




**CITY OF JONESVILLE  
LOCAL DEVELOPMENT FINANCE AUTHORITY  
MEETING AGENDA  
APRIL 17, 2019 - 7:45 A.M.  
CITY HALL**

- 1. CALL TO ORDER**
- 2. PRESENTATIONS AND RECOGNITIONS**
  - A. None
- 3. APPROVAL OF AGENDA**
- 4. APPROVAL OF MINUTES**
  - A. February 20, 2019
- 5. PUBLIC COMMENT**
- 6. NEW BUSINESS**
  - A. Appointment Recommendation
- 7. ONGOING BUSINESS**
  - A. Economic Development Partnership Report
  - B. Staff Updates
- 8. ROUNDTABLE DISCUSSION**
  - A. LDFA Board Member Organization Updates
- 9. OTHER BUSINESS**
- 10. ADJOURNMENT** – Next Meeting: June 19, 2019, 7:45 a.m.

**[Action Item]**



To: Jonesville LDFA Board  
From: Jeffrey M. Gray, City Manager   
Date: April 12, 2019  
Re: Manager Report and Recommendations – April 17, 2019 LDFA Meeting

**6. A. Appointment Recommendation**

**[Action Item]**

Staff has advertised for applications to fill the vacancy on the LDFA board that resulted from Gary Kies' resignation. Two applications have been received and are attached, including information on their background, experience and interest in the board. Loretta Blank is the current owner of K&K Tannery; Mike Gimenez is the owner of a commercial property on W. Chicago Street in the City and works in manufacturing in Jackson. The LDFA should consider action to recommend that City Council appoint one of the individuals to fill the vacancy on the board. *Please refer to the attached application materials from the two candidates.*

**7. A. Economic Development Partnership Report**

This item is reserved for and additional updates from Executive Director Sue Smith.

**7. B. Staff Updates**

This item is reserved for updates by staff regarding LDFA projects and other items of interest.

**8. A. LDFA Board Member Organization Updates**

This item reserved for updates from members of the Board to provide updates regarding their organizations and other activities of interest to the LDFA.

Correspondence:

- Economic Development Partnership of Hillsdale County re: organization investment

**City of Jonesville  
Local Development Finance Authority  
Minutes of February 20, 2019**

Present: Rick Schaerer, Alyssa Binkowski, Chellie Broesamle, Julie Games, Steve Harding, Jim Parker and Manager Jeff Gray

Absent: Gerry Arno, Kathy Schmitt and one vacancy.

Guests: Sue Smith (EDP)

Rick Schaerer called the meeting to order at 7:45 a.m.

A motion was made by Steve Harding and supported by Chellie Broesamle to approve the agenda as presented. All in favor. Absent: Gerry Arno and Kathy Schmitt. Motion carried.

A motion was made by Jim Parker and supported by Chellie Broesamle to approve the October 17, 2018 meeting minutes. All in favor. Absent: Gerry Arno and Kathy Schmitt. Motion carried.

Sue Smith, Executive Director of Economic Development Partnership, provided an EDP Report for February 2019. She summarized recent activities and services provided to the area.

A motion was made by Chellie Broesamle and supported by Julie Games to approve the 2019 Economic Development Partnership Investment in the amount of \$15,000.00. All in favor. Absent: Gerry Arno and Kathy Schmitt. Motion carried.

Manager Gray provided an update regarding circulation issues in the vicinity of Gaige Street, Reading Street and M-99. MDOT, along with Martinrea and EDP are addressing the current issues with that area.

A motion was made by Steve Harding and supported by Jim Parker to approve the 2019 LDFA meeting Calendar. All in favor. Absent: Gerry Arno and Kathy Schmitt. Motion carried.

Manager Gray provided updates to the LDFA.

LDFA members provided updates to the LDFA.

The next meeting is scheduled for Wednesday, April 17, 2019 at 7:45 a.m.

The meeting was adjourned by Chairperson Schaerer at 8:28 a.m.

Submitted by,

Cynthia D. Means  
Clerk

RECEIVED  
APR 11 2019

**JONESVILLE CITY BOARDS & COMMITTEE  
APPLICATION FOR APPOINTMENT**

BY: \_\_\_\_\_

Board or Committee to which appointment is desired. (If more than one, please list in order of preference.)

Loretta Blank +  
K+K Tannery & Fur Dressing, LLC

1. Name Loretta Blank 2. Occupation owner + operator

3. Employer KKT & FD, LLC 4. Email address KandKTannery@DMCIBB.net (Lower case on all)

5. Home Address 8900 W Chicago Rd Allen, MI 49227  
Street City Zip

6. Home Telephone 5173200851 7. Business Phone 517-849-9720

8. Length of residency in Jonesville 2003

9. List other community organizations/commissions that you are a member.

I also work for Tim + Sherri Groves @ CB + Assoc.  
Part of Education Committee on the Board of Realtors

10. Please indicate below the background or experience you have that will be of value if you are appointed. Also, indicate any reasons for desiring to serve on the requested board or committee.

(Please continue on reverse side if needed and be sure to sign and date. Please attach resume or other pertinent information if so desired.)

I have lived in Hillsdale County most of my life. Have worked in manufacturing as an operator and advancing as a Quality Engineer for more than 20 years of my work career. Found Real Estate is my passion. But, I'm driven to keep my parents family own business going. Training our son + niece how to

Date of Application

Signature

operate so it can go to the next generation as well.

PLEASE RETURN THIS APPLICATION TO: City of Jonesville  
265 E. Chicago Street  
Jonesville, MI 49250  
Phone: 517-849-2104  
Fax: 517-849-9037

4-10-19

Loretta Blank

**JONESVILLE CITY BOARDS & COMMITTEE  
APPLICATION FOR APPOINTMENT**

Board or Committee to which appointment is desired. (If more than one, please list in order of preference.)

Local Development Finance Authority (LDFA)

1. Name Mike Gimenez 2. Occupation VP Sales

3. Employer Alco Steel 4. Email address MGimenez@AlcoSteel.net

5. Home Address Waco Sweet Cove Jonesville, MI  
Street City Zip

6. Home Telephone N/A 7. Business Phone 517-425-3770

8. Length of residency in Jonesville 10 + yrs.

9. List other community organizations/commissions that you are a member.

None at this time.

10. Please indicate below the background or experience you have which will be of value if you are appointed. Also, indicate any reasons for desiring to serve on the requested board or committee.

(Please continue on reverse side if needed and be sure to sign and date. Please attach resume or other pertinent information if so desired.)

See Attached.

3/29/19  
Date of Application

[Signature]  
Signature

**PLEASE RETURN THIS APPLICATION TO:** City of Jonesville  
265 E. Chicago Street  
Jonesville, MI 49250  
Phone: 517-849-2104  
Fax: 517-849-9037

From: Mike Gimenez mgimenez1@comcast.net  
Subject: Mike Gimenez: LDFA Background, Experience  
Date: Apr 4, 2019 at 12:38:44 PM  
To: mgimenez1@comcast.net

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Date: March 29, 2019

Michael Gimenez  
6060 Sweet Clover Hills Drive  
Jonesville, MI 49250

Subject: LDFA Background, Experience

My wife (Melissa) and I have been tax paying residents of Jonesville for just over twenty years. We currently own a home in Sweet Clover Hills and a business located at 409 West Chicago. My son (Kyler) now grown owns a home in Jonesville and is an active paying tax resident. My daughter (Keagan) is attending Jackson college, studying computer science. Kegan was named the Youth Citizen of the year in 2017 and gives back to our community by founding and operating a program for kids named Kegan Kares. Melissa and I are extremely proud of Keagan for this accomplishment!

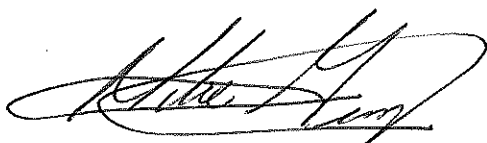
My background extends from manufacturing, engineering, management, sales and strategic business growth for the past twenty seven years. I started my career out at Jonesville Tool back in the 90's and moved into sales and executive management over my professional tenure. My scope or reach extends from local business owners in Hillsdale, Branch, Jackson and surrounding

counties. I have penetrated the manufacturing markets in the following states. Michigan, Indiana, Ohio, Illinois, Pennsylvania, North and South Carolina from a business consultant perspective for my past 19 years with the Alro Steel Corporation.

I believe with my connections in the manufacturing sector I could be a valuable asset to our local team, community and future (youth) of manufacturing. If we can attract the right companies to invest in our city we can bring solid paying jobs, which would have a positive impact on our housing, schools and local downtown development.

Thank you for your consideration and look forward to speaking with you in greater detail.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael L. Gimenez", written in a cursive style.

**Michael L. Gimenez**

Email: [mgimenez1@comcast.net](mailto:mgimenez1@comcast.net)

Mobile: [\(517\) 425-3770](tel:(517)425-3770)

**Organized, dedicated and, detail-oriented...** Analytical, strategic sales manager that promotes a creative, energetic work environment with the highest regard for professionalism. Extensive sales experience within the metal working markets. Possess the ability to remain composed under a wide range of situations. Maintains objectivity and empathy in all client relations, consistently providing the highest quality of customer service. Collaborative communicator continually focused on building relationships and promoting a positive atmosphere.

***Areas of Expertise include:***

- |                        |                               |                             |
|------------------------|-------------------------------|-----------------------------|
| ✓ Human Resources      | ✓ Communication Skills        | ✓ Sense of Urgency          |
| ✓ Business Development | ✓ Relationship Building       | ✓ Client & Vendor Relations |
| ✓ Team Driven          | ✓ Staff Training & Leadership | ✓ Problem Resolution        |

**EXPERIENCE & NOTABLE CONTRIBUTIONS**

**Alro Industrial Supply • Jackson, MI • July 2000-Present**

**DIRECTOR OF SALES (2010-PRESENT)**

**KEY ACCOMPLISHMENTS:**

Provided a supportive environment while overhauling our organizational chart to better service our sales team, as well as our growing customer base. Increased market saturation by developing a larger organic footprint with a more dynamic technical sales group, while monitoring daily program activity.

- Directly manage tens of millions of dollars in sales revenue, while reporting to the divisional President.
- Currently manage three Regional Sales Managers and 24 Territory Managers.
- Strategic management style to develop new trading markets and go to market strategies.
- Renovated our organizational chart to create Regional Sales Managers to ensure customer intimacy and to better understand our existing sales team, while creating internal head room for personal development.
- Created brand initiatives within our supplier portfolio to leverage relationships and discounts to secure increased bottom line profitability, long term.
- Created a good, better, best brand strategy with existing suppliers and private label brands.
- Cultivated seven figure corporate sales growth, YOY (year over year) in my tenure.
- Directed sales activities for Michigan, Illinois, Pennsylvania, Indiana, Ohio, North and South Carolina.
  - Hiring, Training, Coaching and monitoring the sales team.
  - Corporate, brand, supplier initiatives.
  - VMI programs, all while ensuring accordance of company policies and procedures.
- Lead a development team for our in-house proprietary vending solution.

**FIELD SALES ENGINEER (2000-2010)**

**KEY ACCOMPLISHMENTS:**

Provided first class sales and service in a friendly and supportive manner. Offered technical and consultative assistance to all of our customers. My goal was to be considered their "Trusted Advisor" at the end of the day.

- Cultivated sales territory from \$765k to over \$6.8m.
- Assisted in branch, divisional growth and profitability by securing large VMI program(s).
- Influential in a paradigm shift of core competency as a distributor from General Die Supplies to Metal Working Technical Distributorship.
- Promoted to technical manager in June of 2004 to October of 2010.



## EXPERIENCE & NOTABLE CONTRIBUTIONS

Jonesville Tool and Manufacturing • Jonesville, MI • 1992-2000

### OPERATION MANAGER (1998-2000)

#### KEY ACCOMPLISHMENTS:

Cared for the safety of our employees, the quality of our manufactured products and the long-term success of our organization.

- Committed to supplier relations, as they are vital in the long-term success of the business.
- Implemented point system, tiered skill level compensation and incentive plan.
- Accurately prepared and maintained documentation in accordance with department policy.
- Directly managed shift leaders, which directly touched seventy-five employees on three shifts.

### MANUFACTURING ENGINEER (1992-1998)

#### KEY ACCOMPLISHMENTS:

Directly responsible for continuous improvement, proactive cost saving initiatives through creative tooling concepts, workholding and programming. Enforced adherence to standards and policies for standardizing set-up sheets, tooling, fixturing and programming platforms.

- Team approach, launch new jobs, assist in fixture design, first piece inspection, tooling and programming.
- Decreased setup time, increased accuracy and first price inspection approval.
- Responsible for process improvements and continuous education for skilled operators.
- Fluent in gauging, tooling, G-code programming, poka-yoke and kaizen methods.
- Provided the highest quality of customer service by addressing all customer questions and concerns with a sense of urgency.

## EDUCATION

### Applied Science, Machine Tool Technology

Jackson College | Jackson, MI | 1993-1995

#### Technical, Industry Related:

Advanced G-Code Programing  
AutoCAD (Cad/Cam)

World Class Cutting Tool Manufactures

#### Professional Sales Training:

Jeffrey Gitomer  
Dale Carnegie

#### Additional Training:

Participated in various educational and professional classes associated with my career  
Read dozens of sales related books and monthly trade magazines

#### Software Skills:

Proficient in: Microsoft Word, Excel, and PowerPoint



# Economic Development Partnership Of Hillsdale County

*Creating an environment to support opportunity, growth and  
Encouragement to innovate - for all communities, business and citizens.*

## Board of Directors

**Rick Schacrer**  
Jonesville Paper Tube Corp.  
Chairperson

**Duke Anderson**  
Hillsdale Hospital  
Vice Chair

**Tom Condon**  
Hillsdale Terminal  
Treasurer

**Vicki Morris**  
Century Bank  
Secretary

**Chris McArthur**  
Hillsdale BPU

**Ned Bever**  
Bever Farms

**Kym Blythe**  
Reading City Manager

**John Condon**  
Hillsdale Terminal

**Julie Games**  
County Commissioner

**Don Germann**  
County National Bank

**Jeff Gray**  
Jonesville City Manager

**Ron Griffith**  
Spring Arbor University

**David Mackie**  
Hillsdale City Manager

**Tracy McCullough**  
The Cardinal Group

**Nick Krzeminski**  
Michigan Gas Utilities

**Bill Sleight**  
Michigan Works! Southeast

**Ronna Steel**  
Hillsdale County ISD

**Doug Terry**  
Litchfield City Manager

Dear Jeff and LDFA Board,

March 19, 2019

The EDP and our Board of Directors greatly appreciates the investment provided by the Jonesville LDFA Board and your personal insight and commitment as a Board Member. Generous investments like yours allows us to focus daily on the needs of our local businesses so they remain profitable and hopefully continue to grow in our community.

This funding also enables us to utilize time to foster meaningful relationships with our partners at the local, state and federal levels who frequently provide resources to our businesses. In 2018 through October, businesses and organization invested over \$134 million in Hillsdale County. Your support helps to make this possible.

We also work closely with our schools to create a deeper understanding of the opportunities in our community whether students begin working after high school graduation or continue their education. Providing our employers with a well trained workforce is a shared responsibility that will help to sustain our economy.

We look forward to another year of successful partnership with the Jonesville Community and a great working relationship with the LDFA.

Sincerely,

Susan M. Smith, Executive Director

EDP of Hillsdale County

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APR 03 2019

BY: \_\_\_\_\_