



2010 Results



The Right Place Mission

The mission of The Right Place, Inc. is to **promote wealth creation and economic growth** in the areas of quality employment, productivity and innovation in West Michigan by developing jobs through leading **business retention, expansion and attraction** efforts.

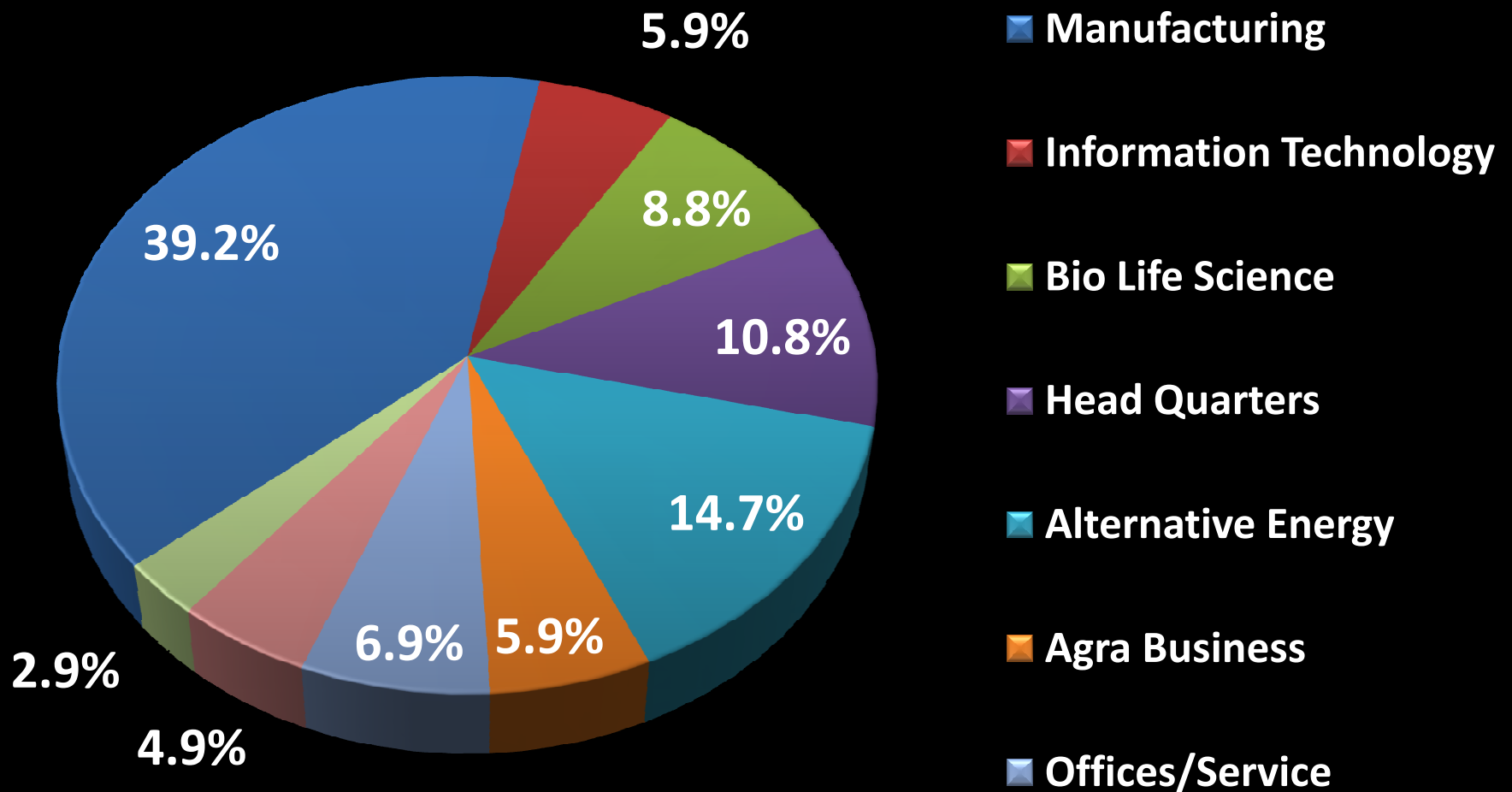
5-Year Strategic Plan

1. Lead West Michigan **business development** efforts.
2. Identify and **develop emerging growth opportunities**
 1. Life Science/Medical Devices
 2. Advanced Manufacturing
 3. Renewable and Alternative Energy
 4. Food Processing
 5. Aerospace and Defense
3. Strengthen the global **competiveness and innovation of our existing regional manufacturers.**

2010 Projects

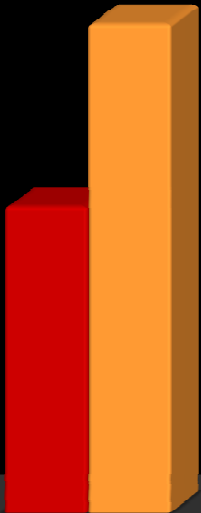
Co. Name	Retained Jobs	Created Jobs	Payroll	Investment
WEFA Cedar Inc.	13	0	\$585,000	\$2,670,000
ConAgra Foods	0	205	\$6,470,620	\$73,000,000
Benteler Automotive	197	0		\$2,475,000
FlexFab, LLC	0	43	\$1,204,000	\$2,660,000
Terryberry Company	88	5	\$2,325,000	\$265,000
Jedco, Inc.	142	4	\$5,533,400	\$1,000,000
Cascade Engineering, Inc.	0	183	\$9,135,360	\$2,500,000
Gordon Food Service	0	173	\$7,603,350	\$24,200,000
Dynamic Captioning LLC	0	40	\$1,283,360	\$554,000
Dematic Corp.	0	505	\$22,898,720	\$10,900,000
Totals	440	1158	\$57,038,810	\$120,224,000

2010 Projects and Prospects



2010 Results

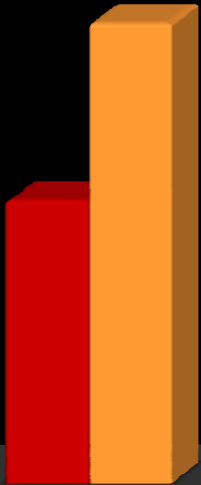
GOAL
1,000



1,598

CREATED/RETAINED
JOBS

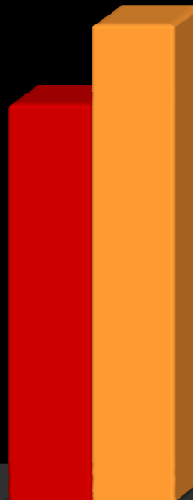
GOAL
\$35 MILLION



\$57

MILLION
PAYROLL

GOAL
\$100 MILLION



\$120

MILLION
CAPITAL INVESTMENT

GOAL
1,500



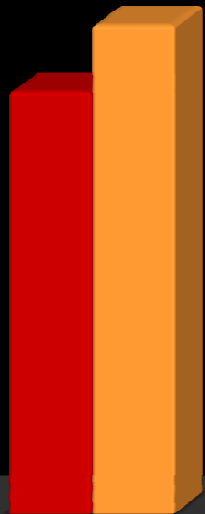
1,453

COMPANIES
ASSISTED

2009-2013 Progress

GOAL

5,000



5,791

CREATED/RETAINED
JOBS

GOAL

\$175 MILLION



\$216

MILLION
PAYROLL

GOAL

\$500 MILLION

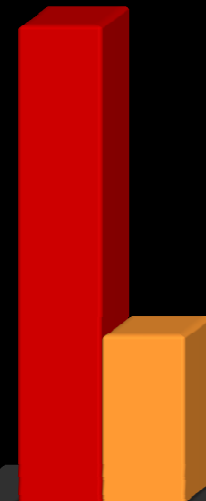


\$335

MILLION
CAPITAL INVESTMENT

GOAL

7,500



2,619

COMPANIES
ASSISTED

MMTC-West

- A federal program, managed locally.
- Serving a 17-county region, since 1992
- Providing technical assistance:
Lean, sustainability, operations, diversification, etc.
- Improving the global competitiveness of West Michigan's manufacturers

2010 Results

\$3.5 million **in retained sales**

\$1 million **increase in new sales**

\$710,500 **in cost savings**

224 **companies assisted**

Innovation West Michigan

Mining and connecting entrepreneurs and regional companies to create new products, processes, and jobs.

***Mining** for innovative ideas and intellectual property.*

***Connecting** area companies to innovative ideas and intellectual property.*

2010 Results

479 companies and individuals assisted

7 innovation events

6 collaborative networks

8 commercialized ideas

Success Story: ConAgra Foods

- One of North America's leading food companies acquires Elan Nutrition
- Workforce Investment: Plans to add Center of Excellence Research and Development group
 - Potential to create another 200+ jobs

Investment: **\$73 million**

New Jobs: **205**



Success Story: **Dematic Corp.**

- Expansion of existing facility in Grand Rapids.
- New knowledge-based positions will focus on:
 - engineering, sales, research, administrative support and production.

Investment: **\$10.9 million**
New Jobs: **505**



DEMATIC

Fulfilling the Plan

- A successful plan is a funded plan.
- A Private/Public Partnership celebrating 25 years.
- \$10 million campaign goal
 - **\$7.5 million in commitments to date**
- Thank you to our investors and partners.



**THE
RIGHT PLACE**

Advancing the West Michigan Economy

Thank You