



The Enterprise Group of Jackson, Inc.

ECONOMIC DEVELOPMENT SUCCESS STORY



SeaLandAire Technologies

SeaLandAire Technologies is a new company spin-off from Sparton Electronics. They are an R & D engineering firm that also makes prototypes.

The company, which designs and develops air, land, sea and undersea sensor systems, indicated that they were struggling due to loss of contracts and slow contract renewals.

Through the coordinated efforts of the Jackson Area Manufacturers Association, the Procurement Technical Assistance Center and the Economic Development Corp. (all members of The EG), The EG connected SeaLandAire to other local companies with a strategic fit, obtained local and regional press coverage of the company's capabilities, assisted SeaLandAire in marketing their sub-leasing opportunity and provided them with opportunities to bid on additional government contracts.

As a result of these efforts, SeaLandAire has successfully landed a \$1.6 million DARPA contract to develop an innovative Persistent Ocean Surveillance System (in partnership with the University of Michigan's Naval Architecture and Marine Engineering research group and local companies McCleer Power and Augment Engineering) and an \$80,000 Phase I SBIR grant to develop a covert air-deployable surveillance/sensor system capable of operating in diverse environments.

Results:

6 new jobs in the community

THE ENTERPRISE
GROUP OF
JACKSON, INC.

One Jackson Square
Suite 1100
P.O. Box 80
Jackson, MI 49204-0080
www.enterprisegroup.org

Phone: 517-788-4455
Fax: 517-782-0061