

OUR TOWN



CRRP Dollars Work to Improve Delhi—for All of Us

When you notice a Delhi business that's sporting a new sign, a great-looking awning, a newly-repaved parking lot or even a total facelift, you may be seeing CRRP dollars at work.

Through the Commercial Rehabilitation Rebate Program (CRRP), the DDA offers matching grants to businesses within the district for renovations and exterior improvements. Eligible improvements up to \$100,000 of owner-paid costs may be reimbursed up to 50%, or \$50,000 per building. That is a significant incentive to the business owner—and, in the end, we all benefit from a better looking, better functioning and safer business district.

A total of \$241,414 in CRRP rebates were awarded in 2005, and the DDA estimates that in 2006 they will reach their budgeted amount of \$350,000. Businesses which have taken advantage of the CRRP so far this year include the Holt Shopping Center, Champions Sports Bar, Caring Animal Hospital, Delphi Creativity Center, and Mocha Mac's. The DDA is recommending a \$400,000 budget for next year.

If you want to find out more about the CRRP and other Delhi DDA programs, visit www.delhidda.com.

The Holt Community Pharmacy building as it appears today (above) and as it looked before rehabilitation (below).



VISIT OUR WEBSITE

The Delhi DDA website is designed as a tool to spotlight the advantages of living and working in Delhi Township.

If you own a business in Delhi Charter Township, you can add your business name, address, contact information and type of business to the "Doing Business in Holt/Delhi" section of the site. You also have the option of providing a link to your business's website. This offers you greater visibility to potential customers and others researching the area.

If you would like your business included, please e-mail Helen.Harrison@delhitownship.com



DEDICATED TO HELPING OUR COMMUNITY & ITS BUSINESSES GROW

A publication of the Delhi Charter Township Downtown Development Authority • www.DelhiDDA.com

Discount Glass and Screen of Holt

When Pat Pollack has a tough day at work, he can't blame the boss or his co-workers—he *is* the boss, and the sole employee. At Discount Glass and Screen of Holt, Pat does it all.

“All” is a lot more than the usual window and screen repairs. Pat also installs home mirrors, tabletops, double-paned glass, and screened-in porches—virtually anything having to do with residential glass and screens. Pat says no job is too small, and he'll take on “anything...one man can handle,” including some commercial installation when it can be done solo.

Pat chose Delhi Township for his business because his brother owned the original site the business occupied. The DDA later purchased that site, but helped Pat find his current location and assisted with moving costs. Although he lives in Grand Ledge, Pat says he really enjoys working in Holt and “wouldn't trade it.” He adds, “I've gotten to know lots of people around here,” which has been good for business. “90% of business here is repeat. I do get new clientele, but I think the majority of the people I've dealt with in the past come back because of the way they're treated.” Pat is proud to provide service that is not only good, but fast. “Almost everything I do is one day service, at the most, unless I have to special order it.”

Discount Glass & Screen of Holt, 2049 Cedar St., is open 8:30-5:00 Monday through Friday, and 9:00-noon on Saturday. All off-site work is handled outside these hours. Phone: 699-3030.



Owner Pat Pollack enjoys working in Holt and “Wouldn't trade it.”

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“Our Town” Celebrates Second Year



This issue of Our Town marks the DDA newsletter's two-year anniversary. Since the first issue was launched in September of 2004, we've spotlighted many local businesses and service organizations, shared success stories, and strived to provide a variety of information of interest to Delhi Township businesses and residents alike.

The idea of developing a newsletter came out of business interviews conducted by the Chesapeake Group as part of the market research done for the DDA three years ago. These interviews with business owners pointed to a need to create higher visibility for local businesses, and to enhance the connection between businesses and the community.

These are the goals of Our Town. By publishing this newsletter, we strive to share positive stories about Holt and the DDA area, and to introduce you to the people who work every day to make Delhi Township a great place to live and do business.

The DDA wants to make Our Town an informative and enjoyable publication. We are always interested in your feedback—whether you have an idea for a story or suggestions on how we might improve the newsletter. **Please contact Al McFadyen at the DDA at 517.699.3866, or al.mcfadyen@delhi-township.com, with any ideas or comments.**

The single largest source of revenue for local governments in Michigan outside of property taxes is state revenue sharing. Since state revenue sharing payments are based in large measure on population, communities with growing populations—like Delhi—are encouraged to undertake a mid-decade census.

The intent of the mid-decade census is to demonstrate that Delhi Township has grown by more than 10% since the last census in 2000. If this fact can be established, all Delhi taxpayers stand to benefit as the Township could gain more than \$100,000 per year in state revenue sharing payments. This increased revenue will be of particular interest to business concerns since it will enable the Township to maximize non-property tax revenue.

Training of the census takers (enumerators) took place on September 25 and the census began immediately thereafter. It is expected the census will be completed over an eight week period between September 25 and Thanksgiving. Enumerators will visit every household in the township in order to record the number of persons living in each household. The visit will take only a few minutes. In instances where residents are not available, a census form and postage-paid envelope will be provided. Enumerators will be identified with a Delhi Township safety vest and photo identification.

Everyone's cooperation is vital to the success of this program. Please contact the Delhi Township Office at 694-2137 if you have any questions about this census.

Mid-Decade Census May Mean Dollars for Delhi



The intent of the mid-decade census is to demonstrate that Delhi has grown by more than 10% since 2000.

TV Ads Will Promote Delhi Businesses

For the past two holiday seasons, the Delhi DDA has offered area businesses the opportunity to take advantage of a holiday television advertising package—with the DDA underwriting a portion of the cost. Thanks to great participation and favorable response by local businesses, the DDA is pleased to announce that the advertising package will be offered again this year.

The DDA evaluated proposals from each of the local TV stations in order to determine the package which offered the best overall value for Holt businesses and selected WILX-TV 10's proposal. As in the past, the commercials will showcase the Holt/Delhi area while also featuring two non-competing businesses. A TV 10 representative will present the package to the businesses, and will handle commercial production.

If you would like to receive further information about the cooperative advertising package, please contact Mindy Wise, WILX-TV 10 account executive, 517.393-0110.



Business is booming in our own back yard



There is an area in Delhi Township that even many Delhi residents don't realize is part of the Township. It's the area between Pine Tree, Jolly, and I-96 at Dunckel—and it's booming.

"This area is not readily identified as part of Delhi Township," says Al McFadyen, DDA executive director, "but it is one of our largest and fastest-growing business areas."

The DDA extended water and sewer to the area in the early 1990's to help create demand—and it worked. Growth in the past ten years has been dramatic. In 1996, the value for taxation purposes of all of the real estate within this area was \$ 7.4 million; in 2006, this same real estate was valued at \$ 24.6 million. While some of this is attributable to increases in value due to inflation, most of it is due to development.

The area is now roughly 70% built out.

Business owners repeatedly cite the ideal location—virtually at the crossroads of U.S. 127 and I-96 and with access to major in-town traffic arteries—as being a key factor in the decision to locate there. There are also flexible options available for existing office space, as well as the option to build.

McFadyen says, "It's a great area, with everything from medical suites to radio stations." Warehouse space, offices, light industrial, fast food, a

church, and Lansing Christian School have also located there.

For more information about available space or existing office sites, contact Dart Development Corporation, 888.327.8001, or TMN Builders, 517.332.0519

American Legion

Veterans Helping Veterans— and Community

Named to honor two Delhi men killed in action—World War I veteran John Buck and World War II veteran Charles Reasoner—the Buck-Reasoner Post 238 in Holt is the largest in Ingham County. Two great-grandsons of the Buck family are among the Post's 384 members, 75 percent of whom are Vietnam era or younger.

The American Legion assists veterans and their families in any way they can, from financial help to simply being there to listen. "The only way we'd go out of business is if there are no more veterans," says Post Adjutant Steve Rogers.

Despite their large membership, Post 238 considers itself "a mom-and-pop Post that does good things for the community." For almost two decades, the Post has donated money and time to the Holt Special Olympics. They also send students to the Boys and Girls State and Student Trooper School programs, and donate to the local police and fire departments to help fund community programs and purchase equipment. "We turned in enough 'Tabs for Tots' to have a \$2,500 piece of pediatric equipment donated to the Delhi Fire Department," Steve says.



Post 238, with help from VFW 3727, also planned and paid for the \$40,000 Veterans Monument in the Veterans Memorial Gardens. Post 238 will also honor a family request to assist in a veteran's funeral—from providing a rifle squad or pallbearers to playing Taps. "Community members know they can come to us to borrow wheelchairs, walkers, etc. They can also bring us their old flags for proper disposal," Steve adds.

Veterans' family members are involved in charitable ventures too. The American Legion Auxiliary collects clothing to donate to Eve's House, a shelter for abused women and children. The Auxiliary also conducts an essay contest, awarding a \$500 scholarship each year to a female Holt High School student. The Sons of the American Legion help with all the volunteer programs, and the American Legion Riders conduct fundraising and provide support to the vets and their families.

Each year the Post Commander is elected by the membership. This seat is currently held by Dale Cousineau.

Meetings are held the first Tuesday of each month at 7:00 p.m. For more information, call 699-2235.

Meet your DDA Board Members



Jane Olney

You already know some of the things the Delhi Township Downtown Development Authority does—and now you'll learn more about the people who make it all happen.

Jane is currently vice chairperson of the DDA Board, chairperson of the Marketing/Advertising Committee, and sits on the committee that is studying the farmers' market development. She was appointed to the DDA Board in July 2003 for a four-year term.

One of Jane's goals in serving on the Board is "to make Holt more business-friendly." She explains, "It's important to support Holt business people. Retention is important. And we need to make the Township more user-friendly. This is one of the reasons I agreed to serve." As part of that goal, Jane has also served on the sign ordinance committee, helping to make the sign ordinance more workable for township businesses.

Of her service on the DDA Board, Jane says, "I really enjoy it. Holt has a huge advantage and is an ideal location for business; nestled here between two major highways; with a railway that borders and runs through our tech/industrial park to the DDA area on Keller Road." She is very enthusiastic about working on the proactive procurement of new business, an initiative being launched this fall, and about improvements to Cedar Street that are either in the works or being studied. As Jane says, "We've got a lot going on here."

Jane is a native of Holt and a 6th generation resident of Delhi Township. She opened her Edward Jones office in Holt in 2000, and her youngest son, John Bush, recently joined her business as a broker. Previous to Edward Jones, Jane served as a vice president at Capital Area School Employees Credit Union where she worked for 28 years. Jane and her husband Larry reside in Holt.



Howard Brighton

Howard has served on the DDA's Board of Directors since 1999. He became interested in the DDA while serving on the Delhi Township Planning Commission. He felt he could contribute positively by acting as a voice for the people of the Township. Howard is a resident of the DDA district and maintains an open door policy. "Any resident can come to me with a concern or a suggestion and I will listen. My goal is to generate thought, not controversy."

Howard believes the DDA "plays a multi-functional role in community development." He sees reclaiming and rejuvenating blighted, contaminated or undesirable properties as an important DDA function. He points to the incentives provided to commercial building owners by the Commercial Rehabilitation Rebate Program and the DDA's support of various social, educational and recreational undertakings as further examples of this many faceted approach to economic development. Howard would like to see the DDA become more active in housing rehabilitation in the future since the DDA District includes a number of smaller, older residences.

Howard received his PhD in educational psychology and has a deep concern for the youth of this community. He and his wife of 58 years, Patricia, are career educators, with Howard retiring from M.S.U. as Regional Director of Lifelong Learning, and Patricia devoting 31 years to the Lansing Schools as counselor and consultant.

Holt Eye Care to Move to New Building



Dr. Brian Houser, co-owner of Holt Eye Care.



The move will afford the practice nearly 50 percent more space and enough exam rooms to enable all three doctors to see patients daily.

Holt Eye Care needs more space, and in early 2007 they'll have it. The practice will occupy 4,500 square feet of a new 6,000 square foot office facility being built in the Holt Plaza. When construction is complete, Dr. Brian Houser, his wife, Dr. Amy Cousineau, and Dr. Chris Kramer will move from their current location in the Courtyards. The move will afford the practice nearly 50 percent more space and enough exam rooms to enable all three doctors to see patients daily, instead of working in shifts as they currently do.

Holt Plaza owner DTN is building the new facility, which faces Aurelius Road with access through Holt Plaza.

Drs. Houser and Cousineau established Holt Eye Care approximately 4 years ago, and Dr. Kramer later joined the practice. They are all Holt residents with children in the Holt Public Schools. Holt Eye Care offers complete eye examinations, children's vision and eyewear packages, contact lenses (including special fits), custom eyewear and sunglasses, treatment for eye disease and emergency treatment.

Holt Eye Care is at 1995 N. Cedar, 699.3937.

Had there not been a cancellation in an MSU Men's Glee Club concert program in 1992, Paul Felch, Glenn Williams, Chuck Colby and Mark Stiles might have gone on being just four regular guys doing something else entirely. But in taking the stage that night, they took the first step to world-wide fame. Three Men and a Tenor has since performed nearly 2,500 shows—not bad for a group who says one of their first mission statements was “to see the world and have someone else pay for it.”

The group's goals include bringing younger and older generations together in wholesome family entertainment, and supporting music, music education, and the arts. Having performed in over 1,000 school assemblies for over a million students across America, Mark says, “We sing, we smile, we laugh and we get the kids involved. The goal is to make kids understand that they are in charge of their destinies.” This past spring, the group did a 14-day tour in Germany—their second since 2004—performing at U.S. military bases and for wounded soldiers at Landstuhl Hospital.

Mark Stiles moved to Holt with his family five years ago, and his wife Stacy (Gilliland) grew up here. Glenn Williams recently moved to the area, while Chuck Colby lives in Dexter and Paul Felch lives in Almont.

To check the group's availability and concert dates, visit www.threemenandatenor.com.

Three Men & A Tenor



LumberTown/Pageant Homes

LumberTown is a third generation, family-run company, with the second generation working right here in Holt.

The business has two parts—LumberTown is a retail lumber operation, primarily serving remodelers and small builders; Pageant Homes is a panelized residential and small commercial manufacturing operation, selling to builders and individuals in Michigan, northern Indiana and Ohio and some parts of Wisconsin. In addition to Holt, the company operates yards in Battle Creek, Albion, Coldwater, Allegan, and in Marion, Indiana.

How does competition from the “big box” stores affect the company? LumberTown/ Pageant Homes general manager Bruce Korstange says, “We’ve found a little different market to serve. Once people realize that a project is going to cost the same from either location, the service we can offer tends to offset other aspects of the big box.” They are proud of their customer focus, quality materials, location, the specialized services they provide, along with the experience their employees can offer customers.

LumberTown sales manager Rodger Enos says that while new construction is down across the state, their retail side is doing pretty well, thanks to good commercial and home remodeling business. “Installed sales” is an expanding LumberTown service that boosts business and customers appreciate. With this service, a customer can select a product and one of several licensed contractors on staff will install it. Everything is handled through LumberTown, so the customer gets quality work and the contractor is paid by LumberTown at the end of the job.

The company employs approximately 20 people, about half of whom live in Holt. Rodger is the president of the Holt-Dimondale School Business Alliance, and LumberTown is a long-time supporter of the Holt Public Schools. Both Roger and Bruce are Holt/South Lansing Rotarians, and Bruce is active with the Boy Scouts of America.

LumberTown took advantage of the DDA’s Commercial Rehabilitation Rebate Program when they re-sided the front of their facility several years ago. They are currently looking into new signage for next year and hope to use CRRP again.

**LumberTown is at 4000 Holt Road,
phone (517) 694-0431.**

The company employs approximately 20 people, about half of whom live in Holt.



THE D.D.A. BOARD MEMBERS:

Howard Brighton
 Kim Cosgrove,
Holt Schools Representative, Treasurer
 Ted Darbor, *Secretary*
 Stuart Goodrich, *Township Supervisor*
 C. Howard Haas, *Chairman*
 Nanette Miller
 Jane Olney, *Vice Chairman*
 Gary Smith, *Planning Commission Rep.*
 DiAnne Warfield

THE D.D.A. – 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 which make Delhi Township a desirable place to live and work. For more information, visit us at www.DelhiDDA.com.

To contact us: Al McFadyen, Executive Director
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 (517) 699-3866 or (517) 699-3867
 Al.McFadyen@delhitownship.com



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