

## E-News Blast March 2022

### What's going on in the SACC for March 2022....

#### From the Executive Directors Desk...

Hello Valued Members,

It's that time of year when there is another grant opportunity available, the Afflicted Business Relief program. This grant is through the State of Michigan and has 400 million-plus to give out. As usual, it's fairly complicated. There is a list of eligible businesses and the refunds they are offering.

Business types are at the link below and the possible refunds include; property taxes, State unemployment insurance, lease refunds, and certain licensees you may have paid for. These are all for expenses paid in 2020 and have varying refund amounts/ percentages. The first qualification is Your business has to have a decline in total Michigan sales between the calendar year 2019 and 2020 equal to or greater than 5 percent. However, if you had PPP or Restaurant Revitalization and other money forgiven or given, you need to include all of those dollars in the application regardless of the year it was received. Then they do a calculation to determine the amount added back to your sales for that year then do another calculation to determine the amount you'll receive. See not confusing at all. I encourage everyone to check out the website here for details. <https://www.michigan.gov/abr>.

Another interesting aspect of this is that it looks like it is not a first come first serve basis, that they will prorate the monies so everyone gets something. With that being said, you may not get the full calculated max dollars depending on how many businesses apply. The window to apply is March 1 st through March 31 st with a payout by July 1st. There are some webinars in the next couple of weeks that will go over the program I encourage you to try to listen in. <https://www.michigan.gov/abr/events>

Documents needed: see here in the FAQ; <https://www.michigan.gov/abr/faqs> It is my understanding that these will have some updates with calculation details and checklist in the coming days.

Something to consider with this one is they are prorating the amounts you'll receive so it will be impossible to know how much you'll end up with when you apply.

If you have questions about this Ron Stevens, whose contact information is listed below, is happy to help if he can.

**Ron Stevens**

Associate Regional Director

Michigan Small Business Development Center

Washtenaw Community College | Economic and College Development

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[www.MichiganSBDC.org](http://www.MichiganSBDC.org)

Please take advantage of this grant if you are eligible, it is here to help. Best Wishes!

**Warm Regards,**

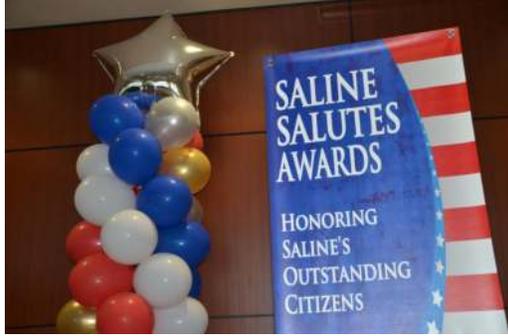
**Lynn Thomas-Perry**

**Saline Area Chamber of Commerce**



**Saline Salutes Nominations**

Please take a moment to nominate someone deserving of being an outstanding citizen in the Saline



Area. You can nominate people in the following categories. Citizen of the Year, Lifetime Achievement Award, Distinguished Veteran, Hometown Hero Active Military Duty, First Responder of the Year, and Youth of the Year. [Saline Salutes Nominations 2022](#)

## Welcome New Board Members!

The Saline Area Chamber of Commerce is happy to welcome new board members for 2022.



Molly Luempert-Coy from DTE Energy  
Jeff Fordeck from Fox River Group  
Steve Dobrovich from Standard Printing  
Matt Behnke from Rehmann  
Jordan Choby from Toyota Motor North America

We are proud to have them all serving on the board. We appreciate their time and commitment.

## Upcoming Meetings and Events

Tuesday, March 1st, 2022

It's our Annual Members Meeting at Black Rock Bar & Grill. Join us to find out "**What's New in 2022!**" for the SACC. 7:00-9:00 pm.



Thank you to our Sponsors, DTE & Stevenson Water Hauling!

Wednesday, March 16th, 2022. Board of Directors Meeting 8-9 am.

Tuesday, March 29th, 2022. Late Lunch Tuesday 1-2:30 pm. Place TBD



## Spotlighting on Local Businesses!

## Gerry's Tire & Alignment

Gerry's Tire & Alignment has been a staple in the Saline Community, this is their 50th year in business. Gerry Feeman started this business in 1972, along with his wife Debra, after he came back from 2 tours in the US Navy, during the Vietnam War.

Gerry built his business on trust and commitment to his customers. He treat people like he would want to be treated and that still holds true today.

Gerry passed away in 2013, and his son Carey runs the business now. He carries on his father's legacy with the same commitment to service and customer care that his father started 50 years ago.

Gerry's Tire & Alignment won The SACC People's Choice Award for "Best Automobile Repair Shop." They are located at 7911 E. Michigan Ave in Saline. (734) 429-7370



## Endurium, LLC

Endurium, LLC is a full-service business transformation firm that partners with clients to achieve the very best from their business. Backed by decades of experience, they improve profit and performance, while ensuring their clients' workforce, operational processes, and technology are driving value to their customers. Their team of highly skilled professionals takes great pride in partnering with all levels of the clients' organization to ensure their success.

At Endurium, their approach is simple, yet very effective. Through a proven consultative and collaborative approach, they begin with a thorough business assessment followed by the creation of a rigorous performance improvement plan. Next, they work closely with their clients to establish performance measurement capabilities, which support their client's desires for continuous improvement, well after the engagement.

Their specialty is execution, "Doing the work!" If their clients had more time, they likely wouldn't need their help, to begin with.

Endurium takes pride in tailoring solutions to meet their client's specific needs, including:

- Strategy Creation & Execution
- Process Design and Improvement
- Process Automation (including Robotic Process Automation)
- Project Management Tracking Systems
- Business Optimization (Budget, Forecast, Operational Dashboard, Vendor Cost Management)
- Training Programs (in person or virtual)

They are excited to announce the launch of Endurium's small business division, known as **SB Excellence**. This division is specifically catered towards small-to-medium size businesses, which recognize the potential to further optimize their business through enhanced planning strategies, measurement techniques, and effecting necessary change. Their solution is proven, cost-effective and repeatable to ensure they drive sustainable performance optimization across all business types.

SB Excellence is grounded in a comprehensive assessment of the following 6 core areas of business:

1. Strategy & Analytics
2. People & Culture
3. Financial Improvement and Measures
4. Technology
5. Operational Excellence (Process Review)
6. Facilities & Vendor Management

Eric Gerdes, a co-founder of Endurium, resides in Saline. For more information, please visit [www.enduriumllc.com](http://www.enduriumllc.com) or send an email to [info@enduriumllc.com](mailto:info@enduriumllc.com).

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