



Biz Buzz

SHARING RESOURCES TO HELP DELHI BUSINESSES SUCCEED



If small local business creates the majority of jobs in the local economy, then helping small business helps us all. That's the founding

principle behind Biz Buzz, a project being developed by the Delhi Township DDA.

The goal of Biz Buzz will be to help grow the Delhi business base, support entrepreneurial activity, and create a "talked about" environment that will help attract future business activity to Delhi.

Partnering with the Michigan Small Business & Technology Development Center at Lansing Community College, Biz Buzz is envisioned as a local resource for Delhi businesses. Biz Buzz will provide a variety of services, including:

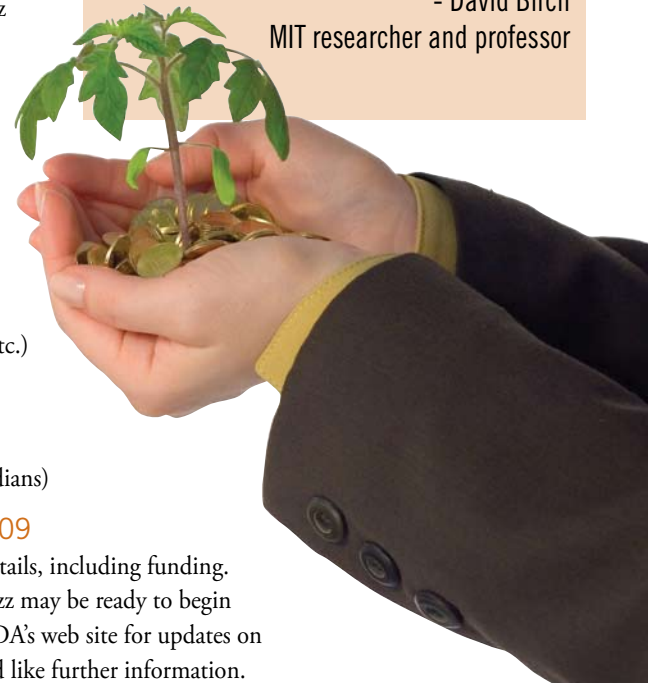
- ▶ Business start-up
- ▶ Business plans
- ▶ Growth strategies
- ▶ Strategies for securing financing for expansion or other needs
- ▶ Marketing plans
- ▶ Market research (market trends, demographic information, etc.)
- ▶ Peer group discussions
- ▶ Strategic needs assessments
- ▶ Financial analysis (comparing your company to industry medians)

BIZ BUZZ ANTICIPATED TO BEGIN IN EARLY 2009

The DDA Board will soon be considering the final program details, including funding. DDA Executive Director Al McFadyen anticipates that Biz Buzz may be ready to begin working with local businesses in early 2009. Please visit the DDA's web site for updates on the program. You can also contact Al at 699-3866 if you would like further information.

"The great majority of all jobs in any local economy are produced by the small, local business community."

- David Birch
MIT researcher and professor



New road leads to future development



A new one-mile stretch of road connecting the south end of Dunkel Road to Pine Tree is now under construction. The project will open up approximately 50 more acres for office and warehouse development in the Oakwood Park area south of Jolly Road.

Dart Development, which manages Oakwood Park, owns the property and is funding half the cost of road construction and utilities. The Delhi Township DDA is funding the other half in order to attract more businesses to the Township.

OUR TOWN

The road (and more) to economic growth



So much of our comfort and prosperity depends on our public infrastructure—yet we tend to take it for granted. That is, until a sewer collapses, a waterline bursts or a street becomes a potholed obstacle course! The distressing fact is that, in recent years, local, state and federal investment in the preservation of the existing public infrastructure has not been sufficient—much less kept pace with the demand for increased capacity.

The level of investment in public infrastructure directly affects economic development locally, regionally and nationally. Without adequate roads, sewers and other public utilities, development cannot be sustained. Business formation and expansion in particular will suffer. This is why the Delhi Township Downtown Development Authority places a high priority on infrastructure investment.

The Delhi DDA's small part in the solution to this problem is being addressed through many of the projects funded through the DDA. The reconstruction of Cedar Street, for example, will add capacity while extending the life of this important traffic artery. During 2008 and 2009, the DDA will be investing more than \$10 million in road, waterline, storm and sanitary sewer construction within Delhi Township. Not only do these financial commitments support development, but they enhance the quality of life. Examples are the DDA's funding of the \$ 1.6 million Senior Center; the financial support given by the DDA to the nonmotorized trail system; improvements to the Holt-Aurelius corner along with various sidewalk and lighting projects. High quality of life promotes economic development by reinforcing Delhi Township's position as an outstanding place to live and work.



FUN AT FARMERS' MARKET

The garden goodies may be fewer at this time of year, but there are still countless reasons to visit Holt Farmers' Market—including upcoming holiday events!

► Get Your Fixin's at the Market

Tuesday, November 18, 3-8 p.m.

The Market will be open on a special day so you can get your Thanksgiving fixin's, from veggies to baked goods. Fresh turkeys will also be available; please call the number below for information.

► Holt Village Sampler Craft Show

Thursday, Friday & Saturday
November 20-22



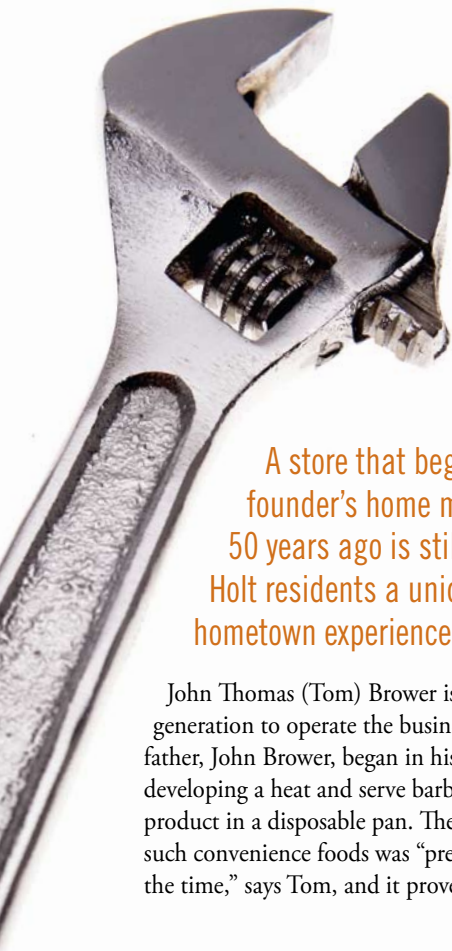
Get a headstart on the holidays with handcrafted gifts and decor from area artisans.

Holt Farmers' Market will be open Saturdays through December 13th, then close for the season and re-open in mid-May.

For more information about these events or about Holt Farmers' Market, contact Chuck Grinnell, (517) 930-2655.



Brower Foods & Hardware



A store that began in its founder's home more than 50 years ago is still offering Holt residents a unique hometown experience.

John Thomas (Tom) Brower is the second generation to operate the business his father, John Brower, began in his basement, developing a heat and serve barbeque product in a disposable pan. The concept of such convenience foods was "pretty new at the time," says Tom, and it proved popular

enough to outgrow the basement operation. In 1956, the senior Brower purchased a food locker that also provided the space needed to produce the barbeque product, and opened the business where it still stands today.

In the early '60s, John Sr. took advantage of the food locker aspect of his business and got into freezer provisioning, selling sides of beef and 30-pound cans of fruits and vegetables. When customers wanted smaller amounts, Brower obliged, and made the rest available as grocery stock. Over the next several years the store continued to evolve, carrying beer and liquor and becoming more of a party store. In 1975, when the only hardware store in Holt closed their doors, Brower's added hardware to their merchandise and the next phase in their evolution began. In 1980 they expanded the store to put more focus on hardware.

Tom started working at Brower's full time in 1974 and says, "I've been here ever since."

He explained that in the store's early years, being open seven days a week and having extended hours was their niche, because the supermarkets were closed at night and on weekends and holidays. Now, with supermarkets open 24 hours, Brower's fills a different need. "It's like a modern old-time general store," says Tom. "You can come in here and get most anything." Perhaps even more important, "People know us and we know them. I've got third, even fourth generation customers."

Needless to say, the family is strongly tied to the community. Like their father, Tom's children were raised here and attended Holt schools. And like his father, Tom is a long-time member of Kiwanis, and his wife is involved as well. "I like Holt," he says. "We've been here a long time, we're still in business, and we're looking to the future."

Brower Foods & Hardware is at 2102 Aurelius Road, 694-0531.

Coming soon to a TV near you—Holt Holiday campaign!

It's rapidly becoming a holiday tradition: Holt businesses on TV.

Once again the Delhi Township DDA offered local businesses the opportunity to participate in a cooperative advertising campaign for the holidays. With the DDA underwriting half the cost of each commercial package, businesses gain valuable exposure at an affordable price.

This year's campaign will air on WSYM Fox 47, with a projected start date of November 3. Watch for our local businesses on the air throughout the holiday season, and of course, remember to Shop Holt for the Holidays!

A limited number of commercial packages may still be available. If you are interested, please contact Don Garchow at Fox 47, (517) 702-3124.



Champions Sports Bar & Grill

HOT SPOT FOR FAMILIES AND FANS



Whether you want to catch the game with your buddies or stop in with the kids for lunch, Champions is the place.

Since buying Champions eight years ago, owner Nicholas Fata has doubled the restaurant's size. Champions can now accommodate approximately 200 hungry guests, and 50 more outside on the patio when weather permits. Nicholas was able to take advantage of Commercial Rehabilitation Rebate Program (CRRP) monies for exterior improvements, including the parking lot, curbs and new signage.



Last winter brought additional renovations, including a new bar and converting to all plasma TVs. With eight big-screen and 40 smaller TVs and virtually all the sporting events available, fans are assured of being able to see whatever they want. Pool tables, video games and NTN trivia round out the entertainment offerings.

"We have a lot of families coming in, and the kids like the games," Nicholas says. "That's what I wanted—a family atmosphere during the day."

Champions is open from 11:00 a.m. to 2:00 a.m. Monday through Saturday, and from noon to 2:00 a.m. Sunday. Food is served until 1:00 a.m. Champions specializes in pizzas and calzones, but also has a varied menu and nightly drink and food specials, along with take-out service.

Champions is at 2440 Cedar Street, Holt, 694-7660.

Holt Community Food Bank launches envelope campaign



You can make a difference to families in need right here in the Holt/Dimondale School District by giving to the Holt Community Food Bank. A donation envelope is enclosed in this newsletter.

The Holt Community Food Bank is staffed by unpaid volunteers and serves an average of more than 100 families each month (about 285 people). The food bank is funded by community donations—from individuals, businesses and organizations—and by grants. It also enjoys strong support from neighborhood stores.

We all know this has been a particularly difficult year—and with winter approaching, some of our neighbors will literally have to choose between food and fuel. Our community has been generous in its support of the Holt Community Food Bank, and we urge you to give what you can to make a difference.



Holt is where the heart is for Red Carpet Keim G-K



Lifelong Holt resident Bob Garchow has been selling real estate for about 30 years—20 of those years from the current office, which he built here in 1988. Red Carpet Keim G-K, Inc., has 14 sales agents, most of whom are also Holt residents.

Red Carpet Keim G-K handles residential and commercial real estate throughout greater Lansing and the surrounding areas. The agency has developed four local subdivisions: Dimondale Farms; Apple Ridge in Holt; Centennial Farms in Mason; and Country Crossroads at the corner

of Holt and Waverly Road. The agency worked with Holt's Pageant Homes in building many of the homes in these subdivisions.

In order to ensure that their clients receive the highest quality of service, every Red Carpet Keim G-K agent is a Member of the National Association of REALTORS®, the Michigan Association of REALTORS®, and the Greater Lansing Association of REALTORS®. These affiliations also mean that RCK agents have access to all listings in Lansing and the surrounding areas.

June Rochon, a sales agent and office manager for RCK, notes that sustaining 14 agents is impressive for a small agency. She adds that although the housing market is challenging right now, business is beginning to pick up again. June has been with Red Carpet Keim G-K for 10 years, and believes the long-term success of the company's agents is due in part to the fact that "it's a smaller office and we're a close-knit group." And, she says, "Holt is a nice community to work in."

Red Carpet Keim G-K is at 4525 Willoughby Road, Holt, 694-1121.

Holt Family Dentistry

HOLT DENTIST, WORLD-CLASS SMILES



Dr. Sandeep Sood and his staff at Holt Family Dentistry aren't just concerned about the beauty of your smile—they're concerned about your health. That's why they focus on preventive care and education.

With patients ranging in age "from two to 82," Dr. Sood's practice is committed to providing individualized care, using state-of-the-art dental knowledge, equipment and techniques. In addition to comprehensive examinations, cleaning and periodontal care, Dr. Sood offers cosmetic dentistry including restorations, implants, Lumineers and whitening.

Dr. Sood understands that some patients may feel uneasy about dental visits, so he and his team are dedicated to making visits as comfortable and pleasant as possible. "Building a foundation of trust by treating our patients as special individuals is vital to our success," he says.

Dr. Sood purchased Holt Family Dentistry in 2002, and says he enjoys the "small town feel" of the practice. Dr. Sood and his wife, Sapna, moved to Holt three years ago, and they welcomed their new son, Krish, seven months ago. "We enjoy living here and working here," says Dr. Sood. "All the people are tremendously friendly."

Holt Family Dentistry is at 2205 North Cedar Street, Holt, 694-2501, holtfamilydentist.com





Partners Publishers Group

When most of us buy a book, we don't think about how it got to the bookstore. But for Vicky Eaves, owner and president of Partners Publishers Group, getting books from the publisher to the retailer is her business.

Partners Publishers Group and its sister company, Partners Book Distributing in Seattle, act as both wholesaler (selling to retailers who order the books) and distributor (handling the shipping and billing for book publishers).

Vicky began Partners in 1984 as a home-based business. The company later moved to a warehouse in downtown Lansing, and finally to the Delhi location in 1995. The now-45,000 square foot building houses Partners' offices and, most notably, warehouse space for more than 100,000 books.

Vicky emphasizes that Partners does not sell books directly to the public. They are strictly a wholesale business, selling and shipping to retailers around the country. As you might guess, then, proximity to freeway and truck lines was a major factor in locating Partners Publishers Group in Holt.

Partners employs 50 people in the Delhi location, which is also home to their publishing company, Thunder Bay Press. This is a very small part of Partners Publishers Group, publishing 20-30 regional titles—primarily books about Michigan—including two or three new books a year. Partners' Seattle, Washington, warehouse, started in 1997 to serve the country west of Denver, employs another 50 people.

Partners Publishers Group is at 2325 Jarco Drive, Holt.



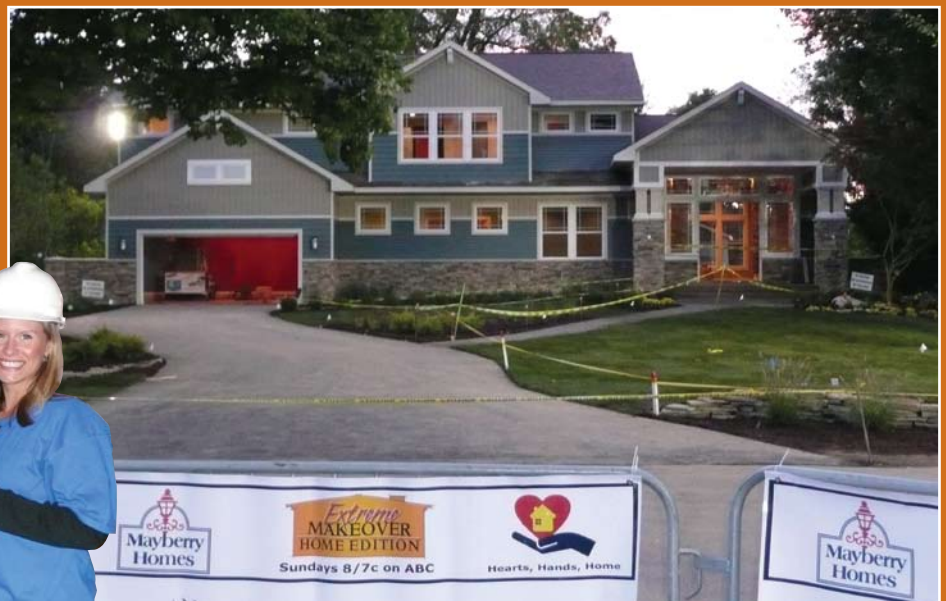
Home makeover generates “extreme” support

For a few days this fall, our little community experienced the bright light of celebrity. But behind the drama of hunky carpenters and round-the-clock construction miracles, *Extreme Makeover: Home Edition*, was a testament to the power of local business and everyday people to change the lives of a family.

From Holt Junior Rams cheerleaders raising funds on Dart Bank's front lawn to local restaurants supplying food and beverages to hungry volunteers, the community came together to help a neighbor. Thanks to everyone who volunteered, and to these Holt businesses for their generosity:

- ▮ Bigby Coffee
- ▮ Buddies Grill
- ▮ Dart Bank
- ▮ Farhat Designs
- ▮ Hayhoe Asphalt
- ▮ L & L Food Centers
- ▮ Little Caesars
- ▮ McDonald's
- ▮ Taco Bell
- ▮ Tim Horton's
- ▮ Two Men and a Truck

If you would like to see the complete list of businesses that participated, visit www.mayberryhomesextreme.com/index.asp?page=team&sub=partners





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: Al McFadyen, Executive Director
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 (517) 699-3866 or (517) 699-3867
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THE DDA BOARD MEMBERS:

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OUR TOWN

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