



CONTACT US

80 W. MAIN STREET
BENTON HARBOR, MI 49022
(269) 925-6100
GoMichigan.com



2022 ANNUAL REPORT



Cornerstone
ALLIANCE

ECONOMIC DEVELOPMENT  BERRIEN COUNTY



2022 CAPITAL INVESTMENTS

BLENDCO Stevensville	\$3.0M
C&S MACHINE PRODUCTS Niles	\$34.5M
EAGLE TECHNOLOGIES/CLARK LOGIC Bridgman	\$3.0M
BUCHANAN REDEVELOPMENT Buchanan	\$886.5K
KAY MANUFACTURING St. Joseph	\$6.0M
LAKESHORE DIE CAST Baroda	\$725K
NOVA PLASTICS Stevensville	\$60K
SPI BLOW MOLDING, INC. Hagar Township	\$1.3M

NEW BUSINESS STARTS

GODDESS OF THE MOON LEATHERWORKS ▲*	PAW PAW LAKE COMMERCIAL CLEANING *
JOVANI'S KITCHEN ▲*	STRETCH MAN NOSTALGIA & COLLECTABLES *
DOOGIE'S DRYWALL	PENA ELECTRIC ▲
THE LUX SALON *	FOREVER ME'ME BOUTIQUE ▲*
LOVE M EXPRESSIONS *	ABOVE AND BEYOND SALON *
KINYETTA POWELL PHOTOGRAPHY ▲*	SUNSHINE'S UPCYCLING FARM *
DOCKSIDE ROUND LAKE *	AUNT TINA'S CHILDCARE ▲*
MAGICAL MEMORIES EVENT PLANNING ▲*	ROSBACK PARTS STORE *
JOHNSON LOGISTICS, INC. ▲	SMB ARBITRAGE ▲
VIRTUAL WADEELLA *	

▲ BLACK/MINORITY OWNED * WOMAN OWNED ★ VETERAN OWNED

A YEAR OF IMPACTFUL COLLABORATION

Our local companies matter. From our manufacturers to shop owners on Main Street; our people and our diverse small businesses are the heartbeat of our community. In 2022, the Cornerstone Alliance team made impactful change to the betterment of Southwest Michigan.

As we enter into 2023, Cornerstone Alliance continues to foster relationships between businesses and community leaders, understand local needs, and facilitate growth and expansion of existing companies. We continue to focus our efforts on actionable and measurable activities that demonstrate upward movement and economic growth, physical development, organizational excellence and community leadership. Cornerstone Alliance isn't just an organization with some lofty vision; it is an organization comprised of dedicated and hardworking individuals that believe in our community.

Thank you for your investment and support of Cornerstone Alliance. Together, we are paving the way for a better Berrien County.

JOHN JANICK

*Chairperson,
Cornerstone Alliance Board of Directors*



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BOARD OF DIRECTORS



JOHN JANICK
Jako Holdings
LLC



MICHAEL A TODMAN
TMA Limited,
LLC



JULIO MARTINEZ
Mno-Bmadsen



PAM KLYN
Whirlpool Corporation



BRYAN VON DORPOWSKI
JR Automation



CHRIS COOK
Harbor Shores
Development



GLORIA ENDER
Freedom Finishing



LAURA GOOS
Mayor, City of
St. Joseph



SHANE LIES
American
Electric Power



SCOTT GEIK
First Merchants
Bank



SHELLEY KLUG
Indiana
Michigan Power



TIMOTHY MARTIN
Fifth Third Bank



TODD OBREN
1st Source Bank



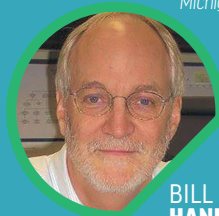
TERRY O'ROURKE
United Federal
Credit Union



NATALIE BAGGIO
Corewell Health



RICHARD VILLA
Villa Environmental
Consultants, Inc



BILL HANLEY
Vail Rubber
Works, Inc



SCOTT MCFARLAND
Honor
Credit Union



KEN WHAH
RLS
Great Lakes



JON WERME
Huntington
Bank

OUR TEAM



**ROB
CLEVELAND**
*President & Chief
Executive Officer*



**CHRISTINA
FRANK**
*Vice President,
External Affairs*



**ANDREW
HAAN**
*Vice President, Business
Development*

CREATING JOBS, ATTRACTING
NEW BUSINESS AND EXPANDING
EXISTING BUSINESSES IN
MICHIGAN'S GREAT SOUTHWEST



**CATHY
TILLEY**
*Director,
Business Development*



**ZACH
VAUGHN**
*Project Manager, Physical
and Business Development*



**KRISTEN
PATZER**
*Director, Women's
Business Center*



**JACKIE
YATES**
*Manager, Women's
Business Center*



**KYLE
SMITH**
*Community Immersion
Specialist*



**ASHLEY
BUTLER**
*Director, Community
Engagement*



**MISSY
HOLDEN**
Director, First Choice



\$54.3M NEW CAPITAL INVESTMENT



123 LEADS GENERATED

102 BUSINESS RETENTION / ASSISTANCE



819 SMALL BUSINESS CLIENTS TRAINED



19 NEW BUSINESS STARTS



4 SITE DEVELOPER VISITS IN BERRIEN COUNTY

EAGLE TECHNOLOGIES EXPANSION

Eagle Technologies plans to create 100 additional jobs by 2024. Due to the large increase, Eagle Technologies has expanded its operations into a new space in St. Joseph. It recently passed the \$100M revenue milestone, an achievement owned largely to an investment over the last decade into electric vehicle (EV) technology. Eagle Technology will use 80,000 square feet of leased space on Kerth Street, which is owned by Clark Logic, for their expansion.





CHI ISHOBAK



CHI ISHOBAK, INC. PARTNERS WITH WBC TO ASSIST TRIBAL ENTREPRENEURS

The Women's Business Center (WBC) at Cornerstone Alliance is partnering with Chi Ishobak, Inc., to support native entrepreneurs by providing technical assistance that will enable them to secure much needed capital to start and grow their businesses. This partnership acts as a referral program, sending Tribal Citizens to the WBC to prepare them with necessary business materials prior to requesting a loan. The WBC will provide one-on-one business counseling to assist aspiring entrepreneurs with business plan creation and more, at no cost.

LAKESHORE DIE CAST RECEIVES INDUSTRIAL FACILITIES TAX EXEMPTION

Cornerstone Alliance received approval on behalf of Lakeshore Die Cast of an Industrial Facilities Tax Exemption from the Village of Baroda Village Council. The upgrade will support the connection of a 1.4MW AC grid tied solar array which will generate 100% of the power used on-site for the production of die castings. The project will retain 28 jobs, add eight new jobs, and create over \$725,000 in capital investment. The upgrade will allow Lakeshore Die Cast to utilize all 14 die casting machines on-site simultaneously and still have additional power to add more die casting and machining capability.





Pictured (L to R): State Rep. Pauline Wendzel and Rob Cleveland

CORNERSTONE ALLIANCE INFLUENCES POLICY IN SUPPORT OF NEW JOBS

Cornerstone Alliance President, Rob Cleveland, joined State Rep. Pauline Wendzel to testify on June 8, 2022. Cleveland spoke in support of two bills authored by Wendzel that will help Michigan create jobs and attract more economic development projects by becoming more competitive with surrounding states. House Bills 5768 and 5769 provide local governments and their economic development partners more flexibility with current tools they already have in their toolbox.



NEW MURAL ADDS POP TO DOWNTOWN BENTON HARBOR

Cornerstone Alliance and St. Joe Today partnered to bring a permanent mural to the alley behind the Cornerstone Alliance building in Benton Harbor. This artwork, painted by Jeff Pilkinton, adds a beautiful touch to downtown and is only the beginning of more beautification projects to come.



Pictured (L to R): SBA Representatives Leo Tudela & Laketa Henderson, WBC Director Kristen Patzer, St. Joseph Mayor Laura Goos and Benton Harbor Mayor Marcus Muhammad.

WOMEN'S BUSINESS CENTER NAMED MICHIGAN'S 2022 WBC OF THE YEAR

The Women's Business Center (WBC) at Cornerstone Alliance was recognized as the 2022 WBC of the Year in the state of Michigan by the U.S. Small Business Administration (SBA). In 2021, the WBC helped launch 19 new small businesses, supported 192 jobs, and helped clients secure capital investments of \$5.5 million in Berrien, Cass, and Van Buren counties. Additionally, the WBC counseled and trained 1,062 unique clients, and launched a re-brand initiative to improve its service.



NEW RESTAURANT OPENS IN DOWNTOWN BENTON HARBOR

On Sept. 19, Cornerstone Alliance assisted James & Gabrielle Galbraith, owners of Anemel, in celebrating the opening of their new restaurant in downtown Benton Harbor. Anemel, a wood-fired tortaria and taco joint, officially opened on Sept. 23.

CORNERSTONE ALLIANCE PARTICIPATES IN IEDC FELLOWSHIP PROGRAM

Rob Cleveland and Josiah King represented Cornerstone Alliance at the International Economic Development Council's Annual Conference on Sept. 19. Cornerstone Alliance was recognized for actively working to advance equity and close disparities within the field of economic development through the IEDC's Equity in Economic Development Fellowship Program. Josiah shared experiences from his summer at Cornerstone Alliance, one of just six economic development organizations across the U.S. and Canada chosen to participate in this program.



JOANN FABRIC RELOCATES IN BENTON TOWNSHIP

On July 29, Cornerstone Alliance hosted a ribbon cutting ceremony to celebrate the grand opening and relocation of JOANN Fabric and Craft Stores to 1800 M-139. In April 2021, Cornerstone Alliance approached Benton Charter Township with the request of a rehabilitation exemption for the building. The request was approved, allowing Jim Paul of JPA Real Estate, to redevelop the 1960's building to attract new tenants.



CORNERSTONE ALLIANCE CELEBRATES RAC'S NEW TRAINING STUDIO

On Aug. 18, the CA team was honored to celebrate with our friends at the Renaissance Athletic Club to officially unveil the new Jason Raynor Memorial



Training Studio. The RAC has been a huge entrepreneurial success and an impactful community partner that achieves fitness through community. The Jason Raynor Memorial Training Studio is just one example of how the RAC continues to create new

opportunities for its members and guests, and provides resources that promote a healthy lifestyle and well-being.

WATER TAXI'S SUMMER SUCCESS LEADS TO 2023 RETURN

Cornerstone Alliance partnered with SWMI Tourist Council to provide a free water taxi service from Memorial Day Weekend through Labor Day 2022. During that time, nearly 1,500 riders took advantage of the water taxi. Due to the overwhelming response, Cornerstone Alliance and SWMI Tourist Council will continue to fund this initiative in 2023. For details and schedule, visit www.ExploreMIShore.com.





SITE CONSULTANTS VISIT BERRIEN COUNTY

The week of the 2022 KitchenAid Senior PGA Championship is an excellent opportunity to showcase the amazing amenities in Berrien County. Cornerstone Alliance capitalized on this time by hosting site consultants from around the U.S. Initiatives like this keep Southwest Michigan on the map as we compete on a global scale for jobs, businesses, & investment.

Pictured (L to R): Rob Cleveland, Jacob Everett, Jeff Pappas, John Castro, Jim Blair & Josiah King



CHRIS FRANK NAMED TOP 50 WOMEN LEADERS OF MICHIGAN

On Aug. 1, Chris Frank, Vice President of External Affairs at Cornerstone Alliance, was named as one of The Top 50 Women Leaders of Michigan for 2022 by TheWomenWeAdmire.com. The awardees were honored for their efforts to drive change and make considerable advances that will allow future generations of women leaders to reach beyond what is currently accessible. These women all offer significant contributions and achievements in the industries they serve.



C&S MACHINE PRODUCTS TO EXPAND

On Aug. 5, Governor Gretchen Whitmer joined the Michigan Economic Development Corporation (MEDC) to announce C&S Machine Products will expand its operations in Bertrand Township with support from the Michigan Strategic Fund. The project is expected to generate \$34.5 million in new capital investment and create up to 85 high-wage jobs. Cornerstone Alliance is assisting C&S with several facets of the expansion.

Pictured (L to R): Dan Fette, Commissioner Ethel Clark-Griffin, Commissioner Mamie Yarbrough, Mayor Marcus Muhammad, Congressman Fred Upton, Rob Cleveland, & Commissioner Edward Isom.

NEW HARBOR INFRASTRUCTURE AND FREE PUBLIC WI-FI

On Aug. 9, Cornerstone Alliance held a ribbon-cutting event to celebrate connectivity. In partnership with Berrien County Community Development, Michigan Department of Environmental, Great Lakes, and Energy (EGLE), and Abonmarche, Cornerstone Alliance built a boat dock with ADA-accessible kayak launch along Riverview Drive in Benton Harbor.

Another Cornerstone Alliance led initiative, in partnership with Ken Ankli and the City of Benton Harbor, is a free public Wi-Fi network provided within the Benton Harbor Arts District. In an effort to enhance this connectivity, Cornerstone Alliance sought further assistance from the office of Congressman Fred Upton, who secured a federal grant which will be used to deploy additional free Wi-Fi throughout certain community gathering spaces in the City of Benton Harbor.

“DONUTS WITH DONORS” PROGRAM RETURNS

Our investors are at the core of everything we are able to accomplish and our appreciation is immeasurable. In June, the external affairs team relaunched Cornerstone Alliance’s “Donuts with Donors” program to thank investors with visits and tasty treats throughout the local business community. In the photo above, our staff visits longtime CA investor Midwest Glass & Mirror.



BERRIEN COUNTY RECEIVES \$2.6 MILLION IN RAP FUNDING

On Sept. 7, the Michigan Economic Development Corporation (MEDC) announced Berrien County will receive \$2.6 million to make significant local improvements in Benton Harbor and Niles. The limited eligible uses for the RAP (Revitalization and Placemaking) funds means projects in Benton Harbor could include housing units, as well as amenities that will draw more people to downtown Benton Harbor and the Arts District. Cornerstone Alliance partnered with Berrien County to submit the fund application for Benton Harbor and Niles.

FEMALE LEADERSHIP EXCELLENCE “FLEX” EVENT SELLS OUT

In recognition of National Women’s History Month, Cornerstone Alliance presented a panel discussion led by women in powerful executive leadership roles. FLEX is focused on career acceleration, personal development, and excellent leadership for women in business. Several ticket options were offered to those interested in attending FLEX, including a corporate sponsorship package for companies to reserve a table for employees. In an effort to make this event truly inclusive and an opportunity for everyone to attend, a free option was available for general admission. Over 200 people were in attendance.

Pictured on stage (L to R): Emcee Chris Frank & panelists Lynn Chen-Zhang, Jen Nelson, Pam Klyn, Lynn Jekkals, Sonia Hollies, & Krista Flynn.



INVESTORS

1st Source Bank	Berrien Community Foundation	Creative Landscaping, Inc.	Gloria Ender	Joel & Jackie Gebbie	Houndstooth
Abonmarche Consultants Inc.	bread+bar	Cressy Commercial Real Estate	Eventbrite	Scott & Maria Geik	Salle Huber
AEP / D.C. Cook Nuclear Power Plant	Bridgman Area Economic Growth Alliance	Cupps Produce	Far Ahead Advertising, Inc.	Loren & Margaret Gerber	Huntington Bank
Beth & Dan Anderson	BSC Investments	Michael Damschroder, CFP	Featherstone	Andrew & Allison Haan	Randy Hyms
J.C. & Nancy Anderson	Ashley Butler	Dawson Manufacturing	Fifth Third Bank	Hanson International	IBEW 153
Kenneth Ankli & Ann Miller	Chi Ishobak	The Degroot Family Foundation	First Merchants Bank	Happy Poochie Eatery	Indiana Michigan Power
Aon Grand Rapids	City of Benton Harbor	DiMaggio's Pizza	Jeff & Marcia Fettig	Harbor Country Cabins	Insurance Management Service, Inc.
Arcadia Gardens, LLC	City of Saint Joseph	Jeff Dorn	Jim & Ellen Finan	Harbor Shores Golf Course	Jim Roberts Enterprise
Ausco	City of Watervliet	Ted & Ann Dosch	Flagstar Bank	HarborTown Interiors	John & Karin Janick
B&L Information Systems, Inc.	City Plumbing & Heating	Eagle Technologies Group	Flaugh Insurance	Herald Palladium	JR Walters Resources
Perry Ballard	Ethel Clark-Griffin	Economic Development Foundation	Forte Coffee	High Top Public Affairs	Kalamazoo Community Foundation
Beaudoin Electrical Construction, Inc.	Rob & Susan Cleveland	Edward Jones - Becky Young	Christina Frank	Holt-Bosse	Kilwins of Saint Joseph
Benton Charter Township	Chris & Katie Cook		Frederick S. Upton Foundation	Honigman	King Media
	Corewell Health		Freedom Finishing, Inc.	Honor Credit Union	Kotz Sangster Wysocki P.C.
			KC & Julie Gast	Dan Hopp	



BERRIEN COUNTY'S LEAD ECONOMIC DEVELOPMENT ORGANIZATION

Since 1988, Cornerstone Alliance has delivered customer-focused economic development solutions through partnerships that grow economic opportunities, increase the tax base, and add to the economic vibrancy of Michigan's Great Southwest. Making it the best place to live, work, and play.



WOMEN'S BUSINESS CENTER

Developing and nurturing home-grown business is key to our community's economic future. The professional staff at the Women's Business Center is ready to put your ideas into place to assist in opening your own business or take your existing business to the next level.

Visit cornerstoneWBC.com to learn more



FIRST CHOICE PROGRAM

Cornerstone Alliance is proud to serve as a community resource for prospective developers and employers to showcase everything our great area has to offer. If you're considering a move to Berrien County, our First Choice program can match you with local experts to explore our diverse array of communities, find housing, and discover leisure and cultural activities.



BECOME AN INVESTOR

Each investment in Cornerstone Alliance helps create jobs, attract new business, and expand existing business in Michigan's Great Southwest.



STAY IN THE KNOW

To keep up with our latest happenings and events,
we encourage you to follow us on social media.

www.GoMichigan.com



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