

Al Bogdan's Economic Development Track Record

The following are Albert A. Bogdan's record in economic development related activity

In summary, Mr. Bogdan has a reputation for being a creative economic development manager and urban redevelopment project manager using an innovative variety of public and private financial sources. He is an expert on the Michigan tax reverted property process, brownfield redevelopment, new market tax credits, and development financing. He has been the economic development director for the state of Michigan, vice president of a high tech firm, president of several community development corporations on the east coast, and a development consultant for several Michigan communities.

As Director, Michigan Office of Economic Opportunity, and as Detroit Regional Director

Lead a 70 person state economic development organization. Created a targeted program for the state

1. Small business is the job creating engine for the US economy

Therefore, we established innovative programs focused on small business including

- ✓ Established a Small Business Advisory group to work on improving state economic incentives for small businesses
- ✓ Established venture capital funding by the state pension fund,
- ✓ Created network of venture capital firms, provided technical assistance to them
- ✓ Establishing an SBA 504 organization,
- ✓ Implemented a target marketing program,
- ✓ Established program to help small R&D firms to obtain research set asides for small businesses and a \$500,000 research fund to finance
- ✓ Managed a targeted minority business program

2. Not all businesses are attracted to Michigan's economic structure - marketing must be targeted

- ✓ Reviewed the state's economic structure and then prepared analytical reports analyzing which industries were particularly suited to expand in Michigan. Prepared publication for each.
- ✓ Targeted trade shows where these firms assemble.

3. 99% of all business locations are initiated by firms already doing business in Michigan. Most national economic development organizations recruit from Michigan. Our task was to encourage our firms to grow and expand in Michigan

- ✓ Initiated a calling program requiring all staff, including clerical (went with professional ED person), to make calls on Michigan businesses, initiated visitation program to call on chief executives of Michigan based firms at the headquarters cities, including New York, New Jersey, Europe, Japan, Ohio.
- ✓ Advertising and promotion was targeted to local firms and their worldwide headquarters.

4. Must be able to be creative in responding to business location requirements

- ✓ On special assignment by the governor, prepared the market analysis and development plan, created and initiated acquisition process to acquire the property for the Oakland Technology Park.
- ✓ As OEO's Regional Director for Southeast Michigan initiated the preparation of a development plan and proposal to Ford and General Motors to build a new plant in Detroit. In partnership with the mayor and governor, we convinced GM to build Poletown. Assisted the city in implementing the program.
- ✓ In order to attract Volkswagen into Southeast Michigan, traded two brand-new office buildings for a two million square foot missile plant. Built the office buildings with the first one opening within 11 months of start at no cost to the state. Obtained Congressional approval within

5. All economic development is local. Cities and townships must have land they are willing to zone for business, must be willing to offer state incentive programs

- ✓ Managed a grant program to help local communities to establish local ED organizations to promote business retention and location
- ✓ Partnered with Detroit Regional Chamber, Detroit Edison, and SEMCOG to establish a privately financed economic development initiative. Helped the chamber raise \$3 million.

"If I had the money to invest at this point, I would invest it in Michigan!"

According to Dr. David Birch, one of the nation's foremost experts on U.S. business trends, the growth industries of the future are in the world of small knowledge-based service businesses. And Michigan offers a great number of opportunities to such firms.

His sentiments are echoed by the actions of the many businesses that have already selected Michigan as the premier site for growth.

As Dr. Birch points out, "... the small business group in Michigan is a very, very active group. This segment in Michigan has created one-and-a-half jobs for every job that larger-sized businesses created. In fact, manufacturers with 20 or fewer employees are still growing and becoming in Michigan."

One big reason is our educational system. With schools such as the University of Michigan, Michigan State University, Wayne State University, and Michigan Technological University, we're home to four of America's national research universities.

"Michigan has the university base to sustain that service growth," says Dr. Birch. "I would expect to find Michigan in much the same strong position that Massachusetts is in today within the next five to eight years."

You'll be hard pressed to find any state more committed to the future than Michigan. To make good on that commitment, we've made over \$550 million in venture capital available from the state's retirement fund and developed several new sources of debt capital. And we've set up three "Centers of Excellence" whose prime purpose is to serve as research and development resources for business.

Together, the Industrial Technology Institute in Ann Arbor, the Molecular Biology Institute in East Lansing and the Metropolitan Center for High Technology in Detroit will be backed by initial funding commitments in excess of \$100 million from public and private sources.

The long and short of it is this. The spirit of entrepreneurship is alive, well, growing and most importantly, welcome here.

If you want to increase your chances of success, take the advice of Dr. Birch and talk to the pro-business professionals in Michigan's Office of Economic Development.

Then say yes to Michigan.

— Dr. David Birch, Economist, Massachusetts Institute of Technology

To find out more, call toll free: 1-800-I-SAY-YES (In Michigan: 1-800-292-9544) or simply write on your business letterhead and mail to:

Albert A. Bogdan, Director, Office of Economic Development, Michigan Department of Commerce, Dept. 09883, P.O. Box 30225, Lansing, MI 48909

Say Yes to Michigan!



- ✓ ED professionals established working relationships with local communities.

Executive Director, Pittsfield Urban Coalition

1. Obtained \$750,000 Regional Commission Grant by having Pittsfield made into a Growth Center. Uses funds to:
 - ✓ Put in infrastructure into city's industrial park
 - ✓ Finance minority businesses
 - ✓ Created a targeted promotion program
2. Established training programs

Executive Director, Progress Committee for Newport News (VA)

Lead a nonprofit organization of business and community leaders to foster community development. Organized the community leadership to obtain a federal commitment for an expansion of the interstate into Chesapeake.

President, Bridgeport (Conn.) Economic Development Corporation

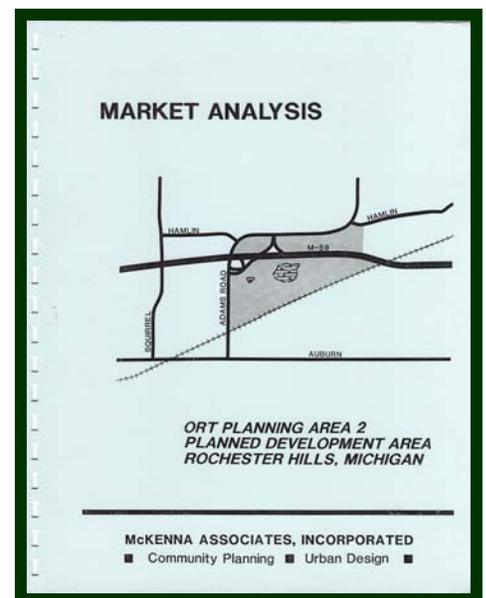
1. Lead a nonprofit organization of businesspeople to foster community and economic development in the city of Bridgeport. Established a targeted marketing and recruiting program to attract firms to the city.
2. Established, obtained funding, and managed an aggressive minority procurement program.
3. Obtained the largest EDA Title IX grant (\$2.9 million) for the establishment of an in city industrial park. Obtained a gift of the buildings from Remington Arms, Inc.

Vice President of Energy Conversion Devices and Marketing Director of Mosaic Systems.

1. Worked with firms worldwide to establish joint ventures and to raise funds for the firm's R&D activities.
2. Prepared business plans for Ovonic Imaging Systems and after interviews with every major computer manufacturer in the US, prepared the specifications for new flat panel LCD display. Helped raise \$14 million.
3. As Marketing Director for Mosaic Systems, helped raise funding from the venture capital community,
4. Established the product specifications for a programmable silicon circuit board and made the initial sales to Star War firms.

Economic Director, McKenna Associates

1. Acted as development consultant for Michigan communities in regard to preparation of market studies, using vision based strategic planning, and structuring development projects.
2. Some of the projects included:
 - ✓ The development of shopping centers in Royal Oak Township and Hazel Park.
 - ✓ Redeveloped the entire John R corridor in Hazel Park.
 - ✓ Prepared the Vision and strategy for Eight Mile Boulevard, including establishing a new corridor organization.
 - ✓ Prepared and obtained the Renaissance Zone Application for Saginaw. Prepared a market rate housing market study for Flint including the use of focus groups to define the product.
 - ✓ Structured the financing for the Vining Road - I-94 intersection in Romulus - the first privately financed interstate interchange.
 - ✓ Organized a Local Development Finance Authority for an industrial are of Rochester Hills including the creative capture of city taxes for ineligible property
 - ✓ Prepared application and obtained 5 Renaissance Zones for Saginaw, Michigan
 - ✓ Produced the Wayne County Economic Development Data Book twice including the a shift share analysis to determine the county's strongest industries.



Project Manager, Wayne County Brownfield Redevelopment Authority

Considered as state expert in brownfield redevelopment

1. Obtained \$1.4 million in grants from EPA for environmental site assessments
2. Obtained over \$1 million in grants from Michigan Department of Environmental Quality
3. Obtained over \$2.6 million from Clean Michigan Initiative for four projects including demolition of of Sears in Highland Park, Milton Hospital in River Rouge, commercial buildings in Highland Park, Cook Family Food site in Hamtramck
4. Obtained a site reclamation grant to convert a contaminated industrial site into a Walmart shopping center in Taylor
5. Processed brownfield plans for site in Allen Park, Inkster, Ecorse, Highland Park, Hamtramck, Livonia, etc.
6. Assisted Highland Park in obtaining \$1.6 million from EDA for roads in Oakland Place Business Park
7. Assisted Hamtramck in obtaining \$1.7 million from EDA for downtown development
6. Obtained commitments of \$177 million from three financial institutions, an international investment banker in order to submit an application for **New Market Tax Credits**

Mr. Bogdan has a Bachelor of Electrical Engineering from the City College of New York & a Masters in Business Administration from the University of Massachusetts.