



# Reporter

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## Celebrating Manufacturing And Busting Myths

On November 8, Delta County K-12 students and parents attended Industry After Hours at VanAire to learn more about the high tech, high skilled, action packed manufacturing jobs that are available locally. Over 276 participants were treated to a fun, entertaining and informative event that exceeded expectations and inspired a future generation of manufacturers.

After a Safety Discussion, CEO Steve Soderman gave an overview of VanAire. Working with most valve and actuator companies in North America, VanAire's hardware connects industrial valves to pneumatic or electric actuators. Valve Automation Hardware is used in numerous industries such as chemical processing, wastewater, oil and gas, and pulp and paper - anywhere there's a pipeline. VanAire has product on all seven continents. Thousands of their products are in use at Verso and you can find them in Lambeau Field and even the fountains at the Bellagio in Las Vegas.

VanAire's other core product line is Environmental Solutions. This department engineers and manufactures Dissolved Air Flootation Systems (DAFS) that use a mechanical process where microscopic air bubbles attach to impurities in wastewater. Companies can then sell or recycle the recovered by-product. Not only is VanAire known for rugged and reliable pretreatment systems, but these DAFS help solve environmental issues for companies in industries like food processing, dairy and municipal pre-treatment systems. Customers served include McDonalds, Sara Lee, Jimmy Dean and Ballpark Franks to name a few.

5 manufacturing myths, along with pumpkins, were busted by the dynamic VanAire team of Steve Soderman and Tony Lambert.

**Manufacturing Misconception 1:** There isn't stability or growth opportunity in manufacturing. The fact is



manufacturing makes up over 9% of all the jobs in America. Michigan's District 1, which encompasses the U.P. Region and 16 counties of Northern Michigan, has 25,000 manufacturing jobs according to Economic Policy Institute. Manufacturing workforce tenure is 43% higher than non-manufacturing. Manufacturers offer training and welcome team members who want to move up within the company.

**Manufacturing Misconception #2:** Manufacturing jobs are low skill and low-paying,

Nothing could be further from the truth. Science, Technology, Engineering and Mathematics (STEM) are all critical elements to operate machines, inspect parts and maximize efficiency. 2016 wages and salaries in manufacturing are 16% higher than service-providing sectors, according to the U.S. Department of Labor. That same year, manufacturers provided 65% more in benefits per hour than employers in the service industry.

**Manufacturing Misconception #3:** Manufacturing Jobs are "dirty jobs." There are jobs where you will get your hands dirty, there are jobs that you will not. Engineering and design, business

management, customer service, sales, maintenance, CNC operation, paint application are just a view of the broad and diverse careers that are available. Manufacturers strive to provide a safe, clean and organized environment for employees.

**Manufacturing Misconception #4:** Operating machine tools is a mindless, boring and repetitive job. Manufacturing team members are called upon every day to make accurate decisions, quickly resolve issues and work with others to efficiently get the right product to the right customers at the right time.

**Manufacturing Misconception #5:** U.S. can't compete in a global market. American manufacturing contributes \$2.2 trillion of economic value to the U.S. On its own, it would be the 7th largest economy in the world, beating out entire countries like India, Brazil and Canada. America beats out global competition with innovation, technology and high productivity. It takes 6 workers in China to produce the same amount as one worker in the U.S. "Reshoring" is a real phenomenon. Companies are bringing work back to America due to hidden costs, late shipments, poor quality and poor communication.

An education tour was setup where VanAire employees demonstrated the latest manufacturing technology in action including a Laser Burning Table, Robotic Welder, Computer Numerical Control (CNC) Machines, Engineering and CAD positions along with Information Technology, Sales and Marketing.

The evening was a tremendous success with food, fun and learning. Social media feedback from the students, parents, teachers, counselors and administrators in attendance was very positive. "Congrats on a successful night!!! looks like this should be an annual learning event!!!" "So much fun tonight at VanAire! Tony, you're awesome with those kids!" "That was an amazing event, You guys did a fantastic job of making it fun, informative, and interesting for all ages. Sincerely appreciate the time, energy, and effort that you all put into this." "Just want to say thank you to VanAire and their awesome staff for showing us Industry After Hours! Wonderful information about manufacturing, fun time for the kids and a great asset to the great UP. The tour was very informative and all the staff were very professional Thank you again!! Great job." "Seriously the best open house we've been to, my son has his CAD degree, I may even have him switch out jobs!" "Glad it went well! Such an awesome thing to do for the community. The UP is blessed with some awesome companies." Sincere thanks and gratitude to VanAire for sponsoring an amazing community event.

Throughout the year the Delta Schoolcraft Intermediate School District, Michigan Works! Upward Talent Council and the Delta County Manufacturing Alliance will be celebrating manufacturing in our community. Additional events planned include more Industry After Hours, Manufacturing Education Externships and Freshman and Sophomore Talent Tours.

## Bringing Chicago Style to the Sault

by Alexander Robinson

As many have seen and heard another pizza place is come to the area. For some, this is exciting for others it leaves the question, "Really? Another pizza place?" According to the business owner, Justin Fisher, this isn't just any pizza shop in the Sault, this is special. His goal is to bring genuine Chicago Style pizza to the north with a locally owned business, using locally sourced goods and products.

Though his business hadn't even broke ground yet, the concept had many people excited and started a great social media following locally. People were talking before a location has been picked, people were excited. Through the help of Josh Billington at the SBDC and Justin Knepper at the DDA, North of Chicago Pizza has been able to go from a concept to the real deal.

Justin plans to bring not only the traditional, or more commonly known Chicago Deep-Dish Style but also hand tossed, and it doesn't just stop with

# NORTH OF CHICAGO PIZZA



pizza, sandwiches, pasta, and salads are just some of the planned dishes for North of Chicago Pizza. Two sandwiches in particular are the cornerstone

of North of Chicago Pizza, the Italian beef and the cudighi to bring a traditional and local style to the sandwich offerings. With those products, Justin will also be offering delivery services, curb-side pickup, and online ordering. He will also be working with the Laker Discount program for LSSU students and joining in on the USCG Vinyl Program, like many businesses in the area!

On the economic side of things, North of Chicago Pizza will start by looking to hire about 10 people and will join the approximately six other pizza places in the Sault, and as said previously, the goal is to bring something that is not in the area yet and bring a locally owned and locally sourced business to the Sault. You can be the judge on whether it truly is something special when they open, tentatively in late October. Follow them on Facebook, and Instagram @NorthofChicagoPizza and on Twitter @NorthofChicago. Also check them out on their website at northofchicagopizza.com.

## Michigan Works! presents Business of the Year Award

The Dickinson Area Chamber Alliance hosted its fourth Annual Member Appreciation Awards and Dinner at Pine Grove Country Club. Some of the highlights of the evening included: Networking with area businesses, Year in Review video showing photos of member businesses participating in events throughout the year, and the awards presentation.

Michigan Works! was recognized as the underwriter for the Business of the Year Award which was presented to CCI Systems and was accepted by Evan Rice, Sr. Director of Information & Analysis Services. The 2017 Award Plaque was made special by the Florence High School Technical Education Department and FAB Lab (fabrication laboratory).

For more than 60 years, CCI Systems has delivered across the network solutions for all kinds of communication networks, serving clients across the country and is headquartered in Iron Mountain, Michigan. CCI Systems is owned by its employees and proudly maintains its tradition of excellence. CCI Systems employs over 500 across the country with over 385 employees



in Dickinson County. CCI Systems is very active in giving back to its community through volunteer hours, employee campaigns and company sponsorships.

CCI Systems offers a unique on-site training of technical skills which leads to opportunities for advancement within the company career ladder along

with increased wages and skill sets. CCI Systems has been an integral partner in Dickinson County and surrounding areas and provides an excellent work environment.

CCI Systems works closely with the Michigan Works! Team on recruiting efforts, job postings, job fairs, and

the State of Michigan's Skilled Trades Training Fund. Michigan Works! also has working relationships with the local school districts and offers Talent Tours to students to encourage those entering the workforce the opportunities available at CCI Systems and other local businesses.

## Smith Sanitation

Smith Sanitation has been a family owned and operated business for over 50 years. They have a reputation for going the extra step for their customers and also for being the most reliable and timely disposal and recycling company in the E.U.P. Smith Sanitation is currently the only locally owned and operated garbage removal company in the area.

About 50 years ago Bud Smith decided to start a trash removal route for a second job. He passed this onto his son, who then passed it on to his son. They are now in the 3rd generation of a family-owned business serving the E.U.P. Roughly 5 years ago, Smith Sanitation decided to expand territories and services. In that time they have progressed from about 500 customers and 1 truck to about 10,000 customers, 13 trucks, and approximately 500 dumpsters. They have done this by blowing the doors off competitors with better customer relations, great employees, and a lot of hard work.

Blue Waters Recycling & Transfer Station is a 40,000 sq.ft. building that specializes in construction material re-



cycling. To provide another service for their customers they have now added onsite shredding service. Now customers can get all their trash, recycling, and confidential paper shredding needs provided through one company. They are also accepting all presorted household recyclables and household waste. Smith Sanitation will continue to strive for excellence and innovative ways to serve our customers and keep the tradition going.

Smith Sanitation is located at 3239 West M-28 Brimley, MI. [info@smith-sanitation-bluewaters.com](mailto:info@smith-sanitation-bluewaters.com)

Phone: 906-635-3380 Fax: 906-635-3389 Hours: Mon.-Fri. 8am to 5pm & May - Oct. Saturdays 9-Noon

## Township of Franklin Houghton County, Michigan

Established October 19, 1863

**“Preserve the Past for the Future”**

Franklin became a township on October 19, 1863. Its roots can be found amongst the mining heritage that is the Copper Country. Its quaint communities erected to house the flood of immigrants who were looking for a better life for themselves and their children.

Franklin Township is home to some of the most iconic images making up our region. The Quincy mine hoist majestically sits atop Quincy Hill, beckoning to visitors and locals alike to come and explore her tunnels, experiencing the depths and darkness that was everyday life for our founders, and the SISU that kept them going.

The Quincy Smelter can be found along the waterfront bordering its founding community of Ripley. This multi-acre complex sits quietly, its 150 foot smoke stack reaching up into the sky. If you close your eyes and

listen you can almost hear the bustle of hundreds of workers, scurrying about, furnaces blazing, and the clang of ingots being readied for shipping.

Today, Franklin is an up-and-coming township, offering a “something for everyone” package. Its small neighborhoods are as individual as pearls on a string, each offering something a little different, reflecting the personalities of their inhabitants. Franklin also boast of large tracts of privately owned land. These neighbors prefer their quiet, open spaces, deeply wooded parcels or waterside living.

Franklin works hard to protect our property owners' natural freedoms and encourages the rugged individualism that created and built our community. We welcome new families to our neighborhoods and hope you find it as comfortable of a fit as we do.

## Delta Schoolcraft Intermediate School District Machining Class Tours VanAire



On Thursday, October 26th students from the Delta Schoolcraft Intermediate School District Machining class toured VanAire Incorporated in Gladstone, Michigan. The students were given an overview of what the company looks for in an employee and what makes an employee successful by Jodi Possi, Director of Human Resources and CEO Steve Soderman. Eric Miller, VP of Manufacturing, gave the students a tour of the production floor showing how the employees produce parts from raw material. Many skilled hands and minds are needed to produce a quality part.

VanAire has a number of product lines including Engineered Valve Automation Hardware (EVAH) which has been the core of VanAire since 1994. They strive to set the industry benchmark and, due to their Engineering, Manufacturing and Quality capabilities, have been recognized across North America as the primary go-to source of many leading valve and actuator companies. They also design and manufacture dissolved air flotation water treatment systems (DAF). They offer a full range of equipment and technical service solutions for DAF applications. They exclusively offer rectangular DAF clarifier designs, utilizing stainless steel and non-metallic construction for long,

trouble-free service. These systems are important to the environment and treat water in places such as food processing plants. Another part of the business, Gladstone Metals, designs and manufactures cement shoots.

At the Delta Schoolcraft Intermediate School District, Career technical education courses are offered to students utilizing the cluster concept. Students enroll in a specific course or program of courses. Basic skills required for a specific occupational area may be taught by rotating students through a series of related courses and a variety of instructors. The overall goal of the program is to prepare students for post-secondary education and/or to go directly into the work force. The faculty and leadership have set goals around career exploration and are working closely with Michigan Works! to plan and execute career exploration activities such as talent tours, job shadowing opportunities and bringing speakers into the classroom. The next planned event is a talent tour at the Delta County Airport featuring Textron Aviation.

If you have a business or would like to get involved in these efforts contact Holly Peoples at [hpeoples@isupward.org](mailto:hpeoples@isupward.org) or 906-280-2441.

## New Program for Small Businesses Launches in Upper Peninsula



The Michigan Small Business Development Center (SBDC) has launched Step UP Your Business, a program designed to assist entrepreneurs in starting and growing their businesses in communities impacted by the Empire Mine closure. This online training program is designed specifically for residents in an eight-county area of the Upper Peninsula including Marquette, Iron, Baraga, Alger, Ontonagon, Dickinson, Schoolcraft and Delta counties.

Step UP Your Business includes six no-cost online courses that are developed by business experts from the Michi-

gan SBDC. These online courses include: Starting a Business, Writing a Business Plan, Fundamentals of Small Business Marketing, Understanding Your Financial Position, Cyber Security Awareness for Small Businesses, and Grow Your Business with Government Contracting. These courses will equip individuals with tools to successfully start, launch, or grow their small business. Participants also have access to a no-cost business consultant to help them with their small business needs.

"The purpose of this program is to assist small businesses increase their

sales by going outside their normal comfort zone," said Laura Marohnic, Regional Director of the Upper Peninsula SBDC. "This will open up greater sales potential for our local small businesses and increase their sales influence to bring dollars into the Upper Peninsula of Michigan. We all can benefit from this program."

The Michigan SBDC received a \$100,000 grant from the U.S. Small Business Administration to provide targeted support to areas affected by the closure of the Empire Mine. The closure displaced 307 employees and resulted in an estimated \$48.4 million annual payroll loss and total annual economic impact of \$216 million. Former employees and local business owners have been affected by the closure. This program will provide new opportunities for Upper Peninsula residents interested in entrepreneurship.

"We are very excited to see this federal grant awarded to Michigan," commented Keith Brophy, State Director of the Michigan SBDC. "It enables additional targeted support to our efforts to boost small business in this region of the Upper Peninsula. We know the area has great people, some very strong existing

small businesses, and great potential for new small businesses. The additional training and consulting programs will make a meaningful difference in propelling small business momentum."

The online program is currently open for registration and is available at no cost. If you are interested in signing up for the online course and accessing one-on-one business consulting through the Michigan SBDC, visit [www.SBDC-Michigan.org/StepUPYourBusiness](http://www.SBDC-Michigan.org/StepUPYourBusiness).

### About the Michigan SBDC

The Michigan Small Business Development Center provides counseling, business education, information based planning and technology commercialization services to Michigan's new business ventures, existing small businesses, growing businesses and innovators. The Michigan SBDC State Headquarters is located at the Grand Valley State University, Seidman College of Business in Grand Rapids, Michigan.

Entrepreneurs and small business owners may access the services of their nearest Michigan SBDC by calling 616.331.7480 or visiting [www.SBDC-Michigan.org](http://www.SBDC-Michigan.org).

## The Kiwanis Club of the Copper Country

The Kiwanis Club of the Copper Country was chartered on March 15, 1958. Kiwanis is part of an International Organization of volunteers whose primary focus is on the children in the community. Therefore everything the Kiwanis Club does is to benefit the children and families in the immediate area which includes Houghton, Keweenaw, and Baraga Counties.

One of the projects the Kiwanis Club participates in is the Reading is Fundamental (RIF) program. Since 1980, the Kiwanis Club has been handing out three books to every third grader in the Copper Country to encourage children to become more active in reading. One reason the Kiwanis Club participates in this event is because members have expressed that fewer things are more rewarding than seeing how excited the children are when they receive their very own books. It is also very special to the club members when a parent



remembers receiving their very own books from the Kiwanis Club and how their children are now receiving books from the club as well.

Every spring since 1992, the Kiwanis Club hosts the Family Fair. This is a completely free event for families of all ages and sizes. At this event families receive information from organizations around the Copper Country who are invited to attend. Along with information from these organizations, there are activities for people of all ages. Children

can exchange a ticket for a free book at the book table followed by these favorites: free helium filled balloons; live music; games; and a big crowd pleaser - cookie decorating.

The Kiwanis Club prides themselves on the sponsorship of the K-Family clubs, which include Circle K at MTU, Key Club at Houghton High School, and Builders Club at Houghton Middle School. These students have gone to their District and International conventions and have come back prepared

to put on a program to tell members how they interacted with clubs in their district and around the world. The leadership these students have shown and the ability to put on a presentation has allowed them to stand out above the rest. The Kiwanis Club believes these students have become a group of service minded youth in the Copper Country and hope they will become successful in life due to the experiences they have participated in during their time in the K-Family Clubs.

The Kiwanis Club also prides themselves on participating in many service projects throughout the year. These include ringing the bell for the Salvation Army, highway clean-up, handicap ramp building, Copper Dog crossing guards, and much more. Kiwanis meets on Wednesday's at 12:00 p.m. in the 3rd Floor Ballroom at The Bluffs where new members are always welcomed.

Contact us toll-free! 1-800-285-WORKS!

Catch us on the web! [www.upmichiganworks.org](http://www.upmichiganworks.org) or [www.sbdcmichigan.org](http://www.sbdcmichigan.org)



January 1, 2017 to December 31, 2017

County	Total Clients	Counseling Hours	Jobs Created	Jobs Retained	Started Business	Total Capital Formation
<i>U.P. Wide</i>	<i>680</i>	<i>3958</i>	<i>381</i>	<i>301</i>	<i>77</i>	<i>\$19,954,845</i>
<i>Alger</i>	<i>19</i>	<i>68</i>	<i>7</i>	<i>6</i>	<i>1</i>	<i>\$8,000</i>
<i>Baraga</i>	<i>24</i>	<i>250</i>	<i>9</i>	<i>49</i>	<i>4</i>	<i>\$165,000</i>
<i>Chippewa</i>	<i>142</i>	<i>815</i>	<i>82</i>	<i>48</i>	<i>25</i>	<i>\$4,540,039</i>
<i>Delta</i>	<i>89</i>	<i>548</i>	<i>86</i>	<i>69</i>	<i>12</i>	<i>\$1,677,949</i>
<i>Dickinson</i>	<i>26</i>	<i>108</i>	<i>27</i>	<i>1</i>	<i>2</i>	<i>\$370,000</i>
<i>Gogebic</i>	<i>21</i>	<i>115</i>	<i>16</i>	<i>0</i>	<i>3</i>	<i>\$335,500</i>
<i>Houghton</i>	<i>128</i>	<i>707</i>	<i>47</i>	<i>70</i>	<i>10</i>	<i>\$3,619,586</i>
<i>Iron</i>	<i>15</i>	<i>127</i>	<i>2</i>	<i>19</i>	<i>0</i>	<i>\$60,000</i>
<i>Keweenaw</i>	<i>17</i>	<i>335</i>	<i>18</i>	<i>11</i>	<i>1</i>	<i>\$2,510,000</i>
<i>Luce</i>	<i>9</i>	<i>41</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>\$0</i>
<i>Mackinac</i>	<i>30</i>	<i>132</i>	<i>8</i>	<i>0</i>	<i>4</i>	<i>\$423,500</i>
<i>Marquette</i>	<i>105</i>	<i>463</i>	<i>32</i>	<i>26</i>	<i>10</i>	<i>\$5,799,571</i>
<i>Menominee</i>	<i>29</i>	<i>130</i>	<i>11</i>	<i>0</i>	<i>4</i>	<i>\$54,500</i>
<i>Ontonagon</i>	<i>13</i>	<i>51</i>	<i>30</i>	<i>0</i>	<i>0</i>	<i>\$97,200</i>
<i>Schoolcraft</i>	<i>13</i>	<i>68</i>	<i>6</i>	<i>2</i>	<i>1</i>	<i>\$294,000</i>

## Yooptone Music open for Business in Marquette!

Congratulations to Marquette County residents, Jake Kuhlman and Jeff Krebs on the opening of their new music store in Marquette Yooptone Music!

Jeff and Jake are “Yoopers who Love Music!” open now in the Village Shopping Center at 1015 N 3rd Street in Marquette; Yooptone Music offers a variety of services and products ranging from instrumental purchases and rentals to one on one lessons.

“Expect the best in guitars, ukuleles, drums, banjos, kazoos (well too many instruments to list here ☐) as well as accessories, books, fun stuff, and more! “The owners confidentially state, “We are so excited to offer our community a music store that has been made by Yoopers and for Yoopers. And hopefully one that Yooper's trust. We expect to provide our community with the best in instruments, accessories, lessons,

repairs, rentals, and cudaghi (well not cudaghi)! Let's jam!”

Jeff and Jake worked with Accelerate UP and the Michigan Small Business Development Center during their planning phases. “It is a great satisfaction to see Jake and Jeff realize their dreams of entrepreneurship after witnessing the great amount of hard work and diligence they have put into Yooptone Music!” commented Alex Kofsky of Accelerate UP. “We appreciate and acknowledge the value every new business starting up, contributes to the economic vitality of the county of Marquette.”

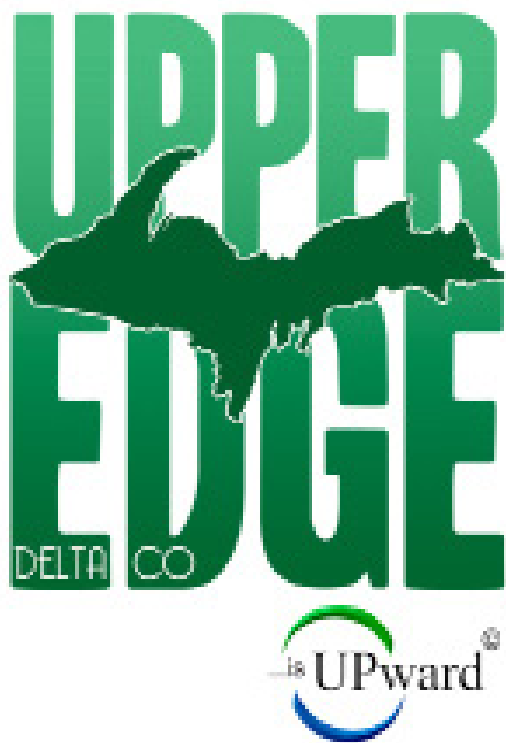
We encourage you to stop in at Yooptone Music and see what they have to offer, also feel free to visit them on facebook at: [www.facebook.com/yooptone](http://www.facebook.com/yooptone)



Contact us toll-free! 1-800-285-WORKS!

Catch us on the web! [www.upmichiganworks.org](http://www.upmichiganworks.org) or [www.sbdcmichigan.org](http://www.sbdcmichigan.org)

Attracting and retaining Delta County's young professionals since 2014.



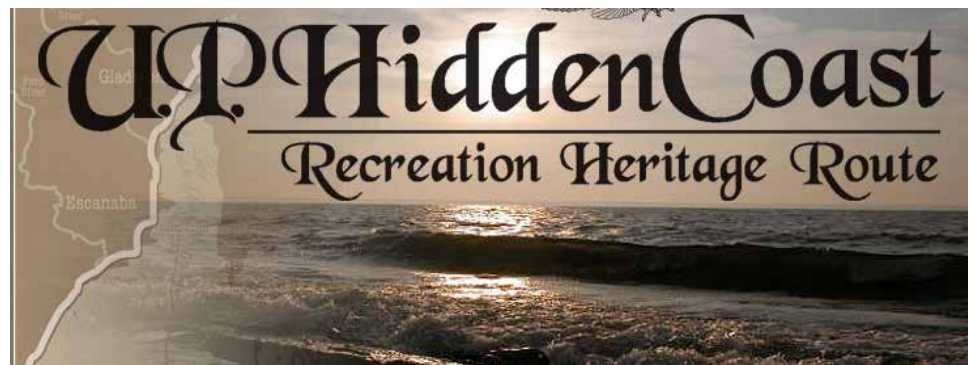
**DO YOU HAVE THE UPPER EDGE?**

Upper Edge is a non-profit organization in Delta County comprised of young individuals (age 18-45) from diverse backgrounds: insurance agents, bank employees, skilled laborers, small business owners, farmers, stay at home parents, and hair stylists. Just to name a few. We're looking for members who share our desire to meet people within the community, support local businesses and encourage others to appreciate what Delta County has to offer and help shape a thriving and vibrant future for the community!



[www.UpperEdgeDeltaCounty.org](http://www.UpperEdgeDeltaCounty.org)

Contact us toll-free! 1-800-285-WORKS!



Approaching its tenth anniversary of honorary distinction both locally and nationally as a significant byway with scenic, historical, and recreational virtues, the U.P. Hidden Coast Recreation Route runs from Menominee, the gateway to the Upper Peninsula, through to the northern city limits of Gladstone. Snaking along 64 miles along the western shoreline of Lake Michigan in the central Upper Peninsula of Michigan along M-35, it navigates between water and wilderness, forests, and links nine jurisdictions and several unique communities each rich in culture and heritage offering year-round opportunities for enjoyment. Because the route is best appreciated in person, activities for engagement and interaction along the route are always encouraged.

Here's a little trivia question: do you know what sport popularizes the following:

- Waltz Jump
- Salchow
- Toe Loop
- Lutz
- Axel

Ice Skating, of course! If these seem a little too advanced and gliding (or stumbling as the case may be) along the shimmering ice is more your speed,

you will be pleased to know that several communities located along the U.P. Hidden Coast, including Gladstone, Escanaba, and Wells Township, all offer ice skating as one of the many ways to experience, appreciate, and embrace winter recreation! This sport is low-cost, high reward with physical and community benefits and can make you feel like a kid again!

Hannahville Ice & Turf Complex (formally known as the Wells Sports Complex) behind 41 Lumber in Wells offers Open Skating in their state-of-the-art indoor ice arena on Friday and Saturday evenings from 6 p.m. to 8:30 p.m.

**Royce Park Ice Rink**

700 Block/South 19th Street in Escanaba

Weather Permitted M-F 5 p.m. to 8 p.m.; Saturday 1 p.m. to 8 p.m. and Sunday 1 p.m. to 5 p.m.

**Webster Park Ice Rink**

1300 Block/North 19th Street in Escanaba

Weather Permitted M-F 5 p.m. to 8 p.m.; Saturday 1 p.m. to 8 p.m. and Sunday 1 p.m. to 5 p.m.

City of Gladstone Ice Rink next to Jones School off 10th Street – weather permitted

Catch us on the web! [www.upmichiganworks.org](http://www.upmichiganworks.org) or [www.sbdcmichigan.org](http://www.sbdcmichigan.org)

# Economic Prosperity, Everyone Works.



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- Job Placement Services
- Job Seeker Readiness
- Skills Evaluations
- Training and Events

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Equal Opportunity Employer Michigan Relay Center (711)  
Auxiliary Aids & Services Available to Individuals with Disabilities Affiliated with the Talent Investment Agency, State of Michigan  
Supported by the State of Michigan A proud partner of the American Job Center Network 1-800-285-WORKS (9675)