

Great Lakes Bay Manufacturers Association

Monthly Communicator

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The Mission of the
GLBMA is to be a
source of support for
regional manufacturers
in their quest to be
competitive in the
global marketplace.

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GLBMA PRESIDENT'S MESSAGE

At the May Board Meeting of GLMBA, the Directors and Officers discussed the agenda for planning our August 2010 Board retreat and annual meeting. The prevailing question each year is what are the benefits of membership in the Great Lakes Bay Manufacturing Association? That will be the overriding theme of our meetings for the rest of this 2009- 2010 fiscal year. More specifically, we discussed being more focused on the development of our Education Committee and its mission of connecting or collaborating with our regional colleges, universities and K-12 systems to entice young people to take up careers in manufacturing. All media reports project the influx of 5,000 to 10,000 new manufacturing related jobs in the next 5 years in the Great Lakes Bay region. Do we have the people we need to fill those positions or will they be lured away from existing manufacturers who will then have to backfill those positions with less qualified people, requiring higher levels of education and training. Manufacturing careers are not as desirable and glamorous to young people today as they were in the past, even though, manufacturing related jobs are cleaner, more highly technical and require a higher level of knowledge and training. For example, Global Watt, a new Solar Manufacturing located in the city of Saginaw just announced 500 new jobs over the next 5 years with the following "Qualifications: An associate's degree, two years manufacturing experience preferably in assembly. An advanced science degree with prior plant or development laboratory experience is desired but not a must." Quality systems, lean manufacturing techniques, inventory control systems, customer service, human resources, sales and marketing activities, are more sophisticated than in years past. The Great Lakes Bay Manufacturers Association wants to help its members be prepared to retain existing customers and attract new customers while ensuring the workforce of today and tomorrow is available to meet the needs of those customers. As a Board we welcome your input, please go to our website at <http://www.glbmaonline.org> and give us your comments, concerns and opinions in the contact us tab on the left of the homepage. We will use your input in our board and retreat planning to develop strategies and programs that will benefit our membership in ways that we have never been able to before.

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ISA names 2010 Value-Added Manufacturer Award winner

Fullerton Tool honored for its efforts to help customers achieve productivity improvements

NEWS RELEASE 06/07/10

Fullerton Tool Company, Saginaw, Mich., was named the 2010 American Eagle Value-Added Manufacturer Award winner by the Industrial Supply Association.

The award recognized the efforts of the Fullerton Advanced Solutions Team (FAST). Externally, the FAST team is committed to listening to and responding to customers to help them achieve their goals and become more efficient and profitable. Internally, Fullerton is dedicated to lean principles and continuous improvement aimed at reducing lead times, improving quality and adding value at every step.

In order to receive the ISA Value-Added Manufacturer award, a company must demonstrate its ability to generate exceptional documented cost savings or productivity improvements for customers.

ISA is the leading association of the maintenance, repair, operations and production (MROP) supply chain, serving more than 1,200 member locations in North America. ISA's mission is to provide all members with services to help them increase sales, decrease expenses and increase profitability.

Fullerton received the award at the 2010 ISA Product Show & Conference in Indianapolis on May 2.

For more than 65 years, Fullerton Tool Company has been a leader in the manufacturing and development of quality solid carbide round cutting tools. The company provides metalworking tools to major production machine shops as well as small job shop facilities throughout the world.

Contact:

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ISA, John Buckley, executive vice president (718) 423-2113, jbuckley@isapartners.org



ISAPartners.org is organized into sections that will allow members to access information that pertains to their business. This website offers several quicklinks to information for manufacturers.



Mission Statement:

To fulfill or surpass the needs of our representatives, distributors and end users by providing the highest quality product on time and at a profit and to back that product with exceptional service, innovation and continuous improvement.

Offering Healthcare Could Prove Even More Costly

Jared Shelly

An aspect of the healthcare-reform law that has received little attention so far could prove costly in a few years.

While it has been widely reported that the penalty for employers that do not provide health coverage will go into effect in 2014, there is much less awareness about another costly provision: If an employee's contribution for his or her company-sponsored health plan costs more than 9.5 percent of the family's household income, it will be deemed unaffordable by the government and the employer will be penalized.

That provision in the Patient Protection and Affordable Care Act could affect more than one-third of companies (38 percent), according to a new study by New York-based Mercer. The study analyzed data from 3,000 respondents in Mercer's 2009 National Survey of Employer-Sponsored Health Plans.

"It hasn't gotten a lot for attention yet," says Beth Umland, Mercer's head of research for health and benefits, noting that, at this point, companies are still doing their best to develop strategies for health laws going into effect in 2011.

But it is extremely difficult for companies to determine their employees' household income -- which would include employee pay as well as income from his or her spouse, children and investments). That can leave companies in a difficult position.

"For employers to plan ahead is hard," says Umland. "How many employees am I talking about for whom coverage would be unaffordable? Companies have no information on household income, so it's frustrating."

Making it worse, employers would most likely be unaware they are going to be penalized for "unaffordable" health coverage until they actually receive a fine. Companies could face a penalty of \$3,000 per year for each full-time worker receiving government assistance to buy health insurance, up to a maximum of \$2,000 times the number of full-time employees in excess of the first 30.

Companies with a high population of low-wage workers -- such as those in the retail, construction and hospitality sectors -- are most likely to be affected, says Karen R. McLeese, vice president of Employee Benefit Regulatory Affairs for CBIZ Benefits & Insurance Services Inc., based in Cleveland.

In addition, Umland says, Mercer's studies have found that employers with lower-paid workforces tend to offer less rich healthcare benefits and require higher employee contributions.

The National Center for Policy Awareness in Dallas says employers looking to act proactively on this issue can consider increasing company premium contributions; reducing their workers' premiums but increasing items such as co-pays; offering less-expensive plans with less coverage; or charging lower premiums to workers that earn the lowest salaries.

Continued on page 4



Umland suggests calculating the potential liability by assuming the employee's salary equals their total family income. If the employee health contribution is more than 9.5 percent of the worker's total income, there is a likelihood the company could be in danger of being fined.

But, Umland says, employers shouldn't worry too much -- especially since there isn't a whole lot they can do about it anyway.

Employers should "hold off and get some clarification on this issue [from the government]," she says, noting that it's not clear whether this law affects single coverage, family coverage or both.

McLeese agrees employers shouldn't lose sleep at night worrying about this particular piece of the healthcare-reform law, saying that "a little water [still] has to pass under the bridge."

"We have to be aware that there are challenges out there [seeking repeal of and revisions to the healthcare law] ...," says McLeese. "It's very important to keep it on the radar screen but, not to overreact."



SVSU is NOW Offering: New Green Job Certifications

Our newly launched Green Training programs were created to inspire, motivate, and educate you on emerging Green Jobs! In partnership with Everblue Training Institute our programs are delivered by some of the country's leading Green training professionals. So if you are looking for a new career, need to enhance your current job or need training that will put your resume at the top of a list, this is the program for you!

BPI Building Analyst/Energy Auditor Certification Training

The basic premise of Building Performance Institute is that the house is a system and everything is connected. This course provides nationally recognized Building Performance Institute (BPI) training and Energy Auditor certification. The BPI Building Analyst classroom training covers topics relevant to home energy inspections and provides participants with the essential knowledge and credentials to perform a home or light commercial energy audit.

BPI Envelope-Shell Training: Once you have earned your BPI Building Analyst, it's time to enhance your skills and propel yourself and your company ahead of the competition. This course is a residential specialization that focuses on ways to enhance the envelope's thermal and pressure boundaries through insulation and air sealing techniques.

Solar PV Bootcamp

This course includes a combination of lectures and hands on solar training, as well as, on-the-job solar training and nightly homework. Learn basic knowledge of solar photovoltaic (PV) cells, modules, and system components; electrical circuits; PV system design, estimation, and code requirements; solar electric products and applications; an understanding of energy conversion from sunlight to electricity, and working with solar conversion equipment. Upon the completion of the 40 hour solar training course, all students will be able to apply for the NABCEP PV Entry Level Certificate of Knowledge EXAM that will be given at a future date.

LEED Green Associate Exam

Join today's hottest industry and become a certified LEED Green Associate! Developed by the U.S. Green Building Council, LEED is the most distinguished and widely accepted environmental design and green building certification. This LEED Green Associate exam prep course includes a complete review of the LEED rating systems, hundreds of simulated exam questions, worksheets, and strategies for passing the exam. This course is approved by the American Institute of Architecture (AIA) for continuing education credit.



Election 2010: Fighting for Pro-Manufacturing Candidates

Chuck Hadden, MMA President and CEO

While primary election results from across the country have already begun making headlines, the first hurdle for Michigan candidates is still a few months away. We have until August 3 to get to know those who are vying for our votes so we can make an informed decision about who will go on to the final showdown on November 2, 2010 — and to help future policymakers understand the importance of pro-manufacturing policies for our state. The Michigan Manufacturers Association (MMA) has begun ramping up its election year activities, and we invite all manufacturers to do their part to educate themselves, their employees and the candidates who wish to represent them to help ensure that the next generation of legislators and elected government officials will be true leaders who are ready to make the tough decisions that are necessary to turn Michigan's economy around.

Getting to Know the Candidates

To make an informed decision at the ballot box, voters need to do their homework and learn as much as they can about the platforms and priorities of the candidates. To assist in this effort, MMA has joined with a coalition of business organizations to promote the Great Debates 2010 initiative, which will provide on-demand access to key political debates throughout the campaign season.

The Great Debates program will feature three, one-hour gubernatorial debates (one in each major party primary and one during the general election cycle); 50, half-hour legislative debates (during the general election cycle); several multi-candidate legislative forums in both the primary and general election cycles; and a debate over the Constitutional Convention (otherwise known as Con-Con).

MMA has created a special page on its website to provide access to all of the videos included in the Great Debates series. The web page will go live on July 1 and can be accessed from the MMA homepage at www.mma-net.org. The videos will be posted as they become available, offering the opportunity for manufacturers to stay up-to-date on what candidates are really saying outside of their paid political ads by capturing their answers to tough questions on issues of importance to business — and especially to manufacturers.

What Matters to Manufacturers

Manufacturers need to get to know the candidates. But it is just as important for the candidates to understand what matters most to manufacturers. MMA sent a copy of its 2010 Structural and Economic Reform Agenda to all political candidates to outline the pro-manufacturing policies that will help Michigan return to prosperity.

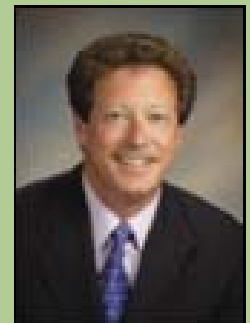
The document outlines specific policy reform measures in nine key areas, from structural spending, regulatory and tax reform to environmental and energy policy recommendations, employment and workforce reforms, as well as specific recommendations for improving the state's ability to compete with other states and other countries by reducing the cost of government. We will be urging all candidates to incorporate these policy recommendations into their platforms and, if they are successful in their election bid, to make these priorities their own when they take office.

Promoting Pro-Manufacturing Candidates

It is not enough for us to get candidates to understand and commit to pro-manufacturing policies. To make a difference, we must also help them to get elected. After all, they can't help us if they don't win. MMA will be urging all of its members to play an active role in this year's pivotal election process and we invite GLBMA to do the same. Together, we really can make a difference in making Michigan a more manufacturing friendly state by educating, supporting and electing pro-manufacturing policymakers that recognize the importance of industry to the well-being of our state.



The Michigan Manufacturers Association (MMA) is the state's leading advocate exclusively devoted to promoting and maintaining a business climate favorable to industry. MMA's goal is to make it possible for Michigan manufacturers to successfully compete in the national and international marketplace.



Charles E. Hadden
Michigan Manufacturers
Association President
and CEO



GREAT LAKES BAY REGIONAL MANUFACTURERS' ASSOCIATION

"HELPING YOU KEEP PACE WITH THE CHANGING FACE OF
MANUFACTURING"

MARK YOUR CALENDAR!!

2010 Annual GLBMA Golf Outing

Thursday, September 23,
2010

Apple Mountain
Golf Course

4519 N. River Road,
Freeland, Michigan

Upcoming Events: GLBMA Golf Outing Update!

MARK YOUR CALENDAR – The 2010 Annual GLBMA Golf Outing is scheduled for Thursday, September 23, 2010 at Apple Mountain Golf Course; 4519 N. River Road, Freeland, Michigan.

Spring is in the air! What a wonderful time of year, especially this year with its early "bonus" warm weather. For the golf enthusiasts among us this spring has allowed for an early start on the year. The crisp morning air followed by warmer afternoons reminds me of fall. Which leads me to the reason for this article. Its hard to believe, but before you know it we will be welcoming those crisp days of fall and a relief from the heat of August. One of those beautiful fall days to look forward to (September 23rd) will be a day on the links at the beautiful Apple Mountain Golf Course for the GLBMA golf outing.

This will be the first year that our outing will be under the new name for the association formally known as the SVMA. Given the new "start" for our organization the outing will be at a new location and have new opportunities for you and your organization to be involved. We want to continue the tradition of having the best golf outing of the year (if we do say so ourselves!) Over the next several weeks you will be contacted regarding your interest in participating in the outing as a golfer as well as opportunities for sponsorship. So in the mean time – practice up, enjoy the summer, and mark your calendar for September 23rd. If you have questions about the outing or would like to help make it success please feel free to call.

GLBMA Newsletter Issue 20 June 2010

The GLBMA Newsletter is published monthly throughout the year by the Great Lakes Bay Manufacturers Association and the Center for Business & Economic Development of Saginaw Valley State University. We would love to hear from you! Tell us about your business or any news that would be of interest to area manufacturers. Articles may be submitted electronically to: mlpcock@svsu.edu, maximum 600 words. Great Lakes Bay Manufacturers Association reserves the right to deny, adjust, or edit any article submitted. No advertisements will be accepted.



c/o: SVSU Office of Continuing Ed & Professional Development
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