



OUR TOWN

Delhi Township DDA
BUSINESS
Expo

4th ANNUAL Delhi Business Expo



Meet local vendors, get coupons and discounts, register to win a \$500 VISA gift card!

Studies show that more than fifty cents of every dollar spent locally stays in the local economy. But that's not the only reason to shop locally, says Chuck Grinnell, the organizer of the Delhi Business Expo.

"There's something special about that 'small town service' you get from people who know you," Chuck points out.

Building connections between residents and local businesses is the driving concept behind the Delhi Business Expo, an annual event since its debut in 2009. "The expo really supports the growth of local business," Chuck says. "It's a great opportunity for residents and local business people to get acquainted." Last year's expo featured nearly 80 exhibitors and attracted more than 400 visitors.

To thank visitors for stopping in, many vendors offer giveaways, coupons, or special expo discounts. There will also be drawings for door prizes throughout the evening—all leading up to the grand prize drawing for a \$500 VISA gift card.

Don't miss this event!

WHERE:

Holt High School

WHEN:

Wednesday, October 24
6-8:30 p.m.

MORE INFO:

DelhiDDA.com

FREE ADMISSION



Meet Howard Haas

Executive Director, Delhi DDA



Howard Haas

Our short-term goals are to complete existing projects that are enhancements to our community. Long-term, our goal is to continue to assist business and to grow and enrich the community.



For many Holt residents, Howard needs no introduction. He and his family have lived in Holt since 1977, and he has served on the board of directors of the Delhi Downtown Development Authority (DDA) for 20 years. In July, Howard became the DDA's executive director, and he shared some thoughts about the DDA and our community.

First things first: Why did you decide to take on the job of executive director?

I was appointed to the DDA board in 1992, and I was excited to have the opportunity to continue to be a part of the DDA's mission in Delhi—continuing to encourage development in the DDA district and in Holt overall.

For those who may not fully understand the DDA and what it does, how would you explain its role in the community?

The role of the DDA in any community is to capture taxes that are paid locally that would otherwise leave the township, and use them for the benefit of the township and its residents. Holt's DDA helps existing businesses and encourages ongoing development.

You come from a strong business background. How will you leverage that experience in this position?

In my first career, I spent 43 years as a commercial banker, working for many years with business. I feel I can assist local businesses that are looking for counsel, and help attract business to Delhi Township.

I'm excited about counseling businesses and helping them grow, especially through BizBuzz. That's a program the DDA developed in conjunction with the Michigan Small Business & Technology Development Center™ at LCC to help our local businesses become stronger and more successful. It can help any business from a startup to an established business. It's an exciting program.

How do you view the business climate in Delhi Township?

From my perspective, I view the business climate here to be quite attractive to existing and new business. Our population is growing, and we have an excellent school system.

What are your goals for the DDA?

Our short-term goals are to complete existing projects that are enhancements to our community. Long-term, our goal is to continue to assist business and to grow and enrich the community.

What are some of the things the DDA has done that you are most proud of?

We have made many improvements in Delhi Township during the tenure of the DDA [since 1987]. I am especially pleased about the things residents really enjoy, like the farmers' market, the senior center, the improvements to the park system... those are some of the things that many people use and appreciate, and that make our community a better place to live.

What do you see as Holt/Delhi Township's strengths?

Our township has a growing population. With so many communities losing population, that's a real plus. And, of course, the Holt Public Schools are excellent; that's a great asset in attracting families to the area. I think Holt has exhibited a great ability to look to the future in the plans it has made for growth and for the services it provides for the citizens.

Are there any changes ahead for the DDA?

When I accepted the job as director, we all felt the time had come to make the position a part-time job instead of full-time. Our revenues have been reduced, and all government is looking for ways to save money. We found, and felt, that we could represent the people with the DDA operating on a part-time basis.

Let's end with some background on you. I see that MSU lapel pin...

Yes, I have been a proud Spartan for many years. After leaving Michigan State, I started my career in banking, and Judie and I relocated several times. We moved to Holt in 1977 and have been here ever since. Our two sons went to Holt Public Schools, and our three grandchildren are or have been in school here. We're proud to call Holt home.

Concrete Benefits

The Michigan Concrete Association Training Facility

Growing up with a father who operated a ready-mix company, David Hollingsworth began learning about the concrete industry early in life. Now, as director of training and technical services for the Michigan Concrete Association, David's job is to teach others what he knows.

"My entire life has been spent around concrete," David said. "I train people in the design, testing and inspection of concrete, and also in placement and finishing."

When David came to MCA 14 years ago, the association had just two certification programs, and trained about 275 people a year in a leased space. As MCA's training programs expanded, the association sought a training facility of its own—and found the perfect location here in Delhi. MCA now trains for seven different certifications, primarily at the Delhi Township facility. The greatest demand is for training in concrete testing. "In that area alone, I train about 600 people each year," said David.

For those of us who know little about concrete beyond watching it pour out of a truck, David explained that concrete is tested before it goes out into the field, and again before it is poured. Engineering consultants hired by the customer test to ensure the concrete conforms to job specifications. "Owners want to know what they are getting," he said. "The significance of being trained and certified has really ramped up in recent years."

Needless to say, David is a strong advocate for concrete, which he called "the most diversified construction material in the world." It's durable, too. According to MCA, the oldest concrete pavement in Michigan was placed on Portland Street in Calumet in 1906 and is still in service today.

The Michigan Concrete Association training facility is at 3130 Pine Tree Rd., Lansing, 347-7720, www.miconcrete.org.



ABOVE (left to right): Dan DeGraaf (executive director), Steve Waalkes (director of engineering – West Michigan), Gary Campbell (training assistant), David Hollingsworth (director-technical services/training) and Kerry Sutton (director of engineering – Southeast Michigan).

"The significance of being trained and certified has really ramped up in recent years."

On Patrol in Our Town

By Deputy Kelly Bowden, Business Officer, Ingham County Sheriff's Office, Delhi Division



"OPEN" signs are a good thing. Whether it's a bite to eat, a place to rest, or a certain something to finish a project, it's always nice to see that OPEN sign hanging there, letting us know we will soon have what we want. But sometimes we hang up an OPEN sign of our own, inviting people in who have less than honorable intentions for us and our property. A few simple precautions can help protect you and your belongings from the criminal element:

- Whenever you aren't using it, lock your vehicle's doors. Don't leave your GPS, iPod, laptop, or other valuables inside your vehicle. If you must leave them in the car, lock them in the

trunk, the glove box, or out of sight. If you have a purse, take it with you or lock it in the trunk.

- Lock your house and close your garage door. When you leave home, close your curtains so thieves can't see what valuables are inside. If you're out of town for the weekend, don't advertise it on Facebook or other social media. Make a small investment and install timers to turn a few lights on and off at random times.

With a few easy steps, you can send a message to thieves that, when it comes to them conducting their type of "business," your home and belongings are "CLOSED."

Stay safe out there.



“I often say, ‘I strive to protect your best interests from their three greatest enemies: others, the government, and your emotions.’”

Kent Wood II

The Law Offices of Kent Wood II

Helping clients make sound decisions

The legal decisions people make may affect them and their families for years to come. That, says attorney Kent Wood II, is why he strives to be “an educated counselor” to his clients, helping them understand the long-term outcomes of the choices they make today.

“I often say, ‘I strive to protect your best interests from their three greatest enemies: others, the government, and your emotions,’” he says.

A solo practitioner specializing in family law, estate planning, business/contract law and landlord/tenant law, Kent often deals with issues in which emotions may run high. He believes it’s crucial for clients to express clearly what they want. “They don’t have to fight,” he said. “But they do have to stand up for themselves.”

Kent’s role is to stand with them—but also to make sure they understand the consequences of the decisions they make.

Kent also reaches out to educate others beyond his client base. He conducts and participates in seminars related to his areas of expertise, sometimes teaming with other professionals from complementary areas of interest. One of Kent’s goals in his work with the public is to make people aware of the need for estate planning. “It’s a legacy for your family,” he said.

Family is one of the reasons Kent chose to live in Holt and establish his practice here. He and his wife have four young children and are pleased with the Holt school system.

Kent is a graduate of Michigan State University and Thomas M. Cooley Law School, and has been practicing law for five years. He was previously an attorney in the McGraw Law Firm in Holt, and opened his own firm in July 2011.

The Law Offices of Kent Wood II, PLLC, are at 2385 Delhi Commerce Drive, Suite 4, Holt, 694-9060.



Holt Plaza is Growing, Improving

Business is booming at Holt Plaza, on the southeast corner of Aurelius and Holt Roads.

Most noticeable, of course, is the 6,000-square-foot addition now under construction. But additional improvements are also under way, said Allen Russell, manager of development and construction at DTN Management, which manages the plaza.

“We’re continuing to upgrade Holt Plaza,” he said. “We’re improving the parking and adding new modern lighting.” Allen added that Buddies restaurant is “going great guns,” remodeling and adding an outdoor dining patio. “The center is strong and doing well,” Allen said. “We’ve added new businesses, and right now we have only one suite available for rent.”

DTN expects to have the new addition completed by mid-November, and tenants are already committed to the space. “We’re really pleased with Holt Plaza,” Allen said. “Things are going well there.”

“The center is strong and doing well...”



Roger’s Cline Tire is a second-generation family-owned and -operated business, and has been a staple of the Holt area since 1958.

Roger’s Cline Tire

The right tires, installed right

It’s one of those things “everyone” knows: it’s important to have good tires. What everyone may not know, however, is what constitutes good tires for their particular vehicle, and just why the right tires and proper installation matter.

That’s where the experts at Roger’s Cline Tire come in. Owner Roger Garner and his son Pete Garner, who operates the business, believe that selecting tires is an important decision that affects the safety, performance and cost of owning a vehicle. Roger, Pete and the staff at Roger’s Cline Tire are there to help customers choose the right tires and make sure they are installed and balanced properly.

Roger’s Cline Tire is a second-generation family-owned and

-operated business, and has been a staple of the Holt area since 1958. The company carries, installs and services all the major brands of tires and wheels, including lawn mower, farm and truck tires. But their expertise doesn’t stop there. Roger’s also offers nearly a half-century of experience in brake repairs, alignments and parts. Regardless of the job, Roger and his three-person team strive to ensure that customers are pleased with every aspect of their service from start to finish.

“We’ve come to be recognized as experts at what we do—a reputation we work hard to deserve,” says Roger. “We sell quality products and we do our work right.”

Roger’s Cline Tire is at 1223 North Cedar St., Mason, 699-2372, rogercline.twi.ezytire.com.



Roger Garner

Next Level Transmission & Auto Repair

It's not just the Next Level, it's the next generation.

Roger Henfling began repairing cars in high school, becoming the third generation to work in the company his grandfather founded, J&D Transmission in Lansing. In 2008, Roger bought the family business from his father, and in 2012 relocated it to Holt, changing its name in the process.

Why the move? Roger grew up in Holt, and he and his wife, Mariam, had just bought a home here. "We wanted our home and our business to be where he grew up," explained Mariam, who is the office manager at Next Level Transmission & Auto Repair. "We love Holt."

Next Level opened its doors here in April, and the Holt Alliance welcomed the business with a ribbon-cutting ceremony. The Henflings are pleased that the community has welcomed Next Level as

well. "We have found a really good new client base here," Mariam said.

Although Next Level specializes in transmissions, the shop offers more than 30 years' expertise in the gamut of auto repair, from steering and suspension to brakes, ball joints and tune-ups. Next Level's mission is to provide honest repairs and quality service at reasonable prices, and the company stands behind its work

with extended warranties. Customer service is paramount. "We strive to make the often-difficult process of automotive repairs as easy and stress-free as possible for our customers," the Henflings say. That includes 24-hour customer service for added peace of mind.

It's not "all work and no play," however. Roger and Mariam have organized two "cruise in" classic car shows at Next Level. "This corner was known for Holt Auto Sales," Mariam explained, "and we wanted to bring back the nostalgia of all the classic cars there." The Henflings hope to host a few car shows each year.

Next Level Transmission & Auto Repair is at 2237 Aurelius Road, 699-0599, nextlevelrepair.net.



Roger and Mariam Henfling

The shop offers more than 30 years' expertise in the gamut of auto repair.

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Please call Helen Harrison at the DDA office, 699-3866, or email helen.harrison@delhitownship.com.



Kenneth and Kevin McNeilly

Spartan Barricading & Traffic Control, Inc.

When “construction season” arrives in Michigan, there’s a good chance many of the familiar orange barrels and traffic barricades you encounter are the work of Spartan Barricading & Traffic Control. But you’re also likely to see the company’s equipment and services at local charity and community events to which Spartan has donated its support.

Twin brothers Kenneth and Kevin McNeilly were 25-year Spartan Barricading veterans when they purchased the company seven years ago, following the death of company founder James Westfall, their brother-in-law. Now, as president and vice president, the McNeilly brothers “share everything 50/50” with respect to the business, said Kevin’s wife, Patty McNeilly, Spartan’s office manager. “The twin thing is definitely apparent.”

The majority of Spartan Barricading’s business comes from successful bids for state highway and road construction projects, but the company also works with utility and railroad companies. Spartan custom-makes the equipment—including barrels, flashing lights, signage and barricades—for each job, rents it to the contractor, and handles

delivery, maintenance and pickup. One of only a few companies of its kind in Michigan, Spartan operates a small branch location near Romulus that caters to utility companies in that area.

Summer is Spartan Barricading’s busy season, with trucks coming and going around the clock and a full complement of 18-20 employees on the job. Over the winter the pace slows dramatically, and Spartan cuts back to a skeleton crew that largely works on maintaining and rebuilding the equipment.

Longevity seems to be a hallmark among Spartan Barricading employees, most of whom have been with the company nearly 20 years. Spartan has long been a staple in our community as well. “We’ve been in Holt a long time,” said Patty McNeilly. “We’re pretty happy here.”

Spartan Barricading is at 1560 Cedar Street, Holt, 694-1500.

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OUR TOWN

2045 North Cedar Street
Holt, MI 48842

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.

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THE DDA BOARD MEMBERS:

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