

Following is a fictitious sample nomination for the *John G. Thodis Michigan Manufacturer of the Year Award* program. This sample is intended to provide an example of the preferred nomination length and level of detail encouraged. The information contained in this sample may differ considerably from that contained in your nomination.

Although supplemental materials as referenced at the end of this sample (letters of recommendation, news clippings, product brochures, etc.) are not required, judges, in the past, have found them to be helpful.

Sample Nomination

Name of individual: Bob Industry

Title: President and CEO

Company name: Smart Co., Inc., Baytown, Michigan

Nomination category: Small Tier

1) How has the nominee utilized his/her manufacturing business, resources and personal leadership skills in making a key contribution to the community where the company is located and the state of Michigan?

Bob Industry took the helm of Smart Co., Inc., a 35-year-old manufacturer of plastic injection molded products for the automotive, furniture and technology industries, in 1999. Through his leadership, the firm's revenue has increased nearly 31 percent over five years, from \$19 million to nearly \$25 million today. Employment, too, has increased 15 percent over the same time frame.

The increased growth meant the company had also outgrown its original location in Baytown. Although they were wooed by other communities in Michigan and other Great Lakes states, Bob chose to uphold his commitment to Baytown, an economically depressed area of the state, and decided to remain in the city. Working with local and state economic development professionals and taking advantage of brownfield redevelopment loans, the company renovated a suitable building in the Star Industrial Park and celebrated their second anniversary at the new location this year.

Bob Industry and the 75 employees of Smart Co. have been actively engaged in Baytown's education and workforce development systems. Bob serves on the Baytown Workforce Development Committee and the Smart Co. team hosts plant tours for school children each year to expose them to attractive career opportunities available in manufacturing.

2) Describe the nominee's entrepreneurial spirit. How has this spirit aided him/her in successfully finding solutions to challenges?

The company was established in the city of Baytown by Bob's mother in 1970. When Bob took over, the company, though successful, had a handful of large customers, mostly in the furniture industry. Bob felt it was important to diversify to ensure the company could weather specific industry sector downturns. The firm, thus, went after and earned the business of customers in the automotive and growing technology industries as well. The company now services 32 medium- and large-sized firms, located throughout the U.S. and internationally.

A good measure of the company's success is due to the team's focus on providing high-quality, high-value solutions for its customers' challenges. As a solutions provider, Smart Co. has been able to differentiate itself from other suppliers by identifying ways to cut costs and eliminate waste in customers' processes. A multi-disciplinary team works with each customer on a regular basis to ensure their needs are being met or exceeded.

Recognizing that the company is only as good as its employees, Bob has also fostered a team- and quality-oriented environment for the Smart Co. workforce. The company offers regular training and education opportunities for all employees and has instituted a 360-degree review process that has led to significant process and management improvements.

3) Describe how the nominee has demonstrated innovative leadership in regard to products, production methods or services offered.

Bob and the Smart Co. team has steadily grown and increased the company's reputation as a quality plastics parts supplier. The firm is focused on strong research and development, recently establishing an initiative to invest eight percent of its profits each year in advanced product and process development to respond to increasing competitive pressures.

The investment has paid off, as evidenced by the company's financial and employment growth as well as recognition in the industry. Smart Co.'s SmartPart™, a high-tensile strength, low-weight polymer hinge used in automotive applications, won the 2004 *AutoGlobe* Gold Award for exceptional new product developments.

4) Describe the nominee's involvement in state and/or local public policy issues that affect manufacturers.

Since being named Smart Co. president and CEO in 1999, Bob Industry has been engaged at the local and state level to improve the education and workforce development systems. He recognizes that without a highly skilled workforce, his company, and the thousands of other manufacturing companies in Michigan, will not be able to compete effectively in the future.

Bob has become a recognized voice in Baytown city council, school board and workforce development board meetings and hearings, in support for improved, more cooperative education and workforce development initiatives.

He is also an avid supporter of economic development initiatives that aid manufacturers, such as brownfield redevelopment efforts, in his community and throughout Michigan.

5) How has the nominee demonstrated dedication to the manufacturing community? What organizations is he/she a member of and active in?

In addition to Bob's efforts outlined above, he participates in the following:

2003 chair of the Baytown United Way campaign

Member of:
Baytown Workforce Development Committee
Baytown Chamber of Commerce

Michigan Manufacturers Association
Plastics Manufacturers of America Association

What other information about the nominee may be helpful to the judges in their evaluation?

With Smart Co. employees, Bob supports and participates in the annual Baytown Walk to Prevent Breast Cancer

Smart Co. and its employees also donate time and funding to:

United Way of Baytown
Baytown Science Olympiad
Baytown High School sports teams and band
Michigan Girls' Technical Club
Boy Scouts of America
The Food Bank of Laketown County

Attachments:

Letter of support from local legislator
Letter of support from local school system representative
Letter of support from employees
Newspaper article featuring company's involvement in local workforce development
AutoGlobe magazine article on SmartPart™
SmartPart™ product brochure