

LANSING REGION'S ECONOMIC GROWTH

Three School Districts Receive \$17 Million

Unused Federal Communications Commission frequencies assigned for education broadcasting will be converted for Sprint Nextel's Internet or cell-phone customers. Grand Ledge, Eaton Rapids, Charlotte school districts will receive \$17 million for the 30-year deal and Sprint Nextel, including an initial one-time payment of \$750,000. Districts plan to use the monthly payments to purchase curriculum materials.

Spartan Motors Hit Record Sales

The Charlotte based company that produces chassis for emergency vehicles saw production capacity more than triple in 2007. Spartan Motors earned \$24.5 million, a 45.6 percent increase from the previous year and has just received a \$133.8 million subcontract from defense contractor BAE Systems PLC for work on Mine Resistant Ambush Protected vehicles.



John Szykiel CEO

Lansing Tech Firm Anticipates Triple Digit Growth

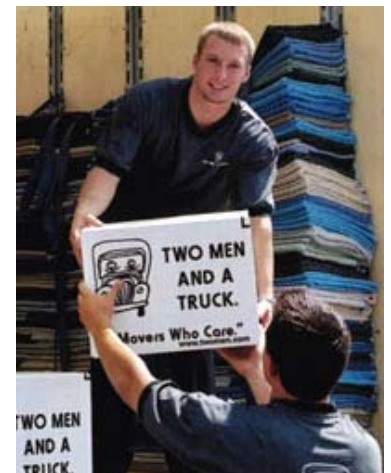
Providence Consulting Co., a Downtown Lansing-based technology company, will add five new employees to its ranks this year. Founded in 2003, the company helps business owners integrate technology into their businesses, increasing their efficiency. Providence owner Jeff Dettloff predicts triple-digit growth in 2008 after revenues increased 140 percent in 2007.

Plas-Labs Quietly Grows in Lansing

Founded in 1967, Plas-Labs Inc. has grown so that it today ships to more than 110 distributors worldwide with almost \$5 million in annual sales. Plas-labs, which designs and builds custom plastic isolation and containment units, exports 35 percent of its products. Among its customers were the United Arab Emirates where Plas-Labs built terrorist rapid response units for the military department.

Two Men and a Truck of Lansing Looking to Add Employees

Lansing-based moving company Two Men and a Truck saw sales grow from 2006 to a record \$198.2 million in 2007, and expects to hire at least five new employees this year. Started in Okemos in the 1980's by two brothers, the company was recently recognized by Entrepreneur Magazine, which ranked it 198 on its list of top 500 franchise systems and number one in moving services.



Local Service Provider Receives \$6 Million Contract

Lansing's OldTown Internet service provider Arialink, is bringing internet services to all 13 libraries in the Capital Area District Library as part of a \$6 million contract received from the state. Each library will receive a one gigabit connection to the Lansing-based fiber optic network, increasing internet capacity and facilitating data communication among all regional organizations. This project will begin in July and hopes to be finished before 2009.



Lansing Based IDV Solutions Growing

The Lansing-based visual composite applications company, IDV Solutions, added four jobs within the last three months, and expects to continue adding four to five new jobs every few months. Sarah Wicker, the firm's marketing manager, credits having its headquarters in Mid-Michigan with providing the firm with access to great talent.

Lansing Company Builds High-Tech Press for MSU

Metalist International Inc. has won a \$450,000 contract with Michigan State University to construct a 250-ton hydraulic press for a mechanical engineering research lab at MSU, in part thanks to the local industry group, the Capital Area Manufacturing Council. The College of Engineering hopes to learn about the advantages in the revolutionary "thermo-hydro forming" process for metals.

East Lansing Technology Company Expands

Enliven Software, an East Lansing based provider of e-invoicing and e-payment solutions, will relocate its Seattle-based Fidesic Software to East Lansing. This is expected to create approximately 30 new jobs to the greater Lansing area over the next two years.

MSU Moves International Presence to Dubai

Come August, Michigan State University will begin offering classes in Dubai's International Academic City, giving the MSU an international presence as well as access to global markets and innovation. The university, which had long wanted a presence in the Persian Gulf region, jumped at the opportunity to expand, knowing the Dubai region has become the center for economic growth in the Middle East.



Lansing IT Service Company Consolidates and Expands

The Lansing-based network integration firm Velocity Information Technology Services recently bought Pardee Network Solutions, expanding the company's services and employee base. Velocity focuses on the high-tech managed services industry, including application hosting, managed services, professional services and hardware and software. The company will add at least two more employees by the end of the year, and may add more with the addition of a new data center.

MSU Invests \$1 Million in High-Demand Railroad Program

Michigan State University has invested \$1 million to begin a first-of-its-kind Certificate Program in Railway Management. The program, designed to give students the knowledge they need to replace retiring railroad executives, comes as The Association of American Railroads is expecting to hire 80,000 people by 2012 to keep up with growth and retiring professionals.

Williamston Engineering Co. Staff Doubles

The staff of Williamston-based engineering company P.I. Engineering has more than doubled in the last couple of years, with an employee base of more than 50 today. The increase in staff is in due part from the increased demand for P.I. Engineering products. In the last year P.I. saw revenue jump from \$3 million to \$4.5 million. The company designs and manufactures input hardware for computers. Its products are sold in 40 different countries.



Eaton Rapids Renovates Downtown Lofts



The City of Eaton Rapids is renovating five downtown lofts paid for largely from Michigan State Housing Development's Resource funds received in 2006. The first grant stimulated more than \$200,000 in private investment in Eaton Rapids' downtown with indications the same will happen with the second grant. Grant applicants can seek up to a \$25,000 forgivable loan, which they must match at least 25 percent. In exchange, they must rent the apartments out at affordable rates for five years.

Capital City Airport Named U.S. Port of Entry

Capital City Airport announced an agreement with U.S. Customs and Border Protection for a port of entry designation. The "Port Lansing" status will allow the airport to handle international passenger and cargo flights with on-site customs inspectors. Area officials praised the effort as one of a number of activities to help area companies do business globally. Lansing is being positioned as a centrally located alternative to Detroit Metropolitan Airport for manufacturers, warehouse operations and logistics companies importing to and exporting from Michigan. Airport officials are considering renaming the airport "Capital Region International Airport" to mark the change.



PensionTrend Expects to Double in Size

The retirement plan and investment management firm PensionTrend, is right on track to double in size within the coming years. The Okemos-based firm attributes much of its growth to its PensionTrend Investment Advisers (PTIA) sector, which has been growing by an annual average of 28 percent since 2004. The PTIA sector allows the company to trade and manage investment funds itself, eliminating the need for clients to hire mutual fund traders.

Niowave Goes Nuclear to Retool Lansing Manufacturing

Founder of Niowave, Terry Grimm, has found the perfect fit here in Lansing. The high ceilings and thick floors of an abandoned school has become the center for Grimm's high-tech company. And Lansing has the perfect labor force: Niowave is fabricating niobium components for nuclear accelerators being constructed and used throughout the world. Tucked into the periodic table at an inconspicuous number 41, niobium has one characteristic that suits it uniquely for Grimm's purposes. Niobium becomes superconductive 8 degrees above absolute zero which permits acceleration of sub-atomic particles to near the speed of light, without the generation of heat. Grimm's Niowave has seen 400 percent growth in the last year thanks to this technology, and plans to recoup all its start-up investment and double its workforce.

Neogen Sales, Profits Jump

Lansing-based Neogen Corp. Tuesday reported net income of \$2.7 million or 18 cents a share in the third quarter of its fiscal year, ended Feb. 29. That's up 34 percent from \$2 million or 14 cents a share in the same quarter a year earlier. For the first nine months, net income was \$8.9 million or 60 cents a share, up 31 percent from \$6.8 million or 46 cents a share in the same three quarters of the prior fiscal year. Third quarter revenues rose 20 percent to \$25.2 million, a record third quarter for the 25-year-old company and up from the prior year's \$21.1 million. For the nine months, revenue rose 19 percent to \$75.3 million from \$63.5 million.

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Contact Katharine Czarnecki at
kczarnecki@lansingchamber.org!

