

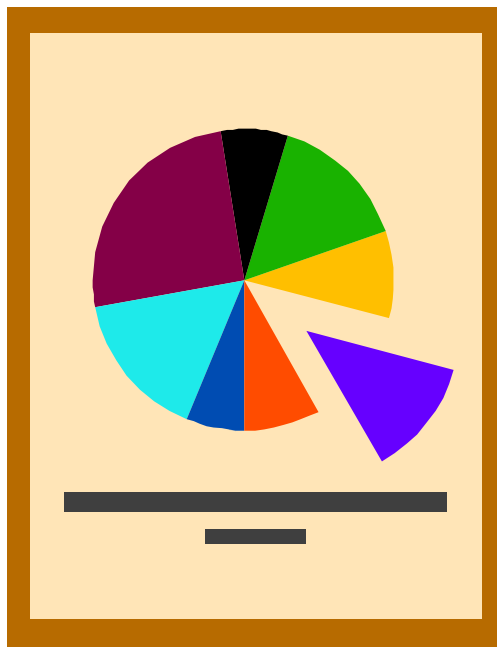
Business Climate

What defines the business climate of a community?

While measurable facts and figures about Delta County and its key cities can be found on the following pages, they do not begin to tell the whole story. If we include, under business climate, the feel or sense of the community, the industriousness of the work force, commitment to the job, and an environment that is friendly, a better and more complete story can be told.

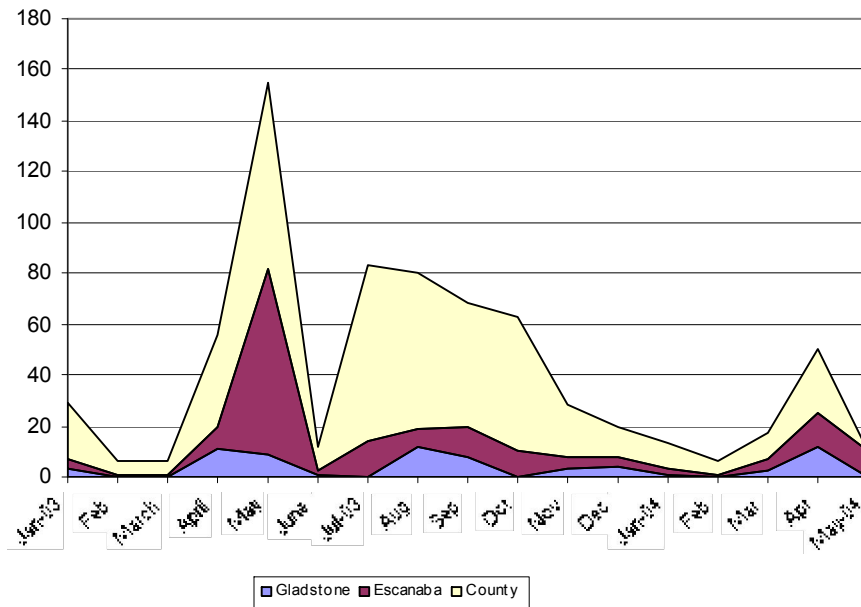
Delta County residents and existing businesses are here because this is where they chose to live and work. Working here offers unique opportunities not found in most locations.

Read the numbers here, then turn to the Quality of Life section for the rest of the story.



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Construction Permits



Source: Delta County Area Chamber of Commerce, July 2004

COMMERCIAL SERVICES IN COUNTY:

General Building Contractors	143
Fabricated Metal Products	5
Commercial Printing	9
Advertising	7
Personnel Supply Services	9
Computer/Data Processing Services	10
Legal Services	33
Accounting/Auditing/Bookkeeping	20
Retail Establishments	429
Wholesale Establishments	72
Trucking/Courier (excluded air)	11
Engineering/Architects	18
Hotel/motel rooms, RV hookups, Cottages	1,030
Television channels (plus cable)	223*
Radio station:	9
Newspapers:	
Daily Press	(daily)
U.P. Action Shopper	(weekly)
U.P. Business Today	(monthly)

Source: www.travelbaysdenoc.com (2004)

*Charter Communications (2004)

A full range of committed support services are available locally to fill business needs.

Principal Employers

FIRM Product/Service	EMPLOYEES
MeadWestvaco High Quality Publishing Paper	1,205
Chip-In's Island Resort & Casino Gambling	598
OSF St. Francis Hospital Health Care Services	543
Engineered Machined Products, Inc. Engine Components	500
Wal-Mart Department Store	400
Escanaba Area Public Schools Education	385
Community Action Agency Governmental Agency	221
Northern Michigan Veneers, Inc. Veneer Plant	200
Gladstone Area Schools Education	190
City of Escanaba Government	180
Christian Park Health Care Center Nursing Home	178
Bay de Noc Community College Education	165
Andex Industries, Inc. Packaging	130
Marquette General Hospital, Inc. Medical	125
ShopKo Department Store	105
USDA-Forest Service Hiawatha National Forest	82
UPCAP Services, Inc. Public Health Education	40

AGRICULTURE

Agriculture is a thriving business in Delta County. Major production is in beef and dairy cattle, milk, hogs, corn, oats, potatoes, wheat, barley, beans, and strawberries, as well as mink fur. Grapes are grown and harvested on the Garden Peninsula. The waters of Little Bay de Noc add commercial fishing to the county's harvest.

FORESTRY

With 596,400 acres of commercial forestlands, wood harvesting is a major enterprise in Delta County. In addition to logging, area businesses dependent on this harvest include sawmills, millworks, building and mobile home construction, furniture, and paper products, and others. Delta's varied forests of softwood and hardwood, with over 769,900 million cubic feet of growing stock, yield over 21 million cubic feet of material annually.

Source: MeadWestvaco, August 1998

MeadWestvaco's Michigan Operations houses a 53,000 square-foot greenhouse that grows millions of seedlings for forest replanting.
MeadWestvaco woodlands in Michigan: 672,000 acres
Number of seedlings planted and donated annually: 2.8 million

Source: Michigan Forest Resource Alliance (www.mfra.org)

SITE AVAILABILITY

Gladstone has two industrial parks fully equipped with amenities. There are available buildings in each park as well as land at the North Bluff Industrial Park on M35.

Escanaba also has two city industrial parks. Red Pines has selected parcels and buildings for sale or lease. The newer (2000) White Tail Industrial Park off Danforth Road has parcels with rail access available.

The county owns the industrial park at the Delta County Regional Airport. Industrial land there is designated as a Renaissance Zone, virtually state and local tax free until 2017. For more information about Michigan Renaissance Zone benefits, visit www.michigan.org. Local restrictions apply. Contact the EDA (906) 786-2192 for details. Construction of full infrastructure to this park began in 2002.

Privately held commercial properties and build-to-suit opportunities always exist. The Delta County Economic Development Alliance can provide specifics on vacant land and available buildings. Please call for a customized search of available sites (906) 786-2192.

See also the site inventory at www.MiSiteNet.org

SITE COSTS

Cost to purchase an industrial site varies, depending on availability of utilities like city water and sewer, electric service, public safety, closeness to transportation, availability of rail spurs in the area, deep-water port, presence of all-weather road (no road restrictions during spring thaw), etc., suitability for building, and zoning. Lease of manufacturing space starts at approximately \$2.25 per square foot annually for Land for light industrial to commercial site. Lease of manufacturing space for existing buildings starts at approximately \$20.00 per square foot annually.

Private property appraisers agree that fair market value of land zoned industrial in Delta County is \$14,000 to \$15,000 per acre as of 2004, based on previous sales. Costs to develop land may include a soil test to determine type of soil and depth to footing, a topographical survey, cost to remove trees, haul in fill to change the elevation, landscaping, etc.

Source: Appraisal Services, 2004

CONSTRUCTION COSTS

The cost to construct industrial buildings ranges from \$45-\$70/square foot for a basic shell manufacturing space (with minimal heat and lights) to \$65-\$80/square foot for parts of the building developed to be office space. Basic cost would increase if special features like heavy-duty electrical, cranes, etc. were needed.

Source: Appraisal Services, 2002

INDUSTRIAL SUPPORT SERVICES

The Delta County Economic Development Alliance at the Delta County Area Chamber of Commerce offers "one-stop shopping" for information, contacts, resources, and assistance to those interested in moving their business here, starting a new business, buying a business, or expanding an existing business. For more information, call their hotline: 1-800-DeltaMI. Some things to ask about include:

- Brownfield Redevelopment Opportunities
- Central Upper Peninsula Planning and Development Regional Commission (CUPPAD)/First Step Counseling
- Community Development Block Grants
- Delta County Demographic Information
- Escanaba Industrial Foundation
- Escanaba Downtown Development Funds/Loans
- Gladstone Economic Development Corporation
- Gladstone Downtown Development Authority
- Job Training through Bay de Noc Community College
- Plant Rehabilitation and Industrial Development Districts

- Revolving Loan Funds
- Service Corps of Retired Executives (SCORE)
- Site Selection Information
- Tax Abatements

In addition, municipal staff from Escanaba (786-0240), Gladstone (428-2311), and Wells (786-0839) can provide specific information and assistance.

FINANCING

Banks that do business in Delta County include:

BayBank

2404 Third Ave. N., Escanaba, 906-786-2299 FAX 906-786-5222
 104 South 10th St., Gladstone, 906-428-4040 FAX 906-428-3016
 10513 N. Main St., Rapid River, 906-474-6631 FAX 906-474-9232
 Loan Department 906-428-4844

First Bank Upper Michigan NA

PO Box 30, 1400 Delta, Gladstone, 906-428-3535 FAX 906-428-2832
 Escanaba Office: 2800 Ludington St., Escanaba, 906-786-3355

North Country Bank & Trust

Lincoln Fair Plaza, Escanaba, 906-789-7000 FAX 906-789-7994

Northern Michigan Bank

723 Ludington Street, Escanaba, 906-786-0220 FAX 906-786-2814
 Delta Plaza Office: 301 N. Lincoln Rd., Escanaba, 906-786-0220
 1921 3rd Avenue North, Escanaba, 906-786-0221

Republic Bank

2325 Ludington St., Escanaba, 906-786-9080 FAX 906-786-4305

State Bank of Escanaba

112 N. 11th St., Escanaba, 906-86-1331 FAX 906-786-2761
 112 N. 25th St., Escanaba, 906-786-1887

Wells Fargo

Main Office: 1205 Ludington St., Escanaba, 906-786-5010 FAX 906-786-5740

Northwest Office: 516 N. Lincoln Road, Escanaba, 906-789-5262

In addition, financing may also be available from:

The BUILD Fund

Union Labor and Management pension fund loans for quality to-be-built real estate projects located in the areas served by the investing funds. Contact Timothy Nichols, 39533 Woodward Ave, St 175 , Bloomfield Hills, MI 48304, phone 248-267-5070
 e-mail: nichols@thebuildfunds.com

Loan Administration Board of Escanaba

c/o Roger Good 906-786-9402
City Hall
410 Ludington Street
Escanaba, MI 49829

Loan Administration Board of Gladstone/Gladstone Economic Development Corporation

c/o Joe Maki 906-428-3636
City Hall
1100 Delta Ave.
Gladstone, MI 49837

Northern Initiatives Corporation

Attn. Roni Monteith 906-228-5571
228 W. Washington
Marquette, MI 49855
FAX 906-228-5572

Shorebank BIDCO

Attn: Chuck Hurst 906-228-6080
228 West Washington Street
Marquette, MI 49855
FAX 906-228-5572

USDA Rural Development

Attn. Lori Krause 906-428-1060
2003 Minneapolis, PO Box 231
Gladstone, MI 49837
FAX 906-428-1086

STATE PROGRAMS

The Michigan Economic Development Corporation offers the following types of programs, subject to change and applicable regulations:

Business and Industrial Development Corporations (BIDCOs)

Private financial institutions designed to fill the moderate risk/moderate return gap between the banks and venture capitalists. Have substantial flexibility in the types of financing tools that can be used.

Capital Access Program

Available to companies that need credit enhancement. Similar to a loan loss reserve fund, those involved place a percentage into a reserve so the company can receive fixed asset and working capital financing.

Community Development Block Grants (CDBG)

Funds for road, water, and sewer improvements for firm to locate or expand. Amount depends on number of jobs created and private investment.

Economic Development Job Training Program (EDJT)

Open to job training providers applying in partnership with businesses having manufacturing, R&D, warehousing, exporting, or world headquarters in Michigan, paying at least 150% or minimum wage to employees in these targeted industries.

Employee-Owned Corporations (\$200,000 maximum)

Loan program that can assist in the formation of employee-owned corporations. Loans can be for fixed assets or working capital.

Environmental Assistance

Funding is available for remediation, reuse, or redevelopment of facilities and sites that are vacant, underused, abandoned, or deteriorated. Assistance for recycling and tax exemptions for pollution abatement equipment are also available.

Industrial Development Revenue Bonds (IDRB) (up to \$10 million on manufacturing projects; tax-exempt)

Available to manufacturers, solid waste/cogeneration companies, and certain private nonprofit corporations. Manufacturing projects are limited to acquisition of land, buildings, and equipment directly related to manufacturing. Tax-exempt reducing cost of borrowing eligible capital expenditures.

Michigan Economic Growth Authority (MEGA)

Program to award refundable tax credits based on incremental Single Business Tax liability attributable to expansion or new location and the amount of personal income tax attributable to new jobs being created. Expansion 15+ new jobs; creation 150+ new jobs. Tax credits respond to out-of-state competition.

Other State Programs

Freight Economic Development Project Loans and Grants
Air Quality Small Business Assistance Program

Small Business Administration 504 Program

(\$750,000 or 40% of project financing requirements)

Can provide subordinated, fixed asset financing at long-term Treasury bond rates.

Taxable Revenue Bonds

Provide companies with longer term financing at a lower cost. They can be used as working capital and to finance commercial, pollution control, agricultural, and recreational projects.

Transportation Economic Development Fund

Grants for local road development for job creation and retention opportunities.

LOCAL INCENTIVES**Brownfield Redevelopment Authority** (\$1,000,000 maximum)

Credit can be claimed against Single Business Tax. Used to promote the redevelopment of Brownfield sites. Both Gladstone and Escanaba have Brownfield Authorities in place.

Development Finance Authority

Allows for public improvements that are necessary to enable an industrial project to move forward.

Downtown Development Authorities

Local units of government can establish development authorities to carry out commercial revitalization projects. They can acquire and improve property. Both Escanaba and Gladstone have DDAs.

Economic Development Corporations

Established to strengthen and revitalize local economy and used to help manufacturer in acquiring land and buildings. Gladstone has an EDC; Escanaba a Revolving Loan Fund and Industrial Foundation.

Industrial Property Tax Abatement

PA 198 provides real and personal property tax incentives of 50% of taxable value for up to 12 years for businesses to renovate or expand aging manufacturing plants, or to build new plants. **PA 328** allows eligible cities to offer personal property tax relief by abating 100% of the taxable value for a negotiated term. The cities of Escanaba and Gladstone are both eligible in 2003.

HUBZone Empowerment Contracting Program

This program encourages economic development in historically underutilized business zones - "HUBZones" - through the establishment of federal contract award preferences for qualified small businesses located in such areas. Delta County qualifies as a HUBZone area. The HUBZone website is www.sba.gov/hubzone.

Sources: MEDC and SBA

For more information on these programs, contact the Michigan Economic Development Corp.'s UP Account Representative Cathi Cole, PO Box 38, Sagola MI 49881 (906) 458-0251 fax (906) 542-6851 or e-mail colec@michigan.org.

BUSINESS LOANS & THE SBA

The SBA does not make loans directly to borrowers and does not provide grants to start or expand a business. They do guarantee loans for businesses. Guaranteed loans are made by private lenders—usually banks—and guaranteed by the U.S. Small Business Administration (SBA), thus reducing the risk for the lender.

Most SBA loans are made under the 7(a) Loan Guarantee Program. SBA can generally guarantee up to \$1,000,000 of a private sector loan. The guaranty rate is 85% on loans of \$150,000 or less and 75% on loans greater than \$150,000. 7 (a) loans can be used for most business

purposes including start-ups, expansion, equipment purchases, working capital, inventory or real-estate acquisition. Interest rates are negotiated between the applicant and the lender. Lenders generally may not charge interest rates exceeding 2.75% over prime, except for loans under \$50,000. Working capital loans can extend 7 years and fixed asset loans for 25 years.

Other programs of the SBA include:

Certified Lenders Program, Preferred Lenders Program , and Low Documentation Loan (SBA*LowDoc*) for loans of \$150,000 or less;

SBA*Express* for loans of \$150,000 or less;

Community*Express* for loans under \$250,000;

Loan Prequalification Program for veterans, minorities, women, exporters, and certain rural small business owners for a maximum of \$250,000 loans;

CAPLines to borrow against existing or anticipated inventory/accounts receivable;

504 Certified Development Company (CDC) Program provides growing businesses with long-term, fixed-rate financing for major fixed assets, such as land and buildings, or machinery and equipment.

Small Business Investment Company (SBIC) Program fills the gap between the availability of venture capital and the needs of small start-up or growing businesses by providing an avenue for private investment.

Angel Capital Electronic Network (ACE-Net) provides an Internet-based, secure listing service for entrepreneurs seeking equity financing of \$250,000 to \$5 million from accredited “angel” investors.

All of SBA’s programs and services are extended to the public on a non-discriminatory basis. For the most up-to-date information, about these and other SBA programs, contact 1-800-8ASK SBA or go online www.sba.gov.

STATE BUSINESS TAXES

Michigan has some of the most innovative tax incentive programs in the nation. Continuous improvement is part of these programs, resulting in significant reductions.

Michigan offers major tax abatements for eligible businesses that create large numbers of well-paying new jobs. In addition, the state has 33 tax-free Renaissance Zones to spur investment and job creation, one of them in Delta County. Michigan also instituted a 100% personal property tax exemption for investments in qualified areas.

The State of Michigan has been a leader over the past several years in reducing taxes. Businesses have been a major beneficiary of these reductions.

Michigan ranks 30th in state and local tax burden as a percent of personal income (10.72%)

Michigan's key state taxes are:

- Single Business Tax
- Property Taxes
- Sales and Use Tax

Single Business Tax

The Single Business Tax (SBT) is a modified value-added tax that has been in effect since 1976. The current SBT rate of 1.9% is scheduled to decline 0.1% per year until the tax is eliminated in 2021. The scheduled tax rate decline could be delayed if the state's budget stabilization fund drops below \$250 million. The SBT:

- replaced seven different business taxes including business income taxes, franchise taxes and property tax on inventory.
- is based on value added during the production process, measured by total compensation with adjustments, business income, net interest paid and depreciation – all apportioned to Michigan.
- offers exemptions, deductions and credits, including an investment tax credit for capital purchases made in Michigan.
- provides eligible small businesses an alternative tax of 2% on adjusted business income.

Other important SBT notes:

- Michigan Businesses with less than \$350,000 of gross receipts are exempt from SBT.
- Treasury Department data shows that 58% of Michigan businesses pay less than \$1,000 in SBT; 45% of all businesses pay no SBT.
- The gross receipts reduction ensures that the tax liability cannot exceed 50% of adjusted gross receipts.
- Purchases of real and personal property in Michigan may be deducted as an investment tax credit and the value can be carried forward for 10 years

*Source: Michigan Economic Development Corp., 2004
www.medc.michigan.org*

Property Taxes

Michigan significantly reduced the state's property tax burden. Reforms instituted in 1994 have reduced the state's reliance on property taxes to fund schools. Major reforms have resulted in lowering property tax rates for businesses by 11.5%.

Under the new property tax system, businesses pay 24 mills (\$24 per \$1,000 of assessed valuation) in school property taxes.

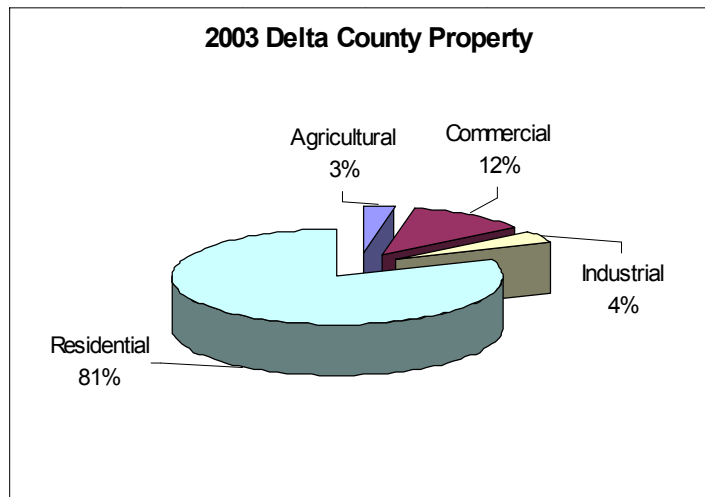
Michigan's property tax is assessed at the state and local levels, and can be abated at the local and state levels. Taxable value of property is 50% of current market value, including both real and personal property.

For businesses, property tax exemptions are available for:
special tools,
dies, jigs, and patterns in manufacturing.
electricity and natural gas used in production.
air and water pollution control abatement equipment.

Annual property assessment increases are limited to the lesser of 5% or the rate of inflation.

In Michigan, all business inventories are exempt from local ad valorem property taxes.

Michigan ranks 30th in state and local tax burden as a percent of personal income (10.72%)



Source: Michigan Economic Development Corp., 2004
www.medic.michigan.org

Based upon 2003 Real Property Assessed Valuations.:

New Numbers come out every year in April.
Source: Delta County Equalization Dept., October 2003

Millage Rates

The principal residence in Michigan is taxed at the homestead rate. Secondary, rental, and business property taxes are at the non-homestead rate.

Unit of Gov	County-wide	Local Mills	TOTAL Homestead
Baldwin	18.4318	11.0631	29.4949
Non-homestead*	47.4949		
Bark River	18.4318	5.8163	24.2481
Non-homestead*	41.9642		
Bay de Noc	18.4318	8.7439	27.1757
Non-homestead*	44.8491		
Brampton	18.4318	8.8692	27.3010
Non-homestead*	45.3010		
Cornell	18.4318	4.0193	22.4511
Non-homestead*	40.4511		
Ensign	18.4318	8.3427	26.7745
Non-homestead*	44.4479		
Esc Twp	18.4318	8.4723	26.9041
Non-homestead*	44.9041		
Fairbanks	18.4318	3.2460	21.6778
Non-homestead*	38.8887		
Ford River	18.4318	2.9990	21.4308
Non-homestead*	39.4308		
Garden	18.4318	5.5170	23.9488
Non-homestead*	41.1597		
Maple Ridge	18.4318	9.0421	27.4739
Non-homestead*	45.4739		
Masonville	18.4318	6.9821	25.4139
Non-homestead*	43.0873		
Nahma	18.4318	3.7600	22.1918
Non-homestead*	39.4027		
Wells	18.4318	2.1876	20.6194
Non-homestead*	38.6194		
Escanaba City	18.4318	18.0000	37.6194
Non-homestead*	55.6194		
Gladstone City	18.4318	15.6744	41.6997
Non-homestead*	59.6997		
Garden Village	18.4318	8.6952	27.1270
Non-homestead*	44.3379		

* Non-Homestead includes additional K-12 school operating levy

** – extra voted millage 1.4767 on REAL Taxable Value for all

Source: Delta County Equalization Department, October 2003 Millage Apportionment Report

Local Property Taxes

Based on millage. State Equalized Valuation at 50% of market value.

2004 Taxable Valuations for Delta County:
COUNTY TOTAL TAXABLE VALUES:

Homestead:	\$ 472,776,099
Non-Homestead:	\$ 445,248,100
Total:	\$ 918,024,199

Source: Delta County Equalization Dept, 2004

Sales Tax

Michigan has a 6% sales tax. No local sales tax is allowed.

Many industrial and consumer goods and transactions are exempt from sales tax in Michigan. Food, prescription drugs, medical devices, newspapers and periodicals, water, and commercial vessels are all exempt.

Also exempt are sales for resale, property in interstate or foreign commerce, computers used in industrial processing, custom computer software, computer information services, railroad rolling stock, air and water pollution control facilities, and energy fuels.

Materials used directly in a manufacturing process are also exempt.

Source: Michigan Economic Development Corp., 2004

Personal Income Taxes

Already Michigan's personal income tax is well below the national average at 4.0% for 2003, fourth from the bottom. The rate is being reduced again to 3.9% by 2004. The gradual rate reduction has saved \$1.8 billion for taxpayers.

Source: Michigan Economic Development Corp. 2004

Workers' Compensation

Significant reforms in Michigan's workers' compensation system have resulted in lowered costs and increased efficiency. Under the reforms:

- An open competitive system allows employers to shop around for the least expensive insurance carrier.
- Eligible businesses can self-insure or join self-insurance pools allowing some companies to save as much as 50%.
- A return-to-work provision that requires workers to accept an offer of reasonable employment within their ability to perform.
- A stronger "exclusive remedy" provision that limits an insured worker to recovery of Workers' Compensation benefits alone for work related injuries or illness. Tort claims are allowed only when an employer "specifically intended an injury."
- aggressive work compensation fraud detection and prevention

- premium discount incentives for:
- return to work programs
- reporting of claims within 24 hours
- managed care programs

Source: Michigan EDC and Northern Insurance Agency, 2004

Unemployment Insurance

Michigan currently has an experience-rated unemployment insurance system. Employers with fewer layoffs have a lower tax rate and pay lower unemployment taxes.

New businesses begin under the new employer tax structure during the first four years of operations in Michigan. The new employer rate is 2.7% for the first two (2) years. Generally, for companies with no layoffs, the rate can drop to 1.8% in the 3rd year, 1% in the 4th year. In the 5th year, the full experience-based Unemployment Insurance (UI) tax formula applies. The tax base is the first \$9,000 of wages for each employee.



Source: Michigan Economic Development Corp., 2004

WATER SERVICE RATES

Escanaba

METERED RATES (MONTHLY)

\$1.65 net per 100 gallons for first	10,000 gals
\$1.31 net per 100 gallons for next	140,000 gals

\$.113 net per 100 gallons for next	350,000 gals
\$.103 net per 100 gallons for all over	500,000 gals

Plus Monthly Availability Charge based on the size of the customer's meter as follows:

5/8" and 3/4"	\$7.24 per month
1"	\$9.04 per month
1-1/4"	\$12.65 per month
1-1/2"	\$18.08 per month
2"	\$27.13 per month
3"	\$54.25 per month
4"	\$72.32 per month
6"	\$162.74 per month
8"	\$235.06 per month
10"	\$325.46 per month
12"	\$361.64 per month

(Source - City of Escanaba, July 2005)

Gladstone:

Flat Water Rate: \$2.50 per 1000 gallon

Plus Monthly Readiness to serve charge

5/8"	\$7.50 per month
1"	\$9.25 per month
1-1/2"	\$10.60 per month
2"	\$13.30 per month
3"	\$19.95 per month
4"	\$31.50 per month

(Source - City of Gladstone, June 2005)

(plus, see under SEWER SERVICE CHARGES, Gladstone)

AVAILABLE SEWER SERVICE

For maps of sewer lines in Escanaba, call City Engineer Bob Becotte at (906) 786-9402. In Gladstone, call Joe Maki at (906) 428-2311.

WASTEWATER TREATMENT (in millions of gallons per day):

Escanaba: activated sludge, present load--1.8, capacity--2.2

Gladstone: bio-disc., present load--.5, design flow--1.0

WASTEWATER RATES

Escanaba

\$1.82 per hundred gallons - plus a monthly Availability Charge based on the size of the customer's meter, as follows:

5/8" & 3/4" meter	\$4.31 per month
1" meter	\$5.34 per month
1-1/4" meter	\$7.51 per month
1-1/2" meter	\$10.76 per month
2" meter	\$16.10 per month
3" meter	\$32.24 per month
4" meter	\$42.99 per month
6" meter	\$96.73 per month
8" meter	\$139.72 per month
10" meter	\$193.46 per month
12" meter	\$214.95 per month

FLAT RATE (applies when a service line is installed at a construction site and it is not feasible to set a meter): the FLAT RATE charge of water used will be as follows:

1" service line	\$16.56 per month
Flat rate for Wastewater	\$13.17 per month

Source: City of Escanaba, July 2005

Gladstone

Wastewater is charged at a flat rate of \$3.15 per 1000/gal, plus an availability charge based on the size of the meter as follows:

5/8"	7.50/mo.
1"	9.25/mo.
1-1/2"	10.60/mo.
2"	13.30/mo.
3"	19.95/mo.
4"	31.50/mo.

CHARGES FOR RELATED WATER AND WASTE WATER SERVICES

1. Fire hydrant fee: \$125.00
Metered: \$25.00
2. Turn-on charge, other than repair: \$30.00
3. Tapping fee
1" & 3/4" - up to 20 feet: \$450.00
Each additional foot (for dewatering): \$3.50/foot
1" and larger: Time, materials, overhead
4. Sewer tapping fee: Time and materials
5. Wastewater fee from private well and no city water used:
Meter fee plus \$3.15 per 1000 gals use
6. Laboratory examinations - water or waste water plant lab (Bacti, alkalinity, hardness, pH, solids, etc.):
\$10.00 each test (to cover cost of supplies)
7. Thaw-out (freeze-up)
During working hours \$60.00

After working hours \$90.00

Source: City of Gladstone, June 2005

ELECTRIC POWER

Rates

Escanaba

Residential Light Rate

Urban availability charge \$2.39/month
Suburban availability charge \$3.00/month

\$.07175 net per kWh for first 400 kWh used per month
\$.06343 net per kWh for all over 400 kWh used per month

Commercial Light Rate

Urban availability charge \$2.39/month
Suburban availability charge \$3.00/month

\$.08942 net per kWh for first 500 kWh used per month
\$.06759 net per kWh for next 1,500 kWh used per month
\$.06343 net per kWh for all over 2,000 used per month

Water Heating Rate

Urban availability charge \$1.22/month
Suburban availability charge \$1.80/month

\$.061 net per kWh used per month

Electric Heating Rate

Urban availability charge \$1.22/month
Suburban availability charge \$1.80/month

\$.063 net per kWh used per month

Large Power

First 50,000 kWh each month \$.052/kWh
Next 150,000 kWh (same mo) \$.049/kWh
Next 200,000 kWh (same mo) \$.046/kWh

Demand

First 250 kW used per month \$3.27/kW
All over first 250 kWh \$2.41/kW

Dusk to Dawn

175 watt lamp \$9.63/month
400 watt lamp \$14.43/month

Source: City of Escanaba, July 2005

Gladstone

Residential Rates
Customer Charge \$5.00/month
Energy Charge \$.0896/kWh

Commercial Rate
Customer Charge - 1 phase \$4.00/month
Customer Charge - 3 phase \$6.00/month
Energy Charge
First 1000 \$.0896/kWh
Over 1000 \$.0832/kWh

Small Power (over 2,500 kWh per month existing)
Customer Charge - 1 phase \$6.00/month
Customer Charge - 3 phase \$10.00/month
Energy Charge
First 1000 \$.073/kWh
Over 1000 \$.0704/kWh

Large Power (over 6,000 kWh per month existing)
Customer Charge \$40.00/month
Energy Charge \$.055/kWh
Demand Charge \$4.00/kW
All Electric
Customer Charge \$5.00/month
Energy Charge .064/kWh
Water Heating (Minimum Bill \$7.00/month)
Energy Charge \$.064/kWh

Home Heating (Minimum Bill \$7.00/month)
Energy Charge \$.064/kWh

Sign (Minimum Bill \$5.00/month)
Energy Charge \$.087/kWh

Dusk to Dawn (Flat rate) \$10.92/month

Source: City of Gladstone, June 2005

Wells

A-1 Residential Service:
\$7.00 per month, plus
\$0.05566 per kWh

P-1 Service (26-199 kW per month)
Capacity charge: \$7.50 per KW
Energy charge
first 200 kWh: \$0.01462 per kWh
second (over 200) kWh: \$0.01462 per kWh

C-1 General Service (25 kW or less)
\$11.00 per month, plus
\$0.0513 per kWh

WP-1 Industrial Service (200+ KW)
Capacity Charge: \$6.00 per KW
Energy Charge: \$0.01345 per kWh

*Source: www.uppco.wpsr.com UP Power Co., a WPSR company,
April 2005. For more specific information about your needs, please call
1-800-562-7680.*

ELECTRIC POWER SUPPLIERS

Escanaba:

Municipal and Upper Peninsula Power Company

Gladstone:

Municipal and Upper Peninsula Power Company

County:

Upper Peninsula Power Company
Wisconsin Electric Power (See rates on earlier page)
Alger Delta Cooperative (very limited mostly rural area)

LICENSED LANDFILLS

2 in County

Escanaba monthly garbage collection	\$2.75 Residential \$2.75 Commercial
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Gladstone monthly refuse collection	\$4.10
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(June 2005)

NATURAL GAS RATES

As of October 2005 (rates change monthly) - for more current information, call DTE Energy 1-800-477-4747.

Rate Schedule No.		Monthly Service Charge	Commodity charge for Service*
1	Non-residential general service rate	\$20.00	79.90¢
2	Residential Rate	\$8.50	79.90¢
2A	Residential multiple family: Dwelling service rate		
	Meter class I	\$8.50	79.90¢
	Meter class II	\$20.00	79.90¢
3	Senior citizen rate	\$8.50	79.90¢
3A	Low income senior citizen rate	\$8.50	79.90¢
6	Large volume rate	\$475.00	79.90¢
10	School rate	\$200.00	79.90¢
ST-1	Small volume transportation	\$1,300.00	8.078¢
ST-2	Small volume transportation:		
	Minimum	\$1,300.00	2.300¢
	Maximum	\$1,300.00	13.856¢
LT-1	Large volume transportation	\$3,375.00	5.596¢
LT-2	Large volume transportation:		
	Minimum	\$3,375.00	2.300¢
	Maximum	\$3,375.00	8.892¢

Source: DTE Energy

* Commodity Charge for Service is a cost per 100 cubic feet of gas, and includes Distribution Charge and Company Gas Cost Recovery Factors (GCR).