadership.

Dennis Talbert, a board member of the partnership and pastor of student ministries at **Rosedale Park Baptist Church**, will run day-to-day operations until a replacement for Johnson is named.

— Sherri Begin

### Rochester College offers corporate rate for programs

**Rochester College** has announced a corporate rate for courses at its Center for Extended Learning.

The college is offering a tuition discount of 25 percent to compa-

## BRIEFLY

nies that send four or more employees for associate- and bachelor-level degree completion programs at the center.

— Sherri Begin

### First store in All the Hoopla chain opens at Twelve Oaks

**All the Hoopla**, a new store owned by Eden Prairie, Minn.-based **Lenox Group Inc.**, opened its first shop in the country at **Twelve Oaks Mall** in Novi last month.

The store, on the mall's upper level, sells home decorations, tableware and gifts from Lenox brands and is one of three scheduled to open nationwide this year.

— Sheena Harrison

### Number of small businesses is up

The number of small businesses in Michigan grew slightly last year, according to data released last month by the **U.S. Small Business Administration.**

The SBA estimates there were 822,000 small businesses in the state last year, up 7.4 percent from an estimated 765,487 small businesses in 2004. Small firms — defined as companies with fewer than 500 employees — employed more than 2 million people last year, up 1.3 percent from the 1.98 million employed by small companies in 2004.

— Sheena Harrison

### Oakland County to launch mobile access to Web site

Oakland County announced Sept. 29 it is a few weeks away

from launching a program that would allow access to the county's Web site through mobile electronic devices.

The County's eGovernment staff worked with students at **Michigan State University's** Eli Broad College of Business to develop the nearly \$16,000 Oakland County Mobile Services system, which would format Web site information for smaller screens on mobile phones and PDAs, said Jim Taylor, chief of eGovernment.

County residents with browsers on their mobile devices will soon be able to access the system to get emergency alerts, telephone numbers, tax information and other information from the county's site.

— Anjali Fluker

### HKS buys Trinity Design

Farmington Hills-based **Trinity Design**, a subsidiary of Novi-based **Trinity Health**, last week said it has been acquired by **HKS Architects Inc.**, a Dallas-based architectural design firm with offices in the United States, Mexico and England.

Trinity specializes in health care design. The acquisition will allow HKS to "leverage its specialty health care design experience," and gives the company a base to expand into Midwest commercial, education, hospitality, justice and sports markets, said HKS President and CEO Ralph Hawkins in a news release.

Terms were not disclosed. Trinity's leadership will run the HKS Detroit office, the company said.

— Michelle Martinez

## What's your Book of Lists story?

"A few years back, it was eye opening for me to see Beaumont Hospital rank so high on the list of Oakland County employers in the *Crain's Book of Lists*. I reached out to them and we forged a relationship. Last week, *Crain's* reported that Beaumont's head of research went on a Swedish trade mission with us to attract medical trade device companies to the County. Thanks, *Crain's*."

L. Brooks Patterson, Oakland County Executive

### How has *Crain's* helped you?

Did you use the lists to land a new job? Perhaps find the information you needed to close a deal? Sell a big program to a new client with the database information? Did an ad in the publication attract a new client? Perhaps a colleague always borrowed your copy and you became friends?

Send us a quick e-mail with your story and we'll share the best insights in upcoming pages of *Crain's Detroit Business* and on [crainsdetroit.com](http://crainsdetroit.com).

**We'll take the best ideas at random and award some great prizes.**

Send your story to [bolcontest@crain.com](mailto:bolcontest@crain.com).

Please include your contact information.



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