

ann arbor area BUSINESS MONTHLY

Consumers Judge 2017 The Best Year Since 2000

Consumer confidence continued to slowly sink in December, with most of the decline among lower income households, according to the University of Michigan Surveys of Consumers.

The extent of the decline was minor, with the December figure just below the average for 2017 (95.9 versus 96.8), said U-M economist Richard Curtin, director of the surveys. Indeed, the average in 2017 was the highest since 2000, and only the long expansions of the 1960s and 1990s were significantly higher.

The strength was due to assessments of current economic conditions that were the second highest since 2000, offset by a slight increase in uncertainty about future prospects Curtin said. Overall, the data indicate that real personal consumption expenditures will expand by 2.6 percent in 2018.

“Tax reform was spontaneously mentioned by 29 percent of all consumers when they were asked about recent economic developments,” Curtin said. “There

was nearly an equal split between those that anticipated positive as negative impacts on their future economic prospects. Party affiliation was the dominant correlate of people’s assessments of the tax legislation, with the long-term economic outlook most negatively affected.

“Most consumers will know more about the revised tax code when the new paycheck withholding amounts take effect in early 2018. While the mostly small gains in take-home pay may not spark an uptick in optimism, those gains would act to dampen any renewed pessimism.”

Favorable Personal Finances

Consumers reported the most favorable assessments of their current finances in 17 years. In the December survey, and for 2017 as a whole, 50 percent of all consumers reported that their finances had improved.

Improved financial prospects for the year ahead was expected by 40 percent of all consumers

in December, and also equal to the average 2017 reading. This was only marginally below the yearly peak since 1960 of 43 percent recorded in 2000.

Consumers were somewhat more concerned about real income advances as they anticipated slightly lower income gains and a slightly higher inflation rate, Curtin said.

Continued Strength in Discretionary Purchases

The continued strength in buying plans for household durables has been due to more frequent price reductions which are expected to continue following the holidays, according to Curtin. The vehicle market has benefited equally from price discounts as well as low interest rates.





Swisher Commercial's 50th Anniversary

2018 marks Swisher Commercial's 50th anniversary. As part of the celebration, we'll be launching a new website to make connecting online easier and more enjoyable. We'd be honored by your visit and continued partnership in 2018. Keep an eye out for our 50th anniversary updates.

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Consumer Confidence (From page 1)

Home-buying conditions drew as many positive as negative references to prices, although higher prices will cause an increase in the supply of available homes for sale, Curtin said. Changes in tax laws are not expected to have much impact on the overall market, although it will have some negative impact on homes with large mortgages in locales with high tax rates.

Consumer Sentiment Index

The Consumer Sentiment Index was 95.9 in December 2017, down from 98.5 in November and last December 98.2. The Current Conditions Index was 113.8 in December, above last month's 113.5 and last year's 111.9. The Expectations Index

was 84.3 in December, down from 88.9 in November and 89.5 in last December's survey.

About the Survey

The Survey of Consumers is a rotating panel survey based on a nationally representative sample that gives each household in the coterminous U.S. an equal probability of being selected. Interviews are conducted through the month by telephone. The minimum monthly change required for significance at the 95-percent level in the Sentiment Index is 4.8 points; for Current and Expectations Index the minimum is 6 points.

Article by U-M News Services. ■

IRS Increases Standard Mileage Rates For 2018

The Internal Revenue Service (IRS) has released the 2018 optional standard mileage rates used to calculate the deductible costs of operating automobiles for business, medical, moving and charitable purposes.

Beginning January 1, 2018, the standard mileage rate has increased to 54.5 cents per mile for business travel and to 18 cents per mile for medical and moving uses. It will remain 14 cents per mile for charitable uses.

U.S. taxpayers and companies can deduct this new standard mileage rate amount on their 2018 tax return for recorded business miles in a personal vehicle. Taxpayers are still able to claim separate deductions for parking fees and tolls.

Information provided by Rehmann.





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U-M and MSU To Partner To Save Lives During “Mitten Matchup”

Since 2003, students, staff and alumni at Michigan State University and the University of Michigan have taken part in the “Face-Off Blood Challenge”, to help meet the needs of patients during the critical winter months. For the second straight year, both universities have turned the battle into a partnership called the “Mitten Matchup”, in hopes of collecting more than 2,000 pints of blood in January and February.

“Instead of competing to see which university can collect the most blood, the Mitten Matchup is a collaborative effort to help keep the blood supply strong,” said Todd Kulman, External Communications Manager with the Great Lakes and Southeastern Michigan Blood Services Regions. “Over the past 15 years, nearly 30,000 pints of blood have been collected during the six-week event.”

This Mitten Matchup comes as the Red Cross faces a winter blood shortage. Winter storms this month have forced many blood drives to cancel causing thousands of blood and platelet donations to go uncollected. Blood donations are urgently needed now so patients can continue to receive the lifesaving treatments

they need. Right now, blood products are being distributed to hospitals as fast as they are coming in.

The “Mitten Matchup” runs Jan.15 through Feb. 28 at various sites on the campus of Michigan State University. Everyone who comes to donate will receive a commemorative “Mitten Matchup” T-shirt, while supplies last.

For a complete list of Mitten Matchup donation opportunities, click the following link:

<https://www.redcrossblood.org/news/greatlakes/msu-u-m-partner-help-save-lives-during-%E2%80%9Cmitten-matchup%E2%80%9D>

How to donate blood

Simply download the American Red Cross Blood Donor App, visit redcrossblood.org and enter sponsor code: **msu** or call 1-800-RED CROSS (1-800-733-2767) to make an appointment or for more information. All blood types are needed to ensure a reliable supply for patients. A blood donor card or driver’s license or two other forms of identification are required at check-in. Individuals who are 17 years of age in most states (16 with parental

consent where allowed by state law), weigh at least 110 pounds and are in generally good health may be eligible to donate blood. High school students and other donors 18 years of age and younger also have to meet certain height and weight requirements.

Blood donors can now save time at their next donation by using RapidPass to complete their pre-donation reading and health history questionnaire online, on the day of their donation, prior to arriving at the blood drive. To get started and learn more, visit redcrossblood.org/RapidPass and follow the instructions on the site.

About the American Red Cross:

The American Red Cross shelters, feeds and provides emotional support to victims of disasters; supplies about 40 percent of the nation’s blood; teaches skills that save lives; provides international humanitarian aid; and supports military members and their families. The Red Cross is a not-for-profit organization that depends on volunteers and the generosity of the American public to perform its mission. For more information, please visit redcross.org.

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The Arts Alliance 21st Century Award Recognizing Creative Distinction

An addition has been made to the list of honorees to be recognized at THE pARTy! 2018. The Arts Alliance's board of directors announced Jermaine Dickerson is to receive its 21st Century – Tamara Real Emerging Leader Award 2018.

Dickerson, a 2016 graduate of Eastern Michigan University is a graphic designer who lives and owns a business, Jermaine Design & Illustration, in Ypsilanti. He is the founder of Hero

Nation, an organization that believes that everyone has a hero inside of them deserving to be celebrated.

Hero Nation's goal is to amplify the voices of marginalized and underrepresented people of all ages—including people of color, LGBTQ people, people with disabilities and women—through empowering and inclusive experiences with programming, workshops, tournaments, events and more. The first free and family-friendly comic-

convention Hero Nation-Ypsilanti was held in September.

The Tamara Real Emerging Leader Award is named for the late Tamara Real who served as The Arts Alliance's first executive director from 2002 to 2011. Among her many initiatives, she championed young leadership development. Real died on November 17, 2017 of ALS – amyotrophic lateral sclerosis. In her honor, the Emerging Leader Award is presented to an individual

or team with the promising potential to advance the arts, sciences and humanities in Washtenaw County for many years to come.

Dickerson will be honored at THE pARTy! 2018 which takes place at Melange Bistro in Ann Arbor on Monday, January 29, 2018. Festivities begin at 5:15 p.m. with a private reception for honorees and sponsors followed by THE pARTy! 2018 at 6:15 p.m. For more information call 734-213-2733 or info@a3arts.org

Sales Volume Up In 2017 Despite Decreased Inventory

The local 2017 housing market saw overall higher listing and selling prices compared to 2016, and fewer listings and sales, according to data released by the Ann Arbor Area Board of REALTORS®. Year-to-date, there were 7.5% fewer residential listings compared to 2016, and 3% fewer residential sales. However, the average residential listing price year-to-date rose 5.8% from 2016 and the average residential sales price rose 6.3% from \$285,108 in 2016 to \$303,087 in 2017. The rising sales prices reflected in December 2017, with an increase of 6.7% from an average of \$278,991 in December 2016 to \$297,785 in December 2017.

December 2017 saw a dip in residential listings and sales, but the total volume of sales overall for 2017 rose considerably. Residential listings for December 2017 were down 10.3% from December 2016, and residential sales were down 7.2% from December 2016. The total volume of residential sales year-to-date in 2017 was \$1,137,789,783, a 3% increase from the total volume of sales in 2016. Though inventory was down overall in 2017, 31% of listings sold above list price and 19% of listings sold at list price, accounting for the increase in sales volume.

Information provided by the Ann Arbor Area Board of REALTORS®.



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Michigan's Thriving Wine Industry Welcomed Eight New Producers of Michigan Wine

The Michigan Grape & Wine Industry Council (MGWIC) approved eight new producers of Michigan wine at their meeting in November. This brings the total number of Michigan wineries to 138.

To be eligible for promotion by the MGWIC, a winery must use majority Michigan fruit in their total production. In 2016, Michigan wineries produced more than 2.7 million gallons of wine and helped maintain 3,050 acres of wine grape vineyards.

“The Council, which meets quarterly, typically reviews the eligibility of two to four new wineries at each meeting. The fact that we had eight eligibility forms to review reinforces the continued growth of Michigan’s wine industry,” said Karel Bush, executive director of the Michigan Grape & Wine Industry Council.

Inclusion of these new wineries rides on the coattails of a recent economic impact study that determined Michigan’s wine industry to have a \$5.4



billion economic impact, including \$253 million in tourism spending in Michigan, \$1.8 billion in wages and \$854 million in annual taxes.

“Although a handful of our wine producers have been growing wine grapes here for decades, the number of wineries getting involved with this industry has skyrocketed in recent years,” said Bush. “There were only 49 producers of Michigan wine in 2007, which means the number of wineries has nearly tripled in the last 10 years.

“Michigan has a unique northern climate, which allows us to grow high-quality grapes,” Bush continued.

“Consumers and critics alike embrace the crisp, old-world style of wine that our grapes produce. We don’t see signs of slowed growth anytime soon.”

New wineries approved by the MGWIC:

- Chateau Aeronautique Winery, Onsted
- Detroit Vineyards, Detroit
- Glass Creek Winery, Hastings
- Moonrise Winery, Watervliet
- Owl Wineries, Roseville
- Red Top Winery, Baroda
- Sabrosa Sangria, Shelby Township

• Spare Key Winery, Charlevoix

More information about each winery and the full economic impact report can be viewed at www.michiganwines.com.

Founded in 1985, the Michigan Grape & Wine Industry Council is housed within the Michigan Department of Agriculture & Rural Development to provide for research, education and the promotion of the Michigan wine grape and wine industry, to stimulate economic development through value-added, sustainable agriculture. ■

U-M Startup May Mobility Blazes Toward Autonomous Fleet Market

While the Big Three automakers are still in the research and development phase, University of Michigan startup May Mobility already has tested its bright green-and-white driverless shuttles on public streets in downtown Detroit, and has ambitious plans for growth.

The company recently licensed five autonomous driving-related technologies from U-M that will help build out a fleet of autonomous public transit vehicles planned for business districts, corporate and college campuses, medical facilities and other communities across the country.

May Mobility has already attracted \$11.6 million in funding from private donors, along with local and Silicon Valley venture capital funds such as Maven, Tandem Capital and Trucks Venture Capital.

Edwin Olson, May Mobility's founder and CEO, is a U-M associate professor in computer science and engineering. Olson's co-founders are U-M alumni Alisyn Malek, chief operating officer, and Steve Vozar,

chief technology officer. Together, they've worked on autonomous vehicle projects with Ford, General Motors and Toyota.

"Getting our cars on public roads within our first months of operation couldn't have happened without this relationship with U-M," Olson said. "Our leadership in the autonomous vehicle space is driven by unique technology that gives us an advantage over our competition. It's a good demonstration of how academia and industry can work together."

Bryce Pilz, director of licensing at U-M Tech Transfer, said the average startup in Michigan takes over four years to raise its first \$500,000 in financing, but May Mobility raised a significant seed round essentially at inception.

"Outside of the life sciences, this is far and away the most successful startup we've had at the University of Michigan in raising that first round of funding so quickly," Pilz said. "That speaks a lot about Ed and his team."

May Mobility plans to double its staff of 15 in the coming year, with



Edwin Olson, May Mobility, Founder and CEO

openings in engineering (particularly robotics, software and systems engineering), custom development and operations. And Pilz said having these types of hot autonomous vehicle jobs in Ann Arbor instead of Silicon Valley is huge.

"The autonomous vehicle field marries two sectors—the auto sector that started here and the tech space that is perceived as being on the West Coast," he said. "Both hotbeds are competing to be the center of autonomous vehicle development. May

Mobility—using cutting-edge tech and tapping into the heritage of the auto industry—can create a lot of good jobs and attract people to Michigan."

Olson, former lead investigator on Ford's autonomous driving program and the co-director of autonomous driving at Toyota Research Institute, said that what sets May Mobility apart is that it's not trying to go after the entire transportation market like other big companies in the space.

"That's a great market, but we believe it could

May Mobility (From Page 7)

take five to 10 years for the technology to catch up,” Olson said. “We think that by starting with right-sized transportation in controlled environments, we can build a successful company, have vehicles on roads in the real world first, and turn on the spigot of data and operational knowledge that will help us improve our systems faster than the car companies still in R&D mode.”

Olson, on leave from his job at U-M is also director of the APRIL robotics lab, which stands for the five areas studied: autonomy, perception, robotics, interfaces and learning. The licensed intellectual property was developed in the APRIL lab.

May Mobility was named to follow APRIL on the calendar and also to connote a sense of happiness and new growth.

The licensed technology, in part, allows May Mobility to “extract higher-quality data out of the standard sensors everyone is using,” Vozar said. “We are grateful to have this IP so we can get to market faster.”

And that could put May Mobility in an enviable position.

“Every company is

working hard to show that autonomous technology is real by getting it to work on a single fleet of vehicles as proof,” said Malek, who was a GM engineer and worked at GM Ventures. Then the race begins to be the backbone of autonomous transportation and own the market. We hope the technology helps us to learn enough to own the next stage.”

Malek said the company would always use its technology as part of a fleet, targeting communities that understand how fleets of self-driving vehicles make short-distance travel safe, personal and effortless.

The company already has completed a pilot with Bedrock in Detroit running two shuttles for a week to take employees to parking areas. May Mobility is in discussions with the company on what comes next.

Olson’s goal is that “everyone rides May Mobility every day. We want to be a critical part of future transportation systems. Our vehicles can be safe, increase access and be convenient.”

Article from U-M News Services. ■

Total Market Vacancy Rate Is 7.2% For 2017

For the past 25 years, Swisher Commercial has provided the Ann Arbor business community with a Year-End Vacancy Report, surveying and analyzing the Ann Arbor Area Office and Flex real estate.

Swisher Commercial released the 2017 Year-End Vacancy Report on January 2. Swisher Commercial will be celebrating its 50th year anniversary in 2018 and are pleased to provide the community with real estate market analysis and opportunities.

Swisher surveyed 299 buildings of 5,000 square feet or larger, totaling over 12 million square feet. The report includes a breakdown of vacancy rates by sub-market and charts on 2017 as well as over the last 25 years.

Some of findings include:

- Flex vacancy rates have decreased from 6.5% to 4.6% in the past year
- Office vacancy rates decreased from 9.4% to 8.1% in the past year
 - The Downtown Office Area (DOA) vacancy moved from 2.1% to a slightly higher 3.6% due to an increase of 26,000 more square feet of vacant space
 - The North Office Area (NOA) vacancy rate decreased from 3.1% to 1.6%
 - The East Office Area (EOA) showed the most dramatic change of all areas, with a vacancy rate decrease from 16.6% to 9.7%.
 - The Clark-Golfside Medical (CGMA) Office Area vacancy rate decreased from 6.4% to 3.5%
 - The South Office Area (SOA) had a decrease in vacancy from 16.2% to 14.2%
- The South Flex Area (SFA) had its second consecutive vacancy rate decline, from 5.6% to 4.2%
- The West Flex Area (WFA) vacancy rate decreased from 10.6% to 6.2% this year

Swisher Commercial’s internal statistics show that the office space leasing demand in 2017 was about 6% stronger than 2016.

Swisher Commercial is a full-service, independent brokerage firm located in downtown Ann Arbor, specializing in commercial real estate: office, industrial, retail, multi-family, commercial/residential vacant land, development opportunities and investment properties.

If you would like to receive a copy of the complete study, please email info@swishercommercial.com or visit <http://www.swishercommercial.com/vacancy/report2017>.

Small Business and the Internet: by Mike Gould

Bit Coinage

Say, don't you remember, I'm your pal

Buddy, can you spare a dime? ...

E. Y. Harburg / Jay Gorney, 1930

Or as we would say today, "...Can you spare 0.0000007 Bitcoin?"

As of this writing, one Bitcoin equals \$14,590.00 US Dollars. Down from an all-time high earlier this month of ~\$20K, and up from 2010 when it was around \$.08.

All for a currency that doesn't really exist IRL (In Real Life) – no gold reserves backing it, no government involvement (other than taxation), no real regulation, and no, well, a lot of things. Just a bunch of ones and zeros on a network somewhere.

This time out, I'm going to cover the topic in a general sort of way, as a detailed explanation is beyond the scope and space I have here. At the end of the article is a list of good resources to help you get a better grip on things.

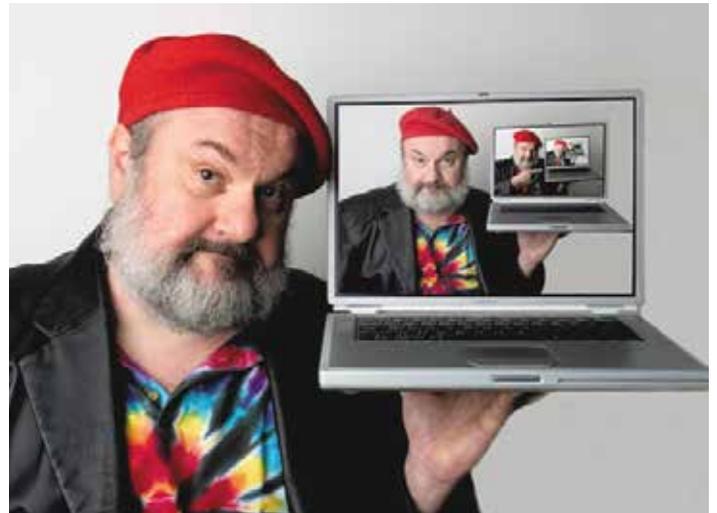
What It Is

That said, Bitcoin is a medium of exchange using what the media is inaccurately calling "cryptocurrency", a form of transferring assets that is created, maintained, and

tracked via computers. All regular currency transfers are currently encrypted; banks, governments, and eBay/Amazon/Etsy, et al, couldn't survive without crypto, so cryptocurrency is yet another bad popular name destined to embed itself in the current vocabulary. And since that's what everybody else is calling it, I will too. Or cryptobux, as that is faster to type. And Bitcoin isn't the only cryptobux out there – there's Ethereum, Ripple, Monero, and a bunch of others.

Working On A Blockchain Gang

Bitcoin works by encoding transactions into a bit of encoded software called a blockchain; this is analogous to a ledger. Moving coins around adds deposits and debits to this ledger that grows over time. The ledger is shared by all the computers involved, and can cause slowdowns as time goes on. The above is a gross oversimplification, check out the resources below if you're interested. I barely understand this myself, so don't feel bad if you are baffled. After all, do you understand the Federal Reserve system? I sure don't.



Money Doesn't Grow On Trees, and Bitcoin Is Mined

Bitcoins, like other cryptobux, begin life in a mine. Well, not a hole in the ground, but a computer generating a special code, which must conform to the specifications of an algorithm devised by the gnomes who set all this up, probably from a cave deep underneath a mountain in Switzerland. More deep dish voodoo I don't want to get into, but suffice it to say, there is money to be made creating bitcoins ("mining") by running special software on your computer. *If* you have a very, very, powerful computer, loaded with a lot of extra graphics processing cards, soaking up a lot of electricity.

And by a lot, the people making the most money are Chinese within range of some of the cheapest hydroelectric power on

Earth. They have banks upon banks of PCs hashing out algorithms, creating wealth that exists only on computer networks. You can convert this wealth to real money, of course, subject to taxation and other downers.

You store your coins in virtual wallets stored on servers, or your own computers, or just by writing down long strings of numbers on a piece of paper you store in a safe someplace. There is even a way of storing your coins encoded on your phone. Just make sure you have your passwords and such in a very secure place. There are stories on the web about people who bought 'coins ten years ago on a lark. They bought \$10 worth of coins that are worth millions today, but lost interest and forgot the passwords. There is this

Mike Gould

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Mike Gould

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one guy hiring hypnotists to regress him back to that fateful day.

Is This For You, Ms. Or Mr. Small Businessperson?

Well, not for this small bizguy. I don't have much in the way of investable discretionary money these days, and what I have I tend to invest in my business (buying laser diodes, mostly). I look at it like playing the market as a daytrader: if you understand the risks involved, are comfortable with the apps and processes involved, don't have more into it than you can afford to lose, and really enjoy moving money around, go for it.

If you are all the above and have geek tendencies, you are probably already into cryptobux and well on your way to your first million (or the poorhouse). Or maybe you have already invested thousands in fancy computer gear and are tripling your electrical bill as a miner. If so, I salute you. Good luck with that.

Brave New World

One thing this represents is a transfer of trust away from governments and into trusted, decentralized technology. Which is fine as long as the tech is working properly. Keep in mind that several large wallet providers have gone

bust, either through fraud, hacking, or mysterious disappearances. *Caveat Investor.*

But remember: cryptocurrency is very, very new, less than ten years old. Think about what telephones looked like at ten. Wave of the future? Nobody knows. But a lot of people are betting that it is.

There are now exchanges that track the price of Bitcoins, allowing people to bet on or short futures just like the stock market. On the other hand, repressive regimes around the world are starting to clamp down, refusing to give up control of central banking and international trading.

My nephew Daniel, an engineering student, is into this. I'm hoping he hits it big. Our family could use a millionaire.

Good primer:

<https://arstechnica.com/tech-policy/2017/12/how-bitcoin-works/>

Another:

<https://blockgeeks.com/guides/what-is-cryptocurrency/>

Tracking price:

<https://99bitcoins.com>

Mining:

<https://www.bitcoinmining.com>

Hacking:

<https://www.theverge>.

Arconic To Invest \$10 Million, Create 38 Jobs In Whitehall

Arconic, a global leader in lightweight metals engineering and manufacturing, plans to expand its operations in the city of Whitehall, the Michigan Economic Development Corporation (MEDC) announced recently.

The project is expected to generate a total capital investment of \$10 million and create 38 jobs, resulting in a \$400,000 Michigan Business Development Program performance-based grant from the Michigan Strategic Fund. Michigan was chosen over a competing site in multiple states.

“Arconic’s expansion here rather than in another state means good jobs for Michigan residents and underscores the strength of the state’s aerospace sector,” said Jeff Mason, CEO of MEDC, the state’s chief marketing and business attraction arm that administers programs and performs due diligence on behalf of the MSF.

“The decision by Arconic to invest in Whitehall offers further evidence our commitment to helping companies grow and generate new jobs for our residents,” said Mason

Arconic’s Whitehall facility is a leader in investment casting super-alloy airfoils for aero engines and industrial gas turbines. The company plans to invest in high-tech machinery and equipment at its facilities in Whitehall, a project that is expected to generate total investment of up to \$10 million and create 38 jobs over the next several years. The city of Whitehall is waiving permitting fees in support of the project.

The Michigan Economic Development Corporate is the state’s marketing arm and lead advocate for business development, job awareness and community development with the focus on growing Michigan’s economy. ■

Briefs:



Kozma

SmithGroupJJR, one of the nation's leading integrated design firms, has promoted Bill Ash, David Paul Johnson, Doug Kozma, Carolina Lopez, Roxanne Malek, Craig Passey and Jay Rambo to vice president.

Bill Ash, AIA, LEED AP, is promoted to vice president, continuing in the role of design principal. As design representative for SmithGroupJJR's Higher Education Practice, Ash has served as lead designer for significant projects such as the \$49.5 million, LEED Platinum S.J. Quinney College of Law at the University of Utah; and the \$33.5 million, 92,000-square-foot Lola & Rob Salazar Student Wellness Center at the University of Colorado Denver, now under construction and scheduled for completion in spring 2018.

Ash joined SmithGroupJJR in 1998 at its Los Angeles location and since 2013 has been based at the Detroit office.

David Paul Johnson, AIA, LEED AP, is promoted to vice president, continuing in the role of Higher Education Practice strategist. Johnson specializes in translating high-level, strategic drivers into design solutions that solve clients' biggest challenges.

At SmithGroupJJR, Johnson presently co-leads its Campus Forward program, an initiative to identify drivers and dimensions of change in higher education followed by the development of effective planning tools and concepts. Johnson joined SmithGroupJJR in 2005 as an architect, progressing to the roles of office director, science & technology studio leader, and planning and research director at the firm's Detroit office, where he is now based.

Doug Kozma, PLA, ASLA, promoted to vice president, is campus planning practice director and a registered landscape architect based at the firm's Ann Arbor office. Throughout his 21-year career with SmithGroupJJR, he has worked with a wide spectrum of college and university clients, including those representing public comprehensive, research, academic medical, and

private institutions of higher learning. Kozma is presently serving as lead planner on the Boston University framework plan, Kent State University campus master plan, and California State University, Chico, master plan. Other long-time clients for Kozma include The Pennsylvania State University, Indiana University and Arizona State University.

At SmithGroupJJR, Kozma is involved with several of the firm's strategic ventures, including the Higher Education Initiative, Campus Forward program, and Academic Medical Center Task Force. He is active professionally with the Society for College and University Planning North Central Region, where he has served as board member, conference chair, and local host.

Carolina Lopez, AIA, LEED AP, is promoted to vice president, continuing in her role as director of operations at the Chicago office. With 21 years in the architecture and engineering industry, her project experience encompasses some of the firm's most complex projects. This includes the \$95 million, 230,000-square-foot University of Illinois at Urbana-Champaign Electrical and Computer Engineering Building, for which she served as project manager. Chicago

area clients for Lopez include Loyola University and Argonne National Laboratory, both with which she's remained active in a project management role. Lopez started with SmithGroupJJR in 2000 at its Ann Arbor office, transitioning a few years later to its Detroit location, where she served as its project manager for the \$158 million renovation to the Detroit Institute of Arts and Madonna University's 64,000-square-foot Franciscan Center for Science and Media, Livonia, Michigan. In 2008 as part of a strategic move to grow the firm's Chicago office and add interdisciplinary services, she relocated and was promoted in 2010 to serve as its operations director.

Roxanne Malek, AIA, DBIA, LEED AP BD+C, promoted to vice president, continues in the role as Higher Education studio leader at the firm's San Francisco office. Her diverse project experience ranges from large-scale academic projects to complex science facilities for clients that include University of California San Francisco, Berkeley and Merced; Contra Costa Community College; and Stanford University.

(Continued Page 12)

Briefs:

SmithGroupJJR

(Continued)

Malek, a registered architect and member of SmithGroupJJR's Board of Directors, has been with the firm for 21 years.

Craig Passey, AIA, ACHA, is promoted to vice president, retaining his role of Health studio leader at the firm's Phoenix, Arizona office. A 23-year veteran of healthcare architecture and planning, his project experience spans across the entire care continuum – from birthing centers to hospice.

Passey, a registered architect, joined SmithGroupJJR in 2005 and has special expertise in the delivery of large scale complex projects and the planning of imaging, oncology, and ambulatory care facilities.

Jay Rambo, AIA, LEED AP, is promoted to vice president, continuing in the role of office director at the SmithGroupJJR's location in Dallas, a position he has held since 2010. Rambo is currently serving as the firm's principal-in-charge for the \$83 million, 206,000-square-foot University of Texas at Dallas Engineering Building, which when completed in August 2018 will house the university's rapidly growing mechanical engineering program. For Southern Methodist

Rambo, a registered architect with 20 years of experience, is a member of the American Institute of Architects' Dallas Large Firm Roundtable.

SmithGroupJJR is a nationally recognized, integrated design firm with more than 1,100 employees in 10 offices in the U.S and a presence in Shanghai, China. ■



Dukarski

Butzel Long attorney and shareholder **Jennifer Dukarski** has attained the distinction of the Institute of Electrical and Electronics Engineers (IEEE) Senior member status, the highest grade for which IEEE members can apply.

Dukarski focuses her practice at the intersection of technology and communications with an emphasis on emerging and disruptive issues: digital media, cybersecurity, infotainment, vehicle safety and connected and autonomous cars.

A self-titled "recovering engineer,"

Dukarski serves as Counsel to the OESA's Product Development Council and has spoken on First Amendment issues ranging from newsgathering in the digital age to the impact of the FBI iPhone strategy.

Butzel Long is one of the leading law firms in Michigan and the United States. It was founded in Detroit in 1854, and now has offices in Detroit, Bloomfield Hills, Lansing and Ann Arbor; New York, New York; and Washington, DC. As well as alliance offices in Beijing and Shanghai. ■

Polk and Associates, PLC announced recently that **Derek Chavis** has joined the firm to service their clients in the Ann Arbor area. Chavis comes with a wealth of experience within the tax industry, having spent the last six years between Bredernitz, Wagner & Co., P.C. and McKinley, Inc. where he provided a variety of tax services with a niche in Real Estate.

Chavis joins Polk and Associates, PLC as Tax Manager to provide tax services to companies in Southeastern Michigan.

Polk and Associates, PLC has offices in Ann Arbor, Bingham Farms and St. Clair Shores, and is a full-service CPA firm providing accounting, audit, tax and consulting services for closely held

businesses in Southeastern Michigan. Specialty areas of practice are Real Estate, Healthcare and Manufacturing. ■

Colliers International

announced the sale of a 125,000 square foot industrial and manufacturing space located on Berwyn Avenue in Redford.

Christian Hill, Vice President; Randy Book, Executive Vice President; and Patrich Jett, Vice President of Colliers International represented the seller, 4th Glendale Associates LLC in the sale.

The new owner and auto supplier Daimay North America, Inc. plan to immediately occupy their new space. This will be their third Redford location.

Colliers International Group Inc. is an industry leading global real estate services company with more than 16,000 professional operating in 66 countries. ■

Send your press releases to **ann arbor area BUSINESS MONTHLY** by the 25th of every month to appear in the next issue.

Email to either:

jan@jjadvpub.com
or
jim@jjadvpub.com

Briefs:



Stensrud

Yeo & Yeo CPAs & Business Consultants announced that **Tara Stensrud**, CPA, NSSA®, has been promoted to the position of principal. Thomas E. Hollerback, president and CEO made the announcement.

Stensrud recently transferred from the firm's Alma office to the Midland office. She has 11 years of public accounting experience and specializes in business consulting, financial reporting and tax issues, with a strong emphasis on the manufacturing and agriculture sectors. She also provides tax planning and preparation services for individuals and small and midsize businesses, and assists business in administering employee stock ownership plans. She is a member of the firm's Manufacturing Services Group and Tax Services Group. She is an active member of the Michigan

Manufacturers Association and the Central Michigan Manufacturers Association.

Stensrud is an Advanced Certified QuickBooks ProAdvisor. Founded in 1923, Yeo & Yeo is a leading accounting, audit, tax and business consulting firm through Michigan. ■



Youngstrom



Georges

David R. Youngstrom, CPA, and **Michael A. Georges**, CPA, have been elected to the Yeo & Yeo CPAs & Business Consultants board of directors effective January 1, announced Thomas E.

Hollerback, president and CEO. They will serve for a two-year term.

David R. Youngstrom, CPA, principal, is the firm's Assurance Service Line leader. He is responsible for all audits performed throughout Michigan, and provides audit services for school districts, government entities, and for-profit businesses. He is a frequent presenter on audit topics at statewide conferences and also provides various consulting services. He is a member of the firm's Government Services Group, the Education Services Group, and the Quality Assurance Committee. He has 22 years of public accounting experience.

Michael A. Georges, CPA, principal in the Ann Arbor office, joined Yeo & Yeo in 2014 and has 35 years of public accounting experience. He leads the firm's Nonprofit Services Group. His areas of expertise include audit services for nonprofit organizations, government entities and school districts as well as tax planning and preparation for individuals, small- and medium-size businesses, and nonprofit organizations. He is a member of the Michigan School Business Officials and the Southern Wayne County Chamber of Commerce.

Yeo & Yeo is a leading accounting, audit, tax and

business consulting firm throughout Michigan, founded in 1923. ■

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