

SERVICES

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# ABOUT THE RIGHT PLACE



**THE  
RIGHT PLACE**

Advancing the West Michigan Economy

# IN BUSINESS, FOR BUSINESS.



## THE RIGHT PLACE IS YOUR SINGLE SOURCE FOR BUSINESS SUCCESS IN WEST MICHIGAN.

The Right Place is West Michigan's leading economic development organization, offering confidential, comprehensive services in the region. Every day we meet with current and prospective companies, connecting them to the resources they need to grow in West Michigan.

Our work has resulted in over three billion in new capital investment, 40,000 new and retained jobs, and hundreds of successful businesses since our start in 1985. We want your business to be next. Contact us today to start the next chapter of your business here in West Michigan.

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**“The Right Place played a key role throughout our acquisition process, ensuring we had the support and resources we needed to make Belmont Engineered Plastics a success in West Michigan.”**

**- Stephen King, CEO  
Belmont Engineered Plastics**

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# Produce

*fresh from the farm to your table*

“I’m pleased to invest in Western Michigan and look forward to bringing additional jobs to the region. We appreciate the support of The Right Place and believe that our strong partnership with state and local leaders will ensure the continued growth of our business and community.”

- Dennis Eidson, President and CEO  
SpartanNash Company



**SpartanNash**

# SERVICES AND RESOURCES

## CURRENT AND PROSPECTIVE WEST MICHIGAN COMPANIES

### **SUPPLY CHAIN AND PARTNER OPPORTUNITIES**

Using local suppliers can save your company both time and money. Since 1985, we have met with thousands of businesses across the region. Let us know what you're looking for, and we'll find it here in West Michigan.

### **REGIONAL SERVICE PROVIDERS**

There are a plethora of regional service groups ready to support your business, such as: local and state government, legal, finance, worker training, suppliers, and more. But, knowing who to contact and when can be a challenge. We can link you to the right providers to address your business growth challenges.

### **CONFIDENTIAL SITE LOCATION SEARCHES**

Whether you're growing, consolidating, or simply looking for a new site, having an objective resource to guide you through the process is critical to finding the right location. Our business development team will work with you and the local commercial real estate community to determine the best fit for your business in West Michigan.

### **STATE AND LOCAL INCENTIVES**

There is a risk/reward equation for every business growth decision. We work side-by-side with you, coordinating state and local resources to support your growth, lowering your business risk in the creation of new jobs and capital investment in West Michigan.

### **WEST MICHIGAN BUSINESS RESEARCH**

Leverage our business research services to start the next chapter of your business journey here in West Michigan. You know your business. We know West Michigan's business community. Combine the two, and you have information to make better, more informed decisions about the future of your company.

### **INTERNATIONAL BUSINESS DEVELOPMENT**

Marketing West Michigan to the world. Throughout our history, we have built international business relationships with companies throughout the world. As a result, West Michigan is home to over 80 international companies from over 20 countries.

### **REGIONAL BUSINESS INFRASTRUCTURE IMPROVEMENTS**

Improving West Michigan's business infrastructure is essential to future economic growth in the region. The Right Place regularly provides input and assistance to regional infrastructure improvement plans, ensuring the business community's needs are met for future growth.

### **MANUFACTURING INNOVATION AND PRODUCT DEVELOPMENT**

Driving innovative thinking throughout your business can lead to exponential business growth. Leverage our connections with regional colleges and universities, alternative funding sources, and innovation cooperatives to spark innovation in your company today.



## MANUFACTURING TECHNICAL ASSISTANCE

### **BUSINESS ASSESSMENT TOOLS**

MMTC-West assessment tools will identify and prioritize your future improvement plans. Discover how your performance compares with peers, select which improvements to address first, and track the return on investment for each project.

### **SAFETY AND QUALITY MANAGEMENT SYSTEMS**

MMTC-West Safety and Quality programs encompass everything from product design to distribution of finished products, providing the tools you need to address areas like customer requirements, process design, customer satisfaction, and more.

### **CONTINUOUS IMPROVEMENT (LEAN) SOLUTIONS**

One of the most popular continuous improvement methods, MMTC's Lean manufacturing solutions provide the tools and methodology you need to meet demand while increasing productivity, capacity and profit margins.

### **SUSTAINABLE MANUFACTURING SOLUTIONS**

From lean and green practices to entering new markets in sustainability and alternative materials, MMTC-West has the services and expertise to improve your performance in environmental management, including: energy management, recycling and waste reduction, materials management, and more.

### **BUSINESS GROWTH**

West Michigan's leading manufacturers know the key to growth is expanding your customer base while adding value to those you already serve. MMTC growth services provide proven, measurable tools to analyze your current strengths, prioritize areas for improvement, identify new markets, and spur innovation within your company.

### **LEADERSHIP DEVELOPMENT**

Look closely enough at any successful manufacturing enterprise and you'll find leaders from the corner office to the shop floor. MMTC-West can help you lead, motivate and train your teams to achieve the kind of self-direction, flexibility and innovation every CEO longs to have.

## ABOUT MMTC-WEST

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Michigan Manufacturing Technology Center - West (MMTC-West) delivers objective, high-quality manufacturing and technical support programs to small and mid-sized manufacturers in West Michigan. Based in Grand Rapids, the group covers a 17-county region in West Michigan, from Mason, Lake and Osceola County, to Berrien and Cass County at Michigan's southern border.

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“Being a member of MiDevice has been valuable to us, allowing us to keep our marketing budget lower and meet with new potential clients over the course of the year. MiDevice and its membership are poised to be among the top-five medical device clusters in the US.”

- Robert Nesky,  
Director of Sales & Business Development  
Keystone Solutions Group



# REGIONAL BUSINESS COLLABORATION

Collaboration drives new ideas, better products and processes, and business growth. No one understands your industry better than other businesses in your industry. Yes, your competitors. The Right Place brings together West Michigan's leading companies in an open, collaborative environment where new ideas are shared, best practices are taught, and businesses learn from each other's failures and successes.

## THE MANUFACTURERS COUNCIL

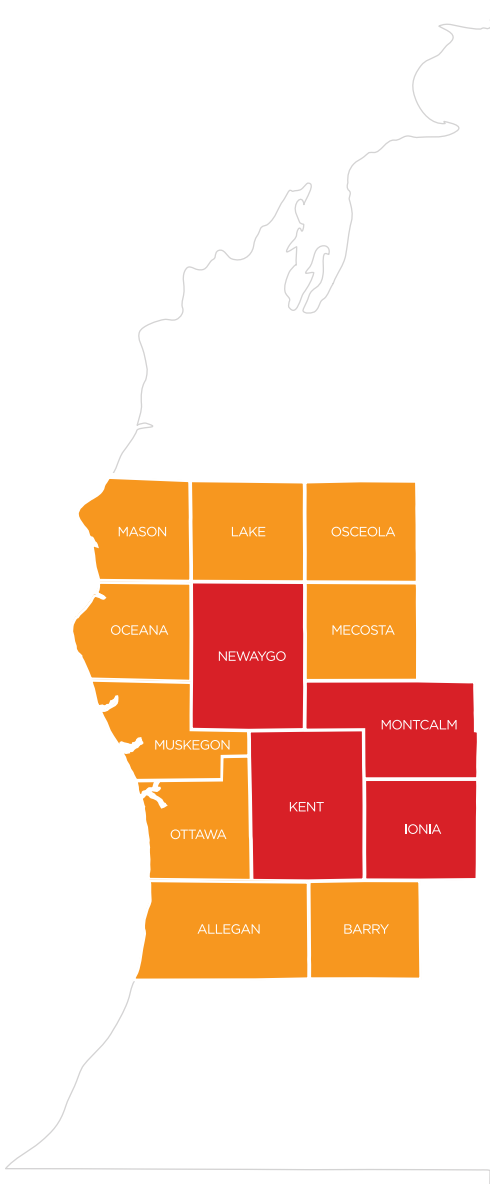
The Right Place convened the Manufacturers Council in 1989 as a way to organize manufacturers' individual interests into a common purpose of improving the local manufacturing economy. Today, members of the council have a collective vision ... to strengthen the West Michigan region as an international center for business innovation and manufacturing excellence. From that vision comes the council's 38 members seek to create a collaborative environment to promote, facilitate, enable, and advocate for "world class" business and manufacturing practices. For more information on the Manufacturers Council, visit: [www.rightplace.org/manufacturerscouncil](http://www.rightplace.org/manufacturerscouncil).

## THE SUPPLY CHAIN MANAGEMENT COUNCIL

The Supply Chain Management Council is dedicated to supporting the competitiveness of West Michigan manufacturers by implementing best practices in integrated supply chain management. Members of the Supply Chain Management Council have a collective vision to be the Integrated Supply Chain Management hub enhancing the West Michigan economy. For more information on the Supply Chain Management Council, visit: [www.rightplace.org/supplychaincouncil](http://www.rightplace.org/supplychaincouncil).

## MIDEVICE - MEDICAL DEVICE CONSORTIUM

MiDevice is the only Michigan-based organization dedicated to medical device design, development, manufacturing and distribution. The consortium works to speed the growth and development of medical devices by emphasizing and encouraging collaboration among members to meet overall product life cycle and supply chain needs. The goal is to build collaboration around core competencies, create opportunities to leverage these competencies, and ultimately grow the medical device industry in the region into a nationally recognized medical device cluster. Managed by The Right Place, the group has more than 25 members throughout West Michigan.



## MISSION

The mission of The Right Place, Inc. is to promote wealth creation and economic growth in the areas of quality employment, productivity, and innovation in West Michigan by developing jobs through leading business retention, expansion, and attraction efforts.

## VALUE

Building on more than 25 years of knowledge and experience in understanding the opportunities and challenges affecting the West Michigan economy, The Right Place, Inc. develops and implements comprehensive strategies to retain, expand, and attract businesses vital to the region's long-term health. These strategies include marketing the region globally, connecting area businesses to national and international resources, identifying emerging growth opportunities, and strengthening the global competitiveness and innovation of area firms. Through these and other activities, The Right Place is fostering an environment of sustainable economic growth, highquality employment, and wealth creation for the West Michigan economy.

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