

A proven track record in recruiting companies to our community

We're proud of our many community accomplishments over the past five years. Cornerstone Alliance is a reflection of the communities it serves, and has shared in these success stories through partnerships with the local community and the Michigan Economic Development Corporation. To date these partnerships have:

Investment & Improvement

- Assisted in **\$106 million** of new investment in our community.
- Increased the tax base by **more than 33%**.
- Received over **\$5.2 million in grant funds** in the past 2 years, and a total of **\$17 million** over the past 5 years.
- Demolished more than **\$1.85 million** in blighted properties in the area.
- Created the economic advantages to bring in Garden Homes to construct **16 single-family homes** in Benton Harbor.
- Participated in the **revitalization of the Arts District** in downtown Benton Harbor where over **\$585,000 in subordinate debt financing** significantly upgraded the central business district's appearance.



◀ *Nuway Paper*

located in our community with help from Cornerstone Alliance.

- The Workforce Skills Development Center, helping individuals who have not been able to hold a job, has an **82% retention rate** of those placed in employment, contributing over **\$4.2 million** per year to the economy.

Employment

- Created **2,025** new jobs.
- Put **2,100** more people to work than were working 5 years ago.
- Provided **\$1.6 million for the infrastructure** needed to locate WAVE and Nuway in the community **and subordinate debt financing** for projects such as Tobian Metals and Product Design Services to bring new jobs and new investment into the community.
- **Invested over \$400,000** in the past three years in the Benton Harbor Workforce Skills Development Center which led to a **\$1.1 million grant** from the Kellogg Foundation to help train and place individuals in career employment opportunities.



◀ *The On Location Program*

provides students with the opportunity to connect skills learned in the classroom with those in the workplace.

Education

- Placed more than **1,200 sixth graders** in the ongoing On Location program, where a team of 5 sixth graders and one teacher spent a week working with area businesses to make the connection between the skills learned in school and the skills used in the workplace.
- Initiated the Community Partnership for Lifelong Learning programs in which over **7,500 students** have participated.

These are just the community's accomplishments so far. With our ability to establish a new business in an aggressive time frame, we can have your company operational in less than 6 months.

◀ *WAVE*

Cornerstone provided **\$1.6 million** for the infrastructure needed to bring WAVE into the community.



Case Study: Atlantic Automotive – a timeline of progress

22-MONTH TIME SPAN

1 Establishing the Renaissance Zone

October 1996 – August 1998

1 Establishing the Renaissance Zone

OCTOBER 1996

Benton Harbor, St. Joseph cities and Benton Charter Township submit a joint application for Renaissance Zone designation.

DECEMBER 16, 1996

Renaissance Zone designation approved.

1997 AND 1998

Marketing of North of Main Renaissance Zone.

JUNE 1997

First two companies locate in our community's Renaissance Zone.

JUNE 1998

\$1.1 million Kellogg Foundation grant awarded to the Benton Harbor Workforce Skills Development Center.

AUGUST 1998

Product Design Services locates in the North of Main Industrial Park.

2 Getting to Know Each Other

FEBRUARY 1998

Initial discussion with Atlantic Automotive about future of their business. Discussion centered around if new business develops, Atlantic may need to evaluate expansion possibilities, but only if continued economic performance and quality of workforce continues.

MARCH 1998

Planning documents submitted by Cornerstone Alliance to Atlantic Automotive should the opportunity for expansion occur. Detailed understanding provided as to potential assistance from state and community.

JUNE 1998

Follow-up discussions with Atlantic Automotive as to current business, and how any new contracts might be materializing.

JULY 1998

Atlantic Automotive has preliminary discussion with its contractor of choice for a potential plant layout.

Meeting with Atlantic Automotive indicating some new contract may be awarded, thus facilitating a potential expansion. An expansion may be possible locally if all economic measurements can be met.

3 Laying the Groundwork

AUGUST 1, 1998

Atlantic indicates it is beginning preliminary alternative community and existing building search in the event contracts are awarded, and would like detailed proposal from community, including build-to-suit proposal.

AUGUST 15, 1998

Notices sent to all partner agencies alerting them to a possible project. Scheduling a meeting for September 2, 1998.

AUGUST 16, 1998

Atlantic indicates incentives offered in other communities require proposal by local communities to include Renaissance Zone benefits.

AUGUST 18, 1998

Community evaluates plant layout within existing Renaissance Zone areas.

AUGUST 22, 1998

Community determines North of Main site only area feasible for Atlantic within a Renaissance Zone designated area.

AUGUST 23, 1998

Remediation plans submitted.

AUGUST 25, 1998

Final review of plant layout on North of Main site. Several variations reviewed. Plant layout requires the relocation of Ox Creek, acquisition and/or impact on 28 separate parcels of property. Environment team is assembled with firms familiar with project area, preliminary steps for relocation identified, and timeline requirements discussed.

5-MONTH TIME SPAN

1-MONTH
TIME SPAN

2-MONTH TIME SPAN

2 Getting to Know Each Other

February 1998 - July 1998

3 Laying the Groundwork

August 1, 1998 - August 30, 1998

4 Beginning Site Preparation

September 2, 1998 - October 19, 1998

AUGUST 26, 1998

Meeting held with Fiskars, contractor chosen by Atlantic for planning purposes with a master project schedule necessary to confirm to Atlantic Automotive a building could be available in the Renaissance Zone area by May 1999.

AUGUST 27, 1998

50-year title search for grant application begins.

AUGUST 28, 1998

Meeting with Atlantic Automotive indicates no firm commitments can be made on any building. If new contracts are awarded, production work must begin in May of 1999. If local community wishes to propose sites, it must have space by May 1999 to be considered.

AUGUST 29, 1998

Final meeting held with drawings of project and master project schedule. Relocation of Ox Creek is a necessity, and preliminary timelines for permitting process is 8-12 months.

AUGUST 30, 1998

Meeting held between community and Michigan Jobs Commission outlining project and commitments necessary for going forward. Jobs Commission commits support of community.

4 Beginning Site Preparation

SEPTEMBER 2, 1998

Meeting with state/federal regulatory agencies. Senator Harry Gast, office of Fred Upton, Representative Bob Brackenridge outlining master project schedule with permit approval necessary for construction to commence by October 15, 1998. Application for relocation submitted to regulatory agencies. Cornerstone Alliance agrees to order steel for building, understanding cancellation penalties will be paid by organization.

SEPTEMBER 3, 1998

Twenty-eight parcels acquired for project.

SEPTEMBER 4, 1998

Demolition schedule identified for removal of 250,000 square feet of existing space for clearance for construction project. Bids let for work.

SEPTEMBER 5, 1998

Meeting with Atlantic Automotive. No commitment for building can be made, but all proposals must be submitted as Atlantic continues to evaluate potential new business for second quarter of 1999.

SEPTEMBER 9, 1998

Public hearing for vacation of streets and location within site plan.

SEPTEMBER 11, 1998

Asbestos found in buildings to be demolished. Permit application is required for removal.

SEPTEMBER 15-16, 1998

Bids for demolition are received.

SEPTEMBER 18, 1998

Remediation grant application submitted for funding of moving Ox Creek.

SEPTEMBER 21, 1998

All utilities to existing buildings removed and cut off for demolition project.

SEPTEMBER 22, 1998

Discussions with Atlantic Automotive and consultants regarding potential lease and structure of agreement. No commitments made.

SEPTEMBER 23, 1998

Asbestos removal begins. Development plans for Benton Harbor Planning Commission submitted.

SEPTEMBER 24, 1998

Demolition of buildings commences.

SEPTEMBER 28, 1998

Relocation of Ox Creek construction bids submitted.



6-MONTH TIME SPAN

**5 Beginning Work
on the Building**

October 26, 1998 - April 20, 1999

SEPTEMBER 30, 1998

Declaration of needs submitted by Benton Harbor City Commission to all regulatory agencies for the relocation of Ox Creek and development project.

OCTOBER 3, 1998

Request for financing proposals for potential building submitted.

OCTOBER 8, 1998

Public hearing for relocation of Ox Creek.

OCTOBER 9, 1998

Demolition completed.

Special meeting of Benton Harbor Planning Zone Commission for approval of site plan.

OCTOBER 15, 1998

Cornerstone board, along with Michigan Jobs Commission and the City of Benton Harbor, agree to go forward with Atlantic Automotive project with or without a lease of commitment by Atlantic in order to be competitive with other communities and existing buildings should Atlantic need space in 1999.

OCTOBER 19, 1998

Final public hearing for relocation of Ox Creek.

5 Beginning Work on the Building

OCTOBER 26, 1998

Site work begins.

NOVEMBER 1998

Atlantic notifies community of potential interest in building — must be driven by a five-year lease in order for company to consider a building.

NOVEMBER 3, 1998

Michigan Department of Environmental Quality issues permit to relocate Ox Creek.

NOVEMBER 22, 1998

Steel erection begins.

DECEMBER 1998

Agreement in principle where Atlantic makes non-binding agreement whereby if business materializes and if a five-year lease can be offered by community on building within defined terms, they will go forward with the project.

JANUARY - APRIL 1999

Steel erected for potential Atlantic plant.

JANUARY 15, 1999

Cornerstone arranges alternative financing for five-year lease on building.

FEBRUARY 1999

Atlantic Automotive Components awarded Large Business of the Year Award by Cornerstone Alliance.

FEBRUARY 3, 1999

Stop flow of old Ox Creek.

FEBRUARY 5, 1999

Flow release of new Ox Creek.

FEBRUARY 12, 1999

Meetings with Atlantic Automotive regarding potential lease and negotiations regarding format in which an acceptable lease must be provided.

MARCH 1999

BEA Closure of site accepted.

APRIL 11, 1999

Marathon session on lease negotiations.

APRIL 16, 1999

Lease agreed and entered into.

APRIL 20, 1999

Machinery moves into building.