



FINANCIAL SERVICES IN YOUR NEIGHBORHOOD
Edward Jones



WE SERVE TO KEEP YOU CONNECTED
Verizon Wireless
Zone of Lansing



MRINETWORK OF LANSING
Employment recruiting is a family business

OURTOWN AT A GLANCE >>

OURTOWN



XG Sciences

Growing high-tech company developed innovative new material

To begin to understand a little about XG Sciences' work, think of the graphite particles a pencil leaves on paper. Then think much, much smaller.

XG Sciences developed a process that extracts a new type of carbon material from graphite. That material, dubbed xGnP® Graphene Nanoplatelets, is an additive that improves manufactured products such as plastics, metal alloys, lubricants, paper and even inks.

"Not only is graphene one of the strongest materials," said XG Sciences' marketing director Carol Szatkowski, "it offers many other beneficial properties for manufacturing." Incorporating graphene nanoplatelets improves many of the products we use every day, from cell phones to computers to cars.

Some examples: Inks formulated with xGnP provide excellent electrical and thermal conductivity, allowing circuit boards to be printed rather than manufactured. Graphene nanoplatelets incorporated into paper or formed into thin sheets can be used to regulate temperature in electronics such as cell phones and computers, replacing heavier, more expensive copper

film. Other applications include advanced energy storage systems such as fuel cells, storage grids, and electrochemical supercapacitors. "We also have a whole lab dedicated to improving electric batteries for all uses," said Carol.

Just as adding an ingredient affects the outcome of a recipe, graphene nanoparticles must be formulated into a product at the chemist stage, Carol explained. Thus XG Sciences works extensively with scientists in governmental agencies and high-profile U.S. and global manufacturers.

XG Sciences' co-founder and chief scientist Dr. Lawrence Drzal began working on graphene nanoplatelet technology at Michigan State University in the late 1990s. Six years ago, XG Sciences spun off from MSU and moved to its current location in Delhi Township in 2012. The company now employs eight scientists and continues to grow and create jobs.

XG Sciences is at 3101 Grand Oak Drive, Lansing, 517.703.1110, xgsciences.com.



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



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Simon Roofing

Second-generation family business stays on top of things

Someday, Doug Simon may get to take a vacation—but for the past couple of years, he's been busy pretty much nonstop. Not that he's complaining.

Doug feels fortunate that business has been good at Simon Roofing, despite a shaky—some might say terrible—few years in the construction industry.

"When new construction slowed down, some of the new-build contractors became our competitors," Doug said. What kept Simon Roofing going strong despite the tough market? Doug attributes it, in part, to providing superior workmanship and materials at a competitive price. "We get lots of referrals," he said. "We're really good at making sure things get done right."

Doing it right is something Doug learned from his dad, who founded Simon Roofing in 1990. Doug began working on roofs as a teen and has worked on hundreds of projects since. He now owns the company, but his father is still actively involved as general manager. "We're definitely owner-operated," Doug says. "We're hands on."



Though it was founded as a roofing company, Simon Roofing has since expanded its capabilities – largely due to customer demand. "People liked us and the work we did on their roofs," Doug says. Happy customers wanted to work with their trusted contractor on related improvements such as gutters, siding, windows and insulation—and Simon Roofing was happy to expand its offerings.

From its first single roofing crew of three to five guys, Simon Roofing has grown to five crews – approximately 30 employees. The company does a mix of residential and commercial work but specializes in residential improvements.

Simon Roofing is at 3564 Holt Road, 580.5804 or 267.7599 roofingcompanylansing.com.





MRINetwork of Lansing

Employment recruiting
is a family business

*“We will continue in Delhi.
The long- and short-term
investment is here for us.”*

“Most people are under the impression that it should be easy to fill positions, yet it isn’t.”

In 1974, Priscilla Peterson became the first employee of Management Recruiters International (MRI) in the South Lansing/Holt area. Within a year, she had advanced from being the receptionist to running the office. And, within four years, Priscilla and her husband, John Peterson Sr., had purchased the franchise.

Today, two of their children, John Peterson II and Amy Stokes, operate MRINetwork of Lansing as vice president of recruitment services and vice president of administration, respectively. Priscilla is now retired, and John Sr. provides executive oversight as chief financial officer.

MRI is part of the largest network of franchised recruiting offices in the country, providing comprehensive executive and technical search and recruitment services. As part of a national organization, MRI enjoys both brand recognition and a large network of recruiters they can work with to assist their clients. “We’re really the quiet big boys on the block when it comes to technical and executive recruiting,” said John II.

Sagging employment in recent years has affected MRINetwork—but perhaps not in the way one might think.

“It’s an interesting market right now,” says John II. “Most people are under the impression that it should be easy to fill positions, yet it isn’t.” The challenge is not so much finding employers that need MRI’s services, he explains—it’s finding employees. MRI helps companies understand how difficult it is to find the *right* employee—and how to land them.

MRI works mostly with mid-Michigan-based businesses, including industrial and manufacturing companies, accounting firms and insurance agencies. “There are probably not too many companies that have been around the greater Lansing area for 20-plus years that we haven’t worked with on some level,” John said.

Despite the difficulties the employment recruiting industry has faced in recent years, John is optimistic. “We will grow this business again,” he said. “We will continue in Delhi. The long- and short-term investment is here for us.” As are their family roots: Priscilla and John Sr. raised their family in Holt; John II is now raising his in Dimondale, and Amy is raising hers in Holt. “I’m a long-time advocate of Holt,” John II said. “I think it’s an excellent community. I love the people. This is where our roots are.”

***MRINetwork of Lansing is at
2491 Cedar Park Drive, Holt,
694.1153, mrilansingmi.com.***



John Peterson II

Join us at the Farmers' Market

Open Saturdays beginning May 4, 9 a.m.-2 p.m.

The Holt Farmers' Market will open for the season Saturday, May 4. Here's your opportunity to buy wholesome local produce, fresh baked breads, delicious ready-to-eat foods, and a variety of items from local artisans. Shop rain or shine in one of Michigan's premier indoor farmers' markets!

If you would like to become a vendor, please contact Holt Farmers' Market manager Chuck Grinnell at the telephone number below, or visit the website for an application and additional vendor information.

2150 Cedar Street, Holt (former fire department building)
517.268.0024, holtfarmersmarket.org



On Patrol in **OUR**TOWN

By: Deputy Kelly Bowden

Spring has arrived, and, if you're anything like my family, you're ready to enjoy warmer weather, open windows and fresh air. It's also time for vacations, yard work, and everyone's favorite...spring cleaning. With so many topics to choose from, I had trouble deciding on only one, so I thought I'd offer tips on a few:

- **Spring break/vacations:** If you're traveling out of town for more than a few days, consider placing a hold on your mail. Invest in timers for several lights in your home and set them to turn on and off at random times. Invite a next-door neighbor to park one of their cars in your driveway while you're gone. Remember to lock your doors and windows and close the shades so thieves can't see in.
- **Spring cleaning/home repairs:** Clean your valuables out of your car before thieves do. Some of the items most often stolen from vehicles are GPS devices, iPods, money and electronics. ALWAYS lock your car doors and never, ever, under any circumstances leave your keys in the ignition or "hidden" in an unlocked car. Your secret hiding spot oftentimes isn't such a secret when it comes to seasoned criminals.

Be suspicious of disreputable contractors who tell you they are "in the area and have leftover materials," which they then offer to you at a reduced rate. This tactic is often used in a fraud that offers quick and inexpensive driveway repairs or paving, but may apply to other unsolicited work as well. Never pay the full amount up front for home repairs, and always have any agreed-upon work and its costs placed in writing. Verify the contractor is reputable by contacting resources such as the Better Business Bureau or a local trade organization such as the Greater Lansing Home Builders Association.

- **Yard work:** Trim back the hedges or bushes near your home. Criminals can use these to hide their activity from passersby. Put a new bulb in that outdoor light and add motion activated security lights to the outside of your home. Add a reinforced lock to that shed where you store your lawnmower and power tools.

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 Bowden

Edward Jones

Financial services in your neighborhood

Gregory Rice, Edward Jones financial advisor



Gregory Rice, Edward Jones financial advisor

Edward Jones financial advisor Gregory Rice has been hitting the streets, knocking on doors and introducing himself to the community since taking over the Willoughby Road office nearly a year ago. Yet in some ways he's come back home.

Gregory grew up in the Leslie/Mason area. He had most recently settled in Northville, hoping to open an Edward Jones office in Ann Arbor. But when an established office in Holt became available—complete with a local assistant already on staff—it was the perfect situation.

“Everyone is really welcoming and friendly,” Gregory says. “We’re bordering Lansing but it feels like a small, close-knit community. I like that, especially coming from a small town myself.” Gregory’s Northville home is now on the market and he’s looking forward to becoming a Delhi resident soon.

Although there are three Edward Jones offices in Delhi Township, Gregory says there are plenty of opportunities for all. He’s taking advantage of this first year or so to go door to door, meet local residents and build his clientele. “Once an advisor has been established for two to three years, they don’t have as much opportunity to get out in the neighborhoods,” Gregory explained.

Serving neighborhoods and meeting face to face are central to the Edward Jones philosophy. Although an advisor is free to work with clients anywhere in the state, the focus is on providing financial services for the neighborhood and community.

Gregory holds a graduate degree from MSU in human resources and, prior to joining Edward Jones, had devoted his career to HR. He credits his sister, Lori—who owns one of the other local offices—with encouraging him to make the move to Edward Jones. “It was a natural progression,” he says. “I love it.”

Gregory Rice’s Edward Jones office is at 4625 Willoughby Road, Suite 5, Holt, 694.4954, edwardjones.com.



Mark & Andrea Beaman

“We serve to keep you connected.”

Verizon Wireless Zone of Lansing is family owned

“We don’t want to ‘sell you a phone,’” says Andrea Beaman, co-owner of Verizon Wireless Zone of Lansing. “We want to find out what you need.”

That personalized approach, Andrea believes, is her family-owned franchise’s strong suit. It was also the inspiration for the store’s tag line: “We *serve* to keep you connected.”

“We want to make sure our customers get the most for their money,” Andrea says – even if that means taking extra time to walk customers through a variety of options, or educating them on how to use their devices effectively. Andrea says the one-to-one time pays off in personal as well as customer satisfaction.

“People sometimes come in already on edge from their experiences elsewhere,” she explained. “I love being able to work with them and turn that feeling around.” In turn, of course, happy customers often recommend Wireless Zone of Lansing to their friends.

“We want to make sure our customers get the most for their money.”

Wireless Zone of Lansing works with individuals and businesses, taking special care to help clients choose the right phone and the right plan. And for those who don’t need or want a smartphone? Unlike corporate stores, “We actually stock basic phones in the store,” Andrea said, “You don’t have to order them online.”

Andrea and her husband, Mark Beaman, are the majority owners, with Andrea’s siblings and their spouses also partners in the store. They opened Verizon Wireless Zone of Lansing in July 2011. “Verizon is a strong brand we’re happy to represent,” Andrea said. “We really enjoy what we do.”

Verizon Wireless Zone of Lansing is at 2546 E. Jolly Road, Suite 3, Lansing, 517.993.6333, wirelesszone.com/lansing.

Where are they now?

OURTOWN Delhi DDA business update



Royal Lawn & Landscape – still growing!

When *Our Town* first spotlighted Royal Lawn & Landscape five years ago, the family-owned business was enjoying the success that comes with hard work and commitment to customer care. That success has continued – and extends to Royal’s newest service offering.

Nearly a year ago, Royal owner Dave Thurston added a new division, bringing Weed Man products and services to Ingham, Eaton and Clinton Counties for the first time. Weed Man is a leading lawn care franchise company, specializing in environmentally responsible fertilization, weed control and integrated pest management services.

At the end of the new division’s first year, Dave and his son, Eric, captured Weed Man’s Rookie of the Year Award.

Dave is enthusiastic about Weed Man’s products and process, which rely less on chemicals and more on natural, organic substances. “We can set it up where we’re using almost no chemicals at all,” Dave says, “so we’re not blanketing your whole lawn with things that do not need to be put in the ground.”

Of course Royal continues to offer the services for which they have long been known, including landscaping, irrigation and lawn maintenance. With the Weed Man franchise, Royal has hired more staff, and expects to have 40-45 employees this summer.

Royal Lawn & Landscape is at 4291 Veterans Drive, Holt, 694.LAWN (694.5296), www.greatlookinglawns.com.

Wieland-Davco builds on success

In early 2007, The Wieland-Davco Corporation, an ISO 9001:2008 certified construction company, built and opened their new national headquarters in Delhi Township. Later that year, the firm opened a new regional office in Louisiana.

Then came 2008, one of the worst years in history for the construction industry.

“You keep your nose to the grindstone,” says Kevin Shaw, marketing director. “Projects get cancelled, but you keep working, keep looking for new opportunities. Eventually the faucet turns back on.” When it did, Wieland-Davco was perfectly positioned for growth.

In addition to its national headquarters in Delhi, the company now has three regional offices – in Orlando, Florida; Shreveport, Louisiana; and San Antonio, Texas. A fourth is slated to open soon in San Diego, California.

Meanwhile, back here in Michigan, “We’re working on some awesome projects,” says Kevin. A sampling of those shows the diversity of Wieland-Davco’s portfolio: Compass Cancer Center in East Lansing; the Agro-Culture Liquid Fertilizer corporate headquarters in St. Johns; First Apostolic Lutheran Church in Howell; and a new facility in Livingston County to house EMS, fire department, University of Michigan Medflight, and urgent care services.

“We’re proud to be a mid-Michigan company, and we’re excited to be in Delhi,” says Kevin. “We’re excited about the future.”

The Wieland-Davco Corporation is at 4162 English Oak Drive, Lansing, 372.8650, wieland-davco.com.

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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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