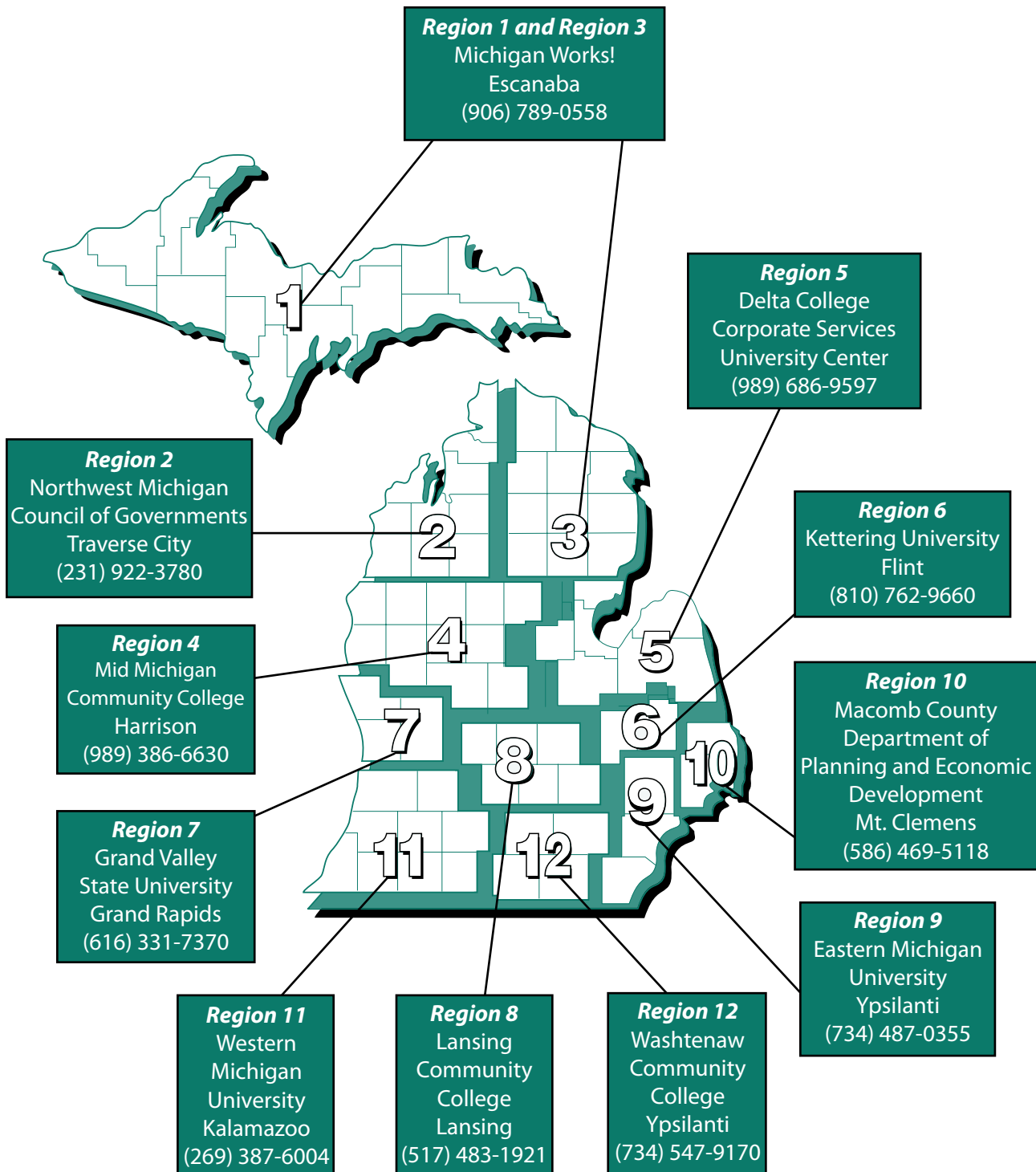


Regional Centers



REGION 11:
Maestro
eLearning



REGION 12:
Aubree's Pizzeria
and Tavern



REGION 1:
Big Powderhorn
Mountain Resort



REGION 10:
ASI Instruments Inc.



REGION 2:
Pine River Inc.



REGION 9:
Perry's Tents and Events;
Preferred Data Systems



REGION 8:
BioPhotonic
Solutions
Inc.



REGION 7:
Management
Business
Solutions Inc.



REGION 6:
I.N.C. Systems
Inc.



REGION 5:
Access Magnetics
LLC



REGION 3:
Premium Hydro
Solutions LLC



REGION 4:
Brenda's Harbor
Cafe



Every year, the MI-SBTDC honors **12** outstanding companies chosen from among the many great businesses consulted during the year. This year we had over **15,000** businesses to choose from and now, we are pleased to present these companies with our Best Small Business Award.

These businesses have demonstrated both economic success as well as a strong connection to their local communities.

In addition, each of these unique businesses benefited from their involvement with the MI-SBTDC and the many services we are able to offer.

Region 5

Counties Served: Arenac, Bay, Huron, Midland, Saginaw, Sanilac, and Tuscola

During 2009, Region 5 was instrumental in supporting small businesses through a variety of programs and initiatives. During Minority Business Month, regional staff participated in a live radio broadcast that included local, state and national small business resource providers. The staff also presented a seminar on Quality Controls as a part of the "Power of Quality Service" themed annual meeting of the Saginaw African American and Minority Business Association.

Regional staff participated in the development of a virtual retail incubator program for the Midland Downtown Development Authority, supporting efforts by making counseling and training services available to program applicants and existing businesses in the downtown business district. The Delta College regional center co-sponsored the "Michigan Franchise Opportunities Seminar – How to Be in Business for Yourself, Not By Yourself" in conjunction with staff from the local office of U.S. Senator Carl Levin. In addition, the consultants of Region 5 continue to represent small business in the Great Lakes Bay Region's efforts to strengthen alliances within the alternative energy related solar and wind technologies sectors.

SBTDC regional, Manufacturing Assistance Team and Growth Group representatives hosted an informational session with representatives from the Michigan Economic Development Corporation, Michigan Works! Business Services Team and host Delta College Corporate Services. Along with their clients, they shared collaborative efforts and provided new resources to partner agencies and clients.

Businesses served:	503
Startups served:	267
Attended Training:	1,155
Jobs Created:	159
Capital Formation:	\$12,601,700

Host Institution:



2009 Best Small Business



Company:
Access Magnetics LLC
Owner:
Brian Algar
Location:
Bay City
Website:
www.freedompetpass.com

Believing "Necessity is the Mother of Invention" is what drove Brian Algar to start Access Magnetics and create the Freedom Pet Pass, an energy efficient, high quality pet door solution for his family.

In June of 2006, Brian sought commercialization assistance from the SBTDC office at Delta College. Consultants Jim Rowley and Deb Wieland helped with the creation of a business plan and continued to support his work. When it became evident that marketing and sales were critical to and missing from the business, Brian brought his son Brad in to provide expertise and fill those roles. As a result, 2009 sales increased more than fifty percent over the previous year and two additional jobs were created. The Freedom Pet Pass product has

been endorsed by the Energy Federation and is now being exported to Europe and China. Access Magnetics outsources manufacturing to three local family owned businesses and all components are made in the USA.

www.misbtdc.org



Region 6

Counties Served: Genesee, Lapeer

A strong advocate for small businesses throughout the area, Region 6 supported regional economic development through participation in the monthly activities of the "e-TEAM." This partnership with the Genesee regional collaboration of entrepreneurial services providers included the delivery of an annual entrepreneurial conference and the creation of a new "coordinated services" program in which e-TEAM members jointly develop resources and an action plan for high potential clients, to be rolled out in 2010. The Region worked closely with Flint area community organizations that support development of local, small, and minority businesses, including the City of Flint Enterprise Community, Metro Housing Partnership and Jewish Family Services. Training and business plan assistance resulted in \$347,000 of Enterprise Community HUD funded loans as well as 16 business starts, 16 jobs and \$64,000 investment impact through the Metro Housing Partnership welfare reform initiative.

Region 6 expanded training programs to be delivered in both Genesee and Lapeer counties, as a means to assist more prepared, high capacity clients, as well as improving counseling effectiveness and use of budgeted counseling funds. Training programs included two sessions of the highly acclaimed Kauffman Foundation's FastTrac NewVenture course, which will be offered again in 2010. Region 6 assisted host Kettering University with the development and implementation of an "entrepreneurship across the curriculum" initiative. This cutting-edge, curriculum-embedded approach teaches students how to become innovators. The initiative was awarded "Best in Class" by the Kern Entrepreneurship Education Network.

Businesses Served:	436
Startups Served:	186
Attended Training:	932
Jobs Created:	247
Capital Formation:	\$11,801,874

Host Institution:



2009 Best Small Business



Company:
I.N.C. Systems Inc.
Owner:
Aaron Hamp
Location:
Flint
Website:
www.inc-systems.com

I.N.C. Systems, Inc. has been meeting a growing need for affordable IIT solutions for small businesses in the Flint region since 2004, with services that include hardware and software asset management, system monitoring, alerting and reporting, data backup, preventative maintenance, technical support, antivirus/antispymware, disaster recovery, and technology consulting.

I.N.C. Systems owner Aaron Hamp came to SBTDC for formalized planning assistance for his then 3-year old company. SBTDC assisted Hamp in evaluating his business, initiating strategic planning, focusing on financial management, clarify target markets, and refining customer service. Since 2007, Aaron Hamp made a commitment to improve his business, resulting in a gross profit increase from 2008 to 2009 by 16%. Despite, the downturned economy, he has improved the organization, along with operational and sales efficiency and performance.

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