



## CITY COUNCIL AGENDA ITEM

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October 6, 2010

To: The Honorable Mayor and City Council Members

From: John Szerlag, City Manager  
Mark F. Miller, Acting Assistant City Manager/Economic Development Services  
Pamela Valentik, Economic Development Specialist

Subject: Economic Development Activity Report – September 2010

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Below is an update on the City's economic development activities. In some situations, the projects are in preliminary stages and the company is not prepared to share this information publicly, thus we have left out the name of the company. Please contact the City Manager's Office if you have any questions.

- **BUSINESS ATTRACTION**

### GloStream

GloStream recently moved its headquarters into 1050 Wilshire and is occupying approximately 12,000 square feet of office space. GloStream is a leader in the health care IT industry. The company has developed an Electronic Medical Records (EMR) software, used by doctors to better manage their operations. Their software, GloEMR, was one of the first in the country to be certified by the Certification Commission for Health Information Technology. GloStream has 30 employees at their Troy facility and plan to expand with much-anticipated growth in 2011.

### These are projects that we are currently working on:

- Met with representatives of a European manufacturing company that is considering opening a manufacturing facility in Michigan/U.S.
- Met with a company that is looking to secure financing to establish a headquarters facility in Troy for their life science project.

- **BUSINESS RETENTION AND EXPANSION**

### SilkRoute Global

Currently in Troy, SilkRoute Global is an IT company that designs and delivers customized, state-of-the-art vendor managed inventory and supply chain management systems for companies large retailers and distributors all over the world.



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The company was considering relocating their operations to California, but working with the MEDC and Oakland County, the City was able to retain the company in Troy and attract their growth investment. SilkRoute Global will occupy office space on Stephenson Highway within the BlueWave facility and plans to create 53 jobs within five years.

### **AxleTech International**

On September 17th, AxleTech International officially opened the doors to their new, 210,000 square foot home. A manufacturer of axle systems used in defense, heavy duty vehicles, AxleTech will operate their headquarters and engineering operations, aftermarket warehousing and brake system assembly at this new facility. Staff worked diligently with the MEDC and Oakland County to retain this company in our region. The company has already grown to a staff of 200 employees and plans to create additional jobs within the next few years.

### **These are projects that we are currently working on:**

- Met with representatives of a company about retaining their newly-acquired operations here in Troy.
  - Met with a manufacturing company that is considering buying a vacant industrial building to consolidate their growing business operations.
  - Met with a manufacturing company that is planning to hire additional employees this year and needed assistance in job recruitment and screening.
  - Met with an industrial IT company, that relocated into a larger facility, to discuss market diversification resources
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- **OUTREACH INITIATIVES**

### **City Manager's Roundtable Meeting**

On September 8<sup>th</sup>, City Management held its first City Manager's Roundtable Meeting. These meetings will be conducted on a monthly basis as an opportunity for executive level management to discuss ideas, solutions and initiatives that can drive Troy to the top of the economic development race. Executives from Altair Engineering; Derderian, Kann, Seyferth & Salucci, P.C.; Flagstar Bank; Heller Machine; Illumisys; Somanetics and Somerset Inn were in attendance, representing employers that provide over 2,500 jobs in Troy.

### **Troy CAN**

For the past few months, staff has participated in an initiative with the Troy School District to develop a strategy that will identify the existing needs of Troy's employees and employers and prepare resources that will prepare Troy's workforce for future needs of our business community. The committee is comprised of over 30 representatives from government, education and business and meets regularly to discuss this strategic plan.



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Pamela Valentik, Economic Development Specialist, Peggy Sears, Human Resources Director and Cathy Russ, Library Director participate in the program on behalf of the City of Troy.

To date, much of the discussion has been the need to better communicate new and existing resources that are available to the employer and workforce community. Ideas such as resource guides, websites, educational forums and advocacy have been discussed. Currently, the Troy Public Library offers a variety of resources for the job seeker including classes, publications and one-on-one assistance in the areas of online job searching, resume building, interviewing skills and application assistance.

The committee has identified the Troy Public Library as an ideal, "One-Stop-Shop" for disseminating information on Troy CAN's strategic plan and the many tools available to individuals looking for employment opportunities and companies looking for business development assistance. This parlayed with the many programs that the library already offers to Troy's workforce community with further enhance Troy's competitive advantage to retain a highly-skilled workforce and attract tomorrow's innovative companies.