



ASK

Taking the hassle
out of technology



POWERS' MONTESSORI ACADEMY

Opening this fall!



CAPITAL STRATEGIES

Advanced wealth
management

OURTOWN AT A GLANCE >>

Patient Central to open this summer



New medical center is the first phase of Cedar Green redevelopment

A state-of-the-art medical facility now under construction is phase one in transforming the former Delhi Village Square into the redevelopment now known as Cedar Green.

Patient Central is scheduled to open August 4. Eugene Choo, M.D., an interventional cardiologist with Lansing Cardiovascular Consultants, P.C., says the medical group created the new practice entity to provide Holt area residents with three of the most in-demand medical services under one roof: an urgent care, a primary care and a cardiovascular practice.

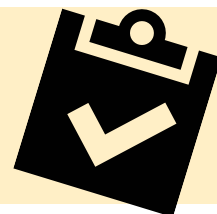
"Our goal is to provide patient-focused compassionate care in an efficient manner," says Dr. Choo, who has served patients in the Greater Lansing area for more than two decades.

Dr. Choo says Patient Central will be equipped with the latest technology facilities and be staffed with highly experienced physicians, physician assistants, and skilled medical technologists. The primary care practice will serve the day-to-day health care needs of patients of all ages, while the cardiovascular practice will include a full spectrum of heart and vascular services. The full-service urgent care will serve patients from 9 a.m. to 9 p.m. 365 days a year. Adjacent to Patient Central in the same facility – but independently owned – will be a regional drawing lab and a pharmacy which will carry a variety of commonly prescribed medications at low prices.

Cedar Green is at 2380 North Cedar Street, Holt.

TAKE THE DELHI RESIDENT SURVEY!

Your input is extremely valuable to us! This confidential survey is being conducted in cooperation with Delhi Charter Township to assist in economic development and planning and in enhancing, preserving or expanding activities and opportunities.
<https://www.surveymonkey.com/s/DelhiAreaRes>



DEDICATED TO HELPING OUR COMMUNITY & ITS BUSINESSES GROW
A publication of the Delhi Charter Township Downtown Development Authority www.DelhiDDA.com

On Patrol in OURTOWN

Tips for safeguarding seniors from fraud

In our last issue, we discussed the fact that seniors are one of the more common targets for criminals committing fraud. In this issue and the next, I will share some of the top scams affecting seniors, according to the FBI and the National Council on Aging. Keep in mind, this is just a small sample of the types of fraud out there. To list them all would take many more issues!

1. Health Care/Medicare/Health Insurance Fraud

Every U.S. citizen or permanent resident over age 65 qualifies for Medicare, so there is rarely any need for a scam artist to research what private health insurance company older people have in order to scam them out of some money.

In these types of scams, perpetrators may pose as Medicare representatives to get older people to divulge personal information, or they will provide bogus services for elderly people at makeshift mobile clinics, then use the personal information the seniors provide to bill Medicare and pocket the money.

2. Counterfeit Prescription Drugs

Most commonly, counterfeit drug scams operate on the Internet, where seniors increasingly go to find better prices on specialized medications.

This scam is growing in popularity—since 2000, the FDA has investigated an average of 20 such cases per year, up from five a year in the 1990s. The danger is that, besides paying money for something that will not help a person's medical condition, victims may purchase unsafe substances that can inflict even more harm. This scam can be as hard on the body as it is on the wallet.

3. Funeral & Cemetery Scams

The FBI warns about two types of funeral and cemetery fraud perpetrated on seniors.

In one approach, scammers read obituaries and call or attend the funeral service of a complete stranger to take advantage of the grieving widow or widower. Claiming the deceased had an outstanding debt with them, scammers will try to extort money from relatives to settle the fake debts. Another tactic of disreputable funeral homes is to capitalize on family members' unfamiliarity with the considerable cost of funeral services to add unnecessary charges to the bill.

In one common scam of this type, funeral directors will insist that a casket, usually one of the most expensive parts of funeral services, is necessary even when performing a direct cremation, which can be accomplished with a cardboard casket rather than an expensive display or burial casket.

4. Telemarketing

Perhaps the most common scheme is when scammers use fake telemarketing calls to prey on older people, who as a group make twice as many purchases over the phone than the national average.

While the image of the lonely senior citizen with nobody to talk to may have something to do with this, it is far more likely that older people are more familiar with shopping over the phone, and therefore might not be fully aware of the risk.

With no face-to-face interaction and no paper trail, these scams are incredibly hard to trace. Also, once a successful deal has been made, the buyer's name is then shared with similar schemers looking for easy targets, sometimes defrauding the same person repeatedly.

Examples of telemarketing fraud include:

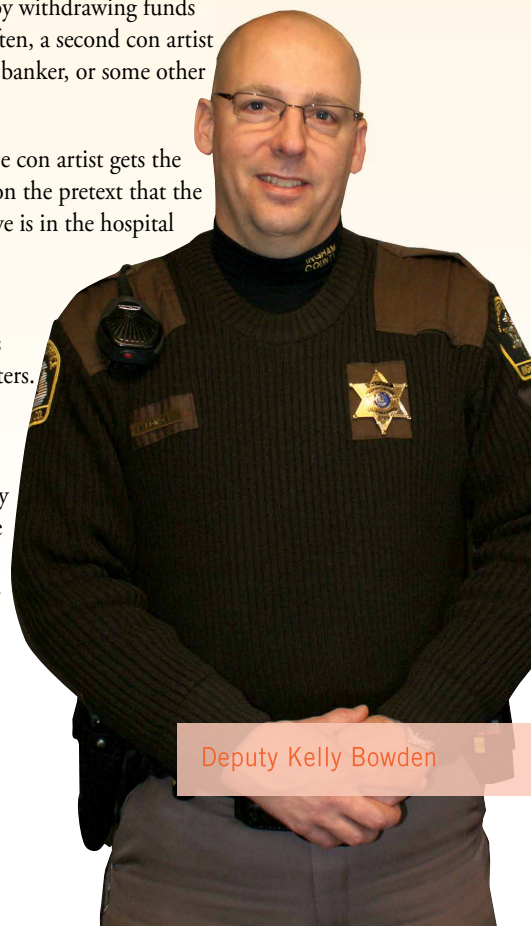
"The Pigeon Drop" – The con artist tells the individual that he/she has found a large sum of money and is willing to split it if the person will make a "good faith" payment by withdrawing funds from his/her bank account. Often, a second con artist is involved, posing as a lawyer, banker, or some other trustworthy stranger.

"The Fake Accident Ploy" – The con artist gets the victim to wire or send money on the pretext that the person's child or another relative is in the hospital and needs the money.

"Charity Scams" – Money is solicited for fake charities. This often occurs after natural disasters.

The Ingham County Sheriff's Office Delhi Division hopes you are having a safe and happy summer! As always, if you have questions or concerns, you can reach the Delhi officers at 517-694-0045. Suspicious persons or activities can be reported by dialing 911.

Stay safe out there.



Deputy Kelly Bowden

Powers' Montessori Academy preschool to open this fall



Every child learns differently, says educator Julie Powers. That includes her own two children, “two completely different learners,” who inspired her to begin building a Montessori program in Eaton Rapids in 2007. Now she’s building one in Holt.

Montessori education is an individualized approach designed to recognize each child’s natural development and way of learning. But it isn’t the right fit for every child. “I’ll never sell you a program that doesn’t work for your child,” Julie emphasizes.

Powers’ Montessori Academy will open this fall and is now enrolling children aged 33 months to six years in its preschool program. As Julie explains, the program develops naturally, with higher grades being added as the children progress.

Julie brings 19 years of experience as a teacher, principal, curriculum developer, and more – but, she says, Powers’ Montessori Academy is “like a dream come true.” Julie encourages everyone who might be interested in learning more to visit the Powers’ Montessori Academy page on Facebook, or to call her at the number below.

The Powers’ Montessori Academy is at 2168 Cedar Street (next to the Holt Farmers Market), telephone 517.410.2662.

Commercial Blueprint specializes in printed solutions

Think big. Think billboards, banners, vehicle graphics, trade show displays – and still, you will only have scratched the surface of what Commercial Blueprint can do.

Commercial Blueprint, Inc., is a printer specializing in large format color reproduction. But, as company president Pete Dumond would tell you, what Commercial Blueprint really specializes in is partnering with customers to find solutions.

From a job as basic as high-speed printing of color or black and white copies in almost any size to creating posters, banners, window clings and vehicle wraps, chances are Commercial Blueprint can do it. They even have a high-resolution scanner for oversized documents, capable of picking up the texture in original artwork if the artist wants to make top-quality prints.

Commercial Blueprint is a family-owned company, founded by Pete’s father-in-law in downtown Lansing 60 years ago. Pete and his brother-in-law, Doug Schmidt, purchased the business in 2000. The company’s move to Delhi Township came as “large format” reproduction grew ever larger. Now, Pete says, “We have a nice big garage area where we can pull vehicles in and do wraps and graphics.”

The heart of the company’s business comes from the local area, creating solutions for commercial customers and private individuals. A Holt resident for many years, Pete often works with the school district on projects, too. The company also sells and services large format printers for marketing and graphics companies, as well as for civil engineering firms.

Commercial Blueprint is at 3125 Pine Tree Road, Suite B, Lansing, 372-8360, www.commbblue.com.



“Tell us what you’re looking to do,” says Pete. “If we can’t do it, we’ll recommend someone who can.”

Capital Strategies

Advanced wealth management and comprehensive financial planning

There are many places you can get investment advice or a 401k, says Gary Wedge, vice president of Capital Strategies – but not many that truly offer advanced wealth management. “There are a lot of firms in our space,” he says, “but we offer distinctions compared to other firms.”

Capital Strategies is something of a niche player, Gary says, offering comprehensive financial planning that includes not only investments but expertise in accounting, taxation, insurance and estate planning. Its mission is to help its clients develop a sustainable financial plan they can rely on to deliver the outcomes they want, both now and in the future. And, Gary adds, unlike other firms that cast a wide net to attract clients, “We don’t look for people to fit the products we have; we find solutions to fit our people.”

Finding those solutions is one of Capital Strategies’ strengths, says Gary, thanks to its leadership’s experience in and connections within the broader financial world. This enables the firm to develop cutting-edge strategies for its clients, creating customized portfolios similar to those used by the most sophisticated investors in the world.

Capital Strategies relocated to Delhi Township from Okemos just over a year ago. Although it serves clients throughout Michigan and beyond, Capital Strategies’ core focus is serving the people of the greater Lansing area.

Capital Strategies is at 4039 Legacy Pkwy., Suite B, Lansing, 347.8600, www.capitalstrategiesmi.com.

Securities offered through Kalos Capital, Inc., 11525 Park Woods Circle, Alpharetta, Georgia 30005, (678) 356-1100. Capital Strategies is not an affiliate or subsidiary of Kalos Capital, Inc.



Gary Wedge

New website is your guide to Delhi trails



Delhi’s non-motorized trails are a favorite destination for walkers, runners and cyclists. If you want to find out where the trails are, where they lead, and what you’ll find when you get there, you’ll want to visit www.delhitrails.com!

This new website provides a map of each trail – Holt Road Trailhead Park and the Ram, Sycamore and Valhalla Trails – as well as a description of the surrounding area and amenities. It’s a great tool for those who want to explore our community from a relaxing, scenic vantage point. Check out www.delhitrails.com today – then hit the trails!

ASK takes the hassle out of technology so you can run your business



Mike Maddox

For some companies, says ASK president Mike Maddox, a mission statement is just something to hang on a wall. For ASK, however, "The customer's best interest will guide every decision that we make" is the principle behind everything they do.

As Mike puts it, "Technology's only value to a business is helping that business create revenue." When technology doesn't operate as it should, it costs businesses money. But many small- to medium-sized companies can't support the expense of full-time IT personnel.

That's where ASK comes in. It provides full-service monitoring and management of business technology – managing and troubleshooting desktops, networks, servers and IT security – eliminating the hassle and leaving businesses free to concentrate on what they do best.

Founded in 1993, ASK originally sold and serviced large mainframe technology systems. Mike joined the company in 2004, just as its business model was beginning to shift. "We realized that small- to medium-sized

businesses were just as dependent on technology as big companies," he says, "but they needed support." Filling that need enabled ASK not only to continue to grow but to focus on serving Michigan businesses.

What has never changed is ASK's "almost fanatical commitment to doing the right thing for the client," says Mike. That was one of the factors that cemented Mike's desire to join the company. "We create long-term clients," he says. "We don't lose clients. They have to have a partner they can trust."

In addition to its strong customer service orientation, ASK has earned a reputation for up-to-the-minute proficiency in leading technology solutions, technical excellence and project efficiency. In the end, Mike says, it's all about helping clients leverage technology to deliver business results.

ASK is at 3125 Sovereign Drive, Lansing, 517.676.6633, www.justask.net.

3rd annual 9/11 Hero Run 5K Runners and walkers, register now!



Holt's third annual 9/11 Hero Run will honor the lives lost on that terrible day, celebrate the indomitable spirit of America, and benefit local charities.

Register now to run or walk in this 5K event! Proceeds from this year's 9/11 Hero Run will benefit Great Lakes Burn Camp, a special place for burn survivors ages 6-17.

When: Thursday, September 11, 6:30 p.m.

Where: Veterans Memorial Gardens, behind the Community Services Center, 2074 Aurelius Road, Holt.

You can register online, view a course map, and learn more about the event at www.runningfoundation.com/9-11Hero_Run.html.

Music in the Garden returns!

The Holt Community Arts Council's annual "Music in the Garden" (MIG) concert series has become one of Holt's most anticipated summer traditions. This is the seventh season for the free family-friendly concerts, and it's shaping up to be the best yet.

"It's going to be huge for us," said Kara Hope, founding president of the Holt Community Arts Council. "Between the great talent that is coming...and the improvements to our venue, we expect our audience to grow considerably."

The concerts are held in the amphitheater in the beautiful Veterans Memorial Gardens. Delhi Township recently accepted a \$36,000 capital improvement grant from the Michigan Council for Arts and Cultural Affairs to help pay for the construction of a shade system for the amphitheater.

"The park is already a gem," Kara said. "These capital improvements will just make it that much better – more comfortable for our audiences and other park users."

CONCERT SCHEDULE

All concerts begin at 7 p.m. at Veterans Memorial Garden, behind the Delhi Township Hall at 2074 Aurelius Road in Holt.

July 10 – Zydecrunch

A Lansing-based group that specializes in zydeco, Cajun two steps, and rhythm and blues.

July 17 – Starfarm

A 1980s tribute band. They're not just paying tribute to a particular artist but to a whole decade of pop music. This is an act that kids and their parents will enjoy together.

July 24 – The String Doctors

The String Doctors have played on WKAR's "Backstage Pass" and for audiences around the world. The band features Michigan legends Ray Kamalay and Joel Mabius. The String Doctors play American roots music, particularly favoring country swing.

July 31 – Three Men and a Tenor

Three Men and a Tenor played the inaugural season of Music in the Garden, and we're happy to have them return. An *a cappella* group combining comedy and popular music, this group has ties right here in Holt, so they really are hometown favorites.



For more information about Music in the Garden, visit www.holtarts.org.

Where are they now?

OURTOWN Delhi DDA business update



ORCHID ORTHOPEDIC SOLUTIONS

Products for a better life

For Orchid Orthopedic Solutions, the short answer to the question “Where are they now?” is “Around the globe.”

Orchid is a worldwide leader in the design and manufacture of orthopedic and medical devices—and it’s headquartered right here in Holt.

In the seven years since Our Town first wrote about Orchid, the company has added approximately 100 employees locally, acquired six companies, and now has 13 facilities and 1,700 employees serving partner companies in some 20 countries.

Orchid’s products and capabilities are used in countless medical applications, from joint reconstruction to spinal repair—but the common thread is making people’s lives better.

“At Orchid we have the privilege to work in the greatest industry in the world, orthopedics—providing others with an opportunity to live a better life through the products and services we provide,” said Joe Zuzula, vice president of sales and marketing. “We are honored to be able to help people raise their quality of life, live out our core values, and have fun doing it.”

Orchid provides expertise in design and development, quality and regulatory support, implant manufacture, advanced machining, plastics technology, instrument manufacture, implant coatings and surface treatment and packaging services.

**Orchid Orthopedic Solutions is at
1489 Cedar Street, Holt, 694-2300,
www.orchid-ortho.com.**

Don't miss an issue!

We hope you enjoy the new digital Our Town! If you haven't yet subscribed, please call or email Lori Underhill at the Delhi DDA at lori.underhill@delhitownship.com, 699-3866, and you'll receive upcoming issues via email.



A publication of the Delhi Charter Township Downtown Development Authority • www.DelhiDDA.com



THE DDA – WHO WE ARE AND WHAT WE DO

The Downtown Development Authority (DDA) promotes economic development through business attraction/retention programs and works to foster investment within the DDA district. It strives to increase the township's tax base and strengthen the local economy while maintaining those qualities that make Delhi Township a desirable place to live and work. For more information, visit us at www.DelhiDDA.com.

To contact us: Howard Haas, Executive Director
2045 North Cedar Street, Holt, MI 48842
(517) 699-3866 or (517) 699-3867
Howard.Haas@delhitownship.com

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