

Midland SmartZoneSM launches



The Midland SmartZoneSM is a new program focused on accelerating economic growth within the community through strategic use of Midland's unique expertise in the chemical industry and understanding of the global chemical sector. Midland Tomorrow manages the Midland SmartZone, collaborating with Michigan Molecular Institute; North Coast Technology Investors, LP; MidMichigan Innovation Center; and other entities as needed to bring about growth and innovation.

Using a community-based approach, the Midland SmartZone consists of three sub-programs to grow and develop the industrial base and support high-technology companies:

- **Second-Stage Support/Economic Gardening** – established to provide smaller high-tech companies access to a suite of corporate-level services such as CEO leadership, strategy development, marketing intelligence, new business development and commercialization, supply chain consultation, financial performance, and cash flow management.
- **Soft Landing Zone for Foreign Direct Investment** – Midland has a distinct competitive advantage in international business – and, as home to The Dow Chemical Company and Dow Corning Corporation, is recognized as a global hub of the chemical industry and a destination of choice for advanced manufacturing companies. This program seeks to lower or eliminate foreign chemical and materials companies' barriers to launching a business in Midland.
- **Business Incubation and Acceleration** – established to support new-venture acceleration and incubation for high-tech companies.

The resulting economic development is expected to diversify Midland's employment base by bringing new entrants to the high-tech industry sectors, strengthening the job market for talent and growing the region's economy.

Want to learn more? Visit www.midlandtomorrow.org/MidlandSmartZone.aspx.

About Midland Tomorrow

For the past 50 years, Midland Tomorrow has been enhancing the quality of life for Midland County residents through retention and creation of quality jobs and diversification of the economic base.

As the county-wide economic development agency, Midland Tomorrow will work with you and connect you with the right resources to ensure conditions are met for your business to grow and thrive in Midland County.

Whether it be anything from developing ready-to-build industrial sites, resolving environmental issues, or developing business models or strategies, Midland Tomorrow should be top of mind.

We can confidently and confidentially assist your business.

Contact us today!

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MIDLAND ECONOMIC NEWS



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www.tourmidland.com!

MIDLAND TOMORROW

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Accelerating innovation: LMS transforms to Aptar Midland



Founded in 1985, Midland-based LMS – a division of AptarGroup, Inc. – is

now known as Aptar Midland as of early October. Under its new name, the company expects to build upon LMS's accomplishments and reputation.

Aptar Midland General Manager Brenda Chamulak said she believes the change will prove to be the next step in the company's success as a worldwide leader in elastomeric valve and seal manufacturing.

"This transformation allows us to leverage the strength of our global organization; expand into new markets; and broaden and accelerate the development of new, innovative products that meet changing consumer needs," Chamulak said.

Known as one of the top valve dispensing and flow control producers in the world, Aptar Midland has more than 25 years of experience in product design and testing in Midland and has produced and sold more than 25 billion valves and assemblies.

The company's utilization of proprietary technology – a system specifically designed to produce precise, high-quality silicone at a lower cost – has allowed it to successfully focus on the specialization of liquid silicone injection molding and thermoplastic assembly to produce multicomponent assemblies including valves, seals and other products.

Visit AptarGroup's website for more information at www.aptar.com.

Midland Tomorrow has the Midland SmartZoneSM poised for success with innovative, strategic partners

Under the management of Midland Tomorrow, the recently launched Midland SmartZoneSM (for details, see the article on the back cover) is supported by several partner entities: Michigan Molecular Institute; North Coast Technology Investors, LP; and MidMichigan Innovation Center.



Michigan Molecular Institute (MMI), a leader in the global chemistry industry, has a history of success in its specialty areas of focus. MMI has served as the launching pad for successful

businesses such as Dendritech, Impact Analytical, Oxazogen, Midland Information Technology Consortium (MITCON) and Eco Bio Plastics Midland.

MMI provides advanced contract research and development, industry problem-solving, and the preservation of ideas. As an R&D partner, MMI achieves its mission through work that is dynamic and versatile, reliable and adaptable, enthusiastic, and uncomplicated.

Visit MMI on the Web at www.mmi.org.



North Coast Technology Investors, LP, works with talented entrepreneurs who want

to build great companies. North Coast is committed to forging lasting partnerships, and the organization values honesty, integrity and fairness in its business relationships. North Coast focuses on fostering long-term, sustainable plans; creating rapid growth through access to capital; and being good partners.

Learn more at www.northcoastvc.com.



MidMichigan Innovation Center (MMIC) is a nonprofit organization created to develop start-ups and assist entrepreneurs in Michigan. Its mission is to connect

organizations, businesses and start-ups with the resources they need to create a healthy, vibrant economic environment in Michigan.

To learn more, visit MMIC's website at www.mmic.us.

Michigan Operations Industry Park: Accelerate your business success

Your Business Advantage



Locating your business in Midland puts you in touch with educated, highly experienced resources and the capabilities needed to excel in the technology, chemical and manufacturing sectors.

Powering Operations with Low-Cost Energy and Robust Utilities

- On-site robust dual power feed for operational continuity
- Industrial gases and distribution systems
- Midland Cogeneration Venture, America's largest natural-gas-fired electrical and steam energy-generating plant, with electrical capacity of 1,633 MW and steam capacity of 1.5 million pounds per hour
- Abundant water supply – 230 million GPD max
- State-of-the-art environmental waste management

Protecting Your Investments with Emergency Services and Security

- Emergency response planning and preparedness mobile command post
- Fire and ambulance services
- Site security planning and preparedness
- Site asset security, including risk-tiered security measures for site perimeter and building access
- Site emergency services and security equipment maintenance
- Midland is ranked as one of the top 100 safest cities in the USA

Gearing up Quickly with Quality Suppliers and Contractors

Immediate access to experienced low- and high-impact suppliers and contractors that understand and comply with EH&S regulations and standards required in the chemical industry. Examples:

- Steel and machinery fabricators
- General and electrical contractors
- Construction and project management contractors
- Engineering contractors: industrial, chemical and mechanical

Working with a Highly Trained and Educated Workforce

- Labor pool of more than 560,000 workers representing a 15-county region
- Higher-education opportunities accessible through local community colleges and universities
- Workforce training programs and pro-business municipal support for quick scale-up (e.g., Fast Start, a 13-week training program at Delta College to train chemical operators)
- Midland County has been ranked the No. 1 county in Michigan for patents filed per capita (258 per 100,000)
- More resident engineers and chemists than any other community in the nation on a per capita basis



Site Advantages

- No public site approval required
- Available land inside and outside the fence line – individual plots as large as 130 acres
- Warehouse space
- Reliable and responsive internal maintenance operations
- Strong infrastructure with reliable assets:
 - 37 miles of railway; two independent rail providers
 - 40 miles of road; truck loading and unloading facilities
 - 60 miles of pipeline for industrial gases and distribution systems
- Chemical distribution center
- Easy access to an elite team of R&D researchers and technologists
- Supply chain services
- Facilities management
- Logistics

Midland Cogeneration Venture – Michigan's Choice for Energy

With natural gas prices at near-historic lows and supply projected to remain strong in North America, Midland Cogeneration Venture is a low-cost energy provider conveniently located in Midland, ensuring that local industry remains competitive.

For more information, contact Midland Tomorrow Director of Attraction and Marketing Linda Hanlon at hanlon@midlandtomorrow.org.