



#### KELLER WILLIAMS

Realty Agency  
relocates to Delhi



#### MODERN BUILDERS SUPPLY

Expands to Delhi  
Township



#### MPT EXPANSION

Will create 39 new  
area jobs

OURTOWN AT A GLANCE >>

# OurTown, YOUR newsletter...

*Delhi DDA invites your input*

If you're reading *Our Town* right now, you're just the person we want to hear from.

The Delhi DDA introduced the *Our Town* newsletter in 2004, with the goal of helping Delhi Township residents learn more about our local businesses and keep up with important news and events affecting our community.

We'd like you to weigh in on how we're doing. What keeps you reading *Our Town*? What would you like to see more of? Less of? Please visit the [delhidda.com](http://delhidda.com) homepage to take a short (really!) survey. Your answers will help us make *Our Town* the best it can be!



*Please visit the Delhi DDA homepage at [DelhiDDA.com](http://DelhiDDA.com) and take the survey. It will only take a few minutes!*

## Our Town available by email

If you prefer your publications digital, you have that option with *Our Town*! You may opt out of the print version and receive *Our Town* by email—with all the same content as the print copy.

If you'd like to make the switch, just email [Lori.Underhill@delhitownship.com](mailto:Lori.Underhill@delhitownship.com). Please include your name and the street address where your print issue is currently delivered. We'll take care of the rest!



DEDICATED TO HELPING OUR COMMUNITY & ITS BUSINESSES GROW  
A publication of the Delhi Charter Township Downtown Development Authority [www.DelhiDDA.com](http://www.DelhiDDA.com)



*“There’s a lot of buzz about the relocation,” said Sue Dickinson, team leader of the Keller Williams Realty agency that moved to Delhi this spring. “It’s a really exciting time.”*

It’s not only the new location that’s exciting for Sue and her agents. It’s the upswing they’ve seen in the market in the past 18 months. “The real estate climate is booming right now,” Sue said. “Michigan is back on the radar. It was the first state to go into the bad times, and now it’s the first out.”

Sue’s office had been open just three years when those bad times hit in 2006. Yet, even during the toughest years, the office managed to grow from three agents to 56. Today it’s 80 agents strong—a number Sue expects to grow another 40% this year.

She attributes this growth in large part to KW’s “agent-centric” culture—combining attractive compensation, education, marketing, technology, and “KW Cares”—a 501(c)(3) charity created by KW’s international organization to support associates and their families who face hardship as a result of an emergency. Another factor, said Sue, is the agency’s “no scarcity” mentality. Her agents believe there is enough business for everyone, and top agents share knowledge and expertise with their colleagues. “It’s one of the ways our agents kept it together during tough times,” she said.

They say location is paramount in real estate—and that was a key factor in KW’s move to Delhi. “It’s a perfect location,” Sue said, citing easy access, high visibility and plenty of room for growth. “We’re optimistic for the future,” she added. “We see many opportunities to serve.”

*Keller Williams Realty is at 3490 Belle Chase Way, Suite 130, Lansing, 853-1200, <http://lansingeast.yourkwoffice.com/home>.*

# Delhi Township Welcomes Keller Williams



# Fitzgerald Henne & Associates is now Eng.

“Only our name has changed,” said Eng. president Greg Minshall



Pictured: Eng. president Greg Minshall holding a mug with the company's new name and logo.

There have been no staff changes, no reorganization, no moves—and none are on the horizon. “Only our name has changed,” said Eng. president Greg Minshall. “We are the same people running the same company.”

In May, the Delhi Township civil engineering firm formerly known as Fitzgerald Henne & Associates changed its name to Eng. (“E-N-G”). Why change the name of a successful company? Quite simply, it was a contractual obligation negotiated when the firm spun off its environmental practice in 2008. The agreement called for the firm to change its name by the end of 2013, and that process began earlier this year.

Minshall believes the new name reflects the company's innovative, forward-thinking approach. “As our name implies, our focus and commitment remain on civil engineering and surveying. We believe the name Eng.

is a great representation of who we are and what we do—a fusion of functionality and creativity.”

Eng. specializes in design work for municipalities, with particular niches in road design and Michigan county drain projects. As municipalities try to do more with less funding, Eng. is committed to finding the very best solutions for its clients, keeping costs down without sacrificing quality. Minshall said he and his Eng. colleagues love what they do, and hope that their civil engineering solutions go unnoticed.

“If we solve the problem,” Minshall said, “you won't know that we've been there.”

*Eng. is at 4063 Grand Oak Drive,  
Lansing, 887-1100.*

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## Be part of the 2013 Delhi Business Expo!

*Vendor applications now being accepted*



The Delhi Business Expo is now accepting vendor applications for the 2013 expo. This year's expo will be held on Wednesday, October 30, from 6-8:30 p.m. at Holt High School. All businesses within the Delhi Township business district are welcome to apply.

Each year the Delhi Business Expo attracts hundreds of visitors who are interested in doing business locally and learning what our community has to offer. Put yourself on their radar! Find out more and download an application at [delhidda.com/community/business-expo.html](http://delhidda.com/community/business-expo.html).

# Music in the Garden and more summer fun!

*Bring your family, your lawn chairs and blankets, and enjoy free musical entertainment. In what has become a summer tradition, the Holt Community Arts Council will again present its free concert series, "Music in the Garden." The family-friendly concerts are held at Veterans Memorial Gardens, right behind the Delhi Township Community Services Center at 2074 Aurelius Road in Holt. All concerts begin at 7 p.m.*

## July 11:

J & J Sounds will entertain with a "little big band" sound – big band music played by a small ensemble.

## July 18:

Singer-songwriter Joshua Davis, front-man for Steppin' In It, offers his original take on American roots music.

## July 25:

Detour, a critically acclaimed bluegrass sextet, is a favorite at festivals like Wheatland and Dunegrass.

## Aug. 1:

Hullabaloo is an 11-member group that features a horn section and a funky, eclectic mix of music that will make you want to dance.

## The Farmers Market will be there, too!

The Holt Farmers Market will again hold special Thursday evening markets at Veterans Memorial Gardens in conjunction with the concerts. You can purchase refreshments and other market fare from 6-8:30 p.m.

For more information about Music in the Garden, visit [holtarts.org](http://holtarts.org). For information about Holt Farmers Market, visit [holtfarmersmarket.org](http://holtfarmersmarket.org).

## MORE LOCAL EVENTS:

### August 2, 9, 16 – "Moonlight Movies":

FREE family movies at Veterans Memorial Gardens! Movies begin at 9 p.m. Hosted by the Holt Community Arts Council and Delhi Parks & Rec.

### August 23-24 – Holt Hometown Festival:

Wind up summer at our very own Hometown Festival. Visit [holtfestival.com](http://holtfestival.com) for schedule of events.

### September 11 – 9/11 Hero 5K run/walk:

6:30 p.m. For details, visit [http://www.runningfoundation.com/9-11Hero\\_Run.html](http://www.runningfoundation.com/9-11Hero_Run.html).





Steve Holmes, operations manager, Modern Builders Supply

# Modern Builders Supply expands to Delhi

Family-owned since its inception nearly 70 years ago, Modern Builders Supply is the leading distributor of building materials in the Midwest, with 28 distribution centers across six states. Now, MBS has come to Delhi Township.

MBS is a wholesale operation, selling only to licensed contractors. Its products serve “the cosmetic end” of the industry—things that go on or in the home once the framing is completed, said local operations manager Steve Holmes. These include siding, roofing, doors and windows, kitchens and baths, decking and other products by leading brand name manufacturers. MBS also manufactures its own high-quality line of windows and doors, Polaris, in Youngstown, Ohio.

Steve said the decision to expand here was a natural progression in the company’s growth. “We’ve been in Jackson for 20-plus years, and we had been gradually gaining more Lansing-area business for the past 10 or 11 years.” The time had come, he said, to add a location to better serve local contractors.

Supporting the local community is important to Modern Builders Supply. Although Steve is one of four veteran MBS employees who came from the Jackson store to manage the transition, the rest of the Lansing store staff is local, and MBS used as many local contractors as possible during the renovation.

**Modern Builders Supply is at 6121 Aurelius Road, Lansing, 394.7721, [modernbuilderssupply.com](http://modernbuilderssupply.com).**

# On Patrol in Our Town

On March 7, 1876, Alexander Graham Bell patented the telephone. Since then, it has evolved into something used not only to communicate with others, but to organize our daily lives.

The rapid advances in technology are certainly something to embrace, but at the same time, there are safeguards you should put in place to protect yourself and minimize inconvenience should something happen:

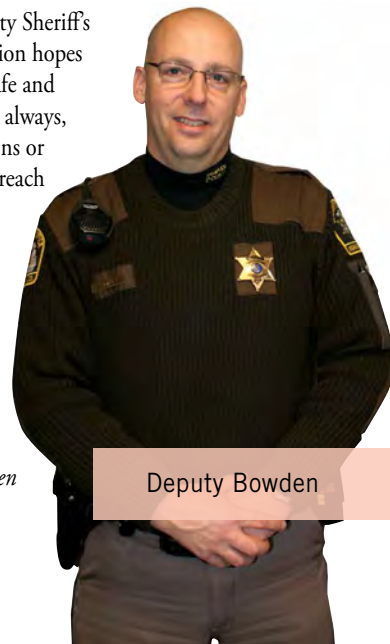
- Always upload the latest security updates when they become available for your smartphone. Your phone is basically a hand-held computer, and these help to address security vulnerabilities that are commonly exploited by hackers and cyber criminals.
- Do not log into accounts, particularly financial accounts, when using wi-fi hotspots or public internet. You have no way of knowing if the network is safe or has been compromised, allowing hackers and criminals access to your identity!
- Add security software to address and defend against malware attacks. Many of these programs can also locate a missing or stolen phone, will back up your data, and even remotely wipe all data from the phone if it is reported stolen.
- When not in use, lock your phone. Add a secure, unique PIN to your phone and don't share it with anyone. Be very conscious of where you place your phone when in public.
- Think carefully before you click, download, open, or forward information. Just because someone you know sends you a link or shares an application, that doesn't make it safe. If you are unsure about a text with a link or attachment, contact the person who sent it or research the company name on the web first. Identifying complaints, scams and malware associated with a particular company or link will save you headaches in the long run.
- Finally, back up your phone's information. How many of you have memorized your family

members' and friends' phone numbers? For many of us, the only source for this contact information is contained in our phone, which makes it particularly painful in the event of theft or loss.

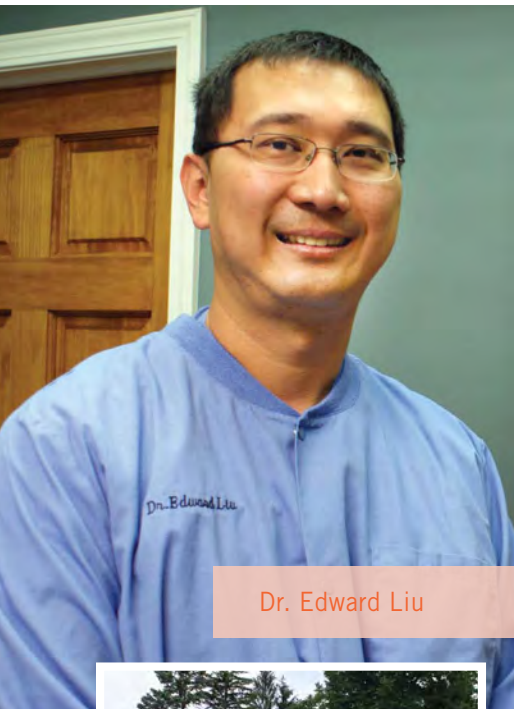
The Ingham County Sheriff's Office Delhi Division hopes you are having a safe and happy summer! As always, if you have questions or concerns, you can reach the Delhi officers at 517-694-0045. Suspicious persons or activities can be reported by dialing 911.

Stay safe out there.

*Deputy Kelly Bowden*



Deputy Bowden



Dr. Edward Liu



## Expertise, technology and caring: Dr. Edward Liu, Family Dentistry

Dr. Edward Liu wants his patients to smile. Not only because of the work he's done, but because of the way they are treated at his practice, right from the beginning.

"Our patients are treated with respect and dignity," said Dr. Liu. "We don't treat the tooth. We treat the patient behind the tooth."

Dr. Liu understands that dental imperfections can adversely affect many areas of a patient's life—from limiting the foods they can eat to making them reluctant to smile. His goal is to restore patients to dental health and give them back their smiles. "We're proud of the results we've achieved with smile design and other cosmetic and restorative dentistry services," he said.

Dr. Liu received his doctorate of dental surgery from the University of Michigan School of Dentistry in 2000. He joined Dr. Tatrow's Holt practice in 2001,

and purchased the practice upon Dr. Tatrow's retirement six months later. Dr. Liu practices general dentistry with particular expertise in sedation dentistry and the sub-specialty of dental implants.

Among the many distinctions Dr. Liu has earned is Mastership of the Academy of General Dentistry (MAGD), held by only one percent of all general dentists. This required an additional 600 hours of continuing education following completion of his fellowship—a total of 1,600 hours of continuing education credits.

Dr. Liu employs a staff of five and is grateful to the Holt community for its support.

He and his wife, an internal medicine physician, have two children in grade school, and all are avid Spartan fans.

*Edward Liu, DDS, is at 2123 Aurelius Road, 699.2985, [dredwardliu.com](http://dredwardliu.com).*

# MPT expansion will create 39 jobs in Delhi Township



A planned \$7.3 million expansion of MPT Lansing, LLC, a division of worldwide automotive supplier Magna International, Inc., will add an assembly line to its current facility—and create 39 jobs.

“This investment will allow them to develop and build a new assembly line for the manufacture of automotive drive train products,” said Tracy Miller, Delhi Township community development director. In a memo to Delhi Township officials, Magna, Inc., said that the investment will allow it to diversify its product expertise and customer base, and enhance its ability to remain a stable employer in the area in the future. The company is expected to make the investment in Delhi over the next two years.

Magna International is a Tier One automotive supplier based in Canada. MPT, Magna’s Delhi Township division, currently employs 132 at its 100,000 square foot facility.

**MPT Lansing is at 3140 Spanish Oak Drive, Lansing, 517.316.1068.**

## Where are they now?

**OURTOWN** Delhi DDA business update



Pictured left to right:  
Bill Soule, Darrin Bennett and  
Cathy Rendón



## LumberTown/ Pageant Homes

LumberTown/Pageant Homes has survived “big box store” competition and the devastating slowdown of the housing market. In fact, as a division of one of the oldest family-run businesses in Michigan (Legg Lumber, 125-plus years), LumberTown/Pageant Homes has survived a whole lot more as well. And it’s still going strong.

LumberTown is a retail lumber operation, primarily serving remodelers and small builders. The Pageant Homes side sells custom-designed, precision-assembled panelized homes to individuals and builders.

As general manager Bruce Korstange pointed out when Our Town first profiled the business years ago, both sides of the operation set themselves apart from the chain stores through customer focus, quality materials, convenient location and specialized services. Once people realize that the cost difference on a project is negligible and the service markedly better, Korstange said, the choice is easy.

That hasn’t changed, said Rodger Enos, LumberTown sales manager. The company still prides itself on offering quality products and top-notch service from experienced employees. It’s a difference customers appreciate, Enos said.

**LumberTown is at 4000 Holt Road, 517.694.0431.**

# OURTOWN

2045 North Cedar Street  
Holt, MI 48842

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## 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](http://www.DelhiDDA.com).

**To contact us:** Howard Haas, Executive Director  
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[Howard.Haas@delhitownship.com](mailto:Howard.Haas@delhitownship.com)

## THE DDA BOARD MEMBERS:

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