



## MICHIGAN STRATEGIC FUND

**DATE:** March 15, 2019

**TO:** The Honorable Gretchen Whitmer  
Governor of Michigan

Members of the Michigan Legislature

**FROM:** Jeff Mason, President  
Michigan Strategic Fund

**SUBJECT:** FY 2018 MSF-MEDC Annual Report

The Michigan Strategic Fund (MSF) is required to submit an annual report to the Michigan Legislature summarizing activities and program spending for the previous fiscal year. This requirement is contained within the Michigan Strategic Fund Act (1984 PA 270) and budget boilerplate.

Attached you will find the annual report for the MSF and the Michigan Economic Development Corporation (MEDC) as required in Section 1007 of 2018 PA 207 as well as the consolidated MSF Act reporting requirements found in Section 9 of the MSF Act (MCL 125.2009).

In an effort to further consolidate legislative reporting, the attachment also includes the following budget boilerplate reports.

- Michigan Business Development Program and Michigan Community Revitalization Program amendments – Section 1006
- Jobs for Michigan Investment Fund – Section 1010
- Michigan Film and Digital Media Office Activities – Section 1033
- Business Incubators and Accelerators annual report – Section 1034

Also included in the attachment is an annual status report for the Community College Skilled Trades Equipment Program (CCSTEP) which is now administered by the Talent Investment Agency.

Please contact the MEDC Office of Government Relations at 517.335.1847 if you have any questions.

Attachment

cc: Chris Kolb, State Budget Director  
Chris Harkins, Director, Senate Fiscal Agency  
Mary Ann Cleary, Director, House Fiscal Agency  
Gary Randall, Clerk, Michigan House of Representatives  
Margaret O'Brien, Secretary of the Senate

# FISCAL YEAR 2018

## MSF/MEDC Annual Report to the Legislature



MICHIGAN ECONOMIC  
DEVELOPMENT CORPORATION

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## EXECUTIVE SUMMARY

The Michigan Strategic Fund (MSF) is required to submit an annual report to the Michigan Legislature summarizing activities and program spending for the previous fiscal year. This requirement is contained within the Michigan Strategic Fund Act (MSF Act) (1984 PA 270) and the budget boilerplate. The MSF board has granted authority to the Michigan Economic Development Corporation (MEDC) to provide administrative services to the MSF for a variety of programs overseen by the MSF.

The MSF Act was amended in 2005 to add the 21st Century Jobs Fund (21st CJF) programs. In more recent years, the MSF Act was amended to update and add new programs, including the Michigan Business Development Program (MBDP), Michigan Community Revitalization Program (MCRP), and the Good Jobs for Michigan program. With these changes, the MSF Act and MSF board now oversee most of the state's economic development programs.

Several bills were enacted in 2014 that made various changes to the MSF Act that were designed to provide greater flexibility, eliminate duplicative efforts and streamline processes. Among the changes is 2014 PA 503, which amended and consolidated all reporting under Sec. 9 of the MSF Act (MCL 125.2009), including requirements for MBDP, MCRP, tourism and business marketing, and the 21st CJF annual report.

Some of the programs summarized in this report are in a monitoring phase and are no longer issuing new incentives. Awardees that had an executed agreement with the MSF prior to January 14, 2015, the effective date of 2014 PA 503, which amended the legislative reporting requirements of the MSF Act, have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for each of these programs includes metrics as required under the agreement between the awardee and the MSF.

Sec. 9 (4) contains additional requirements related to a 21st century investment made by the MSF under Chapter 8A, including year-to-year growth and a statement of the amount of money in each loan reserve fund established under the Small Business Capital Access Program. There are other specific reporting requirements within Sec. 9 for tourism and business promotion efforts, MBDP and MCRP awards, and business incubators. This information is included in the report, as well.

Sec. 9 (1)(i) requires a list of all entities that are in bankruptcy, that the fund has received actual notice of, filed by a direct recipient of an active single incentive of at least \$500,000. The MSF received no bankruptcy notifications in FY 2018.

Sec. 9 (1)(j) requires a summary of the approximate administrative costs used to administer the programs and activities authorized under the MSF Act. This information is included in the MSF expenditures page of this report.

Finally, beginning July 1, 2015, Sec. 9 (14) requires the report to include a copy of the site visit guidelines for each program that provides financial assistance under the Act and the number of site visits conducted under that program. This information is available at the links below:

**MBDP Site Visit Guidelines:** <https://www.michiganbusiness.org/498d8d/globalassets/documents/michigan-business-development-program-projects/mbdp-program-site-visit-guidelines.pdf>

**MCRP Site Visit Guidelines:** <https://www.michiganbusiness.org/498da8/globalassets/documents/michigan-community-revitalization-program-projects/mcrp-site-visit-guidelines.pdf>

**MSF Site Visit Guidelines:** <https://www.michiganbusiness.org/49b696/globalassets/documents/reports/msf-reports/msf-site-visit-guidelines-3-1-16.pdf>

## FY 2018 OVERVIEW

Michigan is positioned for long-term sustainable economic growth as a result of the steady increase in private-sector investment and new jobs since 2011. MSF programs administered by the MEDC, in partnership with local and regional economic development organizations, supported nearly \$7.5 billion in private investment and 46,151 projected jobs in the recently completed fiscal year.

The MEDC is continuing its work to elevate Michigan's competitive business climate profile and spreading the word that Michigan offers compelling 21st century economic opportunities. With the success of the past fiscal year in mind, the MEDC is committed to supporting the growth of businesses in the state, building vibrant communities, and promoting the state's economic and leisure travel opportunities.

Growing the state's economy requires building on Michigan's historical strengths in manufacturing along with careful cultivation of a range of strategic industries that are

## EXECUTIVE SUMMARY *continued*

redefining the modern economy. MEDC accomplishes this mission with a mix of economic development programs aimed at businesses with widely differing needs. The first commitments under the Transformational Brownfield (commonly referred to as MiThrive) and the Good Jobs for Michigan programs during FY 2018 are two prime examples among many of how Michigan is using a broader range of best practice economic development tools to help build a sustainable economy.

While supporting a pro-growth environment for Michigan's pillar corporations and strengthening the competitiveness of medium- and small-businesses form the engine of the state's economy, building vibrant communities is at the heart of the state's strategy to further create engaging places to live, work, and play. Through the administration of Community Development Block Grants and the Michigan Community Revitalization Program (MCRP), municipalities across Michigan are redefining the economic possibilities of their communities. For the past six years, MCRP has been a vital resource in developing and remaking communities' main streets and business districts across the state. From 2012 to 2018, MCRP performance-based awards have supported 152 projects and leveraged more than \$2 billion in private investment.

Beyond supporting business growth and community vitality, MEDC cultivates Michigan's image as a competitive business location and exciting travel destination. On a broad level, the Pure Michigan campaign continues to both drive revenue for the travel industry and foster cultural pride in the Great Lakes state. The Pure Michigan campaign directly promoted \$2.1 billion in visitor spending in 2017, nearly 10 percent of the total economic impact of tourism in the state. Other state campaigns, like PlanetM, market Michigan as the epicenter for the next revolution in transportation and mobility by highlighting the state's talent supply and automotive supply chain.

Working with the Legislature and economic partners around Michigan, MEDC looks forward to further growth for Michigan businesses and communities over the next year.

### **FY 2018 PROGRAM HIGHLIGHTS**

Just as Michigan put the world on wheels, the state stands at a historical threshold as the preeminent place for automakers and auto suppliers along with entrepreneurs and innovators who are leading the way in the mobility

revolution. Significant technical and policy challenges lay ahead, specifically developing methods for safe testing, validation, and verification, cybersecurity and the interface with range intelligent transportation systems. In the area of cybersecurity, the MEDC's Michigan Defense Center has provided funding since 2015 for cyber ranges in Battle Creek, a Macomb-Oakland University Incubator in Sterling Heights, Pinckney Community High School, Wayne State University, West Michigan Center for Arts and Technology and at the Detroit Arsenal with U.S. Army CCDC Ground Vehicle Systems Center (formerly TARDEC). Two more hubs will be opening soon at Northern Michigan University and at the University of Michigan-Flint, expanding the cyber ecosystem to the Upper Peninsula and Genesee County. These new hubs will continue the development of a robust cybersecurity community focused on connecting the interests of the cyber, automotive, defense, and aerospace industries.

Michigan is renowned for its entrepreneurial spirit and world-class innovation. No other state does what Michigan does to fund an entire entrepreneurial ecosystem that supports innovative early-stage companies. Michigan is a leader within the idea, research, and proof of concept phase, the MEDC partners with universities to assist in the development and testing of those ideas. These research institutions are catalysts for growing and diversifying Michigan's economy and play a key role in the entrepreneurial spirit across the state by collaborating to support translational research, technology transfer, and industry engagement. In FY 2018, two innovation hubs were added through the Michigan Translational Research and Commercialization (MTRAC) Statewide Program. The University of Michigan's College of Engineering received funding to serve as an Advanced Transportation Innovation Hub and Michigan Technological University received funding to serve as the Advanced Materials Innovation Hub. Launched in 2016, the MTRAC statewide program supports the acceleration of technology transfer from Michigan's institutions of higher education, nonprofit centers and hospital systems. Michigan State University's agriculture-biology program and U-M's life sciences programs were the first to be designated as innovation hubs for the program in 2016.

Michigan's food and agriculture industry is another backbone of the state's economy. Throughout the state, farms and food processing companies generate essential products and create jobs in one of Michigan's defining

## EXECUTIVE SUMMARY *continued*

industries. This past year Michigan saw substantial growth in the industry, with the largest expansion in mid-Michigan. Glanbia PLC, a global nutrition group with a presence in 32 countries, partnered with Select Milk Producers Inc. and Dairy Farmers of America to form Spartan Michigan LLC. The project will develop a new 146-acre dairy processing facility in St. Johns that will process more than 8 million pounds of milk per day. Proliant Dairy Michigan LLC will establish an adjoining facility that will manufacture whey permeate products. Construction on both facilities began in September and is scheduled to be completed by December 2020. When completed, the mid-Michigan site will be among the largest dairy processing facilities in the country.

In FY 2018, 160 communities were participating in Redevelopment Ready Communities® (RRC) at the beginning of the year, with 242 formally engaged by the fiscal year end. Fourteen communities were certified, bringing the total number of certified RRCs to 27, including Meridian Township (Ingham County), the first township in the state to achieve certification.

2018 marked the 15th anniversary for the Michigan Main Street (MMS) program. Since its inception in 2003, the program has aimed to create communities distinguished by a “sense of place.” The rationale is based on a range of studies that show investing in creating a sense of place is an integral part of developing vibrant city centers and downtowns, thereby making the state economically stronger and culturally diverse. The cities of Boyne City and Portland were in the first class of local communities to join and events were held in these communities in June and July to celebrate 15 years of community development and recognize their accomplishments.

Each year, the National Main Street Center recognizes exceptional Main Street communities whose successes serve as a model for comprehensive, preservation-based commercial district revitalization with the Great American Main Street Award. In March 2018, City of Howell was named a recipient of the 2018 Great American Main Street Award presented by the National Main Street Center. Howell was among 10 semi-finalists from around the country considered for the 2018 award. Another Michigan community, the city of Boyne City, has been named a semi-finalist in the 2019 Great American Main Street competition. Winners will be announced in early 2019.

Tourism is one of the state’s largest and most important industries. While the Pure Michigan campaign promotes leisure travel in Michigan, it also shapes a positive perception of Michigan. Michigan is seeing increased growth in international travel to the state, particularly in key markets of Germany, the United Kingdom, and China. Michigan takes great pride in welcoming visitors and the state maintains a vital relationship with convention and visitor bureaus and tourism organizations to promote destinations throughout Michigan. Pure Michigan has worked with the Detroit Metropolitan Wayne County Airport (DTW) and U.S. Customs to greet international arrivals to DTW with campaign creative videos welcoming them to Michigan and highlighting leisure travel destinations across the state. International travel in 2017 reached \$2.2 billion, representing 16.3 percent growth since 2012.

### KEY MSF-APPROVED PROJECTS (by Prosperity Region)

The MSF board approved numerous projects across the state to support dozens of business growth and community revitalization projects in FY 2018. Comprehensive lists of projects are included in various sections of this report. Some examples are:

**Regions 1 & 3: O-N Minerals Company (d/b/a Carmeuse Lime & Stone)**, founded in Belgium in 1860, is a leading producer of high calcium and dolomitic lime, chemical grade limestone, and crushed limestone aggregate products that are a vital part of steel manufacturing, energy, environmental services, and construction. The company has approximately 80 production facilities worldwide, including five in Michigan. The company is experiencing growing demand for its products and plans to improve production facilities at its operations in **Cedarville, Port Inland, and Rogers City**. The projects are expected to involve a total capital investment of approximately \$96.3 million over the next several years and has created 32 jobs, resulting in a \$200,000 Michigan Business Development Program performance-based grant.

**Region 1:** Alger County was awarded \$100,000 in Community Development Block Grant funds for a planning study needed for the **Alger County-Upper Peninsula Forest Products Rail Study** project. The Northwoods Rail Transit Commission, with membership composed of northern Wisconsin and Michigan U.P.

## EXECUTIVE SUMMARY *continued*

counties, has been leading an effort to seek solutions for effective rail transport in Michigan's U.P. One of the industries that has been particularly hard hit is the forest products industry. Alger County seeks to have a planning study done to determine how to improve the availability of the transportation of logs by rail. It is anticipated that the study will lead to companies adding jobs in Alger County. Alger County will contribute matching funds of \$100,000.

**Region 2: Biewer Sawmill Inc.** is a family-owned manufacturer of dimensional lumber, timbers, decking, and fencing. Biewer provides product to retail lumber yards and home centers primarily throughout the midwestern United States and in Canada. The company is experiencing increasing demand and needs to expand to meet today's technology standards to improve productivity and output. Biewer plans to expand its facility in the city of **McBain**, investing more than \$31 million and creating 17 jobs. As a result, the company has been awarded a \$170,000 Michigan Business Development Program performance-based grant.

**Region 2:** Established in the Petoskey area in 1967, **Manthei Veneer** manufactures hardwood veneers in a wide variety of species and grades and are supplied to the hardwood plywood industry. The company recently experienced a fire at its facility in **Resort Township (Emmet County)** that destroyed its lathing operations. A \$280,000 Michigan Business Development Program performance-based grant will assist Manthei in expanding its facility and rebuilding the lathing operations while also incorporating a highly automated, technologically advanced peeling line to increase efficiency. The project is expected to generate a total capital investment of \$9.1 million and create 35 jobs.

**Regions 3 & 10: North American Interconnect LLC (NAI)**, a manufacturer of wire and cable assemblies, services a variety of industries including telecom, industrial, medical, and aerospace. The company is experiencing increased demand and plans to expand its facility in **Livingston Township (Otsego County)** to allow space for additional equipment. NAI also plans to expand its engineering and R&D operations in the city of **Troy**. The project is expected to generate a total capital investment of \$2.7 million and create 139 jobs, resulting in a \$186,000 Michigan Business Development Program performance-based grant.

**Region 3: Plastic Trim International Inc.** is a subsidiary of MINTH Group US Holdings Inc., a China-based manufacturer of trim, molding, decorative parts, body structural parts, set frame systems, and roof racks for the auto industry. Plastic Trim's **Baldwin Township (Iosco County)** plant, established in 1992 and acquired by the MINTH Group in 2007, manufactures trim, molding, and decorative auto parts for General Motors, Chrysler, Volkswagen, Nissan, and BMW. The company also has a logistics center in **Tawas City** that supports the Baldwin Township manufacturing plant. The company is experiencing increasing demand and plans to expand its Baldwin Township plant by adding more than 42,000 square feet of space and upgrading technologies. The Tawas City logistics center also will have some growth due to the increased production in Baldwin Township. The project is expected to generate a total capital investment of up to \$16.1 million and create 210 jobs, resulting in a \$1,575,000 Michigan Business Development Program performance-based grant.

**Region 4: Amazon** plans to lease a new state-of-the-art, build-to-suit fulfillment center in **Gaines Charter Township (Kent County)** on approximately 100 acres of land currently owned by Steelcase. The project is expected to generate a total capital investment of \$150 million and create 1,000 jobs, resulting in a \$4 million Michigan Business Development Program performance-based grant.

**Region 4: Arconic** is a global technology, engineering and advanced manufacturing leader with a presence in Whitehall since 1951. The company is a market leader in investment casting super-alloy airfoils for aero engines and industrial gas turbines. Arconic is expanding its operations in the city of **Whitehall** to meet growing demand from aerospace engine customers. The project is expected to generate a total capital investment of approximately \$100 million and create 45 new jobs, resulting in a \$495,000 Michigan Business Development Program performance-based grant.

**Region 4: 351 W. Western LLC and Great Lakes Development Investments Inc.** plan to construct a new six-story, mixed-use building on 17 acres in downtown **Muskegon**. The completed project will include retail and office space with three floors of residential market-rate apartments. The project is expected to generate a total capital investment of nearly \$7.3 million and

## EXECUTIVE SUMMARY *continued*

create 29 jobs, resulting in a \$1.5 million Michigan Community Revitalization Program performance-based loan participation. The project is Phase 1 of what is hoped to become a three-phase development that will be built on vacant adjacent parcels and is expected to serve as a catalyst for additional revitalization in downtown Muskegon.

### **Region 5: Saint-Gobain Performance Plastics**

**Corporation** is a subsidiary of Saint-Gobain, a French multinational corporation founded in 1665 in Paris. The company uses state-of-the-art molding and extrusion capabilities to manufacture high-purity tubing and biopharmaceutical-grade hose and tubing. The company's plant in the city of **Beaverton** manufactures products for the medical and industrial markets and conducts application design and engineering at the site. Saint-Gobain is experiencing continued growth and needs to expand its Beaverton facility to allow for growing application, design, engineering, and manufacturing activities. The project will generate a total capital investment of \$10.6 million and create 66 jobs, resulting in a \$396,000 Michigan Business Development Program performance-based grant.

**Region 5: Main Street Uptown Development LLC** plans to construct a new three-story, mixed-use building at 101 East Main Street in downtown **Bay City**. The completed project will include commercial space on the first floor and 30 market-rate residential units on the second and third floors. The project is expected to generate a total capital investment of \$8.6 million and create three jobs and is strategically located within walking distance to the YMCA, local restaurants, the riverfront boardwalk, and Bay City's traditional downtown. As a result, the project has been awarded a \$575,000 Michigan Community Revitalization Program performance-based grant.

**Region 6: Uptown Reinvestment Corporation** plans to historically renovate the former Genesee Bank building on South Saginaw Street into the new Hilton Buckham Square hotel in downtown **Flint**. When completed, the new hotel will feature 101 guestrooms, a full-service restaurant, and a banquet center. The rooftop deck will overlook a large greenspace that will be created on the site of two nearby blighted buildings as a part of the project. The project is expected to generate a total capital investment of \$37.9 million and will serve to attract

more visitors to the downtown and bring increased economic activity to the area. The MSF board approved a \$7,949,000 Michigan Community Revitalization Program performance-based equity investment in support of the project. In addition, City of Flint Brownfield Redevelopment Authority received approval of \$2,281,166 in local and state tax capture for the alleviation of brownfield conditions at the site.

**Region 6: Michigan Metal Coatings**, headquartered in Port Huron, is an ISO 9001:2015-certified company with an A2LA accredited laboratory, and is a leader in the application of chromium free, corrosion resistant coating systems. The company provides metal finishing services to large automotive OEMs as well as servicing non-automotive industries. Michigan Metal needs to expand in order to add capacity and will be purchasing an additional facility near its current operations in **Port Huron**. The project is expected to generate a total capital investment of \$11 million and create 41 jobs, resulting in a \$200,000 Michigan Business Development Program performance-based grant.

**Region 7: XG Sciences Inc.**, incorporated in 2006, was formed at Michigan State University for the purpose of commercializing technology to produce graphene nanoplatelets used for energy storage, aerospace, automotive, industrial, and consumer markets. The company will open a new facility in **Vevay Township (Ingham County)**. The facility will house production in support of its ongoing product platforms and capacity requirements. XGS intends to invest up to \$15.3 million in capital equipment and infrastructure needed to support existing and future customer demands and will create up to 75 Michigan-based jobs. As a result, the company has been awarded a \$520,000 Michigan Business Development Program performance-based grant.

**Region 7: Loc Performance Products** is a full-service provider of complex mechanical systems, fabricated structures and armor products for defense and commercial industries. The company is headquartered in Plymouth and recently acquired the assets of Demmer Corporation in **Lansing**, which has allowed the company to expand its manufacturing capabilities. Loc is winning substantial defense contracts and plans to continue expansion at the Demmer facility; the company may potentially seek to build or purchase a new facility in the Lansing region if capacity is exceeded at the Demmer



## EXECUTIVE SUMMARY *continued*

facility. The project is expected to generate a total capital investment of \$96.5 million and create 700 jobs, resulting in a \$7 million Michigan Business Development Program performance-based grant.

**Region 8: Stryker Corporation** was founded in Michigan in 1941 and is a global leader in medical technology. Stryker offers innovative products and services in orthopedics, medical and surgical, and neurotechnology and spine that help improve patient and hospital outcomes. Stryker's medical division continues to grow, and it has become necessary to expand its existing manufacturing capacity. The company plans to expand its facility in the city of **Portage**, investing nearly \$110 million and creating 260 jobs by 2025. As a result, Stryker has been awarded a \$2.6 million Michigan Business Development Program performance-based grant.

**Region 8: 400 Rose LLC** plans to redevelop vacant land and a surface parking lot located at 400 South Rose Street in downtown **Kalamazoo**. The completed project will be a four-story, mixed-use infill development that will include residential units, commercial space, and parking. The project is expected to generate a total capital investment of \$25.5 million and create seven jobs, resulting in a \$4.4 million Michigan Community Revitalization Program performance-based loan participation. In addition, City of Kalamazoo Brownfield Redevelopment Authority received MSF approval of \$3,632,517 in local and state tax capture to alleviate brownfield conditions at the site.

**Region 9: Gerdau Macsteel Inc.** is one of the largest steel producers in North America, manufacturing products servicing the construction, automotive, agriculture, and energy markets. The company's North American divisions focus on long and special steel projects such as rebar, beams and piling, merchant bar quality, and more. The company plans to expand at its facility in the city of **Monroe** that will increase capacity of special bar quality steel used in the automotive manufacturing process. The expansion is expected to generate a total capital investment of \$115 million and retain 530 jobs. The MSF board approved an exemption from the State Essential Services Assessment for the company valued at \$2,407,000.

**Region 9: PlaneWave Instruments**, founded in 2006, is the world leader in small- to medium-sized telescopes and mounts. The company's telescopes are sold to

private individuals, colleges, universities, aerospace industries, and the military. Approximately 60 percent of the products that are produced by PlaneWave are sold internationally. PlaneWave is experiencing exponential growth and needs to consolidate into one location to manage business growth and expand into new markets. The company plans to purchase and re-use the former Adrian Training School in the city of **Adrian**, investing \$9.4 million and creating 54 new jobs over a three-year period. PlaneWave plans to allow the Adrian Center for the Arts and the Sam Beauford Woodworking Institute to remain on the campus while also offering public outreach and activities to promote science, technology, astronomy, and the arts. As a result of the investment and job creation, the company has been awarded a \$400,000 Michigan Business Development Program performance-based grant.

**Region 10: SAPA Transmission Inc.** is a U.S. subsidiary of SAPA Group, a Spanish-based group of companies that has a long history in the defense sector dating back to 1573. SAPA provides high-efficiency solutions in the fields of mobility and power generation and power management. SAPA has developed a family of transmissions for tracked and wheeled vehicles, the first in the market to be fully automatic, multi-gear, and totally mechanical. SAPA plans to locate its North American headquarters in **Shelby Township (Macomb County)** to grow its transmission sales within the defense sector. SAPA already has made an initial investment and leased a research and development center, where the company is engaged in engineering, assembly, and testing activities. SAPA also plans to construct a new production facility in Shelby Township. The project is expected to generate a total capital investment of \$40.1 million and create 223 jobs, resulting in a \$2,676,000 Michigan Business Development Program performance-based grant.

**Region 10: Iron Ridge Holdings LLC** plans to redevelop 13 acres of property in the cities of **Ferndale** and **Pleasant Ridge**. The project will involve the rehabilitation of existing buildings as well as new construction which will create a vibrant, mixed-use campus. The vacant industrial building located as 660 East 10 Mile Road will be transformed into three buildings that will include a market space, beer garden, and brewery. Office space, retail space, fitness center, and a fire suppression company will occupy the remainder of the five rehabilitated buildings. The construction of 75 units of new residential

**EXECUTIVE SUMMARY** *continued*

apartments will complete the redevelopment. The County of Oakland Brownfield Redevelopment Authority received MSF board approval of local and school tax capture valued at \$3,531,500 for the alleviation of brownfield conditions and prepare the project site for redevelopment. The project is expected to generate total capital investment of \$32 million and create 200 new jobs.

**Region 10: Bedrock Management Services LLC** received MSF board approval of a Transformational Brownfield Plan for its proposed multi-site mixed use redevelopment project in downtown **Detroit** that will include office, retail, residential, and hotel space. The project includes new construction and redevelopment at four distinct sites covering six acres: New construction of the city's tallest tower on the site of the former Hudson's department store; construction of a mixed-use building on existing vacant sites known as the Monroe Blocks; an expansion of the One Campus Martius building; and the

renovation of the historic Book Building and Book Tower. The entire project is expected to generate a total capital investment of \$2.15 billion and support 7,738 new full-time jobs in the city of Detroit. The MSF board approved a Transformational Brownfield Plan that authorizes several sources of tax capture in support of the project. The entire package is valued at \$618 million, with an estimated state-benefit-to-incentive ratio of \$3.20 in state revenue for every \$1 of incentive.

**LOOK AHEAD**

The pages that follow are a comprehensive review of the programs and services administered by the MEDC in FY 2018 and an overview of incentives and investments made during that time period. For more news, updated stories, and statistics about economic development in Michigan, please visit the MEDC news room at [www.michiganbusiness.org/#news-intro](http://www.michiganbusiness.org/#news-intro).

## MICHIGAN AUTOMOTIVE OFFICE

At the time of this writing, 2018 U.S. automotive sales are projected to finish around 17 million cars, trucks, and CUV/SUVs. The final number is expected to be less than 2017's 17.2 million, marking the second consecutive year of sales declines. The slight dip in sales has been widely forecasted by market analysts and automakers alike, and is likely to persist for a few more years before climbing again in the 2020s, assuming no major, unforeseen market externalities. Trade policy, especially relating to international agreements and tariffs, could play a substantial role in determining automotive sales trajectory in the next several years. Despite some headwinds, the market has remained strong by historical standards through 2018, driven by highly profitable, high technology contented trucks and SUVs, the bread and butter products of Michigan assembly facilities. Michigan remains the largest domestic vehicle producing state, capturing 19 percent of the U.S. share, while second only to Mexico in the NAFTA region. More than 76 percent of all automotive Research and Development (R&D) expenditures in North America are made in Michigan. And demonstrating that Michigan continues to be attractive for growth and new investment, the state has captured 22 percent of all announced automotive investment in the NAFTA region since 2009.

Intelligent connected vehicles (ICVs) remained a major focus for the Automotive Office in 2018. The team executed the second global testing symposium in Copenhagen at the Intelligent Transportation Systems (ITS) World Congress in September in recognition of the need to accelerate the sharing of test data, validation procedures, and development of standards and certification paths for new autonomous and connected technologies.

The symposium convened testing facility leaders from seven countries: United States (U.S.), United Kingdom (U.K.), Netherlands, Canada, South Korea, Sweden, and Germany) for a half-day workshop to discuss current state-of-the-art testing, technical issues and opportunities, and policy. Since convening the first symposium at ITS 2017 in Montreal, several test center participants, led by the American Center for Mobility (ACM), have entered into bi-lateral agreements to allow for joint projects and data sharing.

In parallel with the international testing centers, the Automotive Office with the support and signature

of former Governor Snyder, established several new memoranda of understandings (MOUs) with governmental agencies and NGOs that support test facilities in their region to explore pilot projects, business-to-business, and broad economic development opportunities. MOUs were executed with the governments of the U.K., the Netherlands, the state of Styria in Austria, Australia, and China. Each country has an assigned team working with the MEDC Automotive Office to develop strategic initiatives, and plan delegation visits. As a result of the MOUs signed this year, delegations from the Netherlands, China, and the U.K. have visited Michigan, and have begun working with Michigan companies and industry partners, such as LIFT, IACMI, Mcity, and ACM. Australia will be sending a delegation to the North American International Auto Show in Detroit in January 2019, and additional delegations are being planned, both incoming and outgoing, later in the year.

Vehicle electrification is one of the major industry market shifts that will be driving investment and R&D spend in the decade to come. Electrified powertrains are advantageous in supporting the electronic architecture of smart, connected vehicles, as well as interior entertainment and communication options. Michigan is well-positioned to play a global role in the development and production of electrified vehicles because of prior original equipment manufacturer (OEM) investments, but also due to the state's aggressive development of an advanced battery supply chain a decade ago. Evidence of this strength can be seen through several project examples from 2018, including a hydrogen fuel cell joint venture between GM and Honda, located in Brownstown, which takes advantage of the infrastructure and human capital of GM's lithium-ion battery pack facility, and in the recent announcement by Samsung SDI, to build its first North American battery pack assembly facility in Auburn Hills. The Automotive Office is providing key industry research and targeting information to the MEDC's business development teams to take advantage of the state's strengths in this key technology area and drive additional investment.

Technology drives most of the Automotive Office's strategic planning and execution. In 2018, the Michigan Artificial Intelligence Advisory (MAIA) board was formed by the Automotive Office, in conjunction with the Center for Automotive Research, to gain valuable insight from

## MICHIGAN AUTOMOTIVE OFFICE *continued*

the industry on how the state can support investment, job creation, and training in the artificial intelligence (AI) field. AI development will be the key to delivering an autonomous vehicle future, but it will also impact other major industries such as healthcare, agriculture, and manufacturing automation. It is imperative that the state grow and attract what is currently scarce talent in AI. The MAIA board is working on several initiative proposals that will be vetted for execution in 2019.

Other technology areas that the Automotive Office is dedicating strategic planning to include Industry 4.0, also referred to as advanced, or smart manufacturing, additive manufacturing (3-D printing), and hydrogen fuel cell technology. The office expects to make some major announcements in the fuel cell area in 2019 with the aim of capturing more R&D, engineering, and testing spend in Michigan versus states with the current stranglehold, California and Massachusetts.

Another core area of focus for the Automotive Office is cyber security, a topic with significant crossover to the state's strong defense sector. The office continues to support the SAE Cyber Auto Challenge held each summer which exposes teams of high school and college students to training on cyber hacking and security tools using real vehicles provided by OEM sponsors. There is a shortage of talent in the protection of vehicles and systems, underscoring the importance of the challenge. The office

partnered with Square One Educational Network in 2018 to establish the first high school-based STEM curriculum being delivered as a pilot this fall, with "full" deployment throughout the Square One network for the 2019 school year. In addition to providing students with a fundamental understanding of cyber security and its application to the auto industry, the program will also be a pathway for high achieving students to enter the SAE Cyber Auto Challenge in the summer. The program is expected to expand its topic offerings over time and incorporate feedback from industry.

Large strides in cyber were also made in positioning the unique assets of ACM with federal agencies, including the U.S. Department of Energy (USDOE) and the U.S. Department of Homeland Security. The test center is in line to partner with the Oak Ridge National Laboratory and USDOE on cybersecurity of inductive charging systems, as well as grid safety pilots.

2019 promises to be a year of significant change in the automotive industry, primarily driven by the repositioning of automakers to meet the realities of higher technology content vehicles, new mobility technologies, global market changes driven by economic realities from organic business cycles, and major new trade and tariff policies. The Automotive Office will continue to work hard to identify new opportunities for the state while working to mitigate risks in the areas in which the MEDC has influence.

## PURE MICHIGAN BUSINESS CONNECT

**P**ure Michigan Business Connect (PMBC) is a multi-billion dollar public/private initiative developed by the MEDC in 2011 that connects Michigan goods and services suppliers with all levels of corporate purchasers at no cost. PMBC also supports international companies looking for joint ventures or R&D partnerships with qualified Michigan partners.

PMBC's mission is to help Michigan businesses grow by:

- Connecting local, national and global purchasers to Michigan suppliers by offering customized procurement or joint venture matchmaking searches, summits, and buyer tours.
- Partnering with local and national purchasers to organize dedicated buyer/supplier matchmaking activities.
- Delivering full concierge services to businesses to help find the right connections.

### CUMULATIVE RESULTS

Since its inception, PMBC has facilitated more than \$7.5 billion in new purchase orders between global purchasers and Michigan-based companies. This has resulted in more than 37,000 jobs that have been created or retained jobs since 2011.

As an industry agnostic program, PMBC has facilitated connections in 72 unique industry categories as identified by the three-digit North American Industry Classification System. This includes key Michigan industrial sectors like automotive, aerospace, defense, and agriculture.

### FISCAL YEAR 2018 RESULTS

From October 2017 to September 2018, PMBC hosted 41 corporate matchmaking initiatives that created more than 2,100 unique in-person meetings between qualified Michigan companies and 330 corporate procurement teams. Of these teams, 210 were demand-side companies with which PMBC had not previously worked.

Over the past year, PMBC's programming has taken on a variety of forms that include domestic and international supplier missions, shark tank-style pitch events, innovation challenges, and matchmaking summits. These activities have allowed Michigan suppliers to connect with key procurement decision-makers to discuss immediate and future sourcing opportunities.

PMBC has continued to engage global brands such as Amazon Business, Boeing, Dell, Target, Whole Foods, Delta, and Microsoft. PMBC also added new program features to deepen engagement with influential in-state purchasers such as Consumers Energy, DTE Energy, Dow, General Dynamics Land Systems, Kroger, Lipari Foods, Walbridge, and many more.

PMBC prides itself on offering a diverse product that can help procurement executives, engineers, and other corporate decision-makers navigate the Michigan supply chain in effective and efficient ways. PMBC understands that to facilitate meaningful discussions, it must first provide the proper insight into a robust Michigan supply chain to frame and advance discussions.

For the third year in a row, PMBC facilitated more than 250 custom demand-side research projects and made more than 5,600 Michigan supplier recommendations for these requests. This has proven to be an excellent way to engage new demand-side companies. 2018 was a culmination of significant efforts in this regard and PMBC learned of completed partnership agreements resulting in millions of dollars of investment in Michigan.

### AUTOMOTIVE SECTOR ACTIVITY

In 2018, PMBC, in partnership with the MEDC's PlanetM program, launched the inaugural AutoMobili-D Match Meetings at the 2018 North American International Auto Show (NAIAS). These matchmaking meetings, held during Industry Preview week, were intended to help increase the visibility of NAIAS and provide compelling content that would help it remain a world leader by facilitating direct business opportunities. With a heavy focus on new mobility solutions and their relation to the automotive industry, PMBC's Match Meetings created a platform for technology and solutions providers to have unprecedented access to automotive OEMs and tier one suppliers during NAIAS.

The result of this effort was nearly 400 matchmaking business development meetings between large corporations like Aisin, Brose North America, Daimler AG, Denso, Faurecia, LEAR, Magna, Mercedes Benz Research and Development, Robert Bosch LLC, and dozens of qualified startups, investors, and universities. PMBC has attributed to more than \$10 million in contracts and partnerships between participating corporates and startups to these meetings.

## PURE MICHIGAN BUSINESS CONNECT *continued*

### **AEROSPACE ACTIVITY**

In the aerospace sector, PMBC hosted the first annual Pure Michigan Aerospace Summit at Little Caesar's Arena in downtown Detroit. This event was a direct result of then Governor Snyder's participation in the 2017 Paris Air Show. The goal of this summit was to promote the strength of the aerospace industry in Michigan.

The summit brought 24 purchasers from around the world together with a Michigan audience of more than 500 attendees for the purpose of exploring buy/supply partnerships and engaging in meaningful conversation. PMBC recruited 12 global purchasers directly from conversations initiated by the former governor in Paris, and leveraged its manufacturing network and aerospace partnerships, as well as Michigan's foreign offices, to recruit an additional 12. These partners submitted more than 200 needs and PMBC facilitated more than 250 prescheduled appointments between buyers and prequalified suppliers.

The connections at the summit generated several immediate actions from buyers:

- Boeing (Seattle) issued five immediate requests for quotations based on their meetings held
- Delta TechOps (Mexico) immediately scheduled three Michigan companies to visit their facility in Queretaro, Mexico
- GE Aviation (Michigan) quickly visited Beaver Aerospace in Livonia following their scheduled summit meeting to discuss new opportunities.

Further bolstering the governor's call to advance Michigan's robust aerospace industry, PMBC continued to strengthen its partnership with Boeing by scheduling a series of Michigan buyer tours with Boeing's research and technology team. PMBC brought six Boeing representatives to Michigan and facilitated tours of nine Michigan manufacturing supplier facilities. Later in the year, PMBC coordinated the 6th annual Boeing Seattle Supplier Mission, which brought nine qualified Michigan suppliers to Seattle to meet with nearly 50 engineers and purchasers to showcase their products.

PMBC has worked with influential statewide aerospace partners, such as Michigan Aerospace Manufacturers Association (MAMA) and Aerospace Industry Association of Michigan (AIAM), to encourage support and positive community growth for the aerospace

industry in Michigan outside of metro Detroit.

### **PUBLIC SECTOR ACTIVITY**

On August 23, 2018, PMBC partnered with the MEDC international trade team to host Michigan's first-ever United Nations Procurement Day. The UN Procurement Day brought high ranking procurement officers from the top four UN procurement organizations—the United Nations Procurement Department, the United Nations Development Programme, United Nations Children Fund (UNICEF) and the World Food Programme—to Michigan for a matchmaking summit and educational seminar.

Michigan has been one of only a select few states to host a program of this kind, and this PMBC initiative saw the largest attendance of any to date, more than doubling the attendance of the United Nations' own event held in New York City. The success of the program captured the attention of then UN Ambassador Nikki Haley.

Finding and securing global work with the United Nations is a complex process, and one that most Michigan businesses in attendance were unfamiliar with prior to attending. The UN Procurement Day was unique given the breadth of commodity and service needs across the United Nations—approximately 75 procurement needs presented for this project allowed Michigan to showcase businesses in the state's aerospace, agriculture, automotive, construction, defense, and health care sectors. As a result, many Michigan companies are now registered as vendors in the United Nations procurement system for access to prolonged opportunities to supply to the UN global network.

PMBC has garnered significant praise from the United Nations procurement officials who participated in the activity. These officials communicated that their experience at the PMBC initiative was unique in that every company they met with had potential to do business with the UN, unlike any other previous state procurement seminar.

In FY 2018, PMBC further solidified its reputation as the preeminent statewide business matchmaking platform. The program continued to deliver on its promise of eliminating the sales barriers many Michigan businesses encounter and facilitating a consistent flow of relevant business-to-business events and results.

## MICHIGAN BUSINESS DEVELOPMENT PROGRAM

The Michigan Business Development Program (MBDP) is an incentive program available through the MSF, and administered by the MEDC. The program is designed to provide grants, loans and other economic assistance to businesses for highly competitive projects in Michigan that create jobs and/or provide investment. All awards are performance-based.

In FY 2018, 90 projects were approved by the MSF board or by MSF delegated authority. MSF board members receive a report on projects that are approved by delegated authority and all awards are posted on the MEDC's website. The following is a table of project approvals that occurred between October 1, 2017, and September 30, 2018.

<b>MBDP APPROVALS</b>						
<b>Fiscal year 2018: 10/01/2017-09/30/2018</b>						
<b>Company name</b>	<b>MSF approval date</b>	<b>Municipality</b>	<b>County</b>	<b>Project type</b>	<b>Incentive type</b>	<b>Approved amount</b>
Dennis Group	08/17/18	Battle Creek	Calhoun	Expansion	Grant	\$500,000
Tenneco Automotive	01/12/18	Marshall	Calhoun	Expansion	Grant	\$315,000
Cintas Corporation	12/01/17	Delta Township	Eaton	Expansion	Grant	\$350,000
Manthei Inc.	04/11/18	Petoskey	Emmet	Expansion	Grant	\$280,000
Kember Flooring Inc.	03/23/18	Beaverton	Gladwin	Expansion	Grant	\$200,000
Saint-Gobain Performance Plastics Corporation	04/04/18	Beaverton	Gladwin	Expansion	Grant	\$396,000
Tecomet (fka Symmetry Medical)	10/13/17	Lansing	Ingham	Expansion	Grant	\$640,000
Ventra Ionia Main LLC	05/17/18	Ionia	Ionia	Expansion	Grant	\$600,000
Plastic Trim International Inc.	04/24/18	East Tawas	Iosco	Expansion	Grant	\$1,575,000
Kalamazoo Outdoor Gourmet	09/07/18	Galesburg	Kalamazoo	Expansion	Grant	\$200,000
Stryker Corporation Medical Division	06/26/18	Portage	Kalamazoo	Expansion	Grant	\$2,600,000
Pfizer Inc.	07/24/18	Portage	Kalamazoo	Expansion	Grant	\$1,000,000
ITS Partners LLC	11/02/17	Ada	Kent	Expansion	Grant	\$476,000
Amazon	05/22/18	Gaines Township	Kent	New	Grant	\$4,000,000
Service Express Inc.	10/12/17	Grand Rapids	Kent	Expansion	Grant	\$450,000
Axis Company LLC	10/25/17	Grand Rapids	Kent	Expansion	Grant	\$400,000
Jedco Inc.	02/27/18	Grand Rapids	Kent	Expansion	Grant	\$215,000
Agropur	03/01/18	Grand Rapids	Kent	Expansion	Grant	\$434,000
Performance Fabrics Inc. (dba HexArmor)	04/13/18	Grand Rapids	Kent	Expansion	Grant	\$350,000
Repair Center LLC (dba Tech Defenders)	05/29/18	Grand Rapids	Kent	Expansion	Grant	\$172,500
Amphenol-Borisch Technologies	07/11/18	Grand Rapids	Kent	Expansion	Grant	\$410,000
Medbio Inc.	07/11/18	Grand Rapids	Kent	Expansion	Grant	\$180,000
Arcanum Alloys	09/28/18	Kentwood	Kent	Relocation	Grant	\$162,500
Litehouse Inc.	10/09/17	Lowell	Kent	Expansion	Grant	\$462,000
SMFS Inc. (dba GRIMM)	04/24/18	Sparta	Kent	Expansion	Grant	\$216,000
Feyen Zylstra	09/28/18	Walker	Kent	Expansion	Grant	\$570,000
Stone Fox Ventures LLC	05/30/18	Wyoming	Kent	Expansion	Grant	\$400,000
PlaneWave Instruments	04/27/18	Adrian	Lenawee	New	Grant	\$400,000
Carmeuse Lime and Stone	12/21/17	Cedarville	Mackinac	Expansion	Grant	\$200,000

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

<b>MBDP APPROVALS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount
Drake Enterprises Inc.	08/06/18	Clinton Township	Macomb	Relocation of Existing	Grant	\$750,000
Healthmark Industries	09/26/18	Fraser	Macomb	New	Grant	\$1,000,000
Tooling Technologies Group LLC	08/29/18	Macomb	Macomb	New	Grant	\$750,000
SAPA Group (SAPA Placencia)	07/24/18	Shelby Township	Macomb	New	Grant	\$2,676,000
House of Flavors Inc.	11/07/17	Ludington	Mason	Expansion	Grant	\$240,000
ProAct Services Corporation	10/27/17	Pere Marquette Township	Mason	Expansion	Grant	\$225,000
Biewer Forest Management LLC	02/21/18	McBain	Missaukee	Expansion	Grant	\$170,000
Echo Engineering and Production Supplies Inc.	02/12/18	Newport	Monroe	Expansion	Grant	\$210,000
Syncreon America Inc.	05/09/18	Temperance	Monroe	Expansion	Grant	\$430,000
Foremost Farms USA Cooperative	03/14/18	Greenville	Montcalm	New	Grant	\$412,500
West Michigan Compounding LLC	09/28/18	Greenville	Montcalm	Expansion	Grant	\$150,000
Parker Hannifin Corporation	03/08/18	Lakeview	Montcalm	Expansion	Grant	\$250,000
Motion Dynamics Corporation	08/08/18	Fruitport	Muskegon	Expansion	Grant	\$530,000
Howmet Corporation (dba Arconic)	11/27/17	Whitehall	Muskegon	Expansion	Grant	\$400,000
Howmet Corporation (dba Arconic)	06/07/18	Whitehall	Muskegon	Expansion	Grant	\$495,000
Magna Mirrors of America Inc.	09/19/18	Newaygo	Newaygo	Expansion	Grant	\$448,000
Mahindra USA Inc.	11/007/17	Auburn Hills	Oakland	New	Grant	\$850,000
Esys Automation	03/16/18	Auburn Hills	Oakland	Expansion	Grant	\$832,000
WABCO North America LLC	03/23/18	Auburn Hills	Oakland	Expansion	Grant	\$375,000
Fanuc Robotics America Corporation	07/19/18	Auburn Hills	Oakland	Expansion	Grant	\$1,000,000
Alps Electric Inc.	08/23/18	Auburn Hills	Oakland	New	Grant	\$650,000
Centria Healthcare	10/24/17	Farmington Hills	Oakland	Relocation of Existing	Grant	\$8,000,000
American Haval Motor Technology	12/19/17	Farmington Hills	Oakland	New	Grant	\$1,500,000
Achates Power Inc.	01/04/18	Farmington Hills	Oakland	Expansion	Grant	\$250,000
Open Dealer Exchange LLC	04/19/18	Farmington Hills	Oakland	Expansion	Grant	\$350,000
International Wheel & Tire	06/05/18	Farmington Hills	Oakland	Relocation of Existing	Grant	\$270,000
Guangzhou Automobile Group Co. Ltd. (GAC)	06/19/18	Farmington Hills	Oakland	New	Grant	\$500,000
Midwest Glass Fabricators Inc.	05/30/18	Highland Township	Oakland	Expansion	Grant	\$186,000
Orotex Corporation	01/16/18	Novi	Oakland	Expansion	Grant	\$250,000
Nachi Robotic Systems Inc.	07/17/18	Novi	Oakland	New	Grant	\$360,000
KPIT Infosystems Inc.	08/28/18	Novi	Oakland	Expansion	Grant	\$1,100,000



MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

<b>MBDP APPROVALS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Company name</b>	<b>MSF approval date</b>	<b>Municipality</b>	<b>County</b>	<b>Project type</b>	<b>Incentive type</b>	<b>Approved amount</b>
Bordrin Motor Corporation Inc.	05/14/18	Oak Park	Oakland	New	Grant	\$496,000
Kostal Kontakt Systeme Inc.	08/30/18	Rochester Hills	Oakland	New	Grant	\$320,000
VDL Steelweld	11/20/17	Troy	Oakland	Expansion	Grant	\$300,000
Minghua USA Inc.	12/01/17	Troy	Oakland	New	Grant	\$500,000
Midland Credit Management	05/11/18	Troy	Oakland	Expansion	Grant	\$450,000
NAI Global Manufacturing Solutions	01/23/18	Gaylord	Otsego	New	Grant	\$186,000
JR Automation Technologies LLC	06/28/18	Holland	Ottawa	Expansion	Grant	\$800,000
Almond Products	05/10/18	Spring Lake	Ottawa	Expansion	Grant	\$850,000
Unique Instruments Inc. (dba Orchid Bridgeport)	03/07/18	Bridgeport	Saginaw	Expansion	Grant	\$472,500
Saginaw Products Corporation (dba Cignys)	10/04/17	Saginaw	Saginaw	Expansion	Grant	\$200,000
Morley Companies Inc.	07/24/18	Saginaw	Saginaw	New	Grant	\$2,000,000
Michigan Milk Producers Association	08/28/18	Constantine	St. Joseph	Expansion	Grant	\$122,000
Michigan Metal Coatings Co.	07/17/18	Port Huron	St. Clair	Expansion	Grant	\$200,000
Quality Roasting	06/29/18	Caro	Tuscola	New	Grant	\$80,000
Applied Dynamics International Inc.	11/16/17	Ann Arbor	Washtenaw	Expansion	Grant	\$650,000
Nexient	03/27/18	Ann Arbor	Washtenaw	Expansion	Grant	\$1,500,000
Home Point Financial Corporation	06/22/18	Ann Arbor	Washtenaw	Expansion	Grant	\$360,000
Trillium Inc.	07/16/18	Ann Arbor	Washtenaw	New	Grant	\$207,500
Location Services	08/20/18	Ann Arbor	Washtenaw	New	Grant	\$500,000
Radiant Solutions	09/14/18	Ann Arbor	Washtenaw	Expansion	Grant	\$350,000
HNTB Corp.	05/07/18	Detroit	Wayne	Expansion	Grant	\$112,000
Infineon Technologies Corp.	03/23/18	Livonia	Wayne	Expansion	Grant	\$200,000
ABC Acquisition Company LLC (dba Aetna Bearing Company)	07/26/18	Livonia	Wayne	Relocation of existing	Grant	\$385,000
Zhongding USA Inc.	12/18/17	Northville	Wayne	New	Grant	\$650,000
Loc Performance Products Inc.	06/26/18	Plymouth	Wayne	Expansion	Grant	\$7,000,000
Sequris Group LLC	06/29/18	Plymouth	Wayne	New	Grant	\$500,000
Actia Corp.	06/13/18	Romulus	Wayne	New	Grant	\$750,000
Medline	09/18/18	Romulus	Wayne	New	Grant	\$250,000
Subaru Research and Development	08/28/18	Van Buren Township	Wayne	New	Grant	\$1,500,000
Piston Automotive	09/10/18	Van Buren Township	Wayne	Expansion	Grant	\$590,000
<b>Total</b>						<b>\$66,244,500</b>

# MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

## PERFORMANCE METRICS

The General Government Omnibus Budget requires the MSF to submit a report updating the Legislature on Michigan Business Development Program (MBDP) performance metrics. The following report shows activity as of September 30, 2018.

The total verified jobs as of September 30, 2018, are 31,200. The total committed jobs are 60,642. Verified jobs reflect the number of jobs a company has created to reach a milestone and receive a disbursement. All project milestones and disbursement requests are reviewed and verified through a consistent compliance process. Committed jobs are the number of jobs contractually obligated and are subject to clawback for non-performance. A company must create this number of jobs in order to receive the full award amount. The number of verified jobs may be lower than the committed jobs because not all companies have reached a milestone. The committed job number is the total over the life of the grant, which may take companies 3–5 years to achieve.

The total proposed qualified investment as of September 30, 2018, is \$13,237,032,911. The actual qualified investment is \$8,107,976,223.

The aggregated projected return on investment (ROI) to the state of Michigan for these approved projects this fiscal year and still active as of January 22, 2019, is 5.37. This means that for every \$1 invested, there is a projected return of \$5.37. The formula is based on the estimated net cash flow to the state based on new personal income

generated by projects divided by the cost of the incentives paid to the companies. The new personal income is estimated by utilizing the Regional Economic Models Inc. (REMI) analysis. This method utilizes projected personal income generated through direct jobs created by the companies, indirect jobs as a result of the projects and projected capital investment. Projected ROI was calculated on a weighted average.

The MEDC has calculated an aggregated actual ROI to the state of Michigan for 37 projects that reached an “ended” stage by September 30, 2018, (29 total) or were in the “terminated” stage with disbursed funds that were not completely returned to the MSF (8 total). Actual ROI for “terminated” projects where all funds were returned to the MSF was not calculated. These 37 projects had an aggregate actual ROI of 7.88.

These 37 projects were projected to have a ROI of 7.27. The slight increase in the actual ROI is largely due to companies investing more money than originally projected. This analysis is similar to the projected ROI calculation but uses verified jobs and self-reported private investment by the companies, where data was available. This calculation also includes the original estimated local abatement data at time of project approval and not the actualized local abatement as that final number was not actively available to the MEDC.

The following table includes listings of MBDP amendments and revocations in FY 2018.

<b>MBDP PROJECT AMENDMENTS</b> Fiscal year 2018: 10/01/2017–09/30/2018						
Company name	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
Harloff Manufacturing Company	10/05/17	(\$55,000)	(13)	-	Reduced grant from \$158,000 to \$103,000, reduced qualified new jobs (QNJs) from 36 to 25 and eliminated milestone four.	Company has experienced delays due to its end customer delaying a product introduction into stores. During this launch delay, the customer requested a product redesign which resulted in a redesign of machining and tooling which caused a delay in hiring. The company has retooled and has been able to begin the necessary hiring. As hiring has ramped up the company has experienced difficulties filling the positions with the right candidates. The company has seen fairly consistent turnover and has struggled maintaining employees.

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*
**MBDP PROJECT AMENDMENTS** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Company name	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
David Corporation	10/05/17	-	-	-	Extended milestone three due date from 06/30/17 to 06/30/19 and the term of the grant from 06/30/19 to 06/30/21.	The company had to shift its insurance software from an enterprise license sales model with a large one-time lump sum payment to a software as a service model with a much smaller annual reoccurring revenue schedule. As a result, the company had to slow hiring growth to build up the annual reoccurring revenue levels, which will ultimately fund new hiring. That said, the company is turning the corner with its software as a service model and funding for new hiring is becoming available. The hiring timeline for this two-year extension is consistent with the hiring they have already completed. Staff recommended the amendment as these are very high paying jobs due to the nature of the business and considering the company initially came in with only eight employees and has more than tripled under this program showing significant growth in a relatively short period.
Fairlife LLC	10/12/17	-	-	-	Reduced base job requirement from 289 to 260.	Upon review of the agreement and completion of the milestone one application, the companies noted an error in the base employment level. The base employment level included a portion of the qualified new jobs associated with the project. This error went unnoticed when executing the term sheet because the base employment level in the term sheet includes both Continental Dairy and Fairlife employees.
SolarBos	11/02/17	-	-	-	Extended milestone three due date from 06/01/17 to 06/01/18 and grant term from 06/01/19 to 06/01/20.	The company experienced delays due to an industry-wide slowdown in the solar market in the fourth quarter of 2016 through the first quarter of 2017.
Atomic Object LLC	11/02/17	(\$61,000)	-	-	Reduced grant from \$250,000 to \$189,000, extended milestone two due date from 06/30/17 to 06/30/19, eliminated milestone three and extended grant term from 06/30/20 to 06/30/21.	Due to labor market conditions software developers had a 15 percent increase in salaries from 2015-17. As a result, the company decided to move out of its Detroit office because it was experiencing major poaching of employees. At that time, the company started the Atomic Accelerator program, a two-year mentoring, professional development experience for recent college graduates. The second year of the accelerator program began in the spring of 2017, which resulted in six more commitments. The company has also been working with the MEDC talent team to identify additional resources for recruitment.

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*
**MBDP PROJECT AMENDMENTS** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Company name	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
Eissmann Automotive Port Huron LLC	11/09/17	-	-	-	Restructured milestone three requiring the company to create a minimum of 150 QNJs and up a total of 225 QNJs, disbursement equal to \$4,100 per job created this milestone period up to the approved grant amount, added Eissmann Automotive Detroit Development LLC and Eissmann Automotive USA Trading LLC for Base purposes and extended grant term from 04/30/19 to 09/30/19.	The company, though under contract, has been delayed as sale volumes from its customers have been lower than initially expected. The company is actively trying to obtain additional contracts to continue its growth in Port Huron. The company successfully completed the first two milestones and has maintained the jobs associated with those milestones. The company is also exploring opportunities to bring new work into Michigan. This amendment shows Michigan's commitment to their growth and the company may take this into consideration when making the decision for future growth.
124 Grand Holdings (dba Stikwood)	12/21/17	(\$127,000)	(23)	-	Reduced grant from \$400,00 to \$273,000, reduced QNJs from 73 to 50, eliminated milestone three and extended grant term from 04/30/20 to 04/30/22.	Company made some major process and equipment improvements at its California facility that tremendously reduced labor costs by reducing the number of hours in production and increasing its quality management of manufacturing. Due to these changes, it slowed the needed expansion in Michigan.
Inglass S.p.A.	01/03/18	(\$88,500)	(23)	-	Reduced grant from \$300,000 to \$211,500, reduced QNJs from 73 to 50 and eliminated milestone three.	The company did not see the original growth that it had expected.
Brose North America Inc.	01/03/18	\$2,700,000	300	-	Increased grant from \$4.25 million to \$6.95 million, increased QNJs from 475 to 775, restructured milestone five and six disbursement amounts and QNJ creation requirements, added milestone seven with a due date of 12/31/21 requiring a total of 775 QNJs, and extended grant term from 03/01/22 to 06/30/22.	The company had a new competitive project which was evaluated and determined incentive assistance would be needed to overcome certain site costs associated with the expansion. As a result, an amendment to the existing grant was awarded increasing the overall grant and increasing the new jobs required by 300 persons.

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*
**MBDP PROJECT AMENDMENTS** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Company name	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
KUKA Systems North America LLC	01/08/18	-	-	-	Increased Base jobs from 834 to 840, added KUKA US Holdings for base purposes, restructured individual milestone disbursement amounts and QNJ requirements and extended the grant term from 12/31/19 to 09/30/21.	Due to organizational changes they were not able to meet the requirements of milestones two and three. As a result of the organizational changes, which were required in order to be in compliance with federal laws and regulations, the company has divested from its successful aerospace business. A Chinese company, Midea, took over KUKA Systems North America's German parent company. The sale of the aerospace division was required by the U.S. Committee on Foreign Investment, and was intended to prevent Midea (a Chinese firm) from having access to the strategic technologies of the aerospace business. The divestiture of the aerospace business was unforeseen, unplanned, and out of the company's control.
Global Tooling Systems	01/18/18	(\$155,000)	(20)	-	Reduced grant from \$475,000 to \$320,000 reduced QNJs from 70 to 50, extended milestone one due date from 03/30/17 to 12/31/19, eliminated milestone two and extended grant term from 01/30/20 to 12/31/21.	The extension was requested due to consolidation within the company and the aerospace sector growth slowing down in the current market for their products. The company requested to eliminate milestone two and extend milestone one.
Rivian Automotive Inc.	02/02/18	(\$50,000)	(4)	-	Reduced grant from \$1,770,000 to \$1,720,000, reduced QNJs from 174 to 170, expanded project location to include Plymouth location, reduced grant term from 07/31/20 to 01/31/20.	The extension was requested to allow the company time to set up and staff up its new Plymouth location. As a result, the grant amount was reduced and the QNJ requirement was also reduced by four jobs for a total of 170 required new jobs.
Niowave Inc.	02/07/18	(\$1,500,000)	(60)	(\$1,500,000)	Reduced grant from \$3 million to \$1.5 million, reduced qualified investment from \$10 million to \$8.5 million, extended investment period from 03/31/16 to 03/31/18, eliminated milestones four and five and reduced grant term from 03/31/20 to 05/31/18.	The company has met its first three milestones under the MBDP agreement, creating over 30 new, very highly skilled positions. Additionally, the company has invested \$8.5 million in real property, as well as machinery and equipment. Due to circumstances outside of the company's control, mostly related to delays in Federal contracts being pursued, the company does not believe they will be able to stay on track to meet the full 90 jobs created for the award amount of \$3 million. The company does believe there is a potential for job growth given the implications of the technology being developed and an excellent potential for new contracts which could greatly increase business, however there is too much uncertainty at this time. The company is in a repayment event due to grant structure and the MEDC has received the first payment as of December 2018.

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

<b>MBDP PROJECT AMENDMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
Company name	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
Penske Logistics	02/21/18	-	-	-	Redefined QNJ definition to exclude jobs created at 26090 23 Mile Road, New Baltimore, location.	This administrative amendment was required to keep statewide base employment consistent and not double-counted with another grant involving Penske.
Amazon	02/27/18	-	-	-	Redefined base and QNJ definitions to exclude locations defined in subsequent grants.	This administrative amendment was required as there were multiple agreements with Amazon and further defining the base employment level would help keep the agreements clean and easier to monitor.
Conti Corporation	03/19/18	-	-	-	Extended milestone one due date from 09/15/17 to 07/31/18, redefined local support from a tax abatement to staff time and resources provided by Bay Future Inc. and extended grant term from 03/31/18 to 01/31/19.	The company met the job creation requirements of the agreement; however, the company has delayed its renovations to a later date as the building and warehouse have been usable in their current state. With the delay in renovations the company is unable to satisfy the municipality support requirement. The company also, needed additional time to provide the administrative documentation required for the grant.
Summit Polymers Inc.	03/19/18	(\$230,000)	(58)	-	Reduced grant from \$800,000 to \$570,000, reduced QNJs from 198 to 140, eliminated milestone three and reduced grant term from 11/01/19 to 05/01/18.	As of the approval of the MBDP grant, manufacturing efficiency has become high priority in order for the company to remain competitive. Since the focus has shifted from hiring to manufacturing efficiency, the company does not foresee that they will meet the total job creation of 198 QNJs. The company has successfully collected and maintained milestone one and milestone two. The company remains a strong presence in Michigan and has agreed to maintain the requirements of milestone one and milestone two through the term of the agreement.
Disher Corp	03/19/18	-	-	-	Extended milestone two due date from 03/01/18 to 03/01/19, extended milestone three due date from 03/01/19 to 03/01/20 and reduced grant term from 03/01/21 to 9/30/20.	The company continues to struggle to find and recruit new engineering talent to meet the increase in customer demand. Disher Corp. currently has 13 open positions they are looking to hiring immediately at their Michigan facilities. The company has been working with Hello West Michigan, MITalent.org and has also been featured by Lakeshore Advantage in promotional marketing materials. The company is also currently working with Michigan Works! the Detroit Chamber, and Ann Arbor SPARK for additional talent assistance.
Antolin Shelby Inc.	03/26/18	\$1,764,000	210	\$2,500,000	Increased grant from \$3,600,000 to \$5,364,000, increased QNJs from 430 to 640, increased qualified investment from \$61.2 million to \$63.7 million, restructured individual milestone disbursement amounts and QNJ requirements and extended the grant term from 11/30/19 to 04/30/20.	The company was notified of a project pull ahead from their OEM for the Dodge truck program manufactured at the Shelby Township facility. The OEM feels that they will be at a competitive disadvantage unless production is ramped up to accommodate economic demand due to the natural catastrophes and vehicle losses over the last year. In order to accommodate the ramp up in production, the company is proposing to expand its Shelby Township location to create an additional 210 jobs and \$2,500,000 in private investment

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*
**MBDP PROJECT AMENDMENTS** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Company name	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
Detroit Diesel Corporation, Daimler Truck North America	03/26/18	(\$344,920)	(65)	-	Reduced grant from \$1.3 million to \$955,000 reduced QNJs from 245 to 180, extended milestone two due date from 12/31/16 to 12/31/18, extended milestone three due date from 12/31/17 to 12/31/19 and extended grant term from 12/31/19 to 06/30/20.	As a result of slower than anticipated product launches, associated job creation was slower than originally anticipated. However, the company is still targeting overall growth at the Redford Township site.
ZYNP International Corporation	03/27/18	-	-	-	Extended milestone two due date from 12/31/17 to 12/31/18, and extended grant term from 12/31/18 to 06/30/19.	The company is citing unforeseen circumstances and program discontinuations as the cause of not being able to meet the required headcount of 51 jobs above base. Since January 2018, the company has hired three office employees and "several" production workers. The company has gone through a major restructuring and has seen the discontinuance of two of their largest and longest running programs, each that had 9-12 employees working on them. As of February 16, their QNJ headcount is 40 above base for a total of 53 employees, 11 below the required headcount for milestone two. Since the loss of those programs, the company has secured two new programs, one with a major diesel OEM and another with a well-known gasoline OEM. The first program is set to start before the end of February, however the second is not set to start until October. The company is confident that it will be able to meet the QNJ requirement for milestone two when these programs are fully launched.
OptiMed	04/10/18	-	-	-	Extended milestone one due date from 12/31/17 to 12/31/19, extended milestone two due date from 12/31/18 to 12/31/20, extended milestone three due date from 12/31/19 to 12/31/21 and extended grant term from 06/30/20 to 06/30/22.	Due to recent changes in the healthcare industry the company has experienced a number of significant uncertainties on national and federal coverage programs throughout 2017. These uncertainties delayed the launch of their Prescription Benefit Management (PBM), and Direct Primary Care (DPC) divisions. The PBM and DPC divisions have longer sales cycles and once realized will contribute additional growth to both the pharmacy and infusions services of OptiMed over the next several years.
Hanwha Advanced Materials America LLC	04/23/18	(\$65,720)	(4)	-	Reduced grant from \$231,440 to \$165,720, reduced QNJs from 54 to 50, reduced grant term from 06/30/19 to 06/30/18.	The company experienced difficulty adding required jobs due to competition and not finding the adequate level of employee skillset, therefore the reduction was requested along with the decrease in the overall grant amount.

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*
**MBDP PROJECT AMENDMENTS** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Company name	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
FEV North America Inc.	04/23/18	-	-	-	Extended milestone one due date from 11/01/17 to 11/01/19, extended milestone two due date from 11/01/18 to 11/01/20, extended milestone three due date from 11/01/19 to 11/1/21, extended milestone four due date from 11/01/20 to 11/01/22 and extended grant term from 05/01/21 to 05/01/23.	The company has now dealt with the full extent of construction delays which pushed the project out by two years. The reason for delay was due to a change in sites and the architectural planning required more iterations than expected. The project is focused on automotive engineering services which yields a significant amount of high paying jobs. The company is still committed to the project, but needs additional time due to the delays.
Urban Science Applications Inc.	05/04/18	-	-	-	Extended milestone three due date from 12/31/17 to 12/31/18 and reduced disbursement from \$118,000 to \$114,000, extended milestone four due date from 06/30/18 to 06/30/19 and increased disbursement from \$118,600 to \$122,600 and extended grant term from 06/30/20 to 06/30/21.	The company experienced a restructuring in which some management positions were consolidated. Further, there was some attrition due to some expiring contracts. The project is focused on software engineering and development which yields a significant number of high paying jobs and needed additional time to meet its milestone obligations.
LG Electronics Vehicle Components USA LLC	05/09/18	-	-	-	Expanded definition of Base jobs to include LG Electronics USA Inc.	At the time of the approval a base of 131 was established by LG Electronics Vehicle Components USA LLC. At that time LG Electronics U.S.A. Inc. was not an established entity.
Neapco Drivelines LLC	05/14/18	(\$50,000)	-	-	Reduced grant award from \$1,500,000 to \$1,450,000, reduced grant term from 12/31/21 to 06/30/21, increased milestone three QNJs from 140 to 167 and eliminated milestone four.	The company experienced a delay in new customer programs, and as a result needed additional time to meet milestone requirements. As a result, the overall grant amount was decreased and the qualified new job commitment was increased as a show of good faith to amend the grant agreement and extend the milestone due dates.
TI Automotive	06/07/18	(\$185,000)	(61)	-	Reduced grant term from 12/31/20 to 12/31/18, reduced QNJs from 97 to 36 and eliminated milestone three.	The original projections were based on the assumption that the company would go public in the U.S., necessitating the need for additional staff at the Auburn Hills HQ. Instead, in 2017, the company went public in the U.K. which resulted in reduced headcount growth of these high paying jobs in the Auburn Hills office.



MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*
**MBDP PROJECT AMENDMENTS** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Company name	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
Ferrous CAL Co.	06/19/18	-	-	-	Extended minimum QNJ date from 6/30/18 to 12/31/19, extended award repayment calculation date from 06/30/21 to 6/30/22, extended interest accrual date from 01/01/20 to 01/01/21, extended milestone four due date from 6/30/18 to 12/30/18 requiring qualified investment be fully completed and removed QNJ and Act 381 Work Plan requirements from milestone, extended milestone five due date from 12/31/18 to 12/31/19 and added QNJ and Act 381 Work Plan requirement to milestone, extended milestone six due date from 12/31/19 to 12/31/21, and eliminated milestone seven.	The start-up of the new and complex production line has come with unexpected delays. Testing and debugging of the new equipment required more effort than expected; this, along with the relocation of two slitting units from the Wayne facility to the Gibraltar facility have significantly delayed the start-up timeframe as a result the company could not meet the requirement of 25 QNJs above the base level of 35 by June 30, 2018. As of this date, the company has 44 employees. Expectations are that job targets for both qualified new jobs and additional new jobs will be met as the CAL continues to ramp-up with the future addition of a second and third shift.
ZAGG Inc.	06/20/18	-	-	-	Assigned Mophie LLC agreement to ZAGG Inc.	In February 2017, parent company ZAGG Corporation decided to restructure its acquisition of Mophie LLC to convert all Mophie LLC employees to ZAGG Corporation employees. The change in corporate structure has had minimal impact on the day-to-day operations.
Kroger Co.	06/26/18	-	-	-	Reduced base job requirement from 517 to 385 and extended milestone one due date from 02/28/18 to 07/31/18.	After review of the project at the time of the company's initial milestone, it was determined the base employment level was incorrectly set based on information submitted by the company and it included active as well as inactive employees. The amendment was to correct this discrepancy and set the base to accurately reflect the proper value.
JR Automation Technologies LLC	08/15/18	-	-	-	Revised Base and QNJ definitions to exclude QNJs created in JR Automation Agreement 2 dated 08/15/18.	As a result of the second MSF approval, clarifying language needs to be added to the 2017 MBDP Agreement definition of base employment level and qualified new jobs to prohibit the 2018 project QNJs from qualifying as part of the base employment level and QNJs for the 2017 project.
Williams International Company LLC	08/28/18	-	-	-	Amended QNJ definition from "at the project" to Oakland County. Amended milestone three to require all QNJs created under milestones one and two be relocated to company facilities in the city of Pontiac.	The company has continued to expand and has created new jobs in anticipation of consolidating into the expanded Pontiac facility, however the move has been delayed due to the necessity of relocating the neighboring parole office, which has taken longer to resolve than anticipated. This amendment is being requested to allow new job creation to count in Oakland County for the first two milestones as the project ramps up and require that all of the jobs be located in the city of Pontiac for the remaining milestones.

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*
**MBDP PROJECT AMENDMENTS** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Company name	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
Syncreon America Inc.	08/30/18	-	-	-	Corrected an administrative error to reflect local support being provided by Bedford Township instead of Monroe County.	Administrative error
TecNiq	09/05/18	-	-	-	Extended minimum QNJs creation date from 03/31/18 to 03/31/19, extended milestone two due date from 03/31/18 to 03/31/19, extended milestone three due date from 03/31/19 to 3/31/20 and extended grant term from 09/30/19 to 09/30/20.	Originally construction was anticipated to be completed by November 2016, however due to unforeseen construction delays the company was unable to move into its new facility until August 2017. As a result of these construction delays the company was unable to ramp up hiring as quickly as anticipated.
Dorel Home Furnishings Inc.	09/05/18	(\$248,000)	(62)	-	Reduced grant award from \$348,000 to \$100,000, reduced QNJs from 87 to 25 and eliminated milestones two and three.	The company's customers have cut back on orders which has caused a downturn to their business climate. Although the company has adjusted with shorter-run lines that required investment in equipment, the company will not need additional hiring and is requesting elimination of the additional milestones. The company will be required to maintain the new jobs through the term of the grant.
Bordrin Motor Corporation Inc.	09/10/18	-	-	-	Corrected an administrative error to reflect the QNJs effective date of 01/10/18 instead of 05/14/18.	Administrative error
P.J. Wallbank Springs Inc.	09/18/18	-	-	-	Added facility at 2005 Petit Street, Port Huron, to project location for base and QNJs purposes. Amended local support from a real and/or personal property exemption to a safety crossing connecting the company's two facilities.	Tax abatement was no longer a viable tool as they bought an additional building instead of expanding its existing building. The company's purchase of the facility represents \$1.2 million in additional investment in the project.
Unified Business Technologies Inc.	09/18/18	(\$340,000)	(125)		Reduced grant award from \$640,000 to \$300,000, reduced QNJs from 150 to 25 and eliminated milestones two and three.	The company provides manufacturing and engineering operations for Federal Government and Department of Defense contracts for semiconductor components. The company had job loss associated with employees transferring to work directly with the federal government. As a result of these transfers, the company has not been able to fully realize initial job creation projections.

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

<b>MBDP PROJECT REVOCATIONS</b> Fiscal year 2018: 10/01/2017-09/30/2018	
<b>Company name</b>	<b>Reason for termination</b>
Hannigan Insurance Agency	Company unable to maintain job creation requirements.
Karma (Fisker Automotive Inc.)	Company unable to meet job creation requirements.
Royal Technologies Corporation	Company unable to meet job creation requirements.
Par Sterile Products LLC	Company unable to meet job creation requirements.
XanEdu Publishing Inc.	Company unable to maintain job creation requirements.
SF Motors Inc.	Company unable to meet job creation requirements.
Macomb Smoked Meats LLC	Company unable to meet job creation requirements.
Schmitz Foam Products Inc.	Company unable to meet job creation requirements.
Swoboda Inc.	Company unable to meet job creation requirements.
Blissfield Manufacturing Company	Company unable to maintain job creation requirements.
Pro Services	Company unable to meet job creation requirements.
Fuyao Automotive North America Inc.	Company unable to meet job creation requirements.
Yen Group LLC	Company unable to meet job creation requirements.
IP Consulting Inc.	Company unable to meet job creation requirements.

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

The MSF Act requires the MSF to submit a report on the Michigan Business Development Program (MBDP) activities that occurred the previous fiscal year. This report addresses the reporting requirements for FY 2018. It also includes cumulative activity as of September 30, 2018.

Below is a detailed spreadsheet (Exhibit 1) showing the specifics of each approved project. The information contained in this report is based on data submitted by companies. All project milestones and disbursement requests are reviewed and

verified through a consistent compliance process. Where applicable, job creation numbers in this report are cross-referenced against recent project milestones and disbursement requests. The MBDP is not a job retention program, therefore, there is no information to report for the number of retained jobs committed or projected, the actual number of retained jobs or the average annual salary for retained jobs.

Since October 1, 2017, 90 projects have been approved by the MSF board or by MSF delegated authority and 71 projects have executed agreements. MSF board members

receive a report on projects that are approved by delegated authority and all awards are posted on the MEDC's web site at [www.michiganbusiness.org/reports-data/michigan-business-development-program-projects](http://www.michiganbusiness.org/reports-data/michigan-business-development-program-projects).

The aggregated projected return on investment (ROI) to the state of Michigan for projects approved this fiscal year and still active as of January 22, 2019, is 5.37. This means that for every \$1 invested, there is a projected return of \$5.37.

**MICHIGAN BUSINESS DEVELOPMENT PROGRAM**  
**Exhibit 1: MSF Board Action Taken—Agreement Executed**  
 Fiscal year 2018: 10/01/2017-09/30/2018

Fiscal year approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2012	Teijin America/Continental Structural Plastics	03/15/12	Auburn Hills	Oakland	New	Grant	\$375,000	\$375,000	\$7,952,000	\$0	25	22		\$60,682	-	Terminated	3.73
	Computerized Facility Integration LLC <sup>16</sup>	03/26/12	Southfield	Oakland	Expansion	Grant	\$434,500	\$110,000	\$908,400	\$3,131,304	79	20	30	\$60,682	-	Monitoring	7.47
	Lacks Enterprises Inc.	03/26/12	Grand Rapids	Kent	Expansion	Grant	\$325,000	\$325,000	\$31,900,000	\$16,274,817	120	124	397	\$25,168	-	Monitoring	4.57
	Magna Seating of America Inc.	03/26/12	Highland Park	Wayne	Expansion	Grant	\$732,000	\$732,000	\$2,248,000	\$0	244	288	371	\$36,425	-	Ended	3.55
	Hark Orchids LP	04/30/12	Kalamazoo	Kalamazoo	New	Grant	\$500,000	\$500,000	\$5,000,000	\$2,288,000	80	84	88	\$26,000	-	Monitoring	6.60
	HCL America Inc.	04/30/12	Jackson	Jackson	New	Grant	\$875,000	\$700,000	\$3,350,000	\$0	200	100	292	\$55,000	-	Monitoring	4.01
	Huntington Foam Corp.	04/30/12	Greenville	Montcalm	Expansion	Grant	\$340,000	\$340,000	\$2,564,000	\$5,191,833	30	30	21	\$25,911	-	Ended	4.09
	Muskegon Castings Corp.	05/02/12	Muskegon	Muskegon	Expansion	Grant	\$540,000	\$540,000	\$10,362,200	\$8,715,000	55	56	77	\$24,000	-	Monitoring	4.94
	Mayville Engineering Inc.	05/02/12	Byron Center	Kent	Expansion	Grant	\$300,000	\$0	\$1,017,976	\$2,788,800	80	-			-	Terminated	1.20
	MedData	05/21/12	Grand Rapids	Kent	Expansion	Grant	\$250,000	\$250,000	\$2,109,524	\$4,000,000	100	129	239	\$30,160	-	Ended	4.91
	Alticor Inc. (dba Amway)	05/23/12	Ada	Kent	Expansion	Grant	\$1,600,000	\$0	\$80,950,000	\$67,700,000	180	-			-	Terminated	2.80
	Credit Acceptance Corporation	05/23/12	Southfield	Oakland	Expansion	Grant	\$1,750,000	\$1,750,000	\$10,218,177	\$3,000,000	274	310	372	\$50,000	-	Monitoring	6.15
	Hyundai America Technical Center Inc.	05/23/12	Superior Township	Washtenaw	Expansion	Other	\$2,500,000	\$2,500,000	\$15,000,000	\$0	50	60	59	\$70,996	-	Monitoring	7.03
	Sakthi Auto Group USA	05/23/12	Detroit	Wayne	New	Grant	\$1,500,000	\$1,500,000	\$18,600,000	\$15,000,000	170	277	359	\$35,000	-	Ended	4.11
	AGS Automotive Systems Inc.	05/30/12	Sterling Heights	Macomb	Expansion	Grant	\$900,000	\$900,000	\$21,200,000	\$2,884,184	90	274	307	\$34,298	-	Ended	4.51
	Altronics Energy LLC	06/06/12	Byron Township	Kent	Expansion	Grant	\$450,000	\$0	\$2,560,000	\$0	80	-			-	Terminated	1.17
	FIAMM Technologies Inc. <sup>23</sup>	06/13/12	Cadillac	Wexford	Expansion	Grant	\$500,000	\$500,000	\$4,427,875	\$0	31	35	67	\$30,501	-	Monitoring	3.87
	Quality Edge Inc.	06/25/12	Walker	Kent	Expansion	Grant	\$240,000	\$240,000	\$10,478,300	\$239,110	50	39			-	Terminated	3.56
	Brose New Boston Inc.	06/27/12	New Boston	Wayne	Expansion	Grant	\$3,500,000	\$3,500,000	\$61,773,500	\$1,143,270	350	350	351	\$27,118	-	Ended	4.29
	ArcticAx US Ltd. <sup>16</sup>	06/28/12	Grand Rapids	Kent	New	Grant	\$120,000	\$120,000	\$1,859,500	\$1,480,342	28	2			-	Repayment	5.45
	Cooper Standard Automotive	07/23/12	Leonard	Oakland	Expansion	Grant	\$235,730	\$128,580	\$3,546,940	\$0	55	30	214	\$60,000	-	Monitoring	4.61
	Cherry Growers Inc. <sup>17</sup>	07/25/12	Grawn	Grand Traverse	Expansion	Other	\$2,500,000	\$2,500,000	\$12,499,760	\$2,829,988	72	-			-	Monitoring	4.26
	Materne North America	07/25/12	Grawn	Grand Traverse	Expansion	Other	\$3,000,000	\$3,000,000	\$23,472,500	\$0	65	65	163	\$41,914	-	Monitoring	15.13
	Thai Summit America Corporation	08/09/12	Howell	Livingston	Expansion	Grant	\$300,000	\$300,000	\$34,987,000	\$0	78	293	634	\$34,424	-	Ended	4.81
	ETS Development Group LLC	08/15/12	Harper Woods	Wayne	Relocation	Grant	\$300,000	\$0	\$25,000	\$0	57	-			-	Terminated	1.00
	Pinnacle Foods Corporation/Vlasic Brands	08/15/12	Imlay City	Lapeer	Expansion	Grant	\$800,000	\$800,000	\$14,331,125	\$12,920,000	29	46	71	\$40,900	-	Monitoring	3.17
	Jason Inc. (dba Janesville Acoustics)	08/22/12	Battle Creek	Calhoun	New	Grant	\$1,500,000	\$1,500,000	\$15,050,000	\$0	225	253	247	\$29,411	-	Monitoring	5.23
	Alternative Automotive Technologies	08/27/12	Troy	Oakland	Expansion	Grant	\$350,000	\$350,000	\$5,708,000	\$1,912,600	176	6			-	Terminated	2.57
Mayser Polymer USA Inc.	08/29/12	Canton	Wayne	Expansion	Grant	\$200,000	\$200,000	\$3,921,600	\$50,689	50	50	127	\$30,038	-	Ended	5.16	
MERSEN USA Bn Corp.	08/30/12	Freeland	Bay	Expansion	Grant	\$320,000	\$0	\$21,310,000	\$0	32	-			-	Terminated	0.86	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

**MICHIGAN BUSINESS DEVELOPMENT PROGRAM**  
**Exhibit 1: MSF Board Action Taken—Agreement Executed** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Fiscal year approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2012	RSB Transmissions NA Inc.	09/04/12	Homer	Calhoun	Expansion	Grant	\$350,000	\$0	\$12,284,000	\$0	100	-		-	-	Terminated	1.26
	Magna Closures—Engineered Glass	09/27/12	Holland	Ottawa	Expansion	Grant	\$1,200,000	\$1,200,000	\$10,148,304	\$0	177	207	367	\$31,857	-	Monitoring	5.96
	Dieomatic Inc.	09/28/12	Auburn Hills	Oakland	Expansion	Grant	\$690,000	\$690,000	\$25,861,000	\$3,890,000	230	234	229	\$41,287	-	Monitoring	5.73
	Marrone Michigan Manufacturing LLC	09/28/12	Bangor	Van Buren	Expansion	Grant	\$350,000	\$0	\$19,005,000	\$2,054,466	39	-		-	-	Terminated	1.98
	The Martin-Brower Co. LLC	09/28/12	St. Johns	Clinton	Expansion	Grant	\$350,000	\$350,000	\$16,250,000	\$0	150	126		-	-	Terminated	2.05
	Mophie LLC	09/28/12	Kalamazoo	Kalamazoo	Relocation	Grant	\$240,000	\$240,000	\$4,010,000	\$3,337,230	50	129	104	\$30,179	-	Monitoring	5.21
2013	Monadnock Non-Wovens	10/10/12	Coldwater	Branch	New	Grant	\$360,000	\$0	\$4,518,935	\$136,794	60	-		-	-	Terminated	1.20
	Continental Automotive Systems	10/22/12	Auburn Hills	Oakland	Expansion	Grant	\$900,000	\$900,000	\$1,650,000	\$0	250	250	457	\$75,000	-	Monitoring	6.90
	Biogenic Reagents	10/24/12	Gwinn	Marquette	New	Other	\$2,000,000	\$2,000,000	\$16,985,000	\$6,000,000	27	-		-	-	Terminated	4.04
	The Armored Group LLC	10/31/12	Dearborn Heights	Wayne	Expansion	Grant	\$400,000	\$400,000	\$1,455,000	\$987,890	240	-		-	-	Terminated	1.89
	Undercar Products Group	11/01/12	Wyoming	Kent	Expansion	Grant	\$475,000	\$475,000	\$26,047,023	\$0	150	151	164	\$50,000	-	Monitoring	4.31
	Henrob Corp.	11/02/12	New Hudson	Oakland	Expansion	Grant	\$300,000	\$300,000	\$68,491,000	\$60,348,951	152	224	238	\$44,990	-	Ended	5.11
	Summit Polymers Inc.	11/08/12	Portage	Kalamazoo	Expansion	Grant	\$370,000	\$370,000	\$9,300,000	\$14,039,512	70	328	344	\$34,276	-	Ended	4.49
	Cataphora	11/19/12	Ann Arbor	Washtenaw	Expansion	Grant	\$150,000	\$150,000	\$206,200	\$0	30	1		-	-	Terminated	1.84
	Dart Container Corp.	11/28/12	Alaiedon Township	Ingham	Expansion	Grant	\$3,000,000	\$3,000,000	\$47,000,000	\$66,004,905	325	551	858	\$47,063	-	Monitoring	5.32
	Getman Corp.	12/04/12	Comstock Township	Kalamazoo	Expansion	Grant	\$300,000	\$0	\$5,538,560	\$6,562,000	150	-		-	-	Terminated	2.07
	Mueller Plastics Corporation Inc.	12/06/12	Portage	Kalamazoo	New	Grant	\$700,000	\$0	\$26,116,000	\$0	63	-		-	-	Terminated	0.65
	OPS Solutions	12/06/12	Novi	Oakland	Expansion	Grant	\$400,000	\$400,000	\$268,000	\$110,000	25	26	25	\$53,000	-	Monitoring	6.92
	Founders Brewing Co.	12/19/12	Grand Rapids	Kent	Expansion	Other	\$2,000,000	\$2,000,000	\$2,000,000	\$0	52	87	156	\$47,000	-	Monitoring	4.93
	La-Z-Boy Inc.	12/19/12	Monroe	Monroe	Expansion	Grant	\$3,000,000	\$3,000,000	\$51,500,000	\$63,327,838	50	72	105	\$60,841	-	Monitoring	5.85
	Two Men and A Truck International	01/09/13	Delphi Township	Ingham	Expansion	Grant	\$350,000	\$350,000	\$3,951,900	\$3,480,417	70	76	129	\$4,636	-	Monitoring	4.93
	Denso International America Inc.	01/23/13	Southfield	Oakland	Expansion	Grant	\$1,540,000	\$1,540,000	\$45,700,000	\$30,000,000	176	176	226	\$86,111	-	Monitoring	4.88
	Denso Manufacturing Michigan Inc.	01/23/13	Battle Creek	Calhoun	Expansion	Grant	\$1,460,000	\$1,460,000	\$105,440,764	\$319,580,767	266	266	792	\$39,145	-	Monitoring	5.38
	Dieomatic Inc. <sup>11</sup>	01/23/13	Battle Creek	Calhoun	Expansion	Grant	\$1,600,000	\$664,000	\$162,072,542	\$0	500	201	235	\$41,808	-	Monitoring	8.70
	Lear Corporation	01/23/13	Highland Park	Wayne	Expansion	Grant	\$1,600,000	\$0	\$18,751,279	\$0	230	-		-	-	Terminated	6.43
	KIRCHHOFF Van-Rob Tecumseh	01/23/13	Tecumseh	Lenawee	Expansion	Grant	\$5,300,000	\$5,300,000	\$30,682,381	\$60,000,000	450	472	549	\$40,500	-	Monitoring	0.25
	Moran Iron Works Inc. <sup>9</sup>	01/23/13	Onaway	Presque Isle	Expansion	Loan	\$1,000,000	\$1,000,000	\$16,224,911	\$732,347	75	35		-	-	Repayment	5.86
	Norplas Industries Inc.	01/23/13	Brownstown	Wayne	Expansion	Grant	\$630,000	\$630,000	\$81,750,485	\$81,750,485	400	393		-	-	Terminated	3.95
	Rigaku Innovative Technologies Inc. <sup>9</sup>	01/23/13	Auburn Hills	Oakland	Expansion	Other	\$2,000,000	\$2,000,000	\$55,700,000	\$0	25	-		-	-	Repayment	6.81
	Whirlpool Corporation	01/23/13	Benton Harbor	Berrien	Relocation	Grant	\$2,400,000	\$2,400,000	\$18,945,000	\$0	180	180	182	\$90,115	-	Monitoring	3.85
	Black & Veatch Corporation <sup>9</sup>	01/25/13	Ann Arbor	Washtenaw	Expansion	Grant	\$265,000	\$265,000	\$13,488,723	\$5,117,000	50	0		-	-	Repayment	5.23
	Baker Industries Inc.	01/29/13	Macomb	Macomb	Expansion	Grant	\$500,000	\$500,000	\$9,856,650	\$11,300,000	165	92		-	-	Terminated	3.10
	Herbruck Poultry Ranch Inc.	02/14/13	Saranac	Ionia	Expansion	Grant	\$500,000	\$500,000	\$17,150,000	\$18,824,472	50	243	243	\$26,538	-	Ended	5.05
	Lyons Consulting Group	03/01/13	Ann Arbor	Washtenaw	Expansion	Grant	\$300,000	\$300,000	\$1,142,833	\$800,000	30	30	52	\$100,000	-	Monitoring	5.03
	Challenge Manufacturing Co.	03/11/13	Holland	Allegan	Expansion	Grant	\$1,000,000	\$1,000,000	\$10,290,000	\$2,978,244	180	153		-	-	Terminated	2.81
	Hanwha Advanced Materials America LLC <sup>11</sup>	03/12/13	Monroe	Monroe	Expansion	Grant	\$165,720	\$165,720	\$12,000,000	\$620,000	50	36	52	\$31,200	-	Monitoring	5.64
Detroit Thermal Systems LLC	03/21/13	Romulus	Wayne	New	Grant	\$750,000	\$750,000	\$27,073,125	\$2,134,000	312	312	582	\$41,000	-	Ended	4.73	
Newell Brands	03/27/13	Kalamazoo	Kalamazoo	Relocation	Grant	\$2,000,000	\$2,000,000	\$2,300,000	\$0	100	102	142	\$90,965	-	Monitoring	4.53	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

**MICHIGAN BUSINESS DEVELOPMENT PROGRAM**  
**Exhibit 1: MSF Board Action Taken—Agreement Executed** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Fiscal year approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2013	Southwest Michigan First Corp.	03/27/13	Kalamazoo	Kalamazoo	New	Loan	\$4,000,000	\$4,000,000	\$4,265,000	\$0	0	-	-	-	-	Monitoring	5.56
	Rassini Brakes LLC	04/04/13	Mt. Morris Township	Genesee	New	Grant	\$500,000	\$500,000	\$17,310,800	\$0	55	91	87	\$28,600	-	Ended	3.78
	Bleistahl North America LP	04/05/13	Battle Creek	Calhoun	New	Grant	\$475,000	\$475,000	\$11,593,900	\$1,285,000	55	79	85	\$37,500	-	Monitoring	4.77
	Kay Manufacturing Co.	04/08/13	St. Joseph Township	Berrien	Expansion	Grant	\$350,000	\$350,000	\$9,290,000	\$20,500,000	80	80	81	\$40,772	-	Ended	4.83
	Belmont Engineered Plastics LLC	04/15/13	Belmont	Kent	New	Grant	\$900,000	\$900,000	\$5,510,000	\$0	62	71	176	\$32,648	-	Monitoring	5.16
	Grand Rapids Chair Co. <sup>21</sup>	04/15/13	Byron Center	Kent	Expansion	Grant	\$200,000	\$200,000	\$2,540,000	\$2,440,000	50	56	76	\$36,162	-	Monitoring	4.91
	CDK Global LLC	04/24/13	Detroit	Wayne	Expansion	Grant	\$1,500,000	\$1,500,000	\$3,300,000	\$2,000,000	150	158	150	\$60,000	-	Monitoring	4.23
	Rec Boat Holdings LLC	04/25/13	Cadillac	Wexford	Expansion	Grant	\$800,000	\$800,000	\$4,785,381	\$3,202,565	25	35	168	\$31,204	-	Monitoring	4.68
	JR Automation Technologies LLC	04/29/13	Holland	Ottawa	Expansion	Grant	\$300,000	\$300,000	\$4,166,000	\$0	90	93	861	\$53,051	-	Monitoring	5.08
	Kay Automotive Graphics	05/06/13	Orion Township	Oakland	Expansion	Grant	\$350,000	\$245,000	\$12,915,000	\$0	50	43	85	\$34,176	-	Monitoring	7.89
	Post Consumer Brands	05/07/13	Battle Creek	Calhoun	Expansion	Grant	\$700,000	\$0	\$29,825,000	\$382,040,000	92	-	-	-	-	Terminated	2.01
	SMR Automotive Systems USA Inc.	05/22/13	Marysville	St. Clair	Expansion	Grant	\$4,000,000	\$4,000,000	\$40,237,154	\$40,200,000	350	354	608	\$46,350	-	Monitoring	4.86
	Merhow Acquisition LLC (dba Merhow Industries) <sup>21</sup>	06/03/13	White Pigeon	St. Joseph	Relocation	Grant	\$200,000	\$200,000	\$1,075,000	\$92,437	46	49	102	\$33,249	-	Monitoring	4.95
	TRMI Inc.	06/03/13	Battle Creek	Calhoun	Expansion	Grant	\$700,000	\$700,000	\$11,100,000	\$11,100,000	150	153	230	\$32,550	-	Monitoring	4.91
	Blissfield Manufacturing Company	06/03/13	Blissfield	Lenawee	Expansion	Grant	\$125,000	\$125,000	\$1,530,735	\$0	68	6	-	-	-	Terminated	5.01
	Senderra RX Partners LLC <sup>13</sup>	06/03/13	Flint Township	Genesee	Expansion	Grant	\$200,000	\$200,000	\$675,500	\$0	70	54	79	\$35,863	-	Monitoring	5.11
	ZYNP International Corporation <sup>19</sup>	06/21/13	Romulus	Wayne	Expansion	Grant	\$350,000	\$175,000	\$9,561,532	\$5,287	51	26	34	\$33,602	-	Monitoring	5.97
	Integrated Manufacturing & Assembly LLC	06/26/13	Detroit	Wayne	Expansion	Grant	\$3,400,000	\$3,400,000	\$32,454,809	\$50,357,383	566	666	676	\$38,400	-	Ended	3.50
	GKN Driveline	07/11/13	Auburn Hills	Oakland	Expansion	Grant	\$1,000,000	\$1,000,000	\$5,100,000	\$7,602,689	50	75	87	\$85,526	-	Ended	4.30
	Daimler AG Plant Detroit Diesel	07/18/13	Redford Township	Wayne	Expansion	Grant	\$250,000	\$250,000	\$77,200,000	\$0	50	100	492	\$90,241	-	Monitoring	5.40
	Fairlife LLC	07/22/13	Coopersville	Ottawa	New	Grant	\$900,000	\$900,000	\$127,563,150	\$223,818,000	125	125	214	\$47,132	-	Ended	3.88
	TPUSA Inc. (dba TeleperformanceUSA)	07/23/13	Cascade Township	Kent	Expansion	Grant	\$600,000	\$0	\$3,792,000	\$2,126,220	400	-	-	-	-	Terminated	1.59
	Jackson National Life	07/24/13	Lansing	Ingham	Expansion	Grant	\$5,300,000	\$3,575,000	\$100,000,004	\$104,039,379	704	476	881	\$59,300	-	Monitoring	10.05
	Unique Tool and Manufacturing Co Inc.	07/26/13	Bedford Township	Monroe	Expansion	Grant	\$150,000	\$0	\$4,669,325	\$5,330,424	57	-	-	-	-	Terminated	1.48
	Asterand Bioscience	07/29/13	Detroit	Wayne	Expansion	Grant	\$250,000	\$0	\$1,700,000	\$443,552	25	-	-	-	-	Terminated	1.52
	Coyote Logistics	08/05/13	Ann Arbor	Washtenaw	Expansion	Grant	\$1,000,000	\$1,000,000	\$1,200,500	\$1,000,000	120	122	168	\$40,000	-	Monitoring	4.86
	VernDale Products Inc.	08/28/13	Detroit	Wayne	Expansion	Other	\$436,000	\$436,000	\$15,991,458	\$19,436,000	13	14	15	\$48,932	-	Monitoring	5.25
	Firstronic LLC <sup>12</sup>	09/04/13	Grand Rapids	Kent	Expansion	Grant	\$300,000	\$300,000	\$2,245,000	\$1,250,000	110	110	120	\$21,800	-	Monitoring	4.58
	ADAC Automotive	09/09/13	Muskegon	Muskegon	Expansion	Grant	\$650,000	\$650,000	\$7,903,000	\$4,685,160	90	90	417	\$35,000	-	Ended	4.58
	Longbow Advantage	09/10/13	Ann Arbor	Washtenaw	Expansion	Grant	\$250,000	\$0	\$411,400	\$0	32	-	-	-	-	Terminated	1.05
Dairy Farmers of America Inc.	09/25/13	Cass City	Tuscola	Expansion	Grant	\$500,000	\$500,000	\$40,000,000	\$50,398,598	25	35	34	\$45,905	-	Ended	4.19	
ReNu Wireless USA	09/29/13	Roseville	Macomb	Expansion	Grant	\$900,000	\$0	\$5,251,002	\$0	200	-	-	-	-	Terminated	1.42	
2014	Universal Marketing Group	10/01/13	Ann Arbor	Washtenaw	New	Grant	\$600,000	\$0	\$568,662	\$715,308	400	-	-	-	-	Terminated	1.64
	Yanfeng US Automotive Interior Systems II LLC	10/02/13	Frenchtown	Monroe	Expansion	Grant	\$800,000	\$800,000	\$16,927,000	\$27,925,521	182	219	299	\$34,720	-	Monitoring	3.46
	Triumph Gear Systems <sup>19</sup>	10/07/13	Macomb Township	Macomb	Expansion	Grant	\$250,000	\$100,000	\$15,180,000	\$22,621,033	60	54	86	\$74,820	-	Monitoring	6.56
	CHi - Charter House Innovations	10/15/13	Holland Township	Ottawa	Expansion	Grant	\$200,000	\$200,000	\$3,052,000	\$3,355,003	50	63	72	\$32,682	-	Monitoring	4.40
	Fontijne Grotnes	10/15/13	Milton Township	Cass	New	Grant	\$300,000	\$0	\$2,618,000	\$0	31	-	-	-	-	Terminated	1.46
Comprehensive Logistics Co. Inc.	10/17/13	Detroit	Wayne	Expansion	Grant	\$600,000	\$600,000	\$18,140,000	\$18,500,000	300	300	300	\$32,300	-	Monitoring	5.10	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

**MICHIGAN BUSINESS DEVELOPMENT PROGRAM**  
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Fiscal year approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2014	Navitas Advanced Solutions Group	10/17/13	Pittsfield Township	Washtenaw	Expansion	Grant	\$500,000	\$500,000	\$9,287,000	\$9,321,388	40	40	57	\$68,174	-	Monitoring	5.13
	Aisin Technical Center of North America	10/23/13	Northville	Wayne	Expansion	Grant	\$1,200,000	\$800,000	\$32,724,600	\$0	151	103	130	\$64,300	-	Monitoring	7.26
	Pillar Technology Group LLC	11/01/13	Ann Arbor	Washtenaw	Expansion	Grant	\$350,000	\$350,000	\$1,425,000	\$1,354,377	45	51	51	\$84,223	-	Monitoring	5.83
	Ventra Grand Rapids 5 LLC	11/05/13	Kentwood	Kent	Expansion	Grant	\$650,000	\$650,000	\$16,296,797	\$20,629,718	150	498	635	\$29,501	-	Ended	3.22
	Cooper Standard (Fairview)	11/06/13	Comins Township	Oscoda	Expansion	Grant	\$1,000,000	\$1,000,000	\$6,359,817	\$8,651,973	177	201	201	\$33,887	-	Ended	4.87
	Lauren Plastics <sup>20</sup>	11/15/13	Spring Lake	Ottawa	Expansion	Grant	\$225,000	\$225,000	\$7,063,000	\$0	50	50	51	\$30,160	-	Monitoring	4.91
	HTC Global Services Inc.	11/20/13	Troy	Oakland	Expansion	Grant	\$1,750,000	\$1,750,000	\$3,372,500	\$975,250	203	252	233	\$49,215	-	Monitoring	5.14
	Niowave Inc. <sup>20</sup>	11/20/13	Lansing	Ingham	Expansion	Other	\$1,500,000	\$1,500,000	\$79,000,000	\$0	30	30	30	\$51,785	-	Monitoring	10.19
	SpartanNash <sup>19</sup>	11/20/13	Byron Center	Kent	Expansion	Grant	\$1,812,500	\$1,500,000	\$18,271,496	\$7,195,921	147	72	141	\$62,500	-	Monitoring	5.45
	SRI International	11/20/13	Plymouth	Wayne	Expansion	Grant	\$800,000	\$640,000	\$624,535	\$0	25	20	21	\$110,959	-	Monitoring	6.84
	Mahindra GenZe	11/25/13	Ann Arbor	Washtenaw	New	Grant	\$300,000	\$300,000	\$2,010,000	\$6,825,000	34	38	36	\$50,514	-	Monitoring	6.23
	Industrial Services Group	12/04/13	Vergennes Township	Kent	Expansion	Grant	\$175,000	\$0	\$1,630,000	\$1,146,000	50	-	-	-	-	Terminated	1.64
	Circuit Controls Corporation	12/11/13	Bear Creek Township	Emmet	Expansion	Grant	\$180,000	\$180,000	\$21,722,000	\$22,844,546	36	39	46	\$27,500	-	Ended	4.59
	Vectorform LLC <sup>20</sup>	12/12/13	Royal Oak	Oakland	Expansion	Grant	\$375,000	\$250,000	\$2,240,455	\$0	75	63	63	\$91,450	-	Monitoring	5.91
	Medimpact Healthcare Systems Inc.	12/19/13	Van Buren Township	Wayne	New	Grant	\$150,000	\$100,000	\$2,074,000	\$2,221	75	66	63	\$38,797	-	Monitoring	4.86
	Magna Exteriors and Interiors USA Inc.	01/29/14	China Township	St. Clair	Expansion	Grant	\$822,000	\$822,000	\$3,639,100	\$0	443	344	344	\$25,700	-	Ended	1.40
	MANN+HUMMEL USA Inc.	01/31/14	Portage	Kalamazoo	Expansion	Grant	\$325,000	\$325,000	\$17,425,000	\$0	70	70	334	\$40,293	-	Monitoring	5.28
	Advance Engineering Company	02/06/14	Canton	Wayne	Expansion	Grant	\$200,000	\$200,000	\$6,554,000	\$0	75	77	77	\$35,943	-	Ended	3.76
	ThinkTech Inc.	02/06/14	Ann Arbor	Washtenaw	Expansion	Grant	\$500,000	\$500,000	\$2,938,551	\$3,375,817	50	52	55	\$135,948	-	Monitoring	4.56
	Capital Welding Inc.	02/24/14	Detroit	Wayne	Relocation	Grant	\$420,000	\$420,000	\$20,030,000	\$2,200,000	70	73	70	\$45,000	-	Monitoring	4.74
	Eberspacher North America Inc.	02/25/14	Brighton	Livingston	Expansion	Grant	\$1,200,000	\$1,200,000	\$122,000,000	\$27,332,823	545	142	-	-	-	Terminated	7.64
	Kalitta Air	02/25/14	Oscoda	Iosco	Expansion	Grant	\$2,000,000	\$2,000,000	\$9,730,431	\$10,246,651	200	220	200	\$42,640	-	Monitoring	5.97
	XanEdu Publishing Inc.	02/26/14	Pittsfield Township	Washtenaw	Expansion	Grant	\$100,000	\$100,000	\$1,030,000	\$100,000	50	16	-	-	-	Terminated	3.86
	Proos Manufacturing Inc.	03/05/14	Grand Rapids	Kent	Expansion	Grant	\$75,000	\$75,000	\$5,665,370	\$360,000	50	4	-	-	-	Terminated	4.85
	Avon Protection Systems Inc.	03/06/14	Cadillac	Wexford	Expansion	Grant	\$100,000	\$100,000	\$925,500	\$0	29	41	29	\$25,000	-	Ended	2.90
	Nyloncraft of Michigan Inc.	03/14/14	Jonesville	Hillsdale	Expansion	Grant	\$150,000	\$150,000	\$4,693,000	\$0	40	40	59	\$28,900	-	Ended	3.71
	Hirata	03/24/14	New Hudson	Oakland	Expansion	Grant	\$200,000	\$0	\$2,065,380	\$0	39	-	-	-	-	Terminated	2.05
	Borgwarner Inc.	03/25/14	Auburn Hills	Oakland	Expansion	Grant	\$3,200,000	\$3,200,000	\$11,000,000	\$9,554,000	180	180	187	\$71,642	-	Monitoring	3.87
	M1 Rail	03/25/14	Detroit	Wayne	New	Loan	\$10,000,000	\$10,000,000	\$131,957,023	\$4,319,081	-	-	46	\$47,000	-	Monitoring	14.02
	Oerlikon Balzers Coatings USA Inc.	03/28/14	Lake Orion	Oakland	Expansion	Grant	\$250,000	\$0	\$6,038,000	\$30,000	50	-	-	-	-	Terminated	2.28
	Fuyao Automotive North America Inc.	04/08/14	Lake Orion	Oakland	Expansion	Grant	\$1,000,000	\$750,000	\$15,390,000	\$24,983,788	100	84	111	\$42,752	-	Monitoring	5.64
	Molina Healthcare of Michigan <sup>20</sup>	04/22/14	Troy	Oakland	Expansion	Grant	\$2,296,000	\$2,296,000	\$20,323,311	\$0	462	542	555	\$61,546	-	Monitoring	4.34
INglass USA Inc.	04/24/14	Byron Center	Kent	New	Grant	\$300,000	\$211,500	\$17,668,890	\$5,000,000	50	50	60	\$48,000	-	Monitoring	5.17	
NOVO <sup>1</sup>	04/24/14	Cascade Township	Kent	Expansion	Grant	\$272,000	\$0	\$1,500,000	\$0	287	-	-	-	-	Terminated	2.51	
Herbruck Poultry Ranch Inc.	04/25/14	Lake Odessa	Ionia	Expansion	Grant	\$750,000	\$750,000	\$76,500,000	\$44,192,351	100	110	390	\$26,615	-	Monitoring	5.13	
Mahindra Vehicle Manufacturers Limited	04/28/14	Troy	Oakland	New	Grant	\$500,000	\$500,000	\$1,912,854	\$0	112	127	150	\$127,587	-	Monitoring	4.55	
AvaSure	05/14/14	Plainfield Township	Kent	Expansion	Grant	\$550,000	\$375,000	\$1,896,400	\$2,195,000	110	75	107	\$74,264	-	Monitoring	6.73	
Toyoda Gosei North America Corp.	05/14/14	Troy	Oakland	Expansion	Grant	\$250,000	\$250,000	\$7,951,500	\$4,637,420	51	51	245	\$68,283	-	Monitoring	4.39	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

**MICHIGAN BUSINESS DEVELOPMENT PROGRAM**  
**Exhibit 1: MSF Board Action Taken—Agreement Executed** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Fiscal year approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2014	Challenge Manufacturing Co. <sup>13</sup>	05/27/14	Pontiac	Oakland	Expansion	Grant	\$2,238,000	\$1,400,000	\$50,000,000	\$60,353,611	450	250	161	\$50,022	-	Monitoring	5.42
	SolarBos <sup>20</sup>	06/04/14	Walker	Kent	New	Grant	\$250,000	\$160,000	\$884,000	\$762,000	50	52	34	\$45,000	-	Monitoring	6.34
	Bowers Manufacturing Co.	06/04/14	Battle Creek	Calhoun	New	Grant	\$236,500	\$236,500	\$22,842,000	\$0	186	-	-	-	-	Monitoring	5.76
	Cascade Die Casting Group	06/05/14	Sparta	Kent	Expansion	Grant	\$275,000	\$275,000	\$5,336,000	\$275,000	50	54	62	\$40,357	-	Monitoring	5.50
	Ventra Ionia Main LLC	06/09/14	Ionia	Ionia	Expansion	Grant	\$500,000	\$500,000	\$8,504,539	\$0	144	406	201	\$31,801	-	Monitoring	3.92
	Hirotec America Inc.	06/09/14	Auburn Hills	Oakland	Expansion	Grant	\$1,000,000	\$1,000,000	\$26,000,000	\$0	110	110	110	\$64,933	-	Monitoring	6.29
	Medbio Inc.	07/08/14	Caledonia	Kent	Expansion	Grant	\$180,000	\$180,000	\$3,393,000	\$4,700,000	45	47	64	\$45,400	-	Monitoring	4.89
	NEMO Capital Partners LLC	07/11/14	Southfield	Oakland	New	Grant	\$300,000	\$300,000	\$2,607,300	\$0	145	45	-	-	-	Terminated	2.66
	S&P Data LLC <sup>20</sup>	07/14/14	Troy	Oakland	New	Grant	\$1,000,000	\$600,000	\$4,380,546	\$3,700,000	400	100	179	\$30,000	-	Monitoring	5.90
	Walbro Engine Management	07/14/14	Cass City	Tuscola	Expansion	Grant	\$165,000	\$165,000	\$4,150,000	\$4,155,000	25	30	79	\$33,500	-	Monitoring	4.69
	Eissmann Automotive Port Huron LLC	07/15/14	Port Huron	St. Clair	New	Grant	\$850,000	\$710,600	\$13,550,000	\$14,755,000	225	191	135	\$38,455	-	Monitoring	4.92
	Roush Industries Inc.	07/18/14	Livonia	Wayne	Expansion	Grant	\$1,000,000	\$1,000,000	\$8,700,775	\$24,372,946	210	210	229	\$41,339	-	Monitoring	4.33
	Brembo North America Inc.	07/22/14	Albion Township	Calhoun	Expansion	Grant	\$2,000,000	\$2,000,000	\$78,428,651	\$117,071,554	254	257	298	\$65,800	\$117,071,554	Monitoring	5.67
	HA Automotive Systems Inc.	07/22/14	Troy	Oakland	New	Grant	\$1,100,000	\$0	\$28,800,000	\$0	208	-	-	-	-	Terminated	2.71
	Suniva Inc. <sup>17</sup>	07/22/14	Saginaw	Saginaw	New	Grant	\$2,500,000	\$1,050,000	\$12,225,000	\$480,000	350	25	144	\$34,000	-	Monitoring	6.10
	Anchor Coupling Inc. <sup>13</sup>	07/24/14	Menominee	Menominee	Expansion	Grant	\$1,000,000	\$746,666	\$9,056,000	\$0	110	57	190	\$30,504	-	Monitoring	4.34
	Celia Corp.	07/28/14	Sparta	Kent	Expansion	Grant	\$233,000	\$0	\$4,175,000	\$500,000	50	-	-	-	-	Terminated	3.00
	Flow-Rite	07/30/14	Byron Center	Kent	Expansion	Grant	\$105,000	\$105,000	\$6,055,552	\$105,000	50	70	91	\$43,063	-	Monitoring	4.87
	Middleville Tool & Die Company Inc.	07/30/14	Middleville	Barry	Expansion	Grant	\$350,000	\$350,000	\$6,300,000	\$0	35	36	123	\$33,363	-	Monitoring	4.89
	Duffey Petrosky	08/04/14	Farmington Hills	Oakland	Expansion	Grant	\$1,000,000	\$0	\$912,708	\$0	204	-	-	-	-	Terminated	1.51
	Transform Automotive LLC	08/08/14	Shelby Township	Macomb	Expansion	Grant	\$550,000	\$550,000	\$41,946,000	\$42,000,000	77	82	112	\$42,778	-	Monitoring	4.21
	Unified Business Technologies Inc. <sup>12</sup>	08/08/14	Troy	Oakland	Expansion	Grant	\$300,000	\$300,000	\$17,174,800	\$3,487,352	25	25	25	\$53,130	-	Monitoring	5.25
	Toyota Motor Engineering & Manufacturing N.A. Inc.	08/26/14	Ann Arbor	Washtenaw	Expansion	Grant	\$5,000,000	\$2,470,000	\$107,650,000	\$41,000,000	335	296	315	\$81,000	-	Monitoring	8.04
	Neogen Corporation	08/28/14	Lansing	Ingham	Expansion	Grant	\$100,000	\$100,000	\$1,035,000	\$2,920,722	25	166	252	\$40,027	-	Monitoring	4.85
	CDK Global LLC	09/01/14	Detroit	Wayne	Expansion	Grant	\$1,000,000	\$1,000,000	\$3,590,000	\$1,000,000	100	117	121	\$60,000	-	Monitoring	3.25
	American Axle & Manufacturing <sup>12</sup>	09/05/14	Detroit	Wayne	Expansion	Grant	\$1,000,000	\$533,000	\$15,400,000	\$80,000,000	75	44	91	\$89,462	-	Monitoring	4.91
	International Business Machines Corp.	09/08/14	East Lansing	Ingham	Expansion	Grant	\$500,000	\$0	\$200,000	\$0	100	-	-	-	-	Terminated	5.16
	Costco Wholesale Corp.	09/08/14	Belleville	Wayne	New	Grant	\$450,000	\$225,000	\$47,890,000	\$60,374,441	126	175	274	\$40,000	-	Monitoring	1.11
	Hannigan Insurance Agency	09/12/14	Ann Arbor	Washtenaw	Expansion	Grant	\$81,000	\$81,000	\$516,000	\$105,000	75	16	-	-	-	Terminated	3.05
	Android Industries <sup>9</sup>	09/17/14	Detroit	Wayne	Expansion	Grant	\$500,000	\$500,000	\$16,487,341	\$11,000,000	100	69	-	-	-	Repayment	3.88
Dicastal North America Inc. <sup>12</sup>	09/17/14	Greenville	Montcalm	New	Grant	\$3,500,000	\$3,500,000	\$139,616,538	\$202,000,000	300	237	396	\$35,940	-	Monitoring	5.42	
Plasan Carbon Composites Inc. <sup>9</sup>	09/17/14	Walker	Kent	Expansion	Other	\$4,800,000	\$4,800,000	\$29,022,000	\$0	620	418	-	-	-	Repayment	3.46	
Nexthermal Corp.	09/19/14	Battle Creek	Calhoun	Expansion	Grant	\$50,000	\$50,000	\$1,964,000	\$578,565	50	6	-	-	-	Terminated	2.36	
HARMAN	09/30/14	Novi	Oakland	Expansion	Grant	\$800,000	\$400,000	\$44,889,000	\$18,212,190	150	72	365	\$101,830	-	Monitoring	6.06	
2015	SL America Corp.	10/06/14	Auburn Hills	Oakland	Expansion	Grant	\$615,000	\$615,000	\$8,011,214	\$1,128,096	72	73	82	\$80,937	-	Monitoring	5.04
	L&W Engineering	10/09/14	Detroit	Wayne	Expansion	Grant	\$300,000	\$300,000	\$10,100,000	\$16,373,348	100	103	100	\$47,735	-	Monitoring	4.10
	Summit Polymers Inc.	10/09/14	Vicksburg	Kalamazoo	Expansion	Grant	\$800,000	\$570,000	\$7,290,552	\$20,441,935	140	146	156	\$31,069	-	Monitoring	3.26
	Lippert Components Manufacturing Inc.	10/16/14	Sterling Heights	Macomb	Expansion	Grant	\$200,000	\$200,000	\$1,668,000	\$1,746,142	102	103	207	\$43,113	-	Monitoring	4.14



MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

**MICHIGAN BUSINESS DEVELOPMENT PROGRAM**  
**Exhibit 1: MSF Board Action Taken—Agreement Executed** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Fiscal year approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2015	NBJX	10/16/14	Canton	Wayne	Expansion	Grant	\$300,000	\$0	\$8,053,000	\$363,222	75	-		-	-	Terminated	2.51
	Magna International of America Mimco Inc.	10/28/14	Plymouth Township	Wayne	Expansion	Grant	\$1,127,000	\$1,127,000	\$59,227,000	\$2,496,041	175	175	560	\$54,019	-	Monitoring	4.46
	Mobis North America LLC	10/28/14	Plymouth	Wayne	Expansion	Grant	\$750,000	\$750,000	\$26,570,000	\$1,420,000	75	144	107	\$80,160	-	Monitoring	4.09
	Greenfield Die & Manufacturing Corp.	10/28/14	Plymouth	Wayne	Expansion	Grant	\$2,000,000	\$1,800,000	\$42,968,954	\$15,000,000	128	102	123	\$96,400	-	Monitoring	6.08
	Thomson Reuters (Tax & Accounting) Inc. <sup>20</sup>	10/28/14	Pittsfield Township	Washtenaw	Expansion	Grant	\$2,000,000	\$0	\$19,866,000	\$46,461,804	250	-	89	\$51,541	-	Monitoring	10.04
	LTC Roll & Engineering	10/29/14	Cottrellville	St. Clair	Expansion	Grant	\$450,000	\$0	\$8,550,000	\$0	90	-		-	-	Terminated	2.27
	Fullerton Tool Company Inc.	10/31/14	Saginaw	Saginaw	Expansion	Grant	\$430,000	\$130,000	\$8,044,884	\$7,027,395	58	21		-	-	Terminated	2.48
	STEC USA Inc. <sup>19</sup>	11/05/14	Madison Heights	Oakland	New	Grant	\$700,000	\$70,000	\$15,097,200	\$0	176	17	19	\$60,570	-	Monitoring	8.06
	TG Fluid Systems USA Corporation <sup>21</sup>	11/21/14	Brighton	Livingston	Expansion	Grant	\$150,000	\$150,000	\$12,934,128	\$11,213,000	36	39	130	\$25,334	-	Monitoring	4.24
	Covisint LLC	11/25/14	Southfield	Oakland	Expansion	Grant	\$1,500,000	\$0	\$5,500,000	\$2,786,600	50	-		-	-	Terminated	1.88
	Founders Brewing Company	11/25/14	Grand Rapids	Kent	Expansion	Grant	\$250,000	\$250,000	\$40,400,000	\$22,000,000	72	283	85	\$47,000	-	Monitoring	4.96
	Howmet Corp. (dba Arconic)	11/26/14	Whitehall	Muskegon	Expansion	Grant	\$285,000	\$171,000	\$16,734,500	\$15,603,929	25	15	28	\$45,600	-	Monitoring	5.98
	DAVID Corp.	12/05/14	Livonia	Wayne	Expansion	Grant	\$150,000	\$104,000	\$418,180	\$1,138,594	26	18	19	\$124,000	-	Monitoring	6.46
	Brose North America Inc.	12/16/14	Auburn Hills	Wayne	Expansion	Grant	\$6,950,000	\$2,135,200	\$202,595,077	\$44,666,437	775	257	663	\$30,265	-	Monitoring	7.42
	Loc Performance Products Inc.	12/16/14	Plymouth	Wayne	Expansion	Grant	\$600,000	\$600,000	\$12,140,000	\$2,131,442	95	95	99	\$32,271	-	Monitoring	4.83
	Paslin Company	12/16/14	Warren	Macomb	Expansion	Grant	\$1,700,000	\$1,700,000	\$20,612,000	\$1,316,504	200	200	297	\$62,674	-	Monitoring	5.39
	Fori Automation	12/19/14	Shelby Township	Macomb	Expansion	Grant	\$250,000	\$250,000	\$9,900,000	\$669,029	52	55	79	\$58,274	-	Monitoring	4.80
	NHK International Corporation	12/29/14	Novi	Oakland	Expansion	Grant	\$150,000	\$150,000	\$9,000,000	\$0	26	26	41	\$88,053	-	Monitoring	4.97
	Irwin Seating Company	12/30/14	Walker	Kent	Expansion	Grant	\$300,000	\$300,000	\$1,900,000	\$1,000,000	60	119	215	\$42,607	-	Monitoring	4.73
	TI Automotive	01/20/15	Auburn Hills	Oakland	Expansion	Grant	\$185,000	\$185,000	\$7,033,133	\$3,016,000	36	36	37	\$110,000	-	Monitoring	3.54
	Forest River Products	01/27/15	White Pigeon	St. Joseph	New	Grant	\$350,000	\$0	\$7,080,000	\$0	396	-		-	-	Terminated	1.57
	Cargill Kitchen Solutions	01/30/15	Lake Odessa	Ionia	Expansion	Grant	\$262,500	\$262,500	\$27,512,000	\$27,324,409	35	83	122	\$43,422	-	Monitoring	4.16
	Orbbe 3D Technology International Inc.	02/03/15	Troy	Oakland	New	Grant	\$300,000	\$0	\$3,228,118	\$679,960	40	-		-	-	Terminated	1.45
	OMT-Veyhl USA Corp.	02/11/15	Holland	Ottawa	Expansion	Grant	\$750,000	\$750,000	\$9,831,700	\$0	206	206	210	\$35,296	-	Monitoring	4.73
	Sensient Flavors	02/11/15	Harbor Beach	Huron	Expansion	Grant	\$150,000	\$150,000	\$31,850,000	\$31,850,000	28	28	35	\$69,628	-	Monitoring	5.83
	MIG Molding	02/12/15	Almont	Lapeer	Expansion	Grant	\$105,000	\$0	\$1,242,422	\$0	32	-		-	-	Terminated	1.19
	Gentherm Inc.	02/19/15	Farmington Hills	Oakland	Expansion	Grant	\$750,000	\$500,000	\$8,442,500	\$0	150	103	101	\$85,000	-	Monitoring	5.77
	3Con Corp.	02/26/15	Wixom	Oakland	New	Grant	\$550,000	\$0	\$6,417,500	\$170,000	136	-		-	-	Terminated	2.33
	Denso Manufacturing Michigan Inc.	02/26/15	Battle Creek	Calhoun	Expansion	Grant	\$640,000	\$640,000	\$56,635,500	\$225,219,781	100	100	205	\$40,465	-	Monitoring	2.41
	KUKA Systems North America LLC	03/03/15	Clinton Township	Macomb	Expansion	Grant	\$900,000	\$659,482	\$14,400,000	\$0	116	91	92	\$69,347	-	Monitoring	6.50
	Superior Industries International Inc.	03/16/15	Southfield	Oakland	Relocation	Grant	\$900,000	\$793,750	\$2,517,000	\$0	75	67	75	\$104,641	-	Monitoring	7.19
	Daimler AG Plant Detroit Diesel	03/24/15	Detroit	Wayne	Expansion	Grant	\$955,080	\$265,300	\$208,000,000	\$0	180	50	179	\$90,241	-	Monitoring	5.12
Emhart Teknologies	03/27/15	Chesterfield	Macomb	Expansion	Grant	\$350,000	\$350,000	\$32,871,000	\$20,150,000	83	90	101	\$58,444	-	Monitoring	4.67	
Plasan North America <sup>12</sup>	03/30/15	Walker	Kent	New	Grant	\$850,000	\$350,000	\$12,330,000	\$0	121	41	87	\$59,388	-	Monitoring	5.51	
Atomic Object LLC	04/13/15	Grand Rapids	Kent	Expansion	Grant	\$189,000	\$80,000	\$2,942,700	\$2,800,000	25	8	17	\$67,785	-	Monitoring	6.18	
Sakthi Auto Group USA	04/28/15	Detroit	Wayne	Expansion	Grant	\$3,500,000	\$3,500,000	\$31,865,000	\$125,000,000	350	367	622	\$35,000	-	Monitoring	6.51	
Terryberry Co.	05/01/15	Grand Rapids	Kent	Expansion	Grant	\$250,000	\$140,000	\$2,650,000	\$3,108,160	53	30		-	-	Terminated	2.02	
Harloff Manufacturing Co.	05/04/15	Paw Paw	Van Buren	Relocation	Grant	\$103,000	\$103,000	\$920,250	\$1,950,000	25	29	25	\$29,064	-	Monitoring	5.16	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

**MICHIGAN BUSINESS DEVELOPMENT PROGRAM**  
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Fiscal year approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2015	Hearthside Food Solutions	05/06/15	Kentwood	Kent	Expansion	Grant	\$450,000	\$450,000	\$10,698,400	\$10,490,089	91	91	91	\$38,971	-	Ended	2.56
	Bmax USA	05/11/15	Pontiac	Oakland	New	Grant	\$250,000	\$0	\$1,348,900	\$250,000	26	-	-	-	-	Terminated	2.16
	Michigan Brand	06/04/15	Frankenmuth	Saginaw	Expansion	Grant	\$250,000	\$250,000	\$4,785,000	\$0	94	98	172	\$24,275	-	Monitoring	3.79
	Ferrous CAL Co.	06/08/15	Gibraltar	Wayne	Expansion	Other	\$6,000,000	\$6,000,000	\$50,200,000	\$60,900,000	25	-	14	\$68,783	\$6,000,000	Monitoring	7.29
	Vehma International of America Inc.	06/08/15	New Hudson	Oakland	New	Grant	\$1,440,000	\$1,440,000	\$56,088,310	\$56,088,310	225	245	155	\$39,841	-	Monitoring	5.35
	Agape Plastics Inc.	06/19/15	Tallmadge Township	Ottawa	Expansion	Grant	\$300,000	\$300,000	\$14,715,000	\$16,870,126	54	54	66	\$34,000	-	Monitoring	4.84
	Magna Seating of America Inc.	06/19/15	Novi	Oakland	Expansion	Grant	\$984,000	\$0	\$65,191,000	\$0	164	-	-	-	-	Terminated	1.14
	Mico Industries	06/19/15	Kentwood	Kent	Expansion	Grant	\$215,000	\$215,000	\$8,186,955	\$300,000	50	52	62	\$31,000	-	Monitoring	4.92
	Spirit Airlines Inc.	06/23/15	Romulus	Wayne	New	Grant	\$1,000,000	\$1,000,000	\$31,710,000	\$32,801,457	84	85	95	\$45,984	-	Monitoring	4.38
	ZF North America Inc. <sup>11</sup>	06/23/15	Northville	Wayne	New	Grant	\$4,000,000	\$0	\$71,198,290	\$22,524,097	571	-	492	\$83,144	-	Monitoring	7.45
	Shepherd Caster Corp.	07/07/15	St. Joseph	Berrien	Expansion	Grant	\$350,000	\$350,000	\$1,549,000	\$500,000	50	50	96	\$42,000	-	Monitoring	4.43
	Shift Digital	07/15/15	Birmingham	Oakland	Expansion	Grant	\$465,000	\$300,000	\$2,481,687	\$0	93	95	72	\$44,729	-	Monitoring	4.94
	YAPP USA Automotive Systems	07/28/15	Detroit	Wayne	New	Grant	\$1,300,000	\$0	\$26,900,000	\$0	162	-	-	-	-	Terminated	0.51
	CW Bearing USA Inc. <sup>12</sup>	08/12/15	Northville Township	Wayne	New	Grant	\$550,000	\$0	\$24,900,000	\$11,264	125	-	33	\$44,800	-	Monitoring	6.49
	Hearthside Food Solutions	08/26/15	Kentwood	Kent	Expansion	Grant	\$300,000	\$300,000	\$15,678,894	\$18,197,493	66	80	142	\$35,275	-	Monitoring	3.28
	Magna Dexsys (Norplas)	08/26/15	Delta Township	Eaton	Expansion	Grant	\$640,000	\$640,000	\$10,555,252	\$10,555,000	192	193	317	\$29,560	-	Monitoring	3.93
	Coyote Logistics	09/01/15	Ann Arbor	Washtenaw	Expansion	Grant	\$320,000	\$180,000	\$990,800	\$80,000	80	55	48	\$40,000	-	Monitoring	5.31
	Carhartt Inc.	09/22/15	Dearborn	Wayne	Expansion	Grant	\$625,000	\$468,750	\$19,340,000	\$15,606,143	100	101	103	\$85,000	-	Monitoring	5.89
Neapco Drivelines LLC	09/22/15	Van Buren Township	Wayne	Expansion	Grant	\$1,450,000	\$950,000	\$57,700,000	\$61,600,000	167	158	153	\$47,824	-	Monitoring	5.64	
Valiant International Inc.	09/22/15	Auburn Hills	Oakland	Expansion	Grant	\$2,300,000	\$1,546,000	\$32,690,000	\$0	223	160	150	\$87,775	-	Monitoring	5.32	
2016	Pro Services	10/12/15	Portage	Kalamazoo	Expansion	Grant	\$375,000	\$0	\$3,900,000	\$830,000	75	-	14	\$50,000	-	Monitoring	2.44
	Byrne Electrical Specialists	10/13/15	Lakeview	Montcalm	Expansion	Grant	\$160,000	\$160,000	\$250,000	\$1,200,000	32	34	33	\$28,382	-	Monitoring	3.62
	Faurecia Automotive Seating LLC	10/15/15	Sterling Heights	Macomb	Expansion	Grant	\$350,000	\$0	\$8,006,800	\$0	90	-	-	-	-	Terminated	1.07
	Global Tooling Systems	10/21/15	Macomb Township	Macomb	Expansion	Grant	\$320,000	\$0	\$3,610,000	\$1,250,000	50	-	-	-	-	Monitoring	6.12
	Notions Marketing Corp.	10/23/15	Grand Rapids	Kent	Expansion	Grant	\$800,000	\$0	\$33,000,000	\$0	250	-	-	-	-	Terminated	0.94
	Total Quality Logistics LLC	11/03/15	Cascade Township	Kent	New	Grant	\$300,000	\$0	\$839,000	\$588,437	75	-	43	\$35,230	-	Monitoring	6.04
	MMI Engineered Solutions Inc.	11/18/15	Saline	Washtenaw	Expansion	Grant	\$150,000	\$128,000	\$5,595,000	\$7,200,000	47	43	62	\$30,000	-	Monitoring	5.23
	Urban Science Applications Inc.	11/19/15	Detroit	Wayne	Expansion	Grant	\$566,600	\$444,000	\$2,084,105	\$1,775,101	102	94	89	\$64,322	-	Monitoring	5.43
	Hanson Systems LLC (dba Eagle Technologies Group)	11/20/15	St. Joseph	Berrien	Expansion	Grant	\$500,000	\$500,000	\$5,970,000	\$5,000,000	100	100	103	\$80	-	Monitoring	5.99
	Rivian Automotive Inc. <sup>12</sup>	11/24/15	Livonia	Wayne	Expansion	Grant	\$1,720,000	\$1,320,000	\$29,486,000	\$600,000	170	139	142	\$89,000	-	Monitoring	3.64
	Performance Fabricating LLC	11/30/15	Fenton	Genesee	New	Grant	\$150,000	\$150,000	\$9,052,942	\$0	52	56	79	\$50,615	-	Monitoring	4.17
	LHP Engineering Solutions	12/08/15	Pontiac	Oakland	Expansion	Grant	\$399,000	\$399,000	\$2,300,000	\$2,000,000	57	71	76	\$83,052	-	Monitoring	3.96
	SalesPad LLC	01/07/16	Grand Rapids	Kent	Expansion	Grant	\$364,000	\$0	\$3,850,000	\$0	91	-	-	-	-	Terminated	1.10
	Great Expressions Dental Center HQ	01/20/16	Southfield	Oakland	Expansion	Grant	\$300,000	\$300,000	\$2,550,000	\$1,567,000	84	84	153	\$31,992	-	Monitoring	3.83
	ThinkTech Inc.	01/26/16	Ann Arbor	Washtenaw	Expansion	Grant	\$500,000	\$330,000	\$5,750,000	\$6,513,987	75	66	143	\$1,157,385	-	Monitoring	5.29
	Magna Seating of America Inc.	01/29/16	Highland Park	Wayne	Expansion	Grant	\$740,000	\$740,000	\$5,989,000	\$5,000,000	148	213	150	\$56,981	-	Monitoring	3.04
Disher	02/09/16	Ann Arbor	Washtenaw	Expansion	Grant	\$200,000	\$47,000	\$1,545,339	\$1,202,474	42	18	27	\$73,840	-	Monitoring	4.58	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

**MICHIGAN BUSINESS DEVELOPMENT PROGRAM**  
**Exhibit 1: MSF Board Action Taken—Agreement Executed** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Fiscal year approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2016	ROL USA Inc.	02/15/16	Holland	Allegan	Expansion	Grant	\$300,000	\$0	\$19,800,000	\$1,400,000	51	30		-	Terminated	3.92	
	Swoboda	02/26/16	Kentwood	Kent	Expansion	Grant	\$200,000	\$0	\$15,129,000	\$1,500,000	37	-		-	Terminated	2.27	
	Firstronic LLC	03/04/16	Grand Rapids	Kent	Expansion	Grant	\$200,000	\$0	\$1,857,000	\$1,250,000	50	-	10	\$27,040	-	Monitoring	6.00
	Norma Group Americas	03/06/16	Auburn Hills	Oakland	Expansion	Grant	\$175,000	\$175,000	\$16,079,780	\$13,796,121	90	97	97	\$30,154	-	Monitoring	2.58
	Marquardt Switches Inc.	03/07/16	Rochester Hills	Oakland	Expansion	Grant	\$300,000	\$150,000	\$2,514,387	\$75,000	29	25	37	\$84,880	-	Monitoring	4.50
	ST USA Holding Corp. (dba Sport Truck USA) <sup>11</sup>	03/08/16	Coldwater	Branch	Expansion	Grant	\$555,000	\$322,500	\$6,272,500	\$2,500,000	129	80	102	\$30,000	-	Monitoring	4.99
	Knight Logistics LLC	03/09/16	Grand Rapids	Kent	Expansion	Grant	\$300,000	\$0	\$573,698	\$0	87	-		-	Terminated	0.56	
	Stoneridge Inc.	03/22/16	Novi	Oakland	Expansion	Grant	\$1,400,000	\$337,500	\$5,150,700	\$2,774,849	140	28	50	\$169,563	-	Monitoring	7.18
	Duo Security	04/26/16	Ann Arbor	Washtenaw	Expansion	Grant	\$2,500,000	\$1,400,000	\$2,485,000	\$0	297	177	224	\$100,863	-	Monitoring	4.78
	iSourceWorldwide LLC <sup>13</sup>	04/26/16	Flint	Genesee	Relocation	Grant; Loan	\$3,000,000	\$3,000,000	\$2,650,000	\$1,225,000	25	25	16	\$65,000	-	Monitoring	9.39
	Kraft Heinz Co.	04/28/16	Holland	Ottawa	Expansion	Grant	\$500,000	\$500,000	\$17,200,000	\$17,860,957	50	55	58	\$34,525	-	Monitoring	1.79
	Schmitz Foam Products Inc.	04/29/16	Coldwater	Branch	New	Grant	\$200,000	\$0	\$9,140,000	\$4,383,494	39	-		-	Terminated	1.96	
	Spiech Farms	04/29/16	Paw Paw	Van Buren	Expansion	Grant	\$220,000	\$160,000	\$1,052,200	\$0	55	43	50	\$36,000	-	Monitoring	4.93
	Eagle Film Extruders (dba Pregis Films)	05/03/16	Grand Rapids	Kent	Expansion	Grant	\$300,000	\$300,000	\$17,120,721	\$31,220,000	50	50	71	\$45,000	-	Monitoring	4.34
	Kent Quality Foods Inc.	05/03/16	Jamestown Township	Kent	Expansion	Grant	\$750,000	\$350,000	\$34,870,000	\$43,063,835	140	0	99	\$37,765	-	Monitoring	5.53
	Majestic Industries Inc.	05/03/16	Macomb Township	Macomb	Expansion	Grant	\$210,000	\$168,000	\$2,110,000	\$3,593,015	25	25	40	\$40,000	-	Monitoring	4.63
	Dornerworks Ltd.	05/04/16	Grand Rapids	Kent	Expansion	Grant	\$200,000	\$200,000	\$710,000	\$615,000	25	27	27	\$76,799	-	Monitoring	3.86
	Shipston Aluminum Technologies International <sup>11</sup>	05/20/16	Spring Lake Twp.	Ottawa	Expansion	Grant	\$600,000	\$260,000	\$9,974,000	\$9,108,051	114	50	75	\$29,335	-	Monitoring	4.68
	Cosworth LLC	05/24/16	Shelby Township	Macomb	New	Loan	\$2,100,000	\$2,100,000	\$30,604,541	\$16,056,000	50	-	25	\$80,342	-	Monitoring	8.19
	Flex-N-Gate Detroit LLC	05/24/16	Detroit	Wayne	Expansion	Grant	\$3,500,000	\$530,000	\$95,075,000	\$151,546,871	650	103	217	\$45,712	-	Monitoring	4.97
	OptiMed	05/25/16	Kalamazoo	Kalamazoo	Expansion	Grant	\$500,000	\$0	\$1,228,750	\$0	77	-	9	\$48,000	-	Monitoring	6.05
	Receptec Corp. (dba Laird Technologies) <sup>11</sup>	05/25/16	Grand Blanc	Genesee	New	Grant	\$550,000	\$0	\$14,403,000	\$12,341,924	60	-	19	\$82,883	-	Monitoring	4.34
	TREMEC	05/25/16	Wixom	Oakland	New	Grant	\$731,500	\$0	\$53,737,500	\$34,119,636	133	-	86	\$74,680	-	Monitoring	3.88
	Unique Instruments Inc. (dba Orchid Bridgeport)	05/25/16	Bridgeport	Saginaw	Expansion	Grant	\$105,000	\$105,000	\$5,000,000	\$7,200,000	30	30	68	\$33,000	-	Ended	1.29
	Karma (Fisker Automotive Inc.)	05/26/16	Troy	Oakland	New	Grant	\$450,000	\$0	\$3,644,800	\$0	150	-		-	Terminated	0.84	
	Daifuku North America Holding Company	06/06/16	Novi	Oakland	Relocation	Grant	\$700,000	\$400,000	\$15,150,000	\$15,170,000	85	68	118	\$50,485	-	Monitoring	4.40
	Denso Manufacturing Michigan Inc.	06/08/16	Battle Creek	Calhoun	Expansion	Grant	\$686,500	\$686,500	\$37,289,000	\$128,400,930	125	341	456	\$36,707	-	Monitoring	0.98
	TecNiq	06/10/16	Comstock Township	Kalamazoo	Expansion	Grant	\$540,000	\$157,500	\$5,930,819	\$7,260,575	120	35	52	\$33,384	-	Monitoring	3.02
	Logos Logistics Inc.	06/21/16	Romulus	Wayne	New	Grant	\$300,000	\$162,500	\$8,615,000	\$7,300,000	91	51	-	-	-	Monitoring	4.18
	FEV North America Inc.	06/28/16	Auburn Hills	Oakland	Expansion	Grant	\$1,200,000	\$0	\$27,350,000	\$9,549,388	246	-	52	50921	-	Monitoring	6.57
	JR Automation Technologies LLC	06/28/16	Holland	Ottawa	Expansion	Grant	\$2,200,000	\$2,200,000	\$5,650,000	\$1,773,489	250	256	336	\$51,610	-	Monitoring	3.54
	Mitchell Plastics <sup>20</sup>	06/28/16	Sterling Heights	Macomb	Expansion	Grant	\$427,000	\$350,000	\$20,565,000	\$32,326,000	122	149	149	\$30,160	-	Monitoring	2.76
124 Grand Holdings (dba Stikwood)	07/15/16	Kentwood	Kent	Expansion	Grant	\$273,000	\$100,000	\$4,179,999	\$3,247,000	50	-	14	\$55,000	-	Monitoring	5.68	
National Composites LLC (fka Owosso Composite LLC)	07/21/16	Owosso	Shiawassee	Expansion	Grant	\$275,000	\$180,000	\$1,400,000	\$704,749	76	54	20	\$26,525	-	Monitoring	3.06	
C3 Ventures Flint LLC <sup>19</sup>	07/26/16	Flint	Genesee	New	Grant; Loan	\$5,700,000	\$2,500,000	\$9,684,000	\$2,000,000	380	-	65	\$31,000	-	Monitoring	8.85	
Engineered Machined Products Inc.	08/09/16	Escanaba	Delta	Expansion	Grant	\$250,000	\$156,250	\$3,667,000	\$3,667,000	40	31	44	\$36,882	-	Monitoring	3.40	
BorgWarner Inc. HQ	08/12/16	Auburn Hills	Oakland	Expansion	Grant	\$750,000	\$750,000	\$15,550,000	\$31,666,000	76	76	76	\$76,440	-	Monitoring	2.30	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

**MICHIGAN BUSINESS DEVELOPMENT PROGRAM**  
**Exhibit 1: MSF Board Action Taken—Agreement Executed** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Fiscal year approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2016	Koops Inc.	08/15/16	Holland	Allegan	Expansion	Grant	\$360,000	\$150,000	\$4,888,000	\$5,152,536	60	-	15	\$49,500	-	Monitoring	3.77
	Inteva Products	08/23/16	Adrian	Lenawee	Expansion	Grant	\$1,270,000	\$500,000	\$23,300,000	\$33,390,848	77	-	121	27040	-	Monitoring	4.13
	GE Aviation Muskegon	08/23/16	Norton Shores	Muskegon	Expansion	Grant	\$800,000	\$800,000	\$14,481,000	\$15,080,672	100	106	118	\$33,002	-	Monitoring	2.98
	Martinrea Metal Industries Inc.	08/26/16	Auburn Hills	Oakland	Expansion	Grant	\$420,000	\$0	\$5,123,180	\$1,900,000	60	-	45	\$100,000	-	Monitoring	4.33
	Gemini Group Inc.	08/29/16	Bingham Township	Huron	Expansion	Grant	\$700,000	\$0	\$48,000,000	\$12,640,358	85	-	12	\$29,213	-	Monitoring	5.95
	Zhongding USA Cadillac (dba Michigan Rubber) <sup>12</sup>	08/29/16	Cadillac	Wexford	Expansion	Grant	\$600,000	\$384,000	\$4,300,000	\$3,000,000	125	80	80	\$30,000	-	Monitoring	3.39
	Chem-Trend Limited Partnership	08/31/16	Howell	Livingston	Expansion	Grant	\$250,000	\$0	\$7,686,000	\$2,857,271	25	-	-	-	-	Monitoring	3.80
	The Oakwood Group	09/08/16	Taylor	Wayne	Expansion	Grant	\$200,000	\$200,000	\$5,211,500	\$976,740	50	51	100	\$28,629	-	Monitoring	2.69
	Yen Group LLC	09/08/16	Port Huron	St. Clair	Expansion	Grant	\$400,000	\$0	\$10,237,800	\$9,000,000	80	-	-	-	-	Terminated	1.88
	Royal Technologies Corp.	09/13/16	Jamestown Township	Ottawa	Expansion	Grant	\$400,000	\$0	\$33,678,000	\$0	66	-	-	-	-	Terminated	1.13
	Par Sterile Products LLC	09/15/16	Rochester	Oakland	Expansion	Grant	\$350,000	\$0	\$58,400,000	\$0	30	-	-	-	-	Terminated	0.92
	IP Consulting Inc.	09/19/16	Kentwood	Kent	Expansion	Grant	\$180,000	\$0	\$699,498	\$0	25	-	-	-	-	Terminated	1.58
	Coastal Automotive	09/20/16	Holland	Allegan	Expansion	Grant	\$436,000	\$0	\$6,489,848	\$0	110	-	-	-	-	Terminated	0.58
	AGC America Inc.	09/21/16	Farmington Hills	Oakland	Relocation	Grant	\$500,000	\$375,000	\$849,000	\$189,186	59	50	50	\$110,000	-	Monitoring	4.16
	Oerlikon Metco USA Inc.	09/21/16	Plymouth	Wayne	New	Grant	\$600,000	\$400,000	\$49,700,000	\$0	67	50	50	\$35,000	-	Monitoring	2.71
	Fiat Chrysler Automobiles US LLC	09/27/16	Sterling Heights	Macomb	Expansion	Grant	\$4,560,000	\$4,560,000	\$1,486,441,000	\$1,480,000,000	700	700	700	\$35,360	-	Monitoring	3.77
	Flex-N-Gate Battle Creek LLC	09/29/16	Emmett Township	Calhoun	Expansion	Grant	\$250,000	\$0	\$22,300,000	\$22,300,000	59	-	61	\$44,754	-	Monitoring	2.49
Key Safety Systems	09/29/16	Sterling Heights	Macomb	Expansion	Grant	\$200,000	\$0	\$1,000,000	\$2,000,000	50	-	25	\$45,000	-	Monitoring	2.42	
2017	Flex-N-Gate Shelby Twp. LLC	10/19/16	Shelby Township	Macomb	Expansion	Grant	\$900,000	\$0	\$11,007,240	\$11,500,000	242	-	323	\$34,277	-	Monitoring	3.23
	Lenderful LLC <sup>19</sup>	10/19/16	Pontiac	Oakland	Expansion	Grant	\$800,000	\$100,000	\$1,750,000	\$26,000	118	-	10	\$100,000	-	Monitoring	4.41
	2nd Chance Wood <sup>18</sup>	10/20/16	Durand	Shiawassee	New	Grant	\$250,000	\$0	\$2,500,000	\$9,700	52	-	-	-	-	Terminated	2.11
	Creative Foam Corp. <sup>13</sup>	10/20/16	Mundy Township	Genesee	Expansion	Grant	\$550,000	\$125,000	\$6,805,500	\$0	110	6	-	-	-	Monitoring	3.07
	Vickers Engineering Inc.	10/20/16	New Troy	Berrien	Expansion	Grant	\$160,000	\$120,720	\$5,102,500	\$6,809,000	53	40	63	\$46,500	-	Monitoring	3.00
	Gestamp North America Inc. <sup>18</sup>	10/25/16	Troy	Oakland	Expansion	Grant	\$400,000	\$0	\$700,000	\$800,000	60	-	-	-	-	Terminated	1.73
	Gestamp North America Inc. <sup>20</sup>	10/25/16	Chelsea	Washtenaw	New	Grant	\$1,175,000	\$0	\$158,600,000	\$152,500,000	235	-	132	\$54,410	-	Monitoring	3.28
	ABB Inc. <sup>20</sup>	10/27/16	Auburn Hills	Oakland	Expansion	Grant	\$250,000	\$0	\$9,135,000	\$7,000,000	40	-	13	\$52,350	-	Monitoring	3.23
	SF Motors	10/28/16	Pittsfield Township	Washtenaw	Expansion	Grant	\$1,000,000	\$0	\$10,747,820	\$7,337,785	150	-	13	\$52,350	-	Monitoring	1.33
	Humanetics Innovative Solutions Inc. <sup>20</sup>	11/03/16	Farmington Hills	Oakland	Expansion	Grant	\$168,000	\$0	\$19,163,093	\$21,469	25	-	13	\$65,076	-	Monitoring	2.60
	Zagg Inc. (fka Mophie LLC) <sup>12</sup>	11/08/16	Kalamazoo	Kalamazoo	Expansion	Grant	\$375,000	\$144,000	\$685,000	\$250,029	65	82	56	\$31,910	-	Monitoring	3.37
	Sigma Machine Inc.	11/11/16	Kalamazoo	Kalamazoo	Expansion	Grant	\$350,000	\$120,000	\$27,800,000	\$1,880,000	58	20	50	\$32,100	-	Monitoring	3.58
	NxGen MDx LLC	11/14/16	Grand Rapids	Kent	Expansion	Grant	\$250,000	\$80,000	\$2,869,000	\$374,095	37	16	12	\$46,050	-	Monitoring	3.83
	Adient US LLC <sup>11</sup>	11/22/16	Detroit	Wayne	Relocation	Grant	\$2,000,000	\$0	\$97,858,000	\$26,500,000	115	-	58	\$105,000	-	Monitoring	4.23
	ArcelorMittal Tailored Blanks Americas Corp.	11/22/16	Detroit	Wayne	New	Grant	\$2,000,000	\$1,896,000	\$83,508,166	\$83,508,166	120	83	87	\$56,000	-	Monitoring	5.41
	Dorel Home Furnishings Inc. <sup>12</sup>	12/02/16	Dowagiac	Cass	Expansion	Grant	\$100,000	\$100,000	\$2,000,000	\$0	25	25	18	\$25,147	-	Monitoring	2.96
	CUP Acquisition LLC (dba Custom Profile Inc.)	12/12/16	Grand Rapids	Kent	Expansion	Grant	\$216,000	\$216,000	\$2,286,550	\$2,954,817	54	57	57	\$32,286	-	Monitoring	1.56
NVINT Services LLC (dba Element Four)	12/14/16	Kentwood	Kent	Expansion	Grant	\$175,000	\$0	\$364,000	\$150,000	25	-	1	\$31,000	-	Monitoring	3.48	
Fuyao Automotive North America Inc.	12/15/16	Plymouth	Wayne	Expansion	Grant	\$1,000,000	\$0	\$66,300,000	\$0	533	-	-	-	-	Terminated	1.38	
Kerkstra Precast Inc.	12/15/16	Trenton	Wayne	Expansion	Grant	\$300,000	\$150,000	\$16,223,595	\$8,150,000	50	40	37	\$41,270	-	Monitoring	2.39	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

**MICHIGAN BUSINESS DEVELOPMENT PROGRAM**  
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2017	SW-North America Inc.	12/15/16	Lyon Township	Oakland	Expansion	Grant	\$400,000	\$0	\$10,031,043	\$500,000	50	-	28	\$94,192	-	Monitoring	3.38
	Amazon	12/20/16	Livonia	Wayne	New	Grant	\$7,500,000	\$0	\$89,870,145	\$34,609,289	1,000	-	867	29083	-	Monitoring	3.68
	Stryker Corporation World Headquarters	12/20/16	Portage	Kalamazoo	New	Grant	\$1,000,000	\$300,000	\$130,120,445	\$100,000,000	105	36	80	\$64,945	-	Monitoring	3.25
	Valeo North America Inc. <sup>11</sup>	12/27/16	Auburn Hills	Oakland	Expansion	Grant	\$1,000,000	\$170,000	\$4,968,266	\$500,000	290	71	224	\$49,000	-	Monitoring	2.92
	PJ. Wallbank Springs Inc.	12/29/16	Port Huron	St. Clair	Expansion	Grant	\$350,000	\$128,675	\$803,000	\$758,325	68	34	50	\$39,060	-	Monitoring	3.70
	UACJ Automotive Whitehall Industries Inc.	01/05/17	Pere Marquette Twp.	Mason	Expansion	Grant	\$640,000	\$250,000	\$28,850,000	\$23,790,000	128	50	100	\$24,750	-	Monitoring	3.09
	Kingfa <sup>12</sup>	01/11/17	Canton	Oakland	Expansion	Grant	\$470,000	\$0	\$60,000,000	\$3,000,000	80	-	34	\$32,281	-	Monitoring	5.22
	Poultry Management Systems Inc.	01/11/17	Vergennes Township	Kent	Expansion	Grant	\$175,000	\$0	\$2,008,000	\$2,200,000	27	-	5	\$56,800	-	Monitoring	3.94
	Speedrack Products Group Ltd.	01/11/17	Litchfield	Hillsdale	Expansion	Grant	\$228,000	\$228,000	\$5,000,000	\$4,068,657	38	48	14	\$30,710	-	Monitoring	2.00
	Yanfeng US Automotive Interior Systems I LLC	01/11/17	Novi	Oakland	Relocation	Grant	\$600,000	\$250,000	\$8,450,000	\$25,243,397	60	42	299	\$34,720	-	Monitoring	3.67
	Macomb Smoked Meats LLC	01/23/17	Macomb	Macomb	Expansion	Grant	\$250,000	\$0	\$2,800,000	\$0	75	-	-	-	-	Terminated	1.16
	Automotive Lighting LLC	01/24/17	Independence Twp.	Oakland	Expansion	Grant	\$2,000,000	\$1,600,000	\$35,000,000	\$16,878,361	362	121	368	\$60,000	-	Monitoring	3.73
	Martinrea Jonesville LLC	01/24/17	Jonesville	Hillsdale	Expansion	Grant	\$615,000	\$0	\$6,811,000	\$16,052,753	123	-	136	43000	-	Monitoring	2.20
	Detroit Engineered Products Inc.	01/26/17	Troy	Oakland	Expansion	Grant	\$650,000	\$175,000	\$1,800,000	\$125,000	91	26	35	\$67,750	-	Monitoring	3.33
	Huntington National Bank	01/31/17	Flint	Genesee	Expansion	Grant	\$450,000	\$450,000	\$5,395,000	\$6,011,834	60	109	133	\$32,858	-	Monitoring	1.84
	Santanna Tool & Design LLC <sup>20</sup>	02/06/17	Warren	Macomb	Expansion	Grant	\$450,000	\$164,000	\$2,673,400	\$2,300,000	38	28	18	\$45,000	-	Monitoring	3.14
	Marsand Inc. (dba California Closets)	02/09/17	Grand Rapids	Kent	New	Grant	\$335,000	\$190,000	\$5,735,000	\$202,957	61	39	18	\$31,824	-	Monitoring	4.05
	AM General LLC	02/28/17	Auburn Hills	Oakland	Expansion	Grant	\$1,400,000	\$700,000	\$9,531,995	\$0	55	25	33	\$97,419	-	Monitoring	3.07
	Antolin Shelby Inc.	02/28/17	Shelby Township	Macomb	Expansion	Grant	\$5,364,000	\$4,876,800	\$63,700,000	\$54,544,725	640	651	665	\$38,134	-	Monitoring	3.13
	Credit Acceptance Corp.	02/28/17	Southfield	Oakland	Expansion	Grant	\$2,300,000	\$432,330	\$32,975,000	\$1,000,000	532	126	203	\$50,000	-	Monitoring	5.24
	Huron Inc.	02/28/17	Worth Township	Sanilac	Expansion	Grant	\$1,400,000	\$193,350	\$12,919,599	\$5,232,000	181	35	45	\$27,017	-	Monitoring	4.63
	Siliconature Corp.	03/02/17	Gaines Township	Kent	New	Grant	\$286,000	\$0	\$19,739,000	\$20,298,965	26	-	-	-	-	Monitoring	3.05
	Lineage Logistics LLC	03/06/17	Novi	Oakland	Relocation	Grant	\$850,000	\$300,000	\$8,150,000	\$7,950,000	92	40	68	\$104,005	-	Monitoring	3.22
	HP Pelzer Automotive Systems Inc.	03/16/17	Port Huron	St. Clair	Expansion	Grant	\$496,000	\$0	\$13,487,525	\$3,008,800	124	-	70	\$27,000	-	Monitoring	3.52
	Universal Tool Equipment and Controls Inc.	03/24/17	Sterling Heights	Macomb	New	Grant	\$300,000	\$100,000	\$4,590,000	\$1,304,018	45	25	29	\$62,707	-	Monitoring	3.11
	Fairlife LLC <sup>12</sup>	03/28/17	Coopersville	Ottawa	Expansion	Grant	\$2,407,000	\$2,407,000	\$173,000,000	\$2,632,000	52	52	52	\$51,420	-	Monitoring	2.42
	Ford Motor Company	03/28/17	Flat Rock	Wayne	Expansion	Grant	\$10,000,000	\$0	\$1,214,000,000	\$194,852,022	650	-	122	\$40,106	-	Monitoring	3.33
	Ford Motor Company	03/28/17	Wayne	Wayne	Expansion	Grant	\$2,000,000	\$0	\$1,000,000,000	\$536,953,317	100	-	27	\$48,319	-	Monitoring	3.33
	RSM US LLP <sup>11</sup>	03/31/17	Detroit	Wayne	Expansion	Grant	\$200,000	\$0	\$6,450,000	\$200,000	50	-	19	\$99,384	-	Monitoring	3.16
	Hi-Lex Controls Inc.	04/07/17	Litchfield	Hillsdale	Expansion	Grant	\$300,000	\$0	\$26,760,000	\$21,015,417	76	-	-	-	-	Monitoring	3.02
	Baker Industries Inc.	04/10/17	Macomb	Macomb	Expansion	Grant	\$150,000	\$150,000	\$5,430,000	\$6,366,549	25	25	36	\$54,340	-	Monitoring	1.21
	Attwood Corp.	04/18/17	Lowell	Kent	Expansion	Grant	\$492,000	\$300,000	\$1,864,000	\$915,000	82	50	55	\$59,475	-	Monitoring	3.16
Milacron (Master Unit Die) Inc.	04/18/17	Greenville	Montcalm	Expansion	Grant	\$490,000	\$175,000	\$5,000,000	\$415,487	70	-	43	\$45,943	-	Monitoring	4.17	
AGS Automotive Systems Inc.	04/19/17	Sterling Heights	Macomb	Expansion	Grant	\$400,000	\$400,000	\$9,000,000	\$5,546,955	50	61	32	\$33,312	-	Monitoring	2.08	
Falcon Lakeside Manufacturing Co. <sup>20</sup>	04/19/17	Eau Claire	Berrien	Relocation	Grant	\$135,000	\$0	\$1,788,500	\$525,000	27	-	2	\$25,000	-	Monitoring	3.49	
Sonoco Protective Solutions	04/19/17	Owasso	Shiawassee	Expansion	Grant	\$155,000	\$155,000	\$1,200,000	\$0	31	31	32	\$22,360	-	Monitoring	0.72	
Barracuda Networks	04/25/17	Ann Arbor	Washtenaw	Expansion	Grant	\$750,000	\$195,000	\$2,375,495	\$0	115	44	84	\$61,976	-	Monitoring	3.16	
US Farathane Port Huron LLC	04/25/17	Port Huron	St. Clair	Expansion	Grant	\$2,300,000	\$0	\$15,066,000	\$4,085,835	205	-	92	\$27,443	-	Monitoring	4.00	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

**MICHIGAN BUSINESS DEVELOPMENT PROGRAM**  
**Exhibit 1: MSF Board Action Taken—Agreement Executed** *continued*  
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Fiscal year approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2017	USF Delta Tooling LLC	04/25/17	Auburn Hills	Oakland	Expansion	Grant	\$600,000	\$130,000	\$14,000,000	\$18,800,000	68	24	42	49430	-	Monitoring	3.45
	Camel Energy Inc.	04/26/17	Pittsfield Township	Washtenaw	New	Grant	\$300,000	\$0	\$4,600,000	\$4,076,000	41	-	3	\$76,000	-	Monitoring	3.45
	Conti Corp.	04/26/17	Bay City	Bay	Expansion	Grant	\$200,000	\$200,000	\$2,387,500	\$173,000	50	53	50	\$52,000	-	Monitoring	1.70
	Zoetis Inc.	05/08/17	Kalamazoo	Kalamazoo	Expansion	Grant	\$500,000	\$0	\$64,500,000	\$38,300,000	60	-	-	-	-	Monitoring	5.06
	GEDIA Michigan Inc.	05/10/17	Orion Township	Oakland	New	Grant	\$500,000	\$0	\$12,705,000	\$4,091,843	78	-	34	\$71,750	-	Monitoring	3.91
	A. Raymond Corporate North America Inc.	05/15/17	Rochester Hills	Oakland	Expansion	Grant	\$600,000	\$250,000	\$17,375,000	\$0	71	34	30	\$40,000	-	Monitoring	5.08
	Comau LLC <sup>11</sup>	05/19/17	Southfield	Oakland	Expansion	Grant	\$400,000	\$0	\$1,515,992	\$74,392	200	-	-	-	-	Monitoring	2.98
	Rugged Liner	06/05/17	Caledonia Township	Shiawassee	Expansion	Grant	\$300,000	\$0	\$9,200,000	\$8,253,424	35	-	21	\$30,257	-	Monitoring	2.36
	Amazon	06/27/17	Romulus	Wayne	Expansion	Grant	\$5,000,000	\$0	\$140,000,000	\$107,972,332	1600	-	1,376	\$28,272	-	Monitoring	3.68
	Autoliv ASP Inc. <sup>11</sup>	06/27/17	Southfield	Oakland	Expansion	Grant	\$2,600,000	\$0	\$22,900,080	\$10,000,000	384	-	35	\$178,000	-	Monitoring	3.10
	The Kroger Co	06/27/17	Chesterfield Twp.	Macomb	Expansion	Grant	\$2,078,000	\$0	\$24,911,584	\$16,000,000	377	-	358	\$34,800	-	Monitoring	2.36
	Williams International Company LLC	06/27/17	Pontiac	Oakland	Expansion	Grant	\$4,000,000	\$500,000	\$304,500,000	\$95,317,047	400	51	165	\$67,521	-	Monitoring	5.29
	NAVYA	06/29/17	Saline	Washtenaw	New	Grant	\$435,000	\$0	\$4,005,000	\$0	50	-	18	60877	-	Monitoring	2.76
	Wright Plastic Products LLC	06/29/17	St. Clair	St. Clair	Expansion	Grant	\$160,000	\$100,000	\$5,800,000	\$950,000	40	29	1	\$21,320	-	Monitoring	2.37
	MOVE Systems <sup>20</sup>	07/14/17	Walker	Kent	Expansion	Grant	\$200,000	\$65,000	\$13,381,000	\$0	27	9	-	\$32,942	-	Monitoring	2.73
	eAgile Inc. <sup>20</sup>	07/17/17	Grand Rapids	Kent	Expansion	Grant	\$300,000	\$0	\$4,345,000	\$2,044,000	50	-	9	\$44,000	-	Monitoring	5.28
	J-Star Motion Corp. <sup>12</sup>	07/26/17	Kent City	Kent	New	Grant	\$423,000	\$0	\$4,985,000	\$6,000,000	70	-	25	\$36,000	-	Monitoring	3.66
	Tenneco Automotive Operating Company Inc. <sup>20</sup>	07/28/17	Northville	Wayne	New	Grant	\$750,000	\$0	\$23,100,000	\$8,200,000	95	-	-	-	-	Monitoring	4.46
	KLO Acquisition LLC	08/01/17	Muskegon	Muskegon	Expansion	Grant	\$765,000	\$0	\$9,204,175	\$2,520,524	153	-	173	\$38,641	-	Monitoring	3.32
	Dart Container Corp.	08/03/17	Alaiedon Township	Ingham	Expansion	Grant	\$1,000,000	\$183,000	\$40,196,300	\$18,405,070	136	104	133	\$56,721	-	Monitoring	4.63
	Xcel Painting LLC	08/04/17	White Pigeon	St. Joseph	New	Grant	\$200,000	\$0	\$1,752,000	\$344,833	30	-	17	\$35,684	-	Monitoring	3.43
	Denso International America Inc.	08/07/17	Southfield	Oakland	Expansion	Grant	\$950,000	\$300,000	\$75,400,000	\$28,000,000	120	47	81	\$85,133	-	Monitoring	2.94
	Merrill Fabricators Inc. <sup>20</sup>	08/07/17	Alma	Gratiot	Expansion	Grant	\$408,000	\$0	\$3,750,000	\$0	102	-	-	-	-	Monitoring	2.78
	Flex-N-Gate Advanced Product Development LLC <sup>12</sup>	08/14/17	Sterling Heights	Macomb	New	Grant	\$500,000	\$250,000	\$2,227,000	\$2,000,000	50	25	27	\$104,799	-	Monitoring	2.27
	Auto-Owners Insurance	08/16/17	Grand Rapids	Kent	Expansion	Grant	\$315,000	\$0	\$897,900	\$366,540	60	-	55	\$64,681	-	Monitoring	3.79
	Lear Corporation	08/22/17	Flint	Genesee	New	Grant	\$4,350,000	\$0	\$29,254,956	\$33,947,688	435	-	85	\$32,728	-	Monitoring	2.66
	LG Electronics Vehicle Components USA LLC	08/22/17	Hazel Park	Oakland	New	Grant	\$2,920,000	\$1,000,000	\$6,188,000	\$17,000,000	292	131	138	\$66,966	-	Monitoring	4.45
	Penske Logistics	08/22/17	Romulus	Wayne	Expansion	Grant	\$2,500,000	\$0	\$98,564,506	\$98,500,000	403	-	48	\$33,384	-	Monitoring	3.97
	Hanon Systems USA LLC	08/25/17	Novi	Oakland	Expansion	Grant	\$500,000	\$192,000	\$39,593,400	\$19,369,443	65	25	25	\$81,720	-	Monitoring	3.35
	Advantage Sales and Marketing LLC	08/30/17	Wyoming	Kent	Expansion	Grant	\$550,000	\$275,000	\$4,259,989	\$2,500,000	100	52	195	\$30,000	-	Monitoring	2.63
	Superior Extrusion Inc.	09/01/17	Forsyth Township	Marquette	Expansion	Grant	\$150,000	\$0	\$10,500,000	\$4,507,916	30	-	9	\$31,745	-	Monitoring	3.68
	Alten Technology USA <sup>20</sup>	09/05/17	Troy	Oakland	Expansion	Grant	\$450,000	\$107,500	\$255,252	\$13,400	104	26	45	\$65,000	-	Monitoring	3.32
Tri-Mer Corp.	09/06/17	Owosso	Shiawassee	Expansion	Grant	\$100,000	\$0	\$2,497,480	\$2,351,078	25	-	14	\$47,000	-	Monitoring	3.07	
Duncan Aviation	09/22/17	Battle Creek	Calhoun	Expansion	Grant	\$150,000	\$0	\$2,935,000	\$510,628	50	-	19	\$50,800	-	Monitoring	5.51	
Newell Brands Inc. <sup>11</sup>	09/26/17	Kalamazoo	Kalamazoo	Expansion	Grant	\$1,479,000	\$0	\$7,298,600	\$0	87	-	29	\$69,279	-	Monitoring	3.34	
Amazon	09/26/17	Shelby Township	Macomb	New	Grant	\$4,500,000	\$0	\$40,000,000	\$1,058,689	1,025	-	39	\$31,060	-	Monitoring	3.38	
XG Sciences Inc.	09/28/17	Vevay Township	Ingham	Expansion	Grant	\$520,000	\$173,000	\$15,349,000	\$2,670,990	75	25	30	\$54,100	-	Monitoring	3.82	
2018	Saginaw Products Corporation (dba Cignys)	10/04/17	Saginaw	Saginaw	Expansion	Grant	\$200,000	\$0	\$6,000,000	\$0	50	-	-	-	-	Monitoring	2.81
	Litehouse Inc.	10/09/17	Lowell	Kent	Expansion	Grant	\$462,000	\$462,000	\$9,930,000	\$6,741,883	77	78	77	\$37,500	-	Ended	0.62

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

**MICHIGAN BUSINESS DEVELOPMENT PROGRAM**  
**Exhibit 1: MSF Board Action Taken—Agreement Executed** *continued*  
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Fiscal year approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2018	Service Express Inc.	10/12/17	Kentwood	Kent	Expansion	Grant	\$450,000	\$300,000	\$3,109,458	\$125,942	75	50	25	\$55,675	-	Monitoring	3.36
	Tecomet Inc.	10/13/17	Lansing	Ingham	Expansion	Grant	\$640,000	\$200,000	\$14,515,000	\$3,500,000	160	51	50	\$37,000	-	Monitoring	3.25
	Axis Company LLC	10/25/17	Walker	Kent	Expansion	Grant	\$400,000	\$0	\$4,050,000	\$0	50	-	22	\$68,160	-	Monitoring	3.31
	ProAct Services <sup>20</sup>	10/27/17	Pere Marquette Twp.	Mason	Expansion	Grant	\$225,000	\$0	\$185,600,000	\$0	30	-	-	-	-	Monitoring	2.53
	ITS Partners LLC	11/02/17	Kentwood	Kent	Expansion	Grant	\$476,000	\$0	\$2,535,000	\$75,000	68	-	3	\$80,000	-	Monitoring	4.34
	House of Flavors Inc.	11/07/17	Ludington	Mason	Expansion	Grant	\$240,000	\$0	\$1,500,000	\$0	30	-	4	\$70,300	-	Monitoring	3.88
	Mahindra USA Inc.	11/07/17	Auburn Hills	Oakland	Expansion	Grant	\$850,000	\$0	\$22,293,200	\$0	80	-	247	\$85,300	-	Monitoring	1.95
	Applied Dynamics International Inc.	11/16/17	Ann Arbor	Washtenaw	Expansion	Grant	\$650,000	\$0	\$437,000	\$15,000	100	-	22	\$60,460	-	Monitoring	3.34
	VDL Steelweld Michigan LLC <sup>11</sup>	11/20/17	Troy	Oakland	Expansion	Grant	\$300,000	\$0	\$1,222,000	\$150,000	43	-	9	\$80,000	-	Monitoring	2.68
	Howmet Corporation (dba Arconic)	11/27/17	Whitehall	Muskegon	Expansion	Grant	\$400,000	\$0	\$10,560,000	\$9,692,695	38	-	58	\$46,700	-	Monitoring	1.99
	Cintas Corporation	12/01/17	Delta Township	Eaton	Expansion	Grant	\$350,000	\$0	\$17,000,000	\$273,214	70	-	-	-	-	Monitoring	3.53
	Minghua USA Inc. <sup>11</sup>	12/01/17	Troy	Oakland	New	Grant	\$500,000	\$0	\$8,466,000	\$42,000	50	-	3	\$79,333	-	Monitoring	3.01
	Zhongding USA Inc.	12/18/17	Northville	Wayne	New	Grant	\$650,000	\$0	\$6,900,000	\$2,000,000	80	-	-	-	-	Monitoring	4.75
	America Haval Motor Technology	12/19/17	Farmington Hills	Oakland	New	Grant	\$1,500,000	\$0	\$3,510,000	\$0	150	-	-	-	-	Monitoring	4.68
	Carmeuse Lime and Stone	12/21/17	Cedarville	Mackinac	Expansion	Grant	\$200,000	\$0	\$96,369,000	\$35,700	32	-	32	\$44,500	-	Monitoring	2.31
	Achates Power Inc. <sup>11</sup>	01/04/18	Farmington Hills	Oakland	Expansion	Grant	\$250,000	\$0	\$791,081	\$0	31	-	-	-	-	Monitoring	3.10
	Tenneco Automotive	01/12/18	Marshall	Calhoun	Expansion	Grant	\$315,000	\$0	\$358,483	\$315,000	54	-	91	\$35,000	-	Monitoring	1.12
	Orotex Corp.	01/16/18	Novi	Oakland	Expansion	Grant	\$250,000	\$0	\$10,300,000	\$3,565,208	50	-	25	\$30,004	-	Monitoring	3.62
	Echo Engineering and Production Supplies Inc.	02/12/18	Newport	Monroe	Expansion	Grant	\$210,000	\$175,000	\$2,420,000	\$1,483,000	60	53	56	\$33,280	-	Monitoring	2.25
	Biewer Forest Management LLC <sup>20</sup>	02/21/18	McBain	Missaukee	Expansion	Grant	\$170,000	\$0	\$31,026,000	\$22,914,000	17	-	-	-	-	Monitoring	1.26
	Jedco Inc.	02/27/18	Grand Rapids	Kent	Expansion	Grant	\$215,000	\$0	\$9,295,000	\$3,208,000	39	-	26	\$59,623	-	Monitoring	3.18
	Agropur	03/01/18	Wyoming	Kent	Expansion	Grant	\$434,000	\$0	\$21,347,650	\$0	62	-	-	-	-	Monitoring	2.61
	Unique Instruments Inc. (dba Orchid Bridgeport	03/07/18	Bridgeport	Saginaw	Expansion	Grant	\$472,500	\$245,000	\$27,455,000	\$19,320,000	135	70	94	\$38,376	-	Monitoring	2.21
	Parker Hannifin Corporation <sup>20</sup>	03/08/18	Lakeview	Montcalm	Expansion	Grant	\$250,000	\$0	\$5,100,000	\$0	46	-	-	-	-	Monitoring	1.76
	Greenville Venture Partners LLC	03/14/18	Greenville	Montcalm	New	Grant	\$412,500	\$0	\$57,952,000	\$27,950,000	33	-	27	\$50,987	-	Monitoring	1.49
	Esys Automation	03/16/18	Auburn Hills	Oakland	Expansion	Grant	\$832,000	\$0	\$15,876,823	\$100,000	104	-	12	\$52,000	-	Monitoring	4.22
	Infineon Technologies Corp.	03/23/18	Livonia	Wayne	Expansion	Grant	\$200,000	\$0	\$1,550,000	\$0	25	-	12	\$120,000	-	Monitoring	3.14
	Kember Flooring Inc.	03/23/18	Beaverton	Gladwin	Expansion	Grant	\$200,000	\$200,000	\$5,000,000	\$492,757	25	-	4	\$26,000	-	Monitoring	2.58
	WABCO North America LLC	03/23/18	Auburn Hills	Oakland	Expansion	Grant	\$375,000	\$0	\$19,752,000	\$775,000	87	-	38	\$103,630	-	Monitoring	3.22
	Nexient	03/27/18	Ann Arbor	Washtenaw	Expansion	Grant	\$1,500,000	\$0	\$4,173,900	\$0	300	-	-	-	-	Monitoring	3.21
	Saint-Gobain Performance Plastics Corp.	04/01/18	Beaverton	Gladwin	Expansion	Grant	\$396,000	\$0	\$10,640,000	\$500,842	66	-	31	\$37,014	-	Monitoring	3.13
	Manthei Inc.	04/11/18	Resort Township	Emmet	Expansion	Grant	\$280,000	\$0	\$9,100,000	\$1,895,205	35	-	5	\$46,300	-	Monitoring	2.19
Open Dealer Exchange LLC	04/19/18	Farmington Hills	Oakland	Expansion	Grant	\$350,000	\$0	\$3,908,000	\$0	50	-	-	-	-	Monitoring	3.18	
Plastic Trim International Inc. <sup>20</sup>	04/24/18	Baldwin	Iosco	Expansion	Grant	\$1,575,000	\$0	\$16,100,000	\$0	210	-	-	-	-	Monitoring	4.65	
SMFS Inc. (dba GRIMM)	04/24/18	Grand Rapids	Kent	Expansion	Grant	\$216,000	\$0	\$621,312	\$0	27	-	-	-	-	Monitoring	3.03	
HNTB Corp.	05/07/18	Detroit	Wayne	Expansion	Grant	\$112,000	\$0	\$483,000	\$0	28	-	-	-	-	Monitoring	3.31	
Syncreon America Inc.	05/09/18	Auburn Hills	Monroe	Expansion	Grant	\$430,000	\$215,000	\$300,000	\$661,787	100	50	157	\$40,849	-	Monitoring	1.64	
Almond Products	05/10/18	Spring Lake Twp.	Ottawa	Expansion	Grant	\$850,000	\$0	\$5,300,000	\$0	72	-	-	-	-	Monitoring	3.61	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

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2018	Midland Credit Management	05/11/18	Troy	Oakland	Expansion	Grant	\$450,000	\$0	\$2,200,000	\$3,700,000	150	-	64	\$33,286	-	Monitoring	3.50
	Bordin Motor Corp.	05/14/18	Oak Park	Oakland	New	Grant	\$496,000	\$0	\$3,458,085	\$557,054	62	-	25	\$84,237	-	Monitoring	2.95
	Ventra Ionia Main LLC	05/17/18	Ionia	Ionia	Expansion	Grant	\$600,000	\$0	\$4,850,000	\$4,850,000	109	-	127	\$40,489	-	Monitoring	2.26
	Repair Center LLC (dba Tech Defenders)	05/29/18	Grand Rapids	Kent	Expansion	Grant	\$172,500	\$0	\$2,707,000	\$2,104,945	115	-	-	-	-	Monitoring	4.54
	Midwest Glass Fabricators Inc.	05/30/18	Highland Township	Oakland	Expansion	Grant	\$186,000	\$0	\$4,700,000	\$3,000,000	62	-	1	\$52,000	-	Monitoring	3.35
	International Wheel & Tire	06/05/18	Farmington Hills	Oakland	Relocation	Grant	\$270,000	\$0	\$4,275,000	\$0	30	-	-	-	-	Monitoring	3.00
	Howmet Corporation (dba Arconic)	06/07/18	Whitehall	Muskegon	Expansion	Grant	\$495,000	\$0	\$104,000,000	\$0	45	-	-	-	-	Monitoring	1.75
	Actia Corp.	06/13/18	Romulus	Wayne	New	Grant	\$750,000	\$0	\$18,500,000	\$814,495	151	-	9	\$64,944	-	Monitoring	3.52
	Guangzhou Automobile Group Co. Ltd	06/19/18	Farmington Hills	Oakland	New	Grant	\$500,000	\$0	\$4,453,000	\$1,487,116	62	-	7	\$155,000	-	Monitoring	5.45
	Home Point Financial Corp.	06/22/18	Ann Arbor	Washtenaw	Expansion	Grant	\$360,000	\$0	\$4,050,000	\$0	50	-	-	-	-	Monitoring	3.02
	Loc Performance Products Inc.	06/26/18	Lansing	Ingham	Expansion	Grant	\$7,000,000	\$0	\$71,500,000	\$0	700	-	-	-	-	Monitoring	5.65
	Stryker Corporation Medical Division	06/26/18	Portage	Kalamazoo	Expansion	Grant	\$2,600,000	\$0	\$109,785,357	\$0	260	-	-	-	-	Monitoring	8.49
	JR Automation Technologies LLC <sup>20</sup>	06/28/18	Holland Township	Ottawa	Expansion	Grant	\$800,000	\$0	\$4,000,000	\$0	100	-	-	-	-	Monitoring	1.38
	Sequris Group LLC	06/28/18	Plymouth	Wayne	New	Grant	\$500,000	\$0	\$5,580,000	\$0	67	-	-	-	-	Monitoring	3.42
	Amphenol-Borisch Technologies	07/11/18	Kentwood	Kent	Expansion	Grant	\$410,000	\$0	\$3,700,000	\$0	82	-	-	-	-	Monitoring	3.23
	Medbio Inc.	07/11/18	Cascade Township	Kent	Expansion	Grant	\$180,000	\$0	\$3,526,000	\$0	43	-	-	-	-	Monitoring	3.32
	Trillium Inc.	07/16/18	Ann Arbor	Washtenaw	New	Grant	\$207,500	\$0	\$239,500	\$0	25	-	-	-	-	Monitoring	5.14
	Michigan Metal Coatings Company	07/17/18	Port Huron	St. Clair	Expansion	Grant	\$200,000	\$0	\$11,000,000	\$0	41	-	-	-	-	Monitoring	3.26
	Nachi Robotic Systems Inc.	07/17/18	Novi	Oakland	New	Grant	\$360,000	\$0	\$12,067,773	\$0	36	-	-	-	-	Monitoring	3.14
	Morley Companies Inc.	07/24/18	Saginaw	Saginaw	New	Grant	\$2,000,000	\$0	\$5,175,000	\$0	525	-	-	-	-	Monitoring	1.48
	SAPA Transmission Inc.	07/24/18	Shelby Township	Macomb	New	Grant	\$2,676,000	\$0	\$40,100,000	\$0	223	-	-	-	-	Monitoring	5.29
	ABC Acquisition Company (dba Aetna Bearing Co.)	07/26/18	Livonia	Wayne	Relocation	Grant	\$385,000	\$0	\$1,670,000	\$0	56	-	-	-	-	Monitoring	3.78
	Drake Enterprises Inc.	08/06/18	Clinton Township	Macomb	Relocation	Grant	\$750,000	\$0	\$18,970,000	\$0	125	-	-	-	-	Monitoring	5.24
	Motion Dynamics Corp.	08/08/18	Fruitport Township	Muskegon	Expansion	Grant	\$530,000	\$0	\$3,750,000	\$0	80	-	-	-	-	Monitoring	3.31
	Dennis Group	08/17/18	Battle Creek	Calhoun	New	Grant	\$500,000	\$0	\$621,000	\$0	65	-	-	-	-	Monitoring	3.39
	Michigan Milk Producers Association	08/28/18	Constantine	St. Joseph	Expansion	Grant	\$112,000	\$0	\$24,000,000	\$0	11	-	-	-	-	Monitoring	3.05
	Configit Inc.	08/30/18	Southfield	Oakland	New	Grant	\$365,000	\$0	\$803,000	\$0	51	-	-	-	-	Monitoring	3.06
	Kalamazoo Outdoor Gourmet	09/07/18	Comstock Township	Kalamazoo	Expansion	Grant	\$200,000	\$0	\$3,130,000	\$0	31	-	-	-	-	Monitoring	2.84
	Piston Automotive	09/10/18	Van Buren Township	Wayne	Expansion	Grant	\$590,000	\$0	\$16,737,999	\$0	118	-	-	-	-	Monitoring	5.00
	AGS Automotive Systems Inc.	09/12/18	Sterling Heights	Macomb	Expansion	Grant	\$950,000	\$0	\$5,000,000	\$0	100	-	-	-	-	Monitoring	0.54
Radiant Solutions	09/14/18	Ypsilanti	Washtenaw	Expansion	Grant	\$350,000	\$0	\$1,569,728	\$0	42	-	-	-	-	Monitoring	4.98	
<b>TOTAL</b>							<b>\$432,557,130</b>	<b>\$234,541,673</b>	<b>\$13,237,032,911</b>	<b>\$8,107,976,223</b>	<b>60,642</b>	<b>31,200</b>	<b>48,502</b>	<b>\$54,823</b>	<b>\$123,071,554</b>		<b>3.99*</b>



MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

**MICHIGAN BUSINESS DEVELOPMENT PROGRAM**  
**Exhibit 1: MSF Board Action Taken—No Agreement Executed**  
 Fiscal year 2018: 10/01/2017-09/30/2018

Fiscal year approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Other economic assistance	Status of loans/ stage
2018	Centria Healthcare	10/24/17	Farmington Hills	Oakland	Relocation	Grant	\$8,000,000		\$16,500,000		1,200					Dismissed
	NAI Global Manufacturing Solutions	01/23/18	Gaylord	Otsego	New	Grant	\$186,000		\$2,711,711		139					Dismissed
	Performance Fabrics Inc. (dba HexArmor)	04/13/18	Grand Rapids	Kent	Expansion	Grant	\$350,000		\$8,750,000		50					Commitment
	PlaneWave Instruments	04/27/18	Adrian	Lenawee	New	Grant	\$400,000		\$9,470,000		54					Commitment
	Amazon	05/22/18	Gaines Township	Kent	New	Grant	\$4,000,000		\$150,000,000		1,000					Commitment
	Stone Fox Ventures LLC	05/30/18	Wyoming	Kent	Expansion	Grant	\$400,000		\$3,760,000		52					Commitment
	Quality Roasting	06/29/18	Caro	Tuscola	New	Grant	\$80,000		\$10,000,000		15					Commitment
	Fanuc Robotics America Corp.	07/19/18	Auburn Hills	Oakland	Expansion	Grant	\$1,000,000		\$51,060,000		100					Commitment
	Pfizer Inc.	07/24/18	Portage	Kalamazoo	Expansion	Grant	\$1,000,000		\$465,000,000		450					Commitment
	Location Services	08/20/18	Ann Arbor	Washtenaw	New	Grant	\$500,000		\$1,152,500		106					Commitment
	Alps Electric Inc.	08/23/18	Auburn Hills	Oakland	New	Grant	\$650,000		\$5,100,000		100					Commitment
	KPIT Infosystems Inc.	08/28/18	Novi	Oakland	Expansion	Grant	\$1,100,000		\$2,800,000		171					Commitment
	Subaru Research and Development	08/28/18	Van Buren Township	Wayne	New	Grant	\$1,500,000		\$48,175,900		101					Commitment
	Tooling Technologies Group LLC	08/29/18	Macomb	Macomb	New	Grant	\$750,000		\$19,875,000		100					Commitment
	Kostal Kontakt Systeme Inc.	08/30/18	Rochester Hills	Oakland	New	Grant	\$320,000		\$57,844,000		32					Commitment
	Medline	09/18/18	Romulus	Wayne	New	Grant	\$250,000		\$5,928,224		75					Commitment
	Magna Mirrors of America Inc.	09/19/18	Newaygo	Newaygo	Expansion	Grant	\$448,000		\$45,066,251		48					Commitment
	Healthmark Industries	09/26/18	Fraser	Macomb	New	Grant	\$1,000,000		\$12,000,000		139					Commitment
	Arcanum Alloys	09/28/18	Kentwood	Kent	Relocation	Grant	\$162,500		\$693,000		25					Commitment
	Feyen Zylstra	09/28/18	Walker	Kent	Expansion	Grant	\$570,000		\$6,095,000		100					Commitment
West Michigan Compounding LLC	09/28/18	Greenville	Montcalm	Expansion	Grant	\$150,000		\$6,000,000		33					Commitment	
<b>TOTAL</b>							<b>\$22,816,500</b>		<b>\$927,981,586</b>		<b>4,090</b>					

**FY 2018 TOTAL PROJECTS: 90**

**FY 2018 TOTAL EXECUTED AGREEMENTS: 71**

- 1 The amount of investment the company stated on its application and what is expected to occur by the completion of the project.
- 2 The actual investment at the project site as reported by the company per their most recent progress report. This number supersedes last year's reported figure, which included a summation of all the progress reports for each company.
- 3 The number of new jobs the company has committed to create at the project site.
- 4 The actual number of qualified new jobs created and verified through milestone applications submitted through September 30, 2018. In accordance with MCL 125.2088r(7)(d) and the MBDP program guidelines adopted by the MSF board, a qualified new job means a job performed for the qualified business for consideration by an individual who is a resident of Michigan, and whose Michigan income taxes are withheld by an employer, or an employee leasing company or a professional employer organization on behalf of the employer, that is in excess of the number of jobs maintained by the qualified business in this state prior to the expansion or location. The MSF may also consider full time equivalent or hours worked as a method to count a job as a qualified new job, and may impose other terms and conditions, including without limitation that the qualified new job may not count if it includes a job transferred from any qualified business facility in Michigan to another qualified business facility located, or to be located, in Michigan.
- 5 The number of new jobs created that are not temporary employees as self-reported by the company on the annual progress report.

- 6 The total amount of financial support other than state resources as self-reported by the company on the annual progress report.
- 7 Additional stages have been created to clarify the status of each incentive as defined: Commitment—The project has been approved by the MSF board however the grant agreement has not yet been signed; Ended—The company has successfully met all requirements of the grant agreement and amendments; Monitoring—The project has been approved by the MSF board and the agreement has been fully executed. The grant remains in the monitoring stage until all grant requirements are fully met; Repayment—The company is currently repaying previously disbursed grant funds. The stage will be updated to terminated when required funds have been returned to the MSF; Terminated—The company agreement has been terminated due to not fulfilling grant requirements, if required funds have been returned to the MSF.
- 8 Duration of economic assistance is calculated by total years between start date of agreement and term of the grant.
- 9 Company is in default of its agreement and has triggered repayment of previously disbursed funds. Company is currently repaying grant funds to the MSF.
- 10 Not applicable for FY 2018.
- 11 Company is in default of its agreement as of September 30, 2018. The MSF is currently in discussion to resolve the default.
- 12 Company is in default of its agreement as of September 30, 2018, however the event of default has since been resolved.
- 13 Company is in default of its agreement and has triggered repayment of previously disbursed funds. The MSF is currently in discussion with the company regarding the repayment of funds.
- 14 Not applicable for FY 2018.

- 15 Not applicable for FY 2018.
- 16 Company is in default of its agreement and has triggered repayment of previously disbursed funds. The matter has been referred to the Department of Attorney General for collection of funds.
- 17 Company is in default of its agreement and has triggered repayment of previously disbursed funds. Subsequent to default, the company filed for bankruptcy protection. The MSF submitted a proof of claim for the disbursed funds and is monitoring the proceedings.
- 18 Company is in default of its agreement as of September 30, 2018. Subsequent to September 30, 2018, the agreement has been terminated.
- 19 Subsequent to September 30, 2018, the company has defaulted on its agreement and is currently in a cure period.
- 20 Subsequent to September 30, 2018, the company has defaulted on its agreement. The MSF is currently in discussion to resolve the default.
- 21 Subsequent to September 30, 2018, the company has defaulted on its agreement, however the event of default has since been resolved.
- 22 Not applicable for FY 2018.
- 23 Company was inadvertently omitted from 2017 legislative report.  
 \*On average, the duration of a MBDP incentive is 3.99 years.

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*
**REPAYMENT, REVENUE AND PROPERTY RETURNED TO THE FUND**  
 Fiscal year 2018: 10/01/2017-09/30/2018

<b>Payment type</b>	<b>Company name</b>	<b>Amount received</b>
MBDP Repayment	ArcticAx US Ltd.	\$19,402
MBDP Repayment	Black & Veatch Corp.	\$198,750
MBDP Repayment	Eberspaecher North America	\$66,055
Forbearance Fee	Eclipse Mold Inc.	\$272,000
MBDP Repayment	Hannigan Insurance Agency LLC	\$81,000
Annual Interest Payment	M-1 Rail	\$182,500
Revenue Participation	Materne North America Corp	\$59,994
MBDP Repayment	Moran Iron Works	\$146,029
MBDP Repayment	Proos Manufacturing	\$29,960
Annual Interest Payment	Southwest Michigan First	\$40,412
Annual Payment	Verndale Products Inc.	\$54,500
MBDP Repayment	WKW (dba Bowers Manufacturing)	\$118,250
MBDP Repayment	Xanedu Publishing Inc.	\$26,000
<b>TOTAL</b>		<b>\$1,294,852</b>

## GOOD JOBS FOR MICHIGAN PROGRAM

The MSF Act requires the MSF to submit a report on the Good Jobs for Michigan Program (GJFM) activities that occurred the previous fiscal year. This report addresses the reporting requirements for FY 2018. There is no cumulative activity as of September 30, 2018, to report.

Below is a detailed spreadsheet (Exhibit 1) showing the specifics of the project approved in FY 2018. The information contained in this report is based on data submitted by the company. All project milestones and certificate requests are reviewed and verified through a consistent compliance process. Where applicable, job creation numbers in this report are cross-referenced against recent project milestones and certificate requests. The GJFM is not a job retention program, therefore, there

is no information to report for the number of retained jobs committed or projected, the actual number of retained jobs or the average annual salary for retained jobs. The column titled "Incentive Stage" includes the following stages: monitoring, ended, terminated, and repayment. "Monitoring" means that the incentive is active. "Ended" means the company has fulfilled its obligations under the agreement and the incentive has expired. "Terminated" means the agreement has been terminated prior to the end date stated in the agreement. "Repayment" means the company is in default of its agreement and has triggered repayment of all or a portion of the previously disbursed funds. Once a company has repaid all funds owed to the MSF under an event of default, the status is changed to "Terminated."

Since October 1, 2017, one project has been approved by the MSF board.

The aggregated projected return on investment (ROI) to the state of Michigan for the project approved in this fiscal year is 3.1. This means that for every \$1 invested, there is a projected return of \$3.10. The formula is based on the anticipated amount of overall cash flow to the state through new personal income generated by the projects divided by the cost of the incentives over the period of the incentive agreements using the Regional Economic Models Inc. (REMI) analysis. This method utilizes projected personal income generated through direct jobs created by the companies, indirect jobs as a result of the projects and projected capital investment.

GOOD JOBS FOR MICHIGAN PROGRAM																	
Exhibit 1: MSF Board Action Taken—Agreement Executed																	
Fiscal year 2018: 10/01/2017-09/30/2018																	
Fiscal year approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Withholding tax capture certificate issued amount	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Incentive stage	Duration of economic assistance (years) <sup>7</sup>
2018	No agreements executed																
TOTAL							\$0	\$0	\$0	\$0	0	0	0	\$0	\$0		0

GOOD JOBS FOR MICHIGAN PROGRAM																		
Exhibit 1: MSF Board Action Taken—No Agreement Executed																		
Fiscal year 2018: 10/01/2017-09/30/2018																		
Fiscal year approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Withholding tax capture certificate issued amount	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Incentive stage	Duration of economic assistance (years) <sup>7</sup>	
2018	Pfizer Inc. <sup>8</sup>	07/24/18	Kalamazoo	Kalamazoo	Expansion	Other	\$10,500,000	Not applicable	\$465,000,000	Not applicable	450					Commitment	10	
TOTAL							\$10,500,000		\$465,000,000		450							10

FY 2018 TOTAL PROJECTS: 1

FY 2018 TOTAL EXECUTED AGREEMENTS: 0

1 The amount of investment the company stated on its application and what is expected to occur by the completion of the project.  
2 The actual investment reported by the company that has been made at the project site.

3 The number of new jobs the company has committed to create at the project site.  
4 The actual number of certified new jobs and verified through milestone applications submitted through September 30, 2018. In accordance with MCL 125.2090g(c) and the GJFM program guidelines adopted by the MSF board, a certified new job means a job created by an authorized business at the facility in excess of the number of full-time jobs maintained in the state prior to the expansion or location and the number of full-time jobs that the authorized business acquired through a merger or acquisition that were located in this state prior to the expansion or location. Full-time jobs created by a primary supplier may qualify as

certified new jobs for authorized businesses that create a minimum of 3,000 certified new jobs with an average annual wage that is equal to or greater than the prosperity region average wage.  
5 The number of new jobs created that are not temporary employees as self-reported by the company on its annual progress report.  
6 The total amount of financial support other than state resources as self-reported by the company on its annual progress report.  
7 Duration of economic assistance is calculated by total years between start date of agreement and term of the grant.  
8 The incentive has been approved, the agreement has yet to be fully executed.

## REPAYMENT, REVENUE AND PROPERTY RETURNED TO THE FUND\*

Fiscal year 2018: 10/01/2017-09/30/2018

Payment type	Company name	Amount received
Not applicable		
TOTAL		\$0

\*No funds had been returned to the Fund in FY 2018

## STATE ESSENTIAL SERVICES ASSESSMENT

The State Essential Services Assessment (SESA) was established in 2014 and is required for manufacturers that do not pay personal property tax on eligible manufacturing personal property. The MSF, in certain circumstances, may choose to exempt or reduce the assessment for projects that create jobs and/or private investment in Michigan through the State Essential

Services Assessment exemption or the Alternative State Essential Services Assessment exemption. The SESA exemptions are equal to a 100 percent exemption of the SESA for a period of up to 15 years. The alternative SESA exemptions are equal to a 50 percent exemption of the SESA for a period of up to 15 years.

### STATE ESSENTIAL SERVICES ASSESSMENT ACTIVITY

Fiscal year 2018: 10/01/2017-09/30/2018

MSF board date	Company	Municipality	County	Term	MSF board action
05/22/18	Gerdau Macsteel Inc.	Monroe	Monroe	15 years	State Essential Services Assessment Exemption Approval

## MICHIGAN DEFENSE CENTER

The Michigan Defense Center (MDC) was created by Public Act 317 of 2006 to focus on job creation and business development opportunities associated with Department of Defense (DOD) and Homeland Security contracts. The Michigan Defense Center received a commissioned report in 2016 that indicated that the Michigan defense industry's gross regional product (value added) was \$9.5 billion and the industry also generates \$9.73 billion in personal income. It was also reported that the defense industry in Michigan contributes to more than 105,000 jobs statewide. The total military force structure, active Department of Defense and Coast Guard, National Guard, Reserve and DOD civilians, make up 27,269 of the 105,000 defense industry jobs. One of the key state economic drivers in the defense industry is the Detroit Arsenal, located in Warren, Michigan. The Detroit Arsenal is home to TACOM (Logistics), CCDC Ground Vehicle Systems Center (formerly TARDEC) (R&D), Army Contracting Command, and program executive offices responsible for army ground vehicles and robotics, and employs more than 7,500 Michigan residents and contracts over \$2.5 billion with Michigan companies.

### MICHIGAN DEFENSE CENTER FOCUS IN FY 2018

#### 1. Protect & Grow Initiative

The Protect & Grow (P&G) initiative is an MEDC and Michigan Defense Center led initiative, with the governor's support and Department of Military and Veterans Affairs' (DMVA) partnership. The Protect & Grow strategic plan is designed to prepare Michigan communities to protect the state's current DOD missions, infrastructure, and industry from an anticipated Base Realignment and Closure (B.R.A.C.). The Michigan Defense Center continued to execute against the 17 key objectives outlined in the Protect & Grow initiative. The legislature authorized \$1 million for FY 2018 to continue to implement against the key objectives outlined in the initiative.

The Protect & Grow initiative has been key in driving positive economic indicators. Since the Michigan Legislature began funding this program in 2016, defense industry jobs in Michigan have increased 16.7 percent, from 108,000 to 126,000 defense related jobs. The state GDP for the defense industry has increased 20.4 percent and is now \$11.7 billion. Personal income to Michigan residents in this sector has also increased from \$10.5 billion to \$12.1 billion. The Protect & Grow initiative was successful in landing new Army missions in Michigan:

- HQ for Next Generation Combat Vehicle Group, 32 soldier mission;
- Dense Urban Training for U.S. Army;
- 272nd Cyber Operations Squadron at Battle Creek Air National Guard.

In an effort to sustain and grow the defense industry in Michigan, the MDC partnered with regional economic development partners from all over the state. The MDC awarded approximately \$1 million in Defense Industry Emerging Growth grants. The focus of the grant for each region of the state is to support emerging military growth areas, such as aerospace, advanced manufacturing, 3-D printing, autonomous vehicles, cybersecurity, robotics, and artificial intelligence that aligns to their regional economic strength. Protect & Grow and the MDC awarded grants to: Automation Alley, Battle Creek Unlimited, Downriver Community Conference, Macomb County Planning and Economic Development, Networks Northwest, Northern Michigan University, The Right Place, and Wayne County Economic Development Corporation.

The MDC was also successful in the facilitation of an \$80 million allocation of federal DOD infrastructure dollars designated to Michigan Air National Guard Base improvements at Selfridge Air National Guard base.

The executive summary and the public report can be found at [www.arsenalofinnovation.com/wp-content/uploads/2016/06/Michigan-Protect-and-Grow-Public-Report-2016-final.pdf](http://www.arsenalofinnovation.com/wp-content/uploads/2016/06/Michigan-Protect-and-Grow-Public-Report-2016-final.pdf)

#### 2. Economic gardening tools

The Bid Targeting System (BTS) and proposal writing services (PWS) grant, which support small and medium sized businesses interested in pursuing Department of Defense and Department of Homeland Security contracts, are designed to reduce the barrier of entry to doing business in the federal government sector. In June 2018, BTS was rolled out and has accumulated more than 20 local economic development organization licensee users and more than 125 small businesses to the system. Businesses have utilized new economic tools and grants to successfully obtain more than \$62 million in contract awards from DOD and General Services Administration (GSA). The rollout of these new features and benefits is expected to continue in 2019 as the Michigan Defense Center is planning to continue to roll out the successful BTS/PWS program.

## MICHIGAN DEFENSE CENTER *continued*

### **3. Department of Defense Office of Economic Adjustment grant**

The Michigan Defense Center, in coordination and collaboration with the Macomb St. Clair Workforce Development Board, were named as the recipients of a \$7.2 million federal grant in September 2015. The grant provides for various projects, such as robotic research, supply chain mapping, talent development,

and cybersecurity projects, critical for the development of the cyber ecosystem in Michigan. Phase I of the grant will be concluding on December 31, 2018, and a Phase II was awarded with additional projects. The Phase II projects are scheduled to conclude July 31, 2019. The Michigan Defense Center in Phase II is responsible for the coordination and execution of developing and growing defense industry growth clusters across the state.

## PROCUREMENT TECHNICAL ASSISTANCE CENTERS

The Procurement Technical Assistance Centers (PTACs) of Michigan are not-for-profit organizations funded by the Defense Logistics Agency (DLA), the MEDC, and local funding partners. The mission of the PTACs is to enhance economic development of the state of Michigan by helping area businesses secure local, state, and federal contracts. PTACs provide education and awareness to companies and support matching capabilities of Michigan companies with government contract opportunities by preparing them to compete for government contracts and educating them about the opportunities, requirements, and process of becoming successful government contractors. PTACs provide

pre- and post-award assistance and training, helping companies through the entire procurement process from registering as a government contractor and finding bid opportunities through proposal preparation and post-award modifications.

In FY 2018, the MEDC provided \$1.275 million to support 10 PTAC offices, an average of 40 percent of their annual operation budgets. The PTACs assisted Michigan companies to obtain federal, state, and local contracts for a combined total value of \$1.43 billion. The total Department of Defense spend in Michigan for FY 2018 was \$4.6 billion.

### PTAC ANNUAL ACTIVITY REPORT

Fiscal year 2018: 10/01/2017-09/30/2018

Prosperity region	Municipality	County	Award amount	New firms	Value of contracts (federal, state, local)	Number of jobs <sup>1</sup>	Clients awarded first time contracts of all types	Number of contracts awarded	Facilitated service hours
1 & 2: Upper Peninsula and Northwest	Traverse City	Grand Traverse	\$200,000	85	\$247,378,367	1,237	4	1,496	1,035
3: Northeast	Onaway	Presque Isle	\$75,000	28	\$31,387,873	157	1	269	300
4: West	Muskegon	Muskegon	\$140,000	80	\$122,850,671	614	2	2,104	2,162
5: East Central	Saginaw	Saginaw	\$124,000	57	\$88,374,316	442	5	447	474
6: East	Flint	Genesee	\$130,000	215	\$75,185,876	376	5	3,478	1,803
7 & 9: South Central & Southeast	Jackson	Jackson	\$81,000	59	\$67,021,682	335	27	3,128	739
8: Southwest	Kalamazoo	Kalamazoo	\$125,000	57	\$69,032,225	345	2	3,001	1,172
9 & 10: Southeast and Detroit Metro	Multiple	Multiple	\$225,000	446	\$284,395,058	1,422	14	6,986	1,309
10: Detroit Metro	Warren	Macomb	\$175,000	192	\$449,192,568	2,246	9	2,918	978
<b>TOTAL</b>			<b>\$1,275,000</b>	<b>1,219</b>	<b>\$1,434,818,636</b>	<b>7,174</b>	<b>69</b>	<b>23,827</b>	<b>9,972</b>

<sup>1</sup> MEDC's research calculates that \$200,000 of facilitated contract revenues equals one job.

## INTERNATIONAL TRADE SERVICES

**M**EDC's International Trade Program is committed to increasing Michigan's export opportunities by helping businesses identify and enter key emerging foreign markets.

Exports allow Michigan companies access to 95 percent of the world's population and 80 percent of the world's purchasing power. The goals of the export program are to:

- Provide strategic business growth solutions to small Michigan companies, helping them reach an international customer base;
- Increase the number of small business exporters in Michigan;
- Increase the value and volume of exports from Michigan;
- Expand Michigan exports to new foreign markets;
- Strengthen Michigan's economy by increasing export-driven job growth.

These goals are accomplished through international trade services: the State Trade Expansion Program (STEP); the Project Exemption Program (PEP); international trade centers; small business support services; a regional export network; and International Trade Program events. In FY 2018, as a result of these services, the International Trade Program provided assistance to 574 Michigan companies.

STEP was launched in October 2011 to give Michigan companies a stronger competitive edge in the global marketplace. Funded by the Small Business Administration (SBA) and the 21st Century Jobs Fund, STEP is administered by the International Trade Team to assist companies with their exporting needs and connect them with resources to reach foreign markets. Eligible companies are provided a direct reimbursement of 50 percent of costs from allowable export-related activities (up to \$15,000). Export activities may include participation in foreign trade missions, subscription to services provided by Department of Commerce, international website development, design of marketing media, trade show exhibition, participation in export training workshops, reverse trade missions, procurement of consultancy services, and other export activities approved by the SBA. PEP was later designed to spur job creation by empowering Michigan businesses to export their products but who do not qualify for STEP under the SBA's size standards. Through 560 completed FY 2018 STEP and PEP grants, the program allocated more than \$1.9 million in grants to 305 Michigan companies. Export sales that came as a direct result of MEDC assistance (facilitated exports) totaled \$641.5 million to 129 countries. Since the program was re-established in 2011,

companies have reported facilitated export sales of over \$2.5 billion and more than 11,617 Michigan jobs (jobs formula of \$215,000 = 1 job).

Michigan has an established network of in-country consultants called international trade centers. These centers act as the on-the-ground resource assisting Michigan small businesses with export market development. The International Trade Program has six international trade centers through a partnership with the Great Lakes and St. Lawrence Governors and Premiers (GSGP). These centers provide export trade development services to small and medium-sized companies interested in expanding their sales to Canada, Mexico, China, Europe, the Middle East, and Brazil. These services include customized market research, market entry strategy, matchmaking meetings (prequalification of agents, distributors, partners and/or customers), regulatory information, and competitive analysis. In addition, the centers assist with facilitating international trade missions and governor trade delegations. In FY 2018, the international trade centers facilitated a total of 596 international connections for Michigan companies and as a result of their assistance, Michigan companies reported a total of \$184.5 million in facilitated export sales.

The International Trade Program partners with a variety of small business service providers in Michigan who provide technical export assistance, education, and training to Michigan companies. Services include international search engine optimization, website localization, international market research, legal essentials trainings and videos, export compliance projects, credit checks, and on-site trainings. The program also utilizes a network of strategic partners, called the regional export network (REN), who provide geographically accessible export programs and events statewide. Michigan has four designated organizations around the state that act as an export resource in the region to provide access to MEDC's trade programs, trainings, events and missions, and more. They also assist the program with pipeline and client development to ensure the program is reaching a wide population of Michigan's export-ready small businesses including those in underserved communities or minority, women, veteran, and/or economically or socially disadvantaged owned companies. The current REN hosts are: Automation Alley in Troy; Michigan State University's International Business Center in East Lansing; Networks Northwest in Traverse City; and Van Andel Global Trade Center in Grand Rapids.



INTERNATIONAL TRADE SERVICES *continued*

Getting a company to the market greatly increases the chances for export success. Since 2012, the International Trade Program has sponsored 62 international trade missions or shows to 21 countries with 510 company participations. As part of company participation in the trade missions, MEDC arranges on-the-ground

matchmaking meetings utilizing in-market specialists from Michigan's international trade centers or from the International U.S. Commercial Service offices. Participants also receive in-market assistance, market briefings, and opportunities to participate in networking events.

## INTERNATIONAL TRADE PROGRAM EVENTS

Fiscal year 2018: 10/01/2017-09/30/2018

Date(s)	Type of activity	Country/state	Led by	Companies
October 8–13	Trade mission	Mexico	Automation Alley and MEDC	10
November 6–10	Trade mission	Brazil and Argentina	GSGP and MEDC	7
January 29–February 1	Trade show	United Arab Emirates (Arab Health)	MEDC Int'l Trade Team	8
February 26–March 2	Trade mission	Mexico	GSGP and MEDC	9
March 8	Seminar	Michigan (Legal Essentials to Exporting)	Foster Swift Collins & Smith PC and MEDC	1
April 19	Seminar	Michigan (Legal Essentials to Exporting)	Foster Swift Collins & Smith PC and MEDC	7
April 23–27	Trade show	Germany (Hannover Messe)	Automation Alley and MEDC	6
May 17	Seminar	Michigan (Legal Essentials to Exporting)	Foster Swift Collins & Smith PC and MEDC	9
June 1-9	Trade mission	South Africa and Tanzania	GSGP and MEDC	3
June 11-15	Trade show	France (Eurosatory)	Michigan Defense Center and MEDC	8
June 21	Seminar	Michigan (Legal Essentials to Exporting)	Foster Swift Collins & Smith PC and MEDC	7
July 16–22	Trade show	United Kingdom (Farnborough Air Show)	MEDC Int'l Trade Team	6
September 14–22	Trade mission	China	MEDC Int'l Trade Team	10
September 19	Seminar	Michigan (Legal Essentials to Exporting)	Foster Swift Collins & Smith PC and MEDC	3
September 21–29	Trade mission	India	Automation Alley and MEDC	7
<b>15 TOTAL EVENTS</b>	<b>6 missions, 4 shows, 5 seminars</b>	<b>11 international markets</b>		<b>101</b>

## MI-STEP REIMBURSEMENTS

Fiscal year 2018: 10/01/2017-09/30/2018

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2018	10/30/17	Code Blue	Holland	Allegan	4	\$15,000.00
MI-STEP-2018	06/19/18	Kiss Technologies Inc.	Holland	Allegan	4	\$2,974.75
MI-STEP-2018	08/23/18	Kiss Technologies Inc.	Holland	Allegan	4	\$3,940.13
MI-STEP-2018	11/07/17	Kiss Technologies Inc.	Holland	Allegan	4	\$1,548.93
MI-STEP-2018	12/14/17	Kiss Technologies Inc.	Holland	Allegan	4	\$2,816.36
MI-STEP-2018	12/27/17	Kiss Technologies Inc.	Holland	Allegan	4	\$1,225.88
MI-STEP-2018	05/08/18	Kiss Technologies Inc.	Holland	Allegan	4	\$580.61

INTERNATIONAL TRADE SERVICES *continued*

<b>MI-STEP REIMBURSEMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Program</b>	<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Region</b>	<b>Total reimbursement</b>
MI-STEP-2018	04/02/18	Pettibone/Traverse Lift LLC	Baraga	Baraga	1	\$15,000.00
MI-STEP-2018	03/20/18	Hastings Fiberglass Products	Hastings	Barry	4	\$3,141.00
MI-STEP-2018	02/24/18	Ortwein International LLC	Hastings	Barry	4	\$1,022.01
MI-STEP-2018	02/24/18	Gougeon Brothers Inc.	Bay City	Bay	5	\$3,480.80
MI-STEP-2018	06/04/18	Gougeon Brothers Inc.	Bay City	Bay	5	\$2,309.74
MI-STEP-2018	03/22/18	Field Crafts Inc./Book Wear!	Honor	Benzie	2	\$3,134.13
MI-STEP-2018	04/04/18	Ausco Products Inc.	Benton Harbor	Berrien	8	\$2,912.49
MI-STEP-2018	04/05/18	Ausco Products Inc.	Benton Harbor	Berrien	8	\$3,741.89
MI-STEP-2018	06/19/18	Ausco Products Inc.	Benton Harbor	Berrien	8	\$8,345.62
MI-STEP-2018	05/10/18	Owens Classic International	St. Joseph	Berrien	8	\$1,435.98
MI-STEP-2018	06/08/18	CT Group LLC	Stevensville	Berrien	8	\$2,725.43
MI-STEP-2018	02/09/18	CT Group LLC	Stevensville	Berrien	8	\$766.00
MI-STEP-2018	10/26/17	CT Group LLC	Stevensville	Berrien	8	\$1,375.00
MI-STEP-2018	01/04/18	Caster Concepts Inc.	Albion	Calhoun	8	\$3,000.00
MI-STEP-2018	03/19/18	Challenger Communications	Albion	Calhoun	8	\$8,825.41
MI-STEP-2018	11/14/17	Challenger Communications	Albion	Calhoun	8	\$1,866.39
MI-STEP-2018	01/10/18	Challenger Communications	Albion	Calhoun	8	\$2,947.32
MI-STEP-2018	12/27/17	Team 1 Plastics Inc.	Albion	Calhoun	8	\$2,650.00
MI-STEP-2018	11/27/17	Viking Satcom LLC	Albion	Calhoun	8	\$5,099.34
MI-STEP-2018	04/18/18	Nexthermal Corporation	Battle Creek	Calhoun	8	\$7,471.87
MI-STEP-2018	10/26/17	Nexthermal Corporation	Battle Creek	Calhoun	8	\$1,333.65
MI-STEP-2018	10/30/17	Nexthermal Corporation	Battle Creek	Calhoun	8	\$693.75
MI-STEP-2018	02/01/18	Nexthermal Corporation	Battle Creek	Calhoun	8	\$3,154.14
MI-STEP-2018	07/11/18	Professional Apparel Company	Battle Creek	Calhoun	8	\$2,553.72
MI-STEP-2018	05/08/18	Professional Apparel Company	Battle Creek	Calhoun	8	\$2,601.91
MI-STEP-2018	10/30/17	Professional Apparel Company	Battle Creek	Calhoun	8	\$2,695.23
MI-STEP-2018	02/24/18	Professional Apparel Company	Battle Creek	Calhoun	8	\$2,603.06
MI-STEP-2018	04/30/18	Fontijne Grotnes Inc.	Niles	Cass	8	\$3,515.75
MI-STEP-2018	02/27/18	Fontijne Grotnes Inc.	Niles	Cass	8	\$1,526.48
MI-STEP-2018	10/19/17	Classic Instruments	Boyne City	Charlevoix	2	\$8,935.20
MI-STEP-2018	05/01/18	DCL Inc.	Charlevoix	Charlevoix	2	\$15,000.00
MI-STEP-2018	01/23/18	Redi-Rock International	Charlevoix	Charlevoix	2	\$15,000.00
MI-STEP-2018	05/22/18	Techmark Inc.	Lansing	Clinton	7	\$1,821.00
MI-STEP-2018	10/24/17	Messersmith Manufacturing Inc.	Bark River	Delta	1	\$1,089.93
MI-STEP-2018	11/17/17	Brute Industries Inc.	Escanaba	Delta	1	\$15,000.00
MI-STEP-2018	08/10/18	Delta Manufacturing	Escanaba	Delta	1	\$8,924.64
MI-STEP-2018	04/24/18	Engineered Machined Products Inc.	Escanaba	Delta	1	\$8,074.60

INTERNATIONAL TRADE SERVICES *continued*

<b>MI-STEP REIMBURSEMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Program</b>	<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Region</b>	<b>Total reimbursement</b>
MI-STEP-2018	01/04/18	Engineered Machined Products Inc.	Escanaba	Delta	1	\$1,572.75
MI-STEP-2018	06/13/18	Hurley Marine Inc.	Escanaba	Delta	1	\$4,027.50
MI-STEP-2018	08/07/18	Independent Machine Company	Escanaba	Delta	1	\$3,974.92
MI-STEP-2018	05/08/18	Independent Machine Company	Escanaba	Delta	1	\$2,804.57
MI-STEP-2018	10/23/17	Independent Machine Company	Escanaba	Delta	1	\$704.20
MI-STEP-2018	10/16/17	Race-Driven	Escanaba	Delta	1	\$8,297.43
MI-STEP-2018	10/16/17	Marble Arms	Gladstone	Delta	1	\$3,858.99
MI-STEP-2018	02/05/18	Creative Composites Inc.	Rapid River	Delta	1	\$2,142.43
MI-STEP-2018	02/09/18	Pisces Fish Machinery Inc.	Wells	Delta	1	\$12,772.76
MI-STEP-2018	03/22/18	Air Lift Company	Lansing	Eaton	7	\$15,000.00
MI-STEP-2018	08/06/18	Manthei Inc.	Petoskey	Emmet	2	\$1,168.93
MI-STEP-2018	05/08/18	Manthei Inc.	Petoskey	Emmet	2	\$3,313.50
MI-STEP-2018	01/02/18	Manthei Inc.	Petoskey	Emmet	2	\$6,360.53
MI-STEP-2018	01/19/18	Manthei Inc.	Petoskey	Emmet	2	\$1,104.47
MI-STEP-2018	11/21/17	FlowerHouse	Clio	Genesee	6	\$15,000.00
MI-STEP-2018	08/27/18	AeroTrain Corp.	Flint	Genesee	6	\$1,978.75
MI-STEP-2018	05/21/18	Global Automation Technologies LLC	Grand Blanc	Genesee	6	\$1,355.42
MI-STEP-2018	11/30/17	Global Automation Technologies LLC	Grand Blanc	Genesee	6	\$2,359.00
MI-STEP-2018	11/30/17	Global Automation Technologies LLC	Grand Blanc	Genesee	6	\$1,586.55
MI-STEP-2018	01/10/18	Global Automation Technologies LLC	Grand Blanc	Genesee	6	\$1,726.93
MI-STEP-2018	02/24/18	Global Automation Technologies LLC	Grand Blanc	Genesee	6	\$1,964.36
MI-STEP-2018	04/13/18	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$2,023.52
MI-STEP-2018	04/13/18	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$1,738.00
MI-STEP-2018	06/08/18	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$613.32
MI-STEP-2018	04/13/18	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$487.27
MI-STEP-2018	04/13/18	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$384.74
MI-STEP-2018	10/10/17	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$925.38
MI-STEP-2018	10/13/17	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$532.49
MI-STEP-2018	11/02/17	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$626.13
MI-STEP-2018	11/21/17	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$672.72
MI-STEP-2018	01/04/18	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$503.31
MI-STEP-2018	01/19/18	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$631.52
MI-STEP-2018	02/05/18	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$1,066.12
MI-STEP-2018	02/24/18	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$477.95
MI-STEP-2018	03/14/18	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$2,970.80
MI-STEP-2018	03/14/18	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$777.83
MI-STEP-2018	07/24/18	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$658.48
MI-STEP-2018	06/19/18	Hayes Manufacturing Inc.	Fife Lake	Grand Traverse	2	\$1,036.70

INTERNATIONAL TRADE SERVICES *continued*

<b>MI-STEP REIMBURSEMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Program</b>	<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Region</b>	<b>Total reimbursement</b>
MI-STEP-2018	03/15/18	Altus Brands LLC	Traverse City	Grand Traverse	2	\$13,991.28
MI-STEP-2018	05/11/18	Boride Engineered Abrasives	Traverse City	Grand Traverse	2	\$1,051.50
MI-STEP-2018	01/04/18	Boride Engineered Abrasives	Traverse City	Grand Traverse	2	\$230.81
MI-STEP-2018	01/10/18	Boride Engineered Abrasives	Traverse City	Grand Traverse	2	\$4,489.77
MI-STEP-2018	04/05/18	Century Inc.	Traverse City	Grand Traverse	2	\$10,988.88
MI-STEP-2018	07/24/18	Century Inc.	Traverse City	Grand Traverse	2	\$2,118.48
MI-STEP-2018	10/11/17	Collar Clinic	Traverse City	Grand Traverse	2	\$4,400.00
MI-STEP-2018	10/16/17	Electro-Optics Technology Inc.	Traverse City	Grand Traverse	2	\$3,147.21
MI-STEP-2018	04/18/18	Environmental Protection Inc.	Traverse City	Grand Traverse	2	\$1,582.57
MI-STEP-2018	03/30/18	Jenkins Group Inc.	Traverse City	Grand Traverse	2	\$5,530.60
MI-STEP-2018	08/03/18	Miniature Golf Services by Arne Lundmark (dba Adventure Golf Services)	Traverse City	Grand Traverse	2	\$2,049.57
MI-STEP-2018	05/11/18	RJG Inc.	Traverse City	Grand Traverse	2	\$15,000.00
MI-STEP-2018	08/27/18	RTV	Traverse City	Grand Traverse	2	\$6,178.42
MI-STEP-2018	04/11/18	RTV	Traverse City	Grand Traverse	2	\$8,821.58
MI-STEP-2018	02/24/18	silikids	Traverse City	Grand Traverse	2	\$4,723.09
MI-STEP-2018	03/02/18	Traverse Legal PLC	Traverse City	Grand Traverse	2	\$4,802.51
MI-STEP-2018	08/03/18	Traverse Legal PLC	Traverse City	Grand Traverse	2	\$4,684.56
MI-STEP-2018	04/13/18	Paige Musical Products	Jonesville	Hillsdale	9	\$2,987.18
MI-STEP-2018	07/11/18	Stumper Industries	Calumet	Houghton	1	\$392.24
MI-STEP-2018	10/06/17	ThermoAnalytics Inc.	Calumet	Houghton	1	\$15,000.00
MI-STEP-2018	08/28/18	QTEK LLC	Chassell	Houghton	1	\$4,646.83
MI-STEP-2018	05/08/18	Infrared (IR) Telemetrics Inc.	Hancock	Houghton	1	\$5,419.57
MI-STEP-2018	08/08/18	Great Lakes Sound and Vibration (GLSV)	Houghton	Houghton	1	\$900.00
MI-STEP-2018	01/19/18	NFI National Filters Inc.	Harbor Beach	Huron	6	\$5,605.48
MI-STEP-2018	01/19/18	NFI National Filters Inc.	Harbor Beach	Huron	6	\$3,887.50
MI-STEP-2018	01/19/18	NFI National Filters Inc.	Harbor Beach	Huron	6	\$1,790.56
MI-STEP-2018	02/20/18	IMPCO Microfinishing	Lansing	Ingham	7	\$6,951.34
MI-STEP-2018	06/19/18	Phenometrics Inc.	Lansing	Ingham	7	\$3,054.70
MI-STEP-2018	10/16/17	XG Sciences Inc.	Lansing	Ingham	7	\$3,253.01
MI-STEP-2018	10/11/17	Efficiency Production, a Trinity Shoring Products Company	Mason	Ingham	7	\$3,025.19
MI-STEP-2018	10/11/17	Efficiency Production, a Trinity Shoring Products Company	Mason	Ingham	7	\$5,559.50
MI-STEP-2018	11/14/17	Bekum America Corporation	Williamston	Ingham	7	\$6,763.99
MI-STEP-2018	03/14/18	Automated Process Equipment Corporation (APEC)	Lake Odessa	Ionia	4	\$5,593.94

INTERNATIONAL TRADE SERVICES *continued*

<b>MI-STEP REIMBURSEMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Program</b>	<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Region</b>	<b>Total reimbursement</b>
MI-STEP-2018	03/14/18	Automated Process Equipment Corporation (APEC)	Lake Odessa	Ionia	4	\$2,969.45
MI-STEP-2018	03/16/18	Automated Process Equipment Corporation (APEC)	Lake Odessa	Ionia	4	\$1,161.87
MI-STEP-2018	03/15/18	Automated Process Equipment Corporation (APEC)	Lake Odessa	Ionia	4	\$430.46
MI-STEP-2018	11/14/17	Sage International Ltd.	Oscoda	Iosco	3	\$3,008.81
MI-STEP-2018	05/10/18	Q-Sage Inc.	Mt. Pleasant	Isabella	5	\$807.71
MI-STEP-2018	10/19/17	Q-Sage Inc.	Mt. Pleasant	Isabella	5	\$2,475.15
MI-STEP-2018	10/19/17	Q-Sage Inc.	Mt. Pleasant	Isabella	5	\$4,411.45
MI-STEP-2018	04/30/18	Bandit Industries	Remus	Isabella	5	\$1,629.50
MI-STEP-2018	10/24/17	Bandit Industries	Remus	Isabella	5	\$1,123.11
MI-STEP-2018	04/20/18	Morbark Industries Inc.	Winn	Isabella	5	\$2,911.12
MI-STEP-2018	04/20/18	Morbark Industries Inc.	Winn	Isabella	5	\$2,969.24
MI-STEP-2018	05/22/18	Morbark Industries Inc.	Winn	Isabella	5	\$1,146.52
MI-STEP-2018	08/23/18	Morbark Industries Inc.	Winn	Isabella	5	\$7,973.12
MI-STEP-2018	06/13/18	Lomar Machine & Tool Company	Horton	Jackson	9	\$1,226.69
MI-STEP-2018	11/09/17	Lomar Machine & Tool Company	Horton	Jackson	9	\$175.00
MI-STEP-2018	11/02/17	Lomar Machine & Tool Company	Horton	Jackson	9	\$1,053.52
MI-STEP-2018	05/01/18	Hammond Roto-Finish	Kalamazoo	Kalamazoo	8	\$1,220.34
MI-STEP-2018	05/10/18	Landscape Forms	Kalamazoo	Kalamazoo	8	\$7,897.00
MI-STEP-2018	03/15/18	NxtWall	Kalamazoo	Kalamazoo	8	\$8,312.85
MI-STEP-2018	07/02/18	Micro-LAM Inc.	Portage	Kalamazoo	8	\$1,880.74
MI-STEP-2018	06/19/18	Micro-LAM Inc.	Portage	Kalamazoo	8	\$1,795.28
MI-STEP-2018	08/27/18	Superior Business Solutions	Portage	Kalamazoo	8	\$1,988.10
MI-STEP-2018	11/09/17	Superior Business Solutions	Portage	Kalamazoo	8	\$1,857.31
MI-STEP-2018	02/24/18	Superior Business Solutions	Portage	Kalamazoo	8	\$2,628.41
MI-STEP-2018	03/28/18	Smart Bottoms Inc.	Ada	Kent	4	\$9,558.08
MI-STEP-2018	10/23/17	BPV Environmental	Byron Center	Kent	4	\$3,084.37
MI-STEP-2018	10/30/17	BPV Environmental	Byron Center	Kent	4	\$5,835.63
MI-STEP-2018	11/09/17	BPV Environmental	Byron Center	Kent	4	\$6,080.00
MI-STEP-2018	04/06/18	Flow-Rite	Byron Center	Kent	4	\$8,452.00
MI-STEP-2018	05/31/18	WaterSolve LLC	Caledonia	Kent	4	\$352.83
MI-STEP-2018	05/31/18	WaterSolve LLC	Caledonia	Kent	4	\$1,248.85
MI-STEP-2018	04/20/18	Kamps Hardwoods	Dutton	Kent	4	\$1,983.17
MI-STEP-2018	03/20/18	Kamps Hardwoods	Dutton	Kent	4	\$1,171.95
MI-STEP-2018	02/01/18	Armick Inc.	Grand Rapids	Kent	4	\$973.37
MI-STEP-2018	08/08/18	Bulman Products	Grand Rapids	Kent	4	\$7,875.00
MI-STEP-2018	04/05/18	Carter Products Company Inc.	Grand Rapids	Kent	4	\$6,778.46

INTERNATIONAL TRADE SERVICES *continued*

<b>MI-STEP REIMBURSEMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Program</b>	<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Region</b>	<b>Total reimbursement</b>
MI-STEP-2018	07/13/18	Die Cad Group Inc.	Grand Rapids	Kent	4	\$984.73
MI-STEP-2018	01/04/18	Down Inc.	Grand Rapids	Kent	4	\$4,357.96
MI-STEP-2018	08/13/18	Down Inc.	Grand Rapids	Kent	4	\$1,867.35
MI-STEP-2018	04/12/18	Firstronic LLC	Grand Rapids	Kent	4	\$12,000.00
MI-STEP-2018	01/04/18	Firstronic LLC	Grand Rapids	Kent	4	\$2,295.51
MI-STEP-2018	03/14/18	International Met Systems	Grand Rapids	Kent	4	\$1,096.10
MI-STEP-2018	04/04/18	International Met Systems	Grand Rapids	Kent	4	\$4,275.72
MI-STEP-2018	10/10/17	Leedy Manufacturing Company	Grand Rapids	Kent	4	\$2,237.21
MI-STEP-2018	02/05/18	Lindenwood Inc. (dba Uncle Goose)	Grand Rapids	Kent	4	\$7,143.28
MI-STEP-2018	10/16/17	Mar-Med Co.	Grand Rapids	Kent	4	\$1,923.08
MI-STEP-2018	10/20/17	Michigan Wheel	Grand Rapids	Kent	4	\$2,207.63
MI-STEP-2018	10/30/17	Michigan Wheel	Grand Rapids	Kent	4	\$1,699.89
MI-STEP-2018	11/9/17	Michigan Wheel	Grand Rapids	Kent	4	\$5,182.38
MI-STEP-2018	11/27/17	Michigan Wheel	Grand Rapids	Kent	4	\$5,910.10
MI-STEP-2018	04/05/18	Mor-Value Parts Company	Grand Rapids	Kent	4	\$803.57
MI-STEP-2018	08/23/18	Mor-Value Parts Company	Grand Rapids	Kent	4	\$201.51
MI-STEP-2018	02/01/18	Performance Fabrics Inc. (dba HexArmor)	Grand Rapids	Kent	4	\$1,000.00
MI-STEP-2018	10/19/17	RoMan Manufacturing Inc.	Grand Rapids	Kent	4	\$15,000.00
MI-STEP-2018	11/14/17	Skytron	Grand Rapids	Kent	4	\$15,000.00
MI-STEP-2018	03/22/18	Spectrum Industries Inc.	Grand Rapids	Kent	4	\$7,131.11
MI-STEP-2018	10/13/17	Spectrum Industries Inc.	Grand Rapids	Kent	4	\$1,152.34
MI-PEP-2018	12/12/18	SunMed	Grand Rapids	Kent	4	\$3,250.00
MI-STEP-2018	08/22/18	Supply Chain Solutions Inc.	Grand Rapids	Kent	4	\$6,536.51
MI-STEP-2018	11/30/17	TACK Electronics Inc.	Grand Rapids	Kent	4	\$2,895.40
MI-STEP-2018	06/13/18	Tech Defenders	Grand Rapids	Kent	4	\$2,101.32
MI-STEP-2018	08/23/18	Tech Defenders	Grand Rapids	Kent	4	\$3,129.18
MI-PEP-2018	10/16/17	Mackinac Technology Co.	Grand Rapids	Kent	4	\$2,000.00
MI-STEP-2018	03/20/18	Unist Inc.	Grand Rapids	Kent	4	\$4,588.05
MI-STEP-2018	03/20/18	Unist Inc.	Grand Rapids	Kent	4	\$10,318.93
MI-STEP-2018	03/14/18	Viking Products Inc.	Grand Rapids	Kent	4	\$3,000.00
MI-STEP-2018	04/18/18	Vista IT Group	Grand Rapids	Kent	4	\$1,193.74
MI-STEP-2018	04/30/18	Vista IT Group	Grand Rapids	Kent	4	\$315.26
MI-STEP-2018	04/09/18	Vista IT Group	Grand Rapids	Kent	4	\$3,817.12
MI-STEP-2018	03/14/18	Vista IT Group	Grand Rapids	Kent	4	\$1,566.06
MI-STEP-2018	11/07/17	Coatings By PCD Inc. (dba Surplus Coatings)	Grandville	Kent	4	\$1,827.50
MI-STEP-2018	03/22/18	Coatings By PCD Inc. (dba Surplus Coatings)	Grandville	Kent	4	\$2,842.47

INTERNATIONAL TRADE SERVICES *continued*

<b>MI-STEP REIMBURSEMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Program</b>	<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Region</b>	<b>Total reimbursement</b>
MI-STEP-2018	03/22/18	Workhorse Irons	Grandville	Kent	4	\$611.48
MI-STEP-2018	04/30/18	Workhorse Irons	Grandville	Kent	4	\$280.59
MI-STEP-2018	05/25/18	Workhorse Irons	Grandville	Kent	4	\$249.31
MI-STEP-2018	10/18/17	Workhorse Irons	Grandville	Kent	4	\$318.00
MI-STEP-2018	02/15/18	Workhorse Irons	Grandville	Kent	4	\$609.13
MI-STEP-2018	03/14/18	Workhorse Irons	Grandville	Kent	4	\$212.97
MI-STEP-2018	06/13/18	Workhorse Irons	Grandville	Kent	4	\$608.90
MI-STEP-2018	05/10/18	General Formulations	Sparta	Kent	4	\$2,673.13
MI-STEP-2018	07/02/18	General Formulations	Sparta	Kent	4	\$1,906.41
MI-STEP-2018	07/11/18	General Formulations	Sparta	Kent	4	\$1,243.77
MI-STEP-2018	08/03/18	General Formulations	Sparta	Kent	4	\$2,095.91
MI-STEP-2018	02/01/18	General Formulations	Sparta	Kent	4	\$2,058.61
MI-STEP-2018	03/15/18	General Formulations	Sparta	Kent	4	\$4,364.83
MI-STEP-2018	08/03/18	General Formulations	Sparta	Kent	4	\$657.34
MI-STEP-2018	10/30/17	MOVE Systems	Walker	Kent	4	\$2,965.75
MI-STEP-2018	03/19/18	Highlight Industries Inc.	Wyoming	Kent	4	\$2,236.89
MI-STEP-2018	11/07/17	Highlight Industries Inc.	Wyoming	Kent	4	\$1,155.85
MI-STEP-2018	03/22/18	Neuvokas Corporation	Ahmet	Keweenaw	1	\$1,961.46
MI-STEP-2018	08/10/18	Binsfeld Engineering Inc.	Maple City	Leelanau	2	\$3,557.98
MI-STEP-2018	04/20/18	Binsfeld Engineering Inc.	Maple City	Leelanau	2	\$899.01
MI-STEP-2018	10/19/17	Binsfeld Engineering Inc.	Maple City	Leelanau	2	\$2,018.34
MI-STEP-2018	01/04/18	Binsfeld Engineering Inc.	Maple City	Leelanau	2	\$970.24
MI-STEP-2018	09/20/18	Binsfeld Engineering Inc.	Maple City	Leelanau	2	\$1,954.18
MI-STEP-2018	01/10/18	American Specialty Hardwoods	Clinton	Lenawee	9	\$634.18
MI-STEP-2018	02/24/18	Hardwoods of Michigan Inc.	Clinton	Lenawee	9	\$5,734.29
MI-STEP-2018	12/20/17	Surgical Safety Scanner	Brighton	Livingston	9	\$3,955.70
MI-STEP-2018	02/20/18	Weld Mold Company	Brighton	Livingston	9	\$10,000.00
MI-STEP-2018	12/01/17	Weld Mold Company	Brighton	Livingston	9	\$1,750.00
MI-STEP-2018	05/21/18	Zero Gravity Filters	Brighton	Livingston	9	\$6,044.54
MI-STEP-2018	03/22/18	Zero Gravity Filters	Brighton	Livingston	9	\$2,695.11
MI-STEP-2018	02/15/18	Zero Gravity Filters	Brighton	Livingston	9	\$1,782.59
MI-STEP-2018	02/17/18	Zero Gravity Filters	Brighton	Livingston	9	\$2,099.06
MI-STEP-2018	11/14/17	Littlite	Hamburg	Livingston	9	\$2,247.23
MI-STEP-2018	04/12/18	Armor Protective Packaging Inc.	Howell	Livingston	9	\$921.81
MI-STEP-2018	04/16/18	Armor Protective Packaging Inc.	Howell	Livingston	9	\$1,999.50
MI-STEP-2018	06/04/18	Highland Engineering Inc.	Howell	Livingston	9	\$3,862.29
MI-STEP-2018	04/13/18	Rex Materials Group	Howell	Livingston	9	\$9,606.75
MI-STEP-2018	10/19/17	Offshore Spars	Chesterfield	Macomb	10	\$9,986.14

INTERNATIONAL TRADE SERVICES *continued*

<b>MI-STEP REIMBURSEMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Program</b>	<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Region</b>	<b>Total reimbursement</b>
MI-STEP-2018	05/02/18	Katech Inc.	Clinton Township	Macomb	10	\$5,412.86
MI-STEP-2018	08/31/18	Gage Bilt Inc.	Clinton Township	Macomb	10	\$4,223.82
MI-STEP-2018	05/17/18	Baker Industries Inc.	Macomb	Macomb	10	\$2,829.50
MI-STEP-2018	10/26/17	Hydra-Lock Corporation	Mount Clemens	Macomb	10	\$3,802.26
MI-STEP-2018	05/21/18	Hydra-Lock Corporation	Mount Clemens	Macomb	10	\$2,273.45
MI-STEP-2018	06/26/18	Breckers ABC Tool	Roseville	Macomb	10	\$714.25
MI-STEP-2018	03/22/18	Breckers ABC Tool	Roseville	Macomb	10	\$1,021.50
MI-STEP-2018	05/15/18	RCO Engineering & Aerospace Inc.	Roseville	Macomb	10	\$5,813.52
MI-STEP-2018	06/19/18	Duggan Manufacturing LLC	Shelby Township	Macomb	10	\$2,087.11
MI-STEP-2018	04/18/18	Duggan Manufacturing LLC	Shelby Township	Macomb	10	\$2,699.61
MI-STEP-2018	02/01/18	Maelstrom Chemical Technologies LLC	Shelby Township	Macomb	10	\$4,482.25
MI-STEP-2018	06/19/18	Diagnostic Instruments (dba Spot Imaging Solutions)	Sterling Heights	Macomb	10	\$9,496.50
MI-STEP-2018	03/02/18	Diagnostic Instruments (dba Spot Imaging Solutions)	Sterling Heights	Macomb	10	\$5,503.50
MI-STEP-2018	01/19/18	eVitamins	Utica	Macomb	10	\$10,000.00
MI-STEP-2018	06/05/18	eVitamins	Utica	Macomb	10	\$2,915.11
MI-STEP-2018	08/27/18	eVitamins	Utica	Macomb	10	\$1,610.63
MI-STEP-2018	04/24/18	College Park Industries (CPI)	Warren	Macomb	10	\$15,000.00
MI-STEP-2018	08/07/18	Futuramic	Warren	Macomb	10	\$6,519.67
MI-STEP-2018	05/11/18	GCH Tool Group	Warren	Macomb	10	\$12,900.00
MI-STEP-2018	02/01/18	Gibbs Machinery Company	Warren	Macomb	10	\$5,970.74
MI-STEP-2018	02/01/18	Gibbs Machinery Company	Warren	Macomb	10	\$9,029.26
MI-STEP-2018	03/19/18	KC Jones Plating Co.	Warren	Macomb	10	\$9,534.43
MI-STEP-2018	02/09/18	McKeon Products Inc.	Warren	Macomb	10	\$2,157.18
MI-STEP-2018	05/22/18	SkyBlade Fan Company	Warren	Macomb	10	\$675.00
MI-STEP-2018	03/14/18	SkyBlade Fan Company	Warren	Macomb	10	\$1,553.70
MI-STEP-2018	03/14/18	SkyBlade Fan Company	Warren	Macomb	10	\$902.67
MI-STEP-2018	03/19/18	SkyBlade Fan Company	Warren	Macomb	10	\$1,505.71
MI-STEP-2018	10/16/17	SkyBlade Fan Company	Warren	Macomb	10	\$1,901.54
MI-STEP-2018	01/04/18	SkyBlade Fan Company	Warren	Macomb	10	\$1,941.83
MI-STEP-2018	03/22/18	SkyBlade Fan Company	Warren	Macomb	10	\$3,600.00
MI-STEP-2018	08/28/18	SkyBlade Fan Company	Warren	Macomb	10	\$1,800.00
MI-STEP-2018	10/10/17	Smo International Inc.	Warren	Macomb	10	\$4,277.26
MI-STEP-2018	04/05/18	SFP Works LLC (dba Flash Bainite)	Washington Township	Macomb	10	\$600.00
MI-STEP-2018	05/01/18	Dr. Shrink Inc.	Manistee	Manistee	2	\$1,211.00



INTERNATIONAL TRADE SERVICES *continued*

<b>MI-STEP REIMBURSEMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Program</b>	<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Region</b>	<b>Total reimbursement</b>
MI-STEP-2018	04/24/18	Dr. Shrink Inc.	Manistee	Manistee	2	\$2,684.68
MI-STEP-2018	05/01/18	Dr. Shrink Inc.	Manistee	Manistee	2	\$812.64
MI-STEP-2018	04/05/18	Argonics Inc.	Gwinn	Marquette	1	\$1,153.88
MI-STEP-2018	06/05/18	Argonics Inc.	Gwinn	Marquette	1	\$1,369.08
MI-STEP-2018	10/23/17	Argonics Inc.	Gwinn	Marquette	1	\$2,006.75
MI-STEP-2018	02/24/18	Argonics Inc.	Gwinn	Marquette	1	\$2,718.96
MI-STEP-2018	09/20/18	The Enstrom Helicopter Corporation	Menominee	Menominee	1	\$6,515.35
MI-STEP-2018	05/01/18	Advanced Blending Solutions LLC	Wallace	Menominee	1	\$15,000.00
MI-STEP-2018	10/19/17	International Engineering and Manufacturing	Hope	Midland	5	\$1,811.64
MI-STEP-2018	03/22/18	Allis Information Management	Midland	Midland	5	\$2,644.00
MI-STEP-2018	06/11/18	RightAnswer.com	Midland	Midland	5	\$3,015.10
MI-STEP-2018	06/19/18	RightAnswer.com	Midland	Midland	5	\$3,321.50
MI-STEP-2018	11/07/17	Snow Machines Inc.	Midland	Midland	5	\$15,000.00
MI-STEP-2018	01/02/18	The Bohning Company	Lake City	Missaukee	2	\$15,000.00
MI-STEP-2018	05/11/18	MTS Seating	Temperance	Monroe	9	\$15,000.00
MI-STEP-2018	05/03/18	Synthetic Lubricants Inc.	Greenville	Montcalm	4	\$1,517.93
MI-STEP-2018	10/17/17	Dynamic Conveyor Corporation	Muskegon	Muskegon	4	\$15,000.00
MI-STEP-2018	05/08/18	Five Peaks Technology	Muskegon	Muskegon	4	\$2,284.03
MI-STEP-2018	10/19/17	Five Peaks Technology	Muskegon	Muskegon	4	\$681.46
MI-STEP-2018	02/01/18	Five Peaks Technology	Muskegon	Muskegon	4	\$3,260.73
MI-PEP-2018	10/24/17	L3 Combat Propulsion Systems	Muskegon	Muskegon	4	\$7,593.64
MI-PEP-2018	10/31/17	L3 Combat Propulsion Systems	Muskegon	Muskegon	4	\$3,042.35
MI-STEP-2018	03/19/18	Lorin Industries	Muskegon	Muskegon	4	\$3,189.54
MI-STEP-2018	06/13/18	Lorin Industries	Muskegon	Muskegon	4	\$8,505.71
MI-STEP-2018	10/23/17	Lorin Industries	Muskegon	Muskegon	4	\$1,045.45
MI-STEP-2018	03/14/18	Lorin Industries	Muskegon	Muskegon	4	\$520.89
MI-STEP-2018	09/26/18	Lorin Industries	Muskegon	Muskegon	4	\$1,738.41
MI-STEP-2018	05/21/18	M Argueso & Company Inc.	Muskegon	Muskegon	4	\$843.29
MI-STEP-2018	05/21/18	M Argueso & Company Inc.	Muskegon	Muskegon	4	\$692.35
MI-STEP-2018	05/21/18	M Argueso & Company Inc.	Muskegon	Muskegon	4	\$1,839.31
MI-STEP-2018	05/21/18	M Argueso & Company Inc.	Muskegon	Muskegon	4	\$564.33
MI-STEP-2018	03/22/18	M Argueso & Company Inc.	Muskegon	Muskegon	4	\$1,358.36
MI-STEP-2018	03/22/18	M Argueso & Company Inc.	Muskegon	Muskegon	4	\$1,155.81
MI-STEP-2018	12/01/17	M Argueso & Company Inc.	Muskegon	Muskegon	4	\$1,348.30
MI-STEP-2018	03/13/18	M Argueso & Company Inc.	Muskegon	Muskegon	4	\$2,039.67
MI-PEP-2018	06/05/18	Michigan Spring and Stamping	Muskegon	Muskegon	4	\$4,604.98

INTERNATIONAL TRADE SERVICES *continued*

<b>MI-STEP REIMBURSEMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Program</b>	<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Region</b>	<b>Total reimbursement</b>
MI-STEP-2018	04/30/18	Anderson Global	Muskegon Heights	Muskegon	4	\$1,070.59
MI-STEP-2018	04/30/18	Anderson Global	Muskegon Heights	Muskegon	4	\$2,201.21
MI-STEP-2018	05/08/18	Anderson Global	Muskegon Heights	Muskegon	4	\$1,233.61
MI-STEP-2018	05/08/18	Challenge Machinery Company	Norton Shores	Muskegon	4	\$1,631.04
MI-STEP-2018	11/27/17	Challenge Machinery Company	Norton Shores	Muskegon	4	\$1,544.44
MI-STEP-2018	05/21/18	Titan Tool and Die Inc.	Norton Shores	Muskegon	4	\$582.46
MI-STEP-2018	05/21/18	Titan Tool and Die Inc.	Norton Shores	Muskegon	4	\$1,003.41
MI-STEP-2018	02/09/18	Titan Tool and Die Inc.	Norton Shores	Muskegon	4	\$755.71
MI-STEP-2018	02/20/18	ACME Manufacturing Company	Auburn Hills	Oakland	10	\$15,000.00
MI-STEP-2018	09/20/18	Fluxtrol Inc	Auburn Hills	Oakland	10	\$3,095.61
MI-STEP-2018	06/07/18	Managed Programs LLC	Auburn Hills	Oakland	10	\$3,699.63
MI-STEP-2018	04/11/18	Managed Programs LLC	Auburn Hills	Oakland	10	\$1,614.05
MI-STEP-2018	04/16/18	Managed Programs LLC	Auburn Hills	Oakland	10	\$4,297.34
MI-STEP-2018	05/25/18	Managed Programs LLC	Auburn Hills	Oakland	10	\$2,999.50
MI-STEP-2018	03/30/18	Managed Programs LLC	Auburn Hills	Oakland	10	\$2,389.48
MI-STEP-2018	06/07/18	OASIS Advanced Engineering Inc.	Auburn Hills	Oakland	10	\$2,635.83
MI-STEP-2018	03/14/18	Lyudviga Haute Couture	Birmingham	Oakland	10	\$6,654.87
MI-STEP-2018	05/31/18	Acme Mills Company	Bloomfield Hills	Oakland	10	\$8,914.69
MI-STEP-2018	03/14/18	Lakeside Software Inc.	Bloomfield Hills	Oakland	10	\$2,502.39
MI-STEP-2018	01/04/18	Lakeside Software Inc.	Bloomfield Hills	Oakland	10	\$6,713.83
MI-STEP-2018	03/28/18	Systems Specialties	Bloomfield Hills	Oakland	10	\$3,413.07
MI-STEP-2018	06/13/18	Vision Specialists of Birmingham PLLC	Bloomfield Hills	Oakland	10	\$3,835.47
MI-STEP-2018	02/05/18	Global Health Services Network	Farmington	Oakland	10	\$1,001.62
MI-STEP-2018	12/20/17	Global Health Services Network	Farmington	Oakland	10	\$956.22
MI-STEP-2018	03/02/18	Dearborn Group Inc., aka DG Technologies	Farmington Hills	Oakland	10	\$1,334.29
MI-STEP-2018	04/24/18	Dearborn Group Inc., aka DG Technologies	Farmington Hills	Oakland	10	\$600.00
MI-STEP-2018	03/22/18	Dearborn Group Inc., aka DG Technologies	Farmington Hills	Oakland	10	\$3,431.64
MI-STEP-2018	03/02/18	Dearborn Group Inc., aka DG Technologies	Farmington Hills	Oakland	10	\$2,298.95
MI-STEP-2018	04/13/18	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$1,321.84
MI-STEP-2018	05/03/18	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$2,468.06
MI-STEP-2018	05/21/18	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$1,515.72
MI-STEP-2018	10/30/17	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$1,817.55

INTERNATIONAL TRADE SERVICES *continued*

<b>MI-STEP REIMBURSEMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Program</b>	<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Region</b>	<b>Total reimbursement</b>
MI-STEP-2018	10/26/17	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$1,748.68
MI-STEP-2018	11/02/17	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$2,665.41
MI-STEP-2018	11/02/17	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$1,460.00
MI-STEP-2018	11/02/17	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$1,248.87
MI-STEP-2018	01/19/18	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$753.87
MI-STEP-2018	11/07/17	Gehring LP	Farmington Hills	Oakland	10	\$1,949.94
MI-STEP-2018	11/02/17	Gehring LP	Farmington Hills	Oakland	10	\$1,500.00
MI-STEP-2018	11/07/17	Gehring LP	Farmington Hills	Oakland	10	\$1,685.49
MI-STEP-2018	08/03/18	Prolim Global Corp.	Farmington Hills	Oakland	10	\$3,106.23
MI-STEP-2018	11/14/17	Magnetic Products Inc.	Highland Township	Oakland	10	\$774.99
MI-STEP-2018	01/04/18	Magnetic Products Inc.	Highland Township	Oakland	10	\$4,623.70
MI-STEP-2018	11/07/17	Danlaw Inc.	Novi	Oakland	10	\$4,328.69
MI-STEP-2018	01/23/18	Danlaw Inc.	Novi	Oakland	10	\$7,866.23
MI-STEP-2018	01/11/18	Facet International Marketing	Novi	Oakland	10	\$3,160.32
MI-STEP-2018	02/28/18	Inspectron Inc.	Novi	Oakland	10	\$7,274.53
MI-STEP-2018	04/06/18	Srinerly LLC	Novi	Oakland	10	\$561.09
MI-STEP-2018	02/17/18	Srinerly LLC	Novi	Oakland	10	\$600.00
MI-STEP-2018	10/11/17	Vanderplaats Research & Development Inc.	Novi	Oakland	10	\$2,402.94
MI-STEP-2018	08/10/18	Vanderplaats Research & Development Inc.	Novi	Oakland	10	\$2,456.23
MI-STEP-2018	02/09/18	Barron Industries Inc.	Oxford	Oakland	10	\$1,940.52
MI-STEP-2018	06/04/18	Barron Industries Inc.	Oxford	Oakland	10	\$3,860.82
MI-STEP-2018	10/30/17	Air and Liquid Systems Inc.	Rochester Hills	Oakland	10	\$1,193.59
MI-STEP-2018	02/15/18	Air and Liquid Systems Inc.	Rochester Hills	Oakland	10	\$341.35
MI-STEP-2018	12/19/17	Dataspeed Inc.	Rochester Hills	Oakland	10	\$3,021.41
MI-STEP-2018	09/05/18	Dataspeed Inc.	Rochester Hills	Oakland	10	\$6,646.82
MI-STEP-2018	04/13/18	MHSI-Material Handling Systems Inc.	Rochester Hills	Oakland	10	\$2,770.71
MI-STEP-2018	08/31/18	RPB Safety LLC	Royal Oak	Oakland	10	\$2,614.90
MI-STEP-2018	04/14/18	Sterling Oil & Chemical Company	Royal Oak	Oakland	10	\$771.34
MI-STEP-2018	06/19/18	Sterling Oil & Chemical Company	Royal Oak	Oakland	10	\$731.50
MI-STEP-2018	02/05/18	Sterling Oil & Chemical Company	Royal Oak	Oakland	10	\$600.00
MI-STEP-2018	03/02/18	Tome Inc.	Royal Oak	Oakland	10	\$1,599.92
MI-STEP-2018	10/13/17	Clayton & McKervey P.C.	Southfield	Oakland	10	\$3,247.50
MI-STEP-2018	04/04/18	MIC Customs Solutions	Southfield	Oakland	10	\$1,768.22
MI-STEP-2018	09/05/18	MIC Customs Solutions	Southfield	Oakland	10	\$352.53
MI-STEP-2018	10/05/17	MIC Customs Solutions	Southfield	Oakland	10	\$1,123.81

INTERNATIONAL TRADE SERVICES *continued*

<b>MI-STEP REIMBURSEMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Program</b>	<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Region</b>	<b>Total reimbursement</b>
MI-STEP-2018	01/23/18	MIC Customs Solutions	Southfield	Oakland	10	\$246.35
MI-STEP-2018	02/01/18	MIC Customs Solutions	Southfield	Oakland	10	\$1,783.72
MI-PEP-2018	09/05/18	P3-North America Inc.	Southfield	Oakland	10	\$4,500.83
MI-STEP-2018	10/31/17	Affinity Tool Works LLC	Troy	Oakland	10	\$3,829.66
MI-STEP-2018	01/02/18	Affinity Tool Works LLC	Troy	Oakland	10	\$2,909.24
MI-STEP-2018	01/10/18	Affinity Tool Works LLC	Troy	Oakland	10	\$8,261.10
MI-STEP-2018	04/20/18	Detroit Engineered Products Inc.	Troy	Oakland	10	\$975.71
MI-STEP-2018	02/01/18	Detroit Engineered Products Inc.	Troy	Oakland	10	\$2,386.76
MI-STEP-2018	11/30/17	IBS Global Consulting	Troy	Oakland	10	\$1,563.14
MI-STEP-2018	05/10/18	Intraco Corporation	Troy	Oakland	10	\$5,698.98
MI-STEP-2018	05/10/18	Intraco Corporation	Troy	Oakland	10	\$2,250.58
MI-STEP-2018	11/30/17	M.A.K.S. Inc.	Troy	Oakland	10	\$3,949.52
MI-STEP-2018	02/26/18	PALS International	Troy	Oakland	10	\$2,259.95
MI-STEP-2018	01/21/18	Refuge for Nations	Troy	Oakland	10	\$2,223.88
MI-STEP-2018	07/24/18	Dedoes Industries Inc.	Walled Lake	Oakland	10	\$1,215.03
MI-STEP-2018	07/24/18	Dedoes Industries Inc.	Walled Lake	Oakland	10	\$289.82
MI-STEP-2018	11/08/17	Herkules Equipment Corporation	Walled Lake	Oakland	10	\$250.00
MI-STEP-2018	08/03/18	Nova Shipping	West Bloomfield	Oakland	10	\$1,803.16
MI-STEP-2018	02/26/18	Acromag Inc.	Wixom	Oakland	10	\$5,058.58
MI-STEP-2018	04/11/18	Brinkmann Pumps Inc.	Wixom	Oakland	10	\$3,248.00
MI-STEP-2018	03/23/18	Brinkmann Pumps Inc.	Wixom	Oakland	10	\$1,122.85
MI-STEP-2018	10/01/18	Hosco Fittings LLC	Wixom	Oakland	10	\$3,155.00
MI-STEP-2018	05/25/18	OPS Solutions	Wixom	Oakland	10	\$1,381.67
MI-STEP-2018	06/26/18	OPS Solutions	Wixom	Oakland	10	\$2,701.91
MI-STEP-2018	11/06/17	OPS Solutions	Wixom	Oakland	10	\$1,729.51
MI-STEP-2018	08/31/18	OPS Solutions	Wixom	Oakland	10	\$2,899.31
MI-STEP-2018	08/08/18	Blue Photon Technology & Workholding Systems LLC	Shelby	Oceana	4	\$15,000.00
MI-STEP-2018	10/09/17	Jershon Inc	Shelby	Oceana	4	\$138.80
MI-STEP-2018	08/30/18	Carter Manufacturing Co. Inc.	Grand Haven	Ottawa	4	\$2,564.71
MI-STEP-2018	04/19/18	R.A. Miller Industries Inc.	Grand Haven	Ottawa	4	\$3,117.08
MI-STEP-2018	06/13/18	R.A. Miller Industries Inc.	Grand Haven	Ottawa	4	\$11,850.00
MI-STEP-2018	01/10/18	Air Force Inc.	Holland	Ottawa	4	\$3,732.85
MI-STEP-2018	06/13/18	Fogg Filler Company	Holland	Ottawa	4	\$3,223.45
MI-STEP-2018	10/10/17	Fogg Filler Company	Holland	Ottawa	4	\$2,999.87
MI-STEP-2018	10/19/17	Fogg Filler Company	Holland	Ottawa	4	\$1,180.56
MI-STEP-2018	01/23/18	Fogg Filler Company	Holland	Ottawa	4	\$1,937.92
MI-STEP-2018	09/04/18	Fogg Filler Company	Holland	Ottawa	4	\$3,168.71

INTERNATIONAL TRADE SERVICES *continued*

<b>MI-STEP REIMBURSEMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Program</b>	<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Region</b>	<b>Total reimbursement</b>
MI-STEP-2018	04/11/18	Trans-Matic	Holland	Ottawa	4	\$1,318.37
MI-STEP-2018	10/11/17	Trans-Matic	Holland	Ottawa	4	\$3,110.73
MI-STEP-2018	10/13/17	Trans-Matic	Holland	Ottawa	4	\$2,420.00
MI-STEP-2018	01/16/18	Trans-Matic	Holland	Ottawa	4	\$2,420.25
MI-STEP-2018	04/11/18	SoundOff Signal	Hudsonville	Ottawa	4	\$3,707.17
MI-STEP-2018	04/11/18	SoundOff Signal	Hudsonville	Ottawa	4	\$1,091.62
MI-STEP-2018	10/19/17	SoundOff Signal	Hudsonville	Ottawa	4	\$1,896.85
MI-STEP-2018	02/20/18	SoundOff Signal	Hudsonville	Ottawa	4	\$4,434.11
MI-STEP-2018	07/24/18	SoundOff Signal	Hudsonville	Ottawa	4	\$3,240.34
MI-STEP-2018	07/24/18	Underground Computers Inc.	Jenison	Ottawa	4	\$1,682.50
MI-STEP-2018	03/20/18	Underground Computers Inc.	Jenison	Ottawa	4	\$2,022.00
MI-STEP-2018	11/02/17	Underground Computers Inc.	Jenison	Ottawa	4	\$2,282.24
MI-STEP-2018	09/04/18	Underground Computers Inc.	Jenison	Ottawa	4	\$3,000.00
MI-STEP-2018	09/11/18	Underground Computers Inc.	Jenison	Ottawa	4	\$1,856.00
MI-STEP-2018	02/09/18	Active Manufacturing Corp.	Spring Lake	Ottawa	4	\$5,348.35
MI-STEP-2018	10/17/17	Motiv Bowling	Spring Lake Township	Ottawa	4	\$12,702.16
MI-STEP-2018	01/26/18	Motiv Bowling	Spring Lake Township	Ottawa	4	\$2,297.84
MI-STEP-2018	11/07/17	Black Swamp Percussion LLC	Zeeland	Ottawa	4	\$375.00
MI-STEP-2018	10/23/17	Black Swamp Percussion LLC	Zeeland	Ottawa	4	\$4,040.20
MI-STEP-2018	01/04/18	Black Swamp Percussion LLC	Zeeland	Ottawa	4	\$3,927.28
MI-STEP-2018	07/11/18	Black Swamp Percussion LLC	Zeeland	Ottawa	4	\$3,265.36
MI-STEP-2018	03/23/18	Extol Inc.	Zeeland	Ottawa	4	\$9,138.01
MI-STEP-2018	03/23/18	Extol Inc.	Zeeland	Ottawa	4	\$705.75
MI-STEP-2018	10/13/17	Extol Inc.	Zeeland	Ottawa	4	\$981.10
MI-STEP-2018	10/09/17	Extol Inc.	Zeeland	Ottawa	4	\$1,171.39
MI-STEP-2018	02/09/18	Extol Inc.	Zeeland	Ottawa	4	\$2,554.90
MI-STEP-2018	05/17/18	Filler Specialties	Zeeland	Ottawa	4	\$5,397.98
MI-STEP-2018	10/30/17	Innotec	Zeeland	Ottawa	4	\$3,114.34
MI-STEP-2018	11/14/17	VentureSource	Zeeland	Ottawa	4	\$2,632.00
MI-STEP-2018	03/22/18	Amigo Mobility International	Bridgeport	Saginaw	5	\$4,460.74
MI-STEP-2018	01/11/18	Banner-Day Engineering	Saginaw	Saginaw	5	\$3,244.38
MI-STEP-2018	03/26/18	Duperon Corporation	Saginaw	Saginaw	5	\$15,000.00
MI-STEP-2018	08/24/18	Saginaw Products Corporation (dba Cignys)	Saginaw	Saginaw	5	\$5,571.52
MI-STEP-2018	10/19/17	Wineman Technology Inc.	Saginaw	Saginaw	5	\$8,619.50
MI-STEP-2018	10/16/17	Online Engineering	Manistique	Schoolcraft	1	\$8,673.77
MI-STEP-2018	02/18/18	Covenant Eyes Inc.	Owasso	Shiawassee	6	\$15,000.00

INTERNATIONAL TRADE SERVICES *continued*

<b>MI-STEP REIMBURSEMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Program</b>	<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Region</b>	<b>Total reimbursement</b>
MI-STEP-2018	03/13/18	Crest Marine	Owosso	Shiawassee	6	\$15,000.00
MI-STEP-2018	10/25/17	Sakor Technologies Inc.	Owosso	Shiawassee	6	\$2,761.37
MI-STEP-2018	01/10/18	Sakor Technologies Inc.	Owosso	Shiawassee	6	\$2,709.62
MI-STEP-2018	4/20/18	Tri-Mer Corporation	Owosso	Shiawassee	6	\$3,271.74
MI-STEP-2018	10/13/17	Tri-Mer Corporation	Owosso	Shiawassee	6	\$2,839.57
MI-STEP-2018	12/006/17	Tri-Mer Corporation	Owosso	Shiawassee	6	\$4,564.04
MI-STEP-2018	02/24/18	Tri-Mer Corporation	Owosso	Shiawassee	6	\$4,324.65
MI-STEP-2018	10/19/17	Nautical Specialties	Port Huron	St. Clair	6	\$4,151.57
MI-STEP-2018	10/31/17	Nautical Specialties	Port Huron	St. Clair	6	\$2,533.92
MI-STEP-2018	09/28/18	P.J. Wallbank Springs Inc.	Port Huron	St. Clair	6	\$2,000.00
MI-STEP-2018	01/19/18	Midwest Tool and Cutlery Co.	Sturgis	St. Joseph	8	\$8,605.80
MI-STEP-2018	06/13/18	Oak Press Solutions Inc	Sturgis	St. Joseph	8	\$2,075.32
MI-STEP-2018	01/11/18	Banks Hardwoods Inc.	White Pigeon	St. Joseph	8	\$2,635.85
MI-STEP-2018	03/15/18	Banks Hardwoods Inc.	White Pigeon	St. Joseph	8	\$5,817.91
MI-STEP-2018	04/30/18	Laser Marking Technologies	Caro	Tuscola	6	\$1,751.50
MI-STEP-2018	04/30/18	Laser Marking Technologies	Caro	Tuscola	6	\$7,500.00
MI-STEP-2018	03/22/18	Getman Corporation	Bangor	Van Buren	8	\$1,599.11
MI-STEP-2018	03/14/18	Getman Corporation	Bangor	Van Buren	8	\$935.02
MI-STEP-2018	06/19/18	Getman Corporation	Bangor	Van Buren	8	\$635.13
MI-STEP-2018	04/12/18	Harloff Manufacturing Company	Paw Paw	Van Buren	8	\$2,448.59
MI-STEP-2018	04/20/18	FoodTools Inc.	South Haven	Van Buren	8	\$11,295.98
MI-STEP-2018	04/30/18	FoodTools Inc.	South Haven	Van Buren	8	\$1,772.75
MI-STEP-2018	11/24/17	FoodTools Inc.	South Haven	Van Buren	8	\$1,931.27
MI-STEP-2018	06/13/18	Riveer Environmental	South Haven	Van Buren	8	\$1,199.96
MI-STEP-2018	04/06/18	Riveer Environmental	South Haven	Van Buren	8	\$2,675.22
MI-STEP-2018	10/25/17	Riveer Environmental	South Haven	Van Buren	8	\$2,757.46
MI-STEP-2018	02/15/18	Riveer Environmental	South Haven	Van Buren	8	\$1,409.47
MI-STEP-2018	01/04/18	Coherix Inc.	Ann Arbor	Washtenaw	9	\$1,900.00
MI-STEP-2018	10/06/17	Coherix Inc.	Ann Arbor	Washtenaw	9	\$1,981.26
MI-STEP-2018	10/19/17	Coherix Inc.	Ann Arbor	Washtenaw	9	\$1,798.55
MI-STEP-2018	01/02/18	Coherix Inc.	Ann Arbor	Washtenaw	9	\$475.00
MI-STEP-2018	01/09/18	Coherix Inc.	Ann Arbor	Washtenaw	9	\$731.30
MI-STEP-2018	02/24/18	Coherix Inc.	Ann Arbor	Washtenaw	9	\$2,629.62
MI-STEP-2018	02/01/18	Constructive Eating Inc.	Ann Arbor	Washtenaw	9	\$5,042.87
MI-STEP-2018	02/24/18	Eberbach Corporation	Ann Arbor	Washtenaw	9	\$5,220.00
MI-STEP-2018	04/11/18	Handholder Products Inc.	Ann Arbor	Washtenaw	9	\$3,597.39
MI-STEP-2018	02/21/18	iDrink Products Inc.	Ann Arbor	Washtenaw	9	\$1,185.82
MI-STEP-2018	04/12/18	INVIA Medical Imaging Solutions	Ann Arbor	Washtenaw	9	\$12,909.84

INTERNATIONAL TRADE SERVICES *continued*

<b>MI-STEP REIMBURSEMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Program</b>	<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Region</b>	<b>Total reimbursement</b>
MI-STEP-2018	02/02/18	Leon Speaker Corporation	Ann Arbor	Washtenaw	9	\$13,113.49
MI-STEP-2018	06/05/18	Logic Solutions Inc.	Ann Arbor	Washtenaw	9	\$3,060.04
MI-STEP-2018	04/05/18	Logic Solutions Inc.	Ann Arbor	Washtenaw	9	\$2,811.28
MI-STEP-2018	11/02/17	McCreadie Group Inc.	Ann Arbor	Washtenaw	9	\$2,999.50
MI-STEP-2018	05/25/18	MedImage Inc.	Ann Arbor	Washtenaw	9	\$3,668.38
MI-STEP-2018	02/27/18	MedImage Inc.	Ann Arbor	Washtenaw	9	\$6,096.48
MI-STEP-2018	02/15/18	Movatic	Ann Arbor	Washtenaw	9	\$200.00
MI-STEP-2018	02/26/18	Movatic	Ann Arbor	Washtenaw	9	\$5,661.88
MI-STEP-2018	05/30/18	NuStep	Ann Arbor	Washtenaw	9	\$1,571.97
MI-STEP-2018	03/15/18	NuStep	Ann Arbor	Washtenaw	9	\$11,403.05
MI-STEP-2018	01/19/18	OG Technologies	Ann Arbor	Washtenaw	9	\$2,107.70
MI-STEP-2018	04/05/18	OG Technologies	Ann Arbor	Washtenaw	9	\$1,995.29
MI-STEP-2018	11/02/17	OG Technologies	Ann Arbor	Washtenaw	9	\$2,066.59
MI-STEP-2018	11/21/17	OG Technologies	Ann Arbor	Washtenaw	9	\$1,706.76
MI-STEP-2018	11/30/17	OG Technologies	Ann Arbor	Washtenaw	9	\$1,919.24
MI-STEP-2018	01/10/18	OG Technologies	Ann Arbor	Washtenaw	9	\$1,371.78
MI-STEP-2018	02/15/18	OG Technologies	Ann Arbor	Washtenaw	9	\$488.65
MI-STEP-2018	02/24/18	OG Technologies	Ann Arbor	Washtenaw	9	\$2,678.05
MI-STEP-2018	06/26/18	OG Technologies	Ann Arbor	Washtenaw	9	\$665.94
MI-STEP-2018	11/07/17	Rosedale Products Inc.	Ann Arbor	Washtenaw	9	\$7,829.49
MI-STEP-2018	05/15/18	Skyspecs LLC	Ann Arbor	Washtenaw	9	\$7,000.00
MI-STEP-2018	05/15/18	Skyspecs LLC	Ann Arbor	Washtenaw	9	\$4,817.10
MI-STEP-2018	02/24/18	Sohner Plastics LLC	Ann Arbor	Washtenaw	9	\$1,255.50
MI-STEP-2018	10/31/17	Solartonic LLC	Ann Arbor	Washtenaw	9	\$3,620.47
MI-STEP-2018	06/05/18	Xoran Technologies	Ann Arbor	Washtenaw	9	\$2,127.06
MI-STEP-2018	06/19/18	Xoran Technologies	Ann Arbor	Washtenaw	9	\$428.20
MI-STEP-2018	04/13/18	Xoran Technologies	Ann Arbor	Washtenaw	9	\$637.47
MI-STEP-2018	11/21/17	Xoran Technologies	Ann Arbor	Washtenaw	9	\$722.97
MI-STEP-2018	03/19/18	Xoran Technologies	Ann Arbor	Washtenaw	9	\$3,163.05
MI-STEP-2018	11/21/17	Xoran Technologies	Ann Arbor	Washtenaw	9	\$1,622.37
MI-STEP-2018	02/17/18	Elite Defense	Chelsea	Washtenaw	9	\$15,000.00
MI-STEP-2018	06/05/18	Merlin Simulation Inc.	Dexter	Washtenaw	9	\$4,548.57
MI-STEP-2018	04/11/18	Merlin Simulation Inc.	Dexter	Washtenaw	9	\$1,505.60
MI-STEP-2018	10/10/17	Merlin Simulation Inc.	Dexter	Washtenaw	9	\$3,172.54
MI-STEP-2018	11/17/17	Merlin Simulation Inc.	Dexter	Washtenaw	9	\$5,231.64
MI-STEP-2018	02/15/18	Merlin Simulation Inc.	Dexter	Washtenaw	9	\$2,797.25
MI-STEP-2018	04/14/18	Akervall Technologies Inc.	Saline	Washtenaw	9	\$2,340.52
MI-STEP-2018	06/26/18	Akervall Technologies Inc.	Saline	Washtenaw	9	\$1,557.82

INTERNATIONAL TRADE SERVICES *continued*

<b>MI-STEP REIMBURSEMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Program</b>	<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Region</b>	<b>Total reimbursement</b>
MI-STEP-2018	06/26/18	Akervall Technologies Inc.	Saline	Washtenaw	9	\$1,153.02
MI-STEP-2018	06/26/18	Akervall Technologies Inc.	Saline	Washtenaw	9	\$1,357.60
MI-STEP-2018	10/17/17	RheTech Inc.	Whitmore Lake	Washtenaw	9	\$15,000.00
MI-STEP-2018	04/18/18	Vayu LLC	Ypsilanti	Washtenaw	9	\$464.00
MI-STEP-2018	11/14/17	Vayu LLC	Ypsilanti	Washtenaw	9	\$1,413.63
MI-STEP-2018	01/04/18	Vayu LLC	Ypsilanti	Washtenaw	9	\$1,109.50
MI-STEP-2018	02/05/18	Vayu LLC	Ypsilanti	Washtenaw	9	\$269.29
MI-STEP-2018	03/14/18	Vayu LLC	Ypsilanti	Washtenaw	9	\$249.18
MI-STEP-2018	03/23/18	Vayu LLC	Ypsilanti	Washtenaw	9	\$1,998.74
MI-STEP-2018	10/16/17	Vayu LLC	Ypsilanti	Washtenaw	9	\$925.38
MI-STEP-2018	02/01/18	Vayu LLC	Ypsilanti	Washtenaw	9	\$204.65
MI-STEP-2018	05/10/18	Vayu LLC	Ypsilanti	Washtenaw	9	\$87.08
MI-STEP-2018	12/15/17	Energy International Corporation	Canton	Wayne	10	\$2,125.84
MI-STEP-2018	06/08/18	Trinity Seven Enterprises Inc.	Canton	Wayne	10	\$3,656.82
MI-STEP-2018	05/03/18	Viconic Defense Inc.	Dearborn	Wayne	10	\$807.74
MI-STEP-2018	07/09/18	United Precision Products Co.	Dearborn Heights	Wayne	10	\$4,872.50
MI-STEP-2018	03/15/18	Sentinel Inc.	Detroit	Wayne	10	\$600.00
MI-STEP-2018	02/27/18	The Kirlin Company	Detroit	Wayne	10	\$600.00
MI-STEP-2018	04/14/18	Vaughan Industries	Detroit	Wayne	10	\$8,226.15
MI-STEP-2018	03/02/18	Vaughan Industries	Detroit	Wayne	10	\$600.00
MI-STEP-2018	03/02/18	Vaughan Industries	Detroit	Wayne	10	\$553.11
MI-STEP-2018	01/03/18	Your Business Your Brand Creatively	Detroit	Wayne	10	\$1,485.76
MI-STEP-2018	01/03/18	Your Business Your Brand Creatively	Detroit	Wayne	10	\$448.24
MI-STEP-2018	05/17/18	Bromberg & Associates LLC	Hamtramck	Wayne	10	\$2,870.73
MI-STEP-2018	05/10/18	Airflow Sciences Corporation	Livonia	Wayne	10	\$210.00
MI-STEP-2018	08/23/18	Airflow Sciences Corporation	Livonia	Wayne	10	\$5,015.71
MI-STEP-2018	10/26/17	Airflow Sciences Corporation	Livonia	Wayne	10	\$1,007.63
MI-STEP-2018	11/14/17	Airflow Sciences Corporation	Livonia	Wayne	10	\$276.36
MI-STEP-2018	12/05/17	Airflow Sciences Corporation	Livonia	Wayne	10	\$2,151.28
MI-STEP-2018	02/24/18	Airflow Sciences Corporation	Livonia	Wayne	10	\$344.05
MI-STEP-2018	09/11/18	Airflow Sciences Corporation	Livonia	Wayne	10	\$404.82
MI-STEP-2018	09/17/18	Emergent Systems	Livonia	Wayne	10	\$500.00
MI-STEP-2018	06/26/18	Millbrook Revolutionary Engineering	Livonia	Wayne	10	\$2,656.12
MI-STEP-2018	11/21/17	Millbrook Revolutionary Engineering	Livonia	Wayne	10	\$1,707.56



INTERNATIONAL TRADE SERVICES *continued*

<b>MI-STEP REIMBURSEMENTS</b> <i>continued</i>						
Fiscal year 2018: 10/01/2017-09/30/2018						
<b>Program</b>	<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Region</b>	<b>Total reimbursement</b>
MI-STEP-2018	01/10/18	Millbrook Revolutionary Engineering	Livonia	Wayne	10	\$1,318.12
MI-STEP-2018	02/05/18	Millbrook Revolutionary Engineering	Livonia	Wayne	10	\$1,546.25
MI-STEP-2018	11/11/17	Tyndell Photographic & Art Supplies	Livonia	Wayne	10	\$1,414.59
MI-STEP-2018	08/10/18	Vantage Corporation	Livonia	Wayne	10	\$3,723.78
MI-STEP-2018	01/04/18	AMBE Engineering LLC	Northville	Wayne	10	\$2,339.74
MI-PEP-2018	10/17/17	American Furukawa Inc.	Plymouth	Wayne	10	\$2,569.12
MI-STEP-2018	04/09/18	Cygnat	Plymouth	Wayne	10	\$9,136.60
MI-STEP-2018	04/13/18	Grip Studios Inc.	Plymouth	Wayne	10	\$415.00
MI-STEP-2018	03/28/18	Optimal Inc.	Plymouth	Wayne	10	\$1,590.89
MI-STEP-2018	10/06/17	Red Viking	Plymouth	Wayne	10	\$2,729.68
MI-STEP-2018	09/14/18	Corrigan Air and Sea Cargo	Romulus	Wayne	10	\$3,344.35
MI-STEP-2018	07/24/18	Michigan Pneumatic Tool Inc.	Romulus	Wayne	10	\$769.66
MI-STEP-2018	03/23/18	K & S Services	Southgate	Wayne	10	\$2,770.92
MI-STEP-2018	11/27/17	B & D Thread Rolling Inc.	Taylor	Wayne	10	\$833.50
MI-STEP-2018	03/28/18	Cross Chemical Company Inc.	Westland	Wayne	10	\$1,635.78
<b>TOTAL REIMBURSEMENTS</b>						<b>\$1,958,481.85</b>

# MICHIGAN FILM & DIGITAL MEDIA OFFICE

For over 30 years, the Michigan Film & Digital Media Office (MFDMO) has positioned Michigan as a worldwide production destination for the film, digital media and creative industries. Often the first point of contact for productions, the MFDMO provides the following services, creating a

competitive business climate to attract domestic and international production activity from out of state and grow creative industries business of Michigan residents. These services are offered free of charge to any and all professional and student productions.

GENERAL SERVICES OFFERED	
<b>Website</b> ( <a href="http://www.michiganbusiness.org/industries/mfdmo">www.michiganbusiness.org/industries/mfdmo</a> )	The Michigan Film & Digital Media Office website is the one stop shop for all individuals working or seeking work in the creative industries. Also, the website provides detailed information for those with a general interest in the operation of the office and the services it provides. The website includes a job portal for those seeking/hiring for jobs in the creative industries. The website also has resources for educators, students, filmmakers, and game developers.
<b>Production directory</b>	Searchable online directory which features 3,487 approved crew and vendors that provide support services for the film and digital industries.
<b>Locations directory</b>	Searchable online directory which houses 5,648 locations/properties throughout the state of Michigan. Locations Directory is utilized as a source for film and television productions, commercials, still photography shoots, and miscellaneous events.
<b>Locations scouting</b>	Office provides customized location packages and up to two days of complimentary location scouting services, primarily leveraged by outside productions that are surveying states across the nation for site selection. The office refers productions to professional resident location managers/scouts.
<b>Permitting</b>	Assist in-state and out-of-state clients on permitting issues at the municipal, county, state and federal levels of government.
<b>Social media platforms/ newsletter</b>	MFDMO maintains a presence on Facebook and Twitter. Maintains 11,407 followers on Facebook and 3,626 followers on Twitter. The monthly electronic newsletter is sent to a distribution list of 6,319 individuals.
<i>Note: While no new credits or incentives can be offered through the Michigan Film and Digital Media Production Assistance Program, the MFDMO continues to process incentive claims for previously awarded projects, which is described later in this report under Michigan Film Incentives.</i>	

GENERAL SERVICES PROVIDED					
The report below includes the projects that requested assistance of the MFDMO, a listing of the services provided for each project.					
Month of service	Project type	Project name	Location	Investment leveraged (estimated private investment)	Services provided by MFDMO
October	Television series	Detroiters	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Grand Rapids Film Festival	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Creative industry newsletter	CreativeMich	Statewide	n/a	Promoted on social media, website and in monthly newsletter
	Feature film	Solomon	Unknown	n/a	Promoted socially
	Creative programming	MCACA Field Report	Statewide	n/a	Promoted socially
	Web series	Northbound Season 2	Iron Mountain, Norway, Houghton	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Grand Rapids Feminist Film Festival	Grand Rapids	n/a	Promoted socially
	Education program	MSU Theatre2Film	East Lansing	n/a	Promoted on social media, website and in monthly newsletter

MICHIGAN FILM & DIGITAL MEDIA OFFICE *continued***GENERAL SERVICES PROVIDED** *continued*

The report below includes the projects that requested assistance of the MFDMO, a listing of the services provided for each project.

Month of service	Project type	Project name	Location	Investment leveraged (estimated private investment)	Services provided by MFDMO
October	Film festival	Fresh Coast Film Festival	Marquette	n/a	Promoted on social media, website and in monthly newsletter
	Creative programming	Detroit Public Television	Detroit	n/a	Promoted socially and in our monthly newsletter
	Film festival	East Lansing Film Festival	East Lansing	n/a	Promoted on social media, website and in monthly newsletter
	Filmmaker contest	Mosaic Film Experience	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Desmond District Demons Film Festival	Port Huron	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Royal Starr Film Festival	Royal Oak	n/a	Promoted on social media, website and in monthly newsletter
	Creative programming	Grand Rapids Comic Con	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Creative programming	TEDxDetroit	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Film series	Open Projector Night-UICA	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Film series	Start Garden Film Series	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Digital media	Digital Marketing Workshop (Ypsilanti)	Ypsilanti	n/a	Promoted on social media, website and in monthly newsletter
	Independent film	Pizza P.I.	Grand Rapids	n/a	Promoted socially
November	Music festival	Lamp Light Music Festival	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Student film	MSU Thesis Project	East Lansing	n/a	Promoted socially
	Independent film	Devil's Night: Dawn of the Nain Rouge	Detroit, Lake Orion, Wixom	n/a	Promoted on social media, website and in monthly newsletter
	Education program	Computer Science Education Week	Global	n/a	Promoted on social media, website and in monthly newsletter
	Music event	Master Classes: New York Philharmonic	Ann Arbor	n/a	Promoted in monthly newsletter
	Music event	Legends of Techno Bass	Detroit	n/a	Promoted in monthly newsletter
	Filmmaker contest	Project Cinema MI	Traverse City	n/a	Promoted on social media, website and in monthly newsletter
	Television series	The Climb	Detroit	n/a	Promoted socially
	Filmmaker contest	GRFF 36-hour Film Challenge	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
December	Filmmaker contest	Kalamazoo Teen Filmmaker Festival	Kalamazoo	n/a	Promoted on social media, website and in monthly newsletter
	Independent film	The Christ Slayer	Unknown	n/a	Promoted socially
	Photo shoot	Detroit A Go Go	Detroit	n/a	Promoted socially
	Education program	UM Electrical Engineering and Computer Science	Ann Arbor	n/a	Promoted socially
	Independent film	As Trafficker	Unknown	n/a	Promoted socially

MICHIGAN FILM & DIGITAL MEDIA OFFICE *continued***GENERAL SERVICES PROVIDED** *continued*

The report below includes the projects that requested assistance of the MFDMO, a listing of the services provided for each project.

Month of service	Project type	Project name	Location	Investment leveraged (estimated private investment)	Services provided by MFDMO
January	Creative programming	Artist in Residence (Isle Royale)	Isle Royale	n/a	Promoted socially
	Creative chamber	Artist in Residence (Marquette)	Marquette	n/a	Promoted on social media, website and in monthly newsletter
	Independent film	My Best Friend is a Monster	Unknown	n/a	Promoted socially
	Filmmaker event	Loeks Visiting Film Artist Series: Paul Schrader	Grand Rapids	n/a	Promoted socially
	Creative events	North American International Auto Show	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Creative chamber	130th Annual Membership Meeting	Grand Rapids	n/a	Promoted socially
	Film organization	Michigan Production Alliance	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Thunder Bay International Film Festival	Alpena	n/a	Promoted on social media, website and in monthly newsletter
	Music event	Intro to DJ'ing Workshop	Detroit	n/a	Promoted socially
	Film festival	Central Michigan International Film Festival	Mt. Pleasant	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Greater Farmington Film Festival	Farmington	n/a	Promoted on social media, website and in monthly newsletter
	Casting call	Voice-over work in Grand Rapids	Grand Rapids	n/a	Promoted socially
	Television series	Delicious Destinations (Upper Peninsula)	Various - Upper Peninsula	n/a	Promoted socially
	Film series	Bohm Theatre—Classic Films	Albion	n/a	Promoted socially
	Job posting	Motion Capture Digital Faculty (Kendall College)	Grand Rapids	n/a	Promoted socially
February	Digital media	Grow With Google	Lansing	n/a	Promoted on social media, website and in monthly newsletter
	Short film	Total Apocalypse of the Heart	Unknown	n/a	Promoted socially
	Casting call	Compass College Student Films	Grand Rapids	n/a	Promoted socially
	Filmmaker event	Filmmaker Community Mixer—RSFF	Royal Oak	n/a	Promoted on social media, website and in monthly newsletter
	Casting call	Sincerely, Brenda	Unknown	n/a	Promoted socially
	Creative media	Grand Rapids Area Podcasts	Grand Rapids	n/a	Promoted socially
	Web series	DPD—Echo 1	Detroit	n/a	Promoted socially
	Digital media	Ann Arbor/Ypsi Game Developer Meetup—IGDA	Ypsilanti	n/a	Promoted on social media, website and in monthly newsletter
	Digital media	Google CS First	Statewide	n/a	Promoted on social media, website and in monthly newsletter

MICHIGAN FILM & DIGITAL MEDIA OFFICE *continued***GENERAL SERVICES PROVIDED** *continued*

The report below includes the projects that requested assistance of the MFDMO, a listing of the services provided for each project.

Month of service	Project type	Project name	Location	Investment leveraged (estimated private investment)	Services provided by MFDMO
February	Film festival	Freep Film Festival	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Creative chamber	Evolve Marquette—Ampersand Opening	Marquette	n/a	Promoted on social media, website and in monthly newsletter
	Filmmaker event	Emagine Theater's Detroit Expansion	Detroit	n/a	Promoted socially
March	Film festival	Capital City Film Festival	Lansing	n/a	Promoted on social media, website and in monthly newsletter
	Filmmaker event	Eclipse Awards	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Education event	MCACA Youth Workshops	Statewide	n/a	Promoted socially
	Independent film	Jack London's Son of Wolf	Ada, Lansing, Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Independent film	Peppers Grove	Unknown	n/a	Promoted socially
	Creative events	ArtPrize	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Digital media	Princeton Review Rankings (Game Design)	Statewide	n/a	Promoted socially
	Film festival	Ann Arbor Film Festival	Ann Arbor	n/a	Promoted on social media, website and in monthly newsletter
	Casting call	Kendall College of Art and Design	Grand Rapids	n/a	Promoted socially
	Film festival	Teen Filmmaker Festival	Kalamazoo	n/a	Promoted on social media, website and in monthly newsletter
	Creative events	Arts Advocacy Day	Nationwide	n/a	Promoted on social media, website and in monthly newsletter
	Music event	Great Indoor Folk Festival	Traverse City	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Italian Film Festival - USA	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Creative events	West Michigan Design Week	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Filmmaker event	Permit Workshop (Grand Rapids)	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Creative events	Detroit International Festival of Animation	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Michigan Student Film Festival	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Music event	Detroit Music Awards	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Creative events	Ferris Media Festival	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Casting call	Independent Detroit Production	Detroit	n/a	Promoted socially
Casting call	Chapter One: Contrapuntus	Unknown	n/a	Promoted socially	
Job posting	Independent Midland Production	Midland	n/a	Promoted socially	

MICHIGAN FILM & DIGITAL MEDIA OFFICE *continued***GENERAL SERVICES PROVIDED** *continued*

The report below includes the projects that requested assistance of the MFDMO, a listing of the services provided for each project.

Month of service	Project type	Project name	Location	Investment leveraged (estimated private investment)	Services provided by MFDMO
April	Digital media	eSports event	Detroit	n/a	Promoted socially
	Documentary	Rancher, Farmer, Fisherman: Conservation Heroes of the American Heartland	Alcona	n/a	Promoted socially
	Literary	Poetry in Motion	Traverse City	n/a	Promoted socially
	Independent film	Boyne Falls	Boyne City	n/a	Promoted socially
	Creative events	Detroit Fashion Hackathon	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Music event	Backwoods & Bonfires: Music Festival	Detroit	n/a	Promoted socially
	Film festival	Thriller! Chiller!! Film Festival	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Filmmaker event	Making Your First Low Budget Feature	Detroit	n/a	Promoted socially
	Digital media	CG Jobs in Michigan	Ann Arbor	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Southeast Michigan Film Festival	Lincoln Park	n/a	Promoted on social media, website and in monthly newsletter
	Filmmaker event	Courageous Persuaders	Royal Oak	n/a	Promoted on social media, website and in monthly newsletter
	Documentary	American Dream: Detroit	Detroit	n/a	Promoted socially
	Creative events	Michigan Fashion Media Summit	Ann Arbor	n/a	Promoted socially
	Film festival	LUNAFEST: Women's Film Festival	Grand Rapids	n/a	Promoted socially
Filmmaker event	NATAS Michigan Student Production Awards	Ann Arbor	n/a	Promoted socially	
May	Student film	Dependence	Mt. Pleasant	n/a	Promoted on social media, website and in monthly newsletter
	Education event	KCAD Student Showcase	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Casting call	Hag	Omena, Northport, Traverse City	n/a	Promoted socially
	Creative events	The Fledge Opening	Lansing	n/a	Promoted socially
	Filmmaker event	Shorts Block Party	Detroit	n/a	Promoted socially
	Film festival	Adrian International Film Festival	Adrian	n/a	Promoted on social media, website and in monthly newsletter
	Creative events	Detroit Designs the World Screening	Detroit	n/a	Promoted socially
	Creative events	Motor City Comic Con	Novi	n/a	Promoted on social media, website and in monthly newsletter
	Creative events	Star Wars Costume Exhibit (DIA)	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Music event	River Scene Indie Music Festival	Bay City	n/a	Promoted socially

MICHIGAN FILM & DIGITAL MEDIA OFFICE *continued***GENERAL SERVICES PROVIDED** *continued*

The report below includes the projects that requested assistance of the MFDMO, a listing of the services provided for each project.

Month of service	Project type	Project name	Location	Investment leveraged (estimated private investment)	Services provided by MFDMO
May	Film festival	Sunrise 45 Film Festival	Alpena	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Cinetopia	Ann Arbor, Dearborn, Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Film series	LOCAL Film Series	Grand Rapids	n/a	Promoted socially
	Creative chamber	Seat at the Table	Marquette	n/a	Promoted socially
	Creative events	Celebration Cinemas	Statewide	n/a	Promoted on social media, website and in monthly newsletter
	Creative events	East Lansing Art Festival	East Lansing	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	OCC Student Film Festival	Farmington Hills	n/a	Promoted on social media, website and in monthly newsletter
	Music event	Movement Electronic Music Festival	Detroit	n/a	Promoted on social media, website and in monthly newsletter
June	Filmmaker contest	Keep it Colorful	Detroit	n/a	Promoted socially
	Creative events	Alamo Draft House	Detroit	n/a	Promoted socially
	Casting call	GVSU Student Films	Grand Rapids	n/a	Promoted socially
	Film festival	Trinity International Film Festival	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Threadbare Mitten Film Festival	Charlotte	n/a	Promoted on social media, website and in monthly newsletter
	Music event	Electric Forest Music Festival	Rothbury	n/a	Promoted on social media, website and in monthly newsletter
	Music event	Buttermilk Jamboree	Delton	n/a	Promoted on social media, website and in monthly newsletter
	Music event	Charlotte Bluegrass Festival	Charlotte	n/a	Promoted on social media, website and in monthly newsletter
	Creative events	Tech Trek	Ann Arbor	n/a	Promoted on social media, website and in monthly newsletter
	Creative events	Ann Arbor Summer Festival	Ann Arbor	n/a	Promoted on social media, website and in monthly newsletter
	Creative events	Allied Media Conference	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Music event	Detroit Music Weekend	Detroit	n/a	Promoted on social media, website and in monthly newsletter
July	Filmmaker contest	Seed&Spark Hometown Heroes	Statewide	n/a	Promoted on social media, website and in monthly newsletter
	Literary	Detroit Bookfest	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Creative events	How to Make it in America Art & Fashion Exhibition	Grand Rapids	n/a	Promoted socially
	Filmmaker contest	48 Hour Film Project: Detroit	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Music event	Blissfest	Harbor Springs	n/a	Promoted on social media, website and in monthly newsletter

MICHIGAN FILM & DIGITAL MEDIA OFFICE *continued***GENERAL SERVICES PROVIDED** *continued*

The report below includes the projects that requested assistance of the MFDMO, a listing of the services provided for each project.

Month of service	Project type	Project name	Location	Investment leveraged (estimated private investment)	Services provided by MFDMO
July	Creative Events	Ann Arbor Art Fair	Ann Arbor	n/a	Promoted on social media, website and in monthly newsletter
	Music Event	Faster Horses Music Festival	Brooklyn	n/a	Promoted on social media, website and in monthly newsletter
	Music Event	Sights and Sounds Festival	Chelsea	n/a	Promoted on social media, website and in monthly newsletter
	Music Event	Mo Pop Music Festival	Detroit	n/a	Promoted on social media, website and in monthly newsletter
August	Digital Media	Digital Summit Detroit	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Music Event	Lively Lands Music Festival	Empire	n/a	Promoted on social media, website and in monthly newsletter
	Filmmaker Contest	I See You Awards	Royal Oak	n/a	Promoted on social media, website and in monthly newsletter
	Filmmaker Contest	Sundance Ignite Short Film Challenge	Global	n/a	Promoted on social media, website and in monthly newsletter
	Filmmaker Event	Cinema Detroit Short Film Block Party	Detroit	n/a	Promoted socially
	Filmmaker Event	Lowing Shop Party	Grand Rapids	n/a	Promoted socially
	Film Festival	Hell's Half Mile Film and Music Festival	Bay City	n/a	Promoted on social media, website and in monthly newsletter
September	Film Series	ArtPrize On Screen	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Feature Film	God Bless the Broken Road	Ludington, Manistee, Marne, Rockford	n/a	Promoted on social media, website and in monthly newsletter
	Casting Call	Project Cinema MI	Traverse City	n/a	Promoted socially
	Feature Film	White Boy Rick - Michigan Premiere	Novi	n/a	Promoted socially
	Film Series	Cine Mexico @ Cinema Lamont	Detroit	n/a	Promoted socially
	Film Festival	Noir City Detroit	Detroit	n/a	Promoted socially
	Documentary	Imperial Wrestling Entertainment	Houghton Lake	n/a	Promoted socially
	Filmmaker Contest	Detroit 48 Hour Film Horror Project	Detroit	n/a	Promoted socially
	Music Event	Earthwork Harvest Gathering	Lake City	n/a	Promoted on social media, website and in monthly newsletter
	Film Festival	Soo Film Festival	Sault Ste. Marie	n/a	Promoted on social media, website and in monthly newsletter
	Creative Events	Technology in Motion	Detroit	n/a	Promoted socially
	Creative Events	Eastern Market After Dark	Detroit	n/a	Promoted socially

*In addition to general services provided by the MFDMO, the office also manages multiple short-term and continuous special projects, driven by a comprehensive strategic plan released by the MFDMO in May 2015. The plan included immediate and long-term goals and recommendations to bridge gaps amongst the creative industries, promote the Pure Michigan business and tourism campaign, improve transparency to the public and legislature and ultimately ensure that taxpayer dollars are being used wisely. The recommendations and special projects are categorized in terms of talent development, digital media, education, promotion, customer service, transparency, and measures and metrics. The strategic plan can be found at [www.michiganbusiness.org/49949a/globalassets/documents/film/about/mfo\\_strategic\\_plan2015\\_booklet\\_3-1.pdf](http://www.michiganbusiness.org/49949a/globalassets/documents/film/about/mfo_strategic_plan2015_booklet_3-1.pdf).*



## TRIBAL BUSINESS DEVELOPMENT

The MEDC Tribal Business Development staff works closely with Michigan's 12 federally recognized Native American tribes to help them achieve their goals in the area of economic development and community development by using a customized approach to create jobs and investment in Michigan. In FY 2018, the MEDC conducted 36 face-to-face meetings, an increase of 16 direct meetings this year. There were also numerous conference calls with the tribes to discuss their economic development projects and move those projects forward to success and work on their ongoing strategies.

The MEDC Tribal Business Development Program awarded approximately \$1,300,000 of its funding allocation directly to the tribes for their tribal economic development projects. Through these grant awards, the projects leveraged 1.2 times the grant amount in private investment from tribal and other investors, totaling \$1,565,600. Total job creation committed for these tribal projects is 25 new jobs. A smaller portion of MEDC's funding was awarded to sponsorships and supportive

activities and events that help aid in the continued goal of a good working relationship with the tribes statewide.

Through MEDC's corporate funding, eight project grants totaling \$1,272,050 were awarded to eight of the Michigan tribes. The ability of these projects to move forward was the direct result of assistance from the MEDC. In addition, an annual sponsorship payment was made to United Tribes of Michigan. This organization is a strong partner with MEDC in advancing relationship building and direct communication with all tribal leadership. At the quarterly meetings of United Tribes of Michigan, the MEDC is provided time to present program information and have direct dialogue with the key economic development staff and leadership of the tribes. The MEDC is continuing to be the initial point of contact for the tribes when they are considering an economic development investment. As in past years, interest in tribal economic diversification grows, and much of the success of the MEDC program is attributed to active tribal engagement and program flexibility.

### MEDC TRIBAL BUSINESS DEVELOPMENT GRANTS AND PROJECTS

Fiscal year 2018: 10/01/2017-09/30/2018

Contract date	Tribe	MEDC amount authorized	Grant recipient	Grant Purpose	Results		Notes
					Jobs	Investment	
12/06/17	Keweenaw Bay Indian Community	\$300,000	Keweenaw Bay Indian Community	Construction of the second, 1.5-mile section of non-motorized trail from Baraga Marina to DNR Baraga State Park.		\$650,000	This project is the result of a study that was funded by MEDC for a non-motorized trail that will ultimately run 12 miles from the Sand Point Lighthouse to the Zeba Center just north of L'Anse.
01/22/18	Little River Band of Ottawa Indians	\$150,000	Little River Holdings Inc. (the tribe's economic development corporation)	Feasibility study for 100+ acre multi-use property development.		\$110,000	The tribe has been engaged with local area community leaders and the USDA Rural Development fund program to work toward a development that will have a positive impact on the region.
02/12/18	Saginaw Chippewa Indian Tribe	\$30,000	Saginaw Chippewa Indian Tribe	Land use study for vacant 25 acre recreational area. Adjacent to tribal marina and boat launch property.		\$20,000	The tribe has made recent improvements to the marina related facilities and property. This study is a next step in developing a fuller recreational use property.
04/24/18	Little Traverse Bay Bands of Odawa Indians	\$179,000	Ziibimijwang Inc., Tribal commercial farm and food operation	Redevelopment and improvements to vacant building property in Mackinaw City into a food hub operation.	7	\$57,000	The tribe had purchased the vacant, and run down former Bell's Fish Shop property. They are doing improvements to bring the property back to useful purpose as a food retail and processing facility.

TRIBAL BUSINESS DEVELOPMENT *continued*

TRIBAL BUSINESS DEVELOPMENT GRANTS AND PROJECTS <i>continued</i>							
Fiscal year 2018: 10/01/2017-09/30/2018							
Contract date	Tribe	MEDC amount authorized	Grant recipient	Grant Purpose	Results		Notes
					Jobs	Investment	
05/07/18	Bay Mills Indian Community	\$123,460	Bay Mills Indian Community	Development of a permanent farmers market facility. Grant to be used for site prep, site improvements, and new construction.		\$52,900	The project will provide an expanded farmers market to an area with limited fresh food choices.
05/21/18	Pokagon Band of Potawatomi Indians	\$214,590	Seven Generations Architecture & Engineering LLC (tribal owned company)	Tribal owned company, Seven Generations Architecture & Engineering, is relocating to downtown Kalamazoo and expanding operations. Grant to be used for building renovations and new equipment purchase.	8	\$253,500	The company will be remaining in Kalamazoo, but the relocation to downtown may allow company to attract and retain talent needed as they expand their operations.
06/25/18	Sault Ste. Marie Tribe of Chippewa Indians	\$250,000	Sault Ste. Marie Tribe of Chippewa Indians	Tribal has attracted a tribal member business from Colorado to Sault Ste. Marie to a vacant downtown property. Grant to be used for building renovations and equipment purchases. Company produces digital media training modules for all variety of customers.	10	\$417,200	This project supports the tribe's efforts to attract tribal member businesses to tribal lands.
08/29/18	Grand Traverse Band of Ottawa and Chippewa Indians	\$25,000	Grand Traverse Band LLC (the tribe's economic development corporation)	This technical assistance grant will be used to have a specialized consultant help complete and submit the tribe's SBA 8(a) certification application.		\$5,000	The SBA 8(a) certification will allow the tribe, through its EDC, to pursue federal contracting opportunities with its tribal-owned businesses.

## MICHIGAN RENAISSANCE ZONE PROGRAM

The Michigan Renaissance Zone Initiative was established in 1996 to foster economic development; industrial, commercial, and residential improvements; prevent physical and infrastructure deterioration of defined areas; and provide for the reuse of unproductive or abandoned industrial properties. Originally, the program created nearly tax-free zones within regions for any business or resident presently in or moving into a zone for a period up to 15 years, known as geographic renaissance zones. Today, renaissance zones consist of various types of renaissance zone designations, including MSF-designated renaissance zones that specifically address project-driven designation requests, agricultural processing renaissance zones, forest products processing renaissance zones, and renewable energy renaissance zones. In all cases, the tax relief is

phased out in 25 percent increments over the last three years of the zone designation.

Many of the original geographic renaissance zones have begun to phase out. In 2008, a legislative amendment allowed a portion of an already designated geographic zone to receive a time extension or new subzone under certain conditions. These zones are required to have a job creation or capital investment to be eligible. The MSF board had the authority to grant these new subzones and time extensions only through December 31, 2011.

For more detailed information on this program, please see the Michigan Renaissance Zone annual report available at [www.michiganbusiness.org/legislative-reports](http://www.michiganbusiness.org/legislative-reports).

### MICHIGAN RENAISSANCE ZONE ACTIVITY

Fiscal year 2018: 10/01/2017 - 09/30/2018

MSF board date	Company or renaissance zone	Location	County	MSF board action
08/09/18	Spartan Michigan LLC and Proliant Dairy LLC	City of St. Johns and Bingham Township	Clinton	Agricultural Processing Renaissance Zone Approval
02/27/18	Airgas Carbonic Inc.	Blissfield	Lenawee	Agricultural Renaissance Zone Amendment Approval
02/27/18	National Carbon Technologies	Gwinn	Marquette	Geographic Time Extension Renaissance Zone Amendment Approval
01/23/18	XALT Energy MI LLC	Midland	Midland	MSF Renaissance Zone Amendment Approval
01/23/18	Williams International Co. LLC	City of Pontiac	Oakland	MSF Renaissance Zone Amendment Approval

## NEXT MICHIGAN DEVELOPMENT CORPORATIONS

The Next Michigan Development Act, Public Act 275 of 2010, authorizes the MSF to designate up to seven Next Michigan Development Corporations (NMDCs), comprised of local government units that enter into an interlocal agreement to form a Corporation. These NMDCs are empowered to recommend certification of a Next Michigan Renaissance Zone within their Next Michigan Development District, consisting of the boundaries of the component local government units. Below is a summary of the seven NMDCs:

- Port Lansing NMDC** is located within the Central Region of Michigan with participation from City of Lansing and Ingham County. Port Lansing's supply chain assets include the Capital Region International Airport, which has the Global Logistics Centre, Foreign Trade Zone (FTZ) No. 275, and adjacent rail. The airport is minutes from I-69, I-96, and US-127 highways. [www.portlansing.com](http://www.portlansing.com)
- The **Detroit Region Aerotropolis Development Corporation** is a four-community, two-county, public/private economic development partnership driving corporate expansion and new investments around Detroit Metropolitan Airport and Willow Run Airport. [www.detroitaero.org](http://www.detroitaero.org)
- West Michigan Economic Partnership NMDC** is located within the west central region of Michigan involving participation from seven jurisdictions in Kent and Muskegon counties. Resources of interest include thriving urban centers, natural resources such as nearby Lake Michigan, and the Gerald R. Ford International Airport.

- I-69 International Trade Corridor NMDC** is located in the east central region of Michigan with a depth of 32 participating jurisdictions. Resources of interest include Flint's Bishop International Airport, deep water ports, several interstate and state highway systems, and the St. Clair Tunnel. [www.i-69thumbregion.org](http://www.i-69thumbregion.org)
- Northern Nexus NMDC** is located within the northwest region of Michigan hosting five participating jurisdictions. This region offers the use of Traverse City's Cherry Capital Airport and road infrastructure to create great opportunities for business. [www.northernnexus.org](http://www.northernnexus.org)
- Superior Trade Zone NMDC** is located in the Upper Peninsula of Michigan hosting 20 jurisdictions. This region takes advantage of the large tracts of land geographically located near the Delta County Airport Industrial Park and the Telkyte Industrial Park located at the former Air Force base in Marquette County. The Superior Trade Zone utilizes its natural resources in the agricultural, mining and tourism industries as well as trade opportunities that occur with Canada to the north. [www.superiortradezone.org](http://www.superiortradezone.org)
- City of Detroit-Next Michigan Development Corporation** is jointly operated by Detroit city officials and the Detroit Economic Growth Corporation. It is centrally located within an extensive network of transportation assets. Support for multi-modal business needs include the Coleman A. Young International and Detroit Metropolitan Airports, the Port of Detroit, which connects the Great Lakes and the Midwest to the

St. Lawrence Seaway, direct access to four of the seven U.S. Class I railroads, direct access to I-75, I-94, I-96, I-275, and I-696 freeways and border crossing to Canada via the Detroit Windsor Tunnel, Ambassador Bridge, and planned new Gordie Howe International Bridge. [www.degc.org/why-detroit/incentives-and-financing](http://www.degc.org/why-detroit/incentives-and-financing)

Next Michigan Renaissance Zones are project-specific and must be associated with one or more eligible Next Michigan businesses, which are those companies engaged in multi-modal product shipment, such as logistics-based businesses. NMDCs may submit an application on behalf of an eligible business to the MSF for certification of a proposed Renaissance Zone designation. Up to a total of 25 eligible businesses can be certified to receive benefits under the Act, but no more than 10 businesses can be certified within any one NMDC district as qualified eligible Next Michigan businesses. Once an eligible Next Michigan business is certified, it may begin receiving Renaissance Zone benefits for the duration of the designation of up to 15 years.

To date, there has only been one Next Michigan Renaissance Zone designated by the Michigan Strategic Fund. Flex-N-Gate Detroit LLC received its recommendation for a Next Michigan Renaissance Zone from City of Detroit-Next Michigan Development Corporation and began receiving benefits in tax year 2017. As its project is just getting underway, no permanent jobs have yet been created, but the company reports \$44,508,681 in investment so far.

### NEXT MICHIGAN DEVELOPMENT CORPORATIONS

Fiscal year 2018: 10/01/2017-09/30/2018

CLASSIFICATION			INVESTMENT		JOBS						TAX INFORMATION		BENEFITS	
Company	Local unit of government	County	Required investment <sup>1</sup>	Reported actual investment	Projected job creation	Projected job retention	Reported current jobs <sup>2</sup>	Reported jobs transferred to zone <sup>3</sup>	Reported baseline jobs at designation <sup>4</sup>	Reported actual job creation <sup>5</sup>	Reported avg weekly wage of jobs created	% Change in taxable value (TV)	% Change in SEV	First year benefits received
Flex-N-Gate Detroit LLC <sup>6</sup>	City of Detroit	Wayne	\$95,000,000	\$44,508,681	400	0	0	0	0	0	\$0	100.0	100.0	2017
<b>TOTALS</b>				<b>\$44,508,681</b>			<b>0</b>							

<sup>1</sup> Required Investment information is derived from development agreement

<sup>2</sup> The number of jobs the company reported to have on December 31, 2017

<sup>3</sup> Jobs transferred to the zone from another facility or entity owned by the same company outside of the zone

<sup>4</sup> Information derived from original application or reported by the company in annual progress report

<sup>5</sup> Reported actual job creation is calculated by subtracting reported jobs transferred to zone and reported baseline jobs at zone designation from reported current jobs

<sup>6</sup> Company received additional state economic incentive(s)

## CAPITAL CONDUIT PROGRAM

The Capital Conduit program was created to make mission investments into public/private partnerships. The program was structured with two initiatives under it: a real estate initiative and an operating company initiative. These structures were approved by the MSF board in 2011 and applications under a request for applications were received, reviewed, and awarded in January 2012. Two investments were made into two awardees: Grow Michigan LLC for the operating company initiative and Develop Michigan Inc. for the real estate initiative. These investments are conditioned upon the awardee raising minimum levels of private capital with success measured by attaining specific leverage goals. For Grow Michigan LLC, the goal is 5:1 and for Develop Michigan Inc., it is 2:1.

Designed to address growth and transition for small businesses, Grow Michigan LLC (GMI) is a public/private partnership between the MEDC, MSF, Crescent Capital LLC, and more than 10 large and small Michigan banks. The fund is designed to operate below the traditional mezzanine markets offering loans from \$500,000 to approximately \$3 million in a subordinated, or secondary, collateral position at attractive rates. The capital, delivered in conjunction with a senior bank lender, can help a business grow into new contracts or finance succession/

acquisition events. The fund's projects must meet public policy goals including supporting job creation and investment in Michigan.

Develop Michigan Inc. (DMI) is a public-private partnership between the MEDC, MSF, Great Lakes Capital Fund, and Development Finance Group. A non-profit development finance organization, DMI is designed to finance commercial real estate projects throughout the state to stimulate community and economic development. The organization received a commitment from the MSF of up to \$20 million, which is aimed at leveraging private capital at a ratio of five private dollars for every one MSF-contributed dollar once fundraising is completed. The core activities of the fund include senior and mezzanine loans to high-value community development projects.

Public Act 503 of 2014 amended the legislative reporting requirements of the MSF Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

### CAPITAL CONDUIT AWARDS As of September 30, 2018

Entity receiving funding	Municipality	County	Type of funding	Amount committed	Capital called for investment <sup>1</sup>	Total private investment <sup>2</sup>	Companies invested in	Jobs created
Grow Michigan LLC <sup>3</sup>	Plymouth	Wayne	Loan	\$500,000	\$500,000	N/A	N/A	N/A
Grow Michigan LLC <sup>4</sup>	Plymouth	Wayne	Investment	\$9,500,000	\$5,980,563	\$293,728,375	30	582
Develop Michigan Inc. <sup>3</sup>	Lansing	Ingham	Loan	\$500,000	\$500,000	N/A	N/A	N/A
Develop Michigan Inc. <sup>5</sup>	Lansing	Ingham	Loan	\$19,500,000	\$10,515,791	\$268,622,500	20	N/A
<b>TOTAL</b>				<b>\$30,000,000</b>	<b>\$17,496,354</b>	<b>\$562,350,875</b>	<b>50</b>	<b>582</b>

<sup>1</sup> Commitments remain in an MSF account until capital calls are issued. Capital calls are requests from the fund to send a portion of the commitment needed to fund a specific investment or fee. "Capital Called for Investment" can be greater than the "Amount Committed" if a fund reinvests proceeds into new investments.

<sup>2</sup> Total private investment is the actual amount of capital issued by the fund to an operating company or real estate project along with any other investment received concurrent to the funding provided by DMI or GMI.

<sup>3</sup> Both Grow Michigan LLC and Develop Michigan Inc. received two separate awards; the \$500,000 loans to each organization are to be used for start-up and administrative costs.

<sup>4</sup> Grow Michigan LLC received a commitment from the MSF of up to \$9.5 million contingent upon private investment subscriptions to the fund. As of September 30, 2018, Grow Michigan LLC could access up to \$7 million of the total MSF commitment based on its private investment subscriptions.

<sup>5</sup> Develop Michigan Inc. received a loan from the MSF in the amount of \$19.5 million contingent upon raising at least \$25.5 million in private investment. The minimum leverage threshold to close the fund and activate 100 percent of the \$19.5 million loan has been achieved. The fund, however, remains open to additional fundraising with a fund target size of \$100 million.

## MICHIGAN INCOME & PRINCIPAL-PROTECTED GROWTH FUND

The Michigan Income and Principal-Protected Growth Fund (MIPPGF) was created in order to increase the availability of growth capital to lower middle market companies with capital needs of \$500,000 to \$2 million, which was determined to be an underserved market. The fund represents a partnership between the MSF and Arctaris Michigan Partners, and utilizes funding through private sources and a portion of the allocation received by Michigan from the State Small

Business Credit Initiative (SSBCI). The fund is designed to operate below the traditional senior debt and mezzanine markets, offering loans from \$500,000 to approximately \$2 million at attractive rates. The fund's projects must meet public policy goals, including supporting job creation and investment in Michigan. The investments are conditioned upon the awardee raising minimum levels of private capital with success measured by attaining specific leverage goals. For MIPPGF, the leverage ratio was set at 4:1.

<b>MIPPGF AWARD</b>							
<b>As of September 30, 2018</b>							
<b>Entity receiving funding</b>	<b>Municipality</b>	<b>County</b>	<b>Type of funding</b>	<b>Amount committed</b>	<b>Capital called for investment<sup>1</sup></b>	<b>Total private investment</b>	<b>Companies invested in</b>
Arctaris Michigan Partners	Grosse Pointe Farms	Wayne	Investment	\$4,500,000	\$2,415,764	\$21,824,330	4
<b>TOTAL</b>				<b>\$4,500,000</b>	<b>\$2,415,764</b>	<b>\$21,824,330</b>	<b>4</b>
<small><sup>1</sup> Commitments remain in an MSF account until capital calls are issued. Capital calls are requests from the fund to send a portion of the commitment needed to fund a specific investment or fee. "Capital Called for Investment" can be greater than the "Amount Committed" if a fund reinvests proceeds into new investments. This amount includes a call amount of \$471,764 that was approved in FY 2018, but released after September 30, 2018.</small>							

## MICHIGAN SUPPLIER DIVERSIFICATION FUND

The Michigan Supplier Diversification Fund (MSDF) operates three loan enhancement programs designed to help traditional manufacturers capitalize on growth opportunities and add new customers. A loan enhancement program, the Michigan Loan Participation Program (LPP) offsets a borrower's cash flow deficiency by purchasing a portion of a lender's credit facility and offers a grace period on the MSF's portion. A second program, the Michigan Collateral Support Program (CSP), balances a borrower's collateral shortfall by depositing cash collateral into a lending institution to create an "in policy" loan for the senior lender. The Loan Guarantee Program (LGP) serves to provide a guarantee to the lender for a portion of the total credit exposure. All three programs are designed

to facilitate greater access to capital and are measured according to the leverage they create.

Michigan was the first state that received federal funds through the State Small Business Credit Initiative (SSBCI), part of the Small Business Jobs Act signed into law in September 2010, and was awarded approximately \$79.1 million to back small business loans. The goal of the federal program is to help small businesses obtain loans for at least \$10 for every \$1 the state provides in support. In May 2011, the MSF board approved the SSBCI program, which is essentially a federal version of the MSDF program. Like MSDF, SSBCI also operates CSP and LPP programs.

<b>MSDF STATE AWARDS</b>									
<b>Fiscal year 2018: 10/01/2017-09/30/2018</b>									
<b>Date of close</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Type of funding</b>	<b>Total loan amount</b>	<b>MSF share</b>	<b>Current industry</b>	<b>Closing fee<sup>1</sup></b>	<b>Estimated annual fees<sup>1</sup></b>
07/23/18	Diversified Engineering & Plastics	Jackson	Jackson	CSP	\$1,950,000	\$973,050	Manufacturing	\$19,461	\$9,731
07/23/18	Diversified Engineering & Plastics	Jackson	Jackson	CSP	\$1,750,000	\$437,500	Manufacturing	\$8,750	\$4,375
06/22/18	Mull-It-Over Products LLC	Grandville	Kent	CSP	\$2,100,000	\$1,045,000	Manufacturing	\$18,288	\$10,450
09/12/18	Proos Manufacturing Inc.	Grand Rapids	Kent	CSP	\$2,000,000	\$998,000	Manufacturing	\$19,960	\$9,980
11/29/17	Logiquip	Galesburg	Kalamazoo	CSP	\$5,000,000	\$2,495,000	Warehousing/distributing	\$43,663	\$24,950
12/08/17	Kalkaska Screw Products Inc.	Kalkaska	Kalkaska	CSP	\$11,200,000	\$2,825,000	Manufacturing	\$49,438	\$28,250
<b>TOTAL</b>					<b>\$24,000,000</b>	<b>\$8,773,550</b>		<b>\$159,559</b>	<b>\$87,736</b>

<b>Additional loans induced by MSDF<sup>2</sup></b>	\$28,711,000
<b>Total leverage</b>	\$52,711,000
<b>Leverage ratio</b>	6.00

<sup>1</sup> Closing and annual fees are different depending on whether they are a result of an MSDF program or an SSBCI (federal) program. For MSDF, all costs and fees are returned to the Jobs for Michigan Investment Fund and recommitted to the MSDF program. For SSBCI projects, they are returned to the SSBCI program and may be used either to offset costs to administer the program or to fund new transactions under the program.

<sup>2</sup> Additional loans induced includes loans that were a part of the total loan package, but did not receive a loan enhancement.

## SSBCI FEDERAL AWARDS

<b>SSBCI FEDERAL AWARDS</b>									
<b>Fiscal year 2018: 10/01/2017-09/30/2018</b>									
<b>Date of close</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Type of funding</b>	<b>Total loan amount</b>	<b>MSF share</b>	<b>Current industry</b>	<b>Closing fee<sup>1</sup></b>	<b>Estimated annual fees<sup>1</sup></b>
11/03/17	Fontijne Grotnes	Niles	Berrien	SSBCI-CSP	\$1,000,000	\$499,000	Manufacturing	\$9,980	\$4,990
06/06/18	Merrifield Machinery Solutions	Pontiac	Oakland	SSBCI-CSP	\$1,500,000	\$500,000	Machinery/ machine tools	\$10,000	\$5,000
09/07/18	Gilden Woods Real Estate LLC	Grand Rapids	Kent	SSBCI-CSP	\$1,026,675	\$172,000	Other	\$3,440	\$1,720
04/04/18	Trickl-EEZ Irrigation Inc.	St. Joseph	Berrien	SSBCI-CSP	\$1,250,000	\$601,300	Ag other	\$10,523	\$6,013
04/04/18	Trickl-EEZ Irrigation Inc.	St. Joseph	Berrien	SSBCI-CSP	\$1,300,000	\$648,700	Ag other	\$11,352	\$6,487
12/08/17	Custom Data Solutions Inc.	Sterling Heights	Macomb	CSP	\$100,000	\$49,900	Manufacturing	\$998	\$499
12/08/17	Custom Data Solutions Inc.	Sterling Heights	Macomb	CSP	\$675,000	\$336,825	Manufacturing	\$6,737	\$3,368
12/15/17	Pentar Stamping Inc.	Blackman Township	Jackson	SSBCI-CSP	\$400,000	\$160,000	Manufacturing	\$3,200	\$1,600
12/29/17	Heritage Broadcasting Company of Michigan	Cadillac	Wexford	SSBCI-CSP	\$4,450,000	\$2,000,000	Information technology- digital media	\$35,000	\$20,000
09/28/18	The Coffee Beanery Ltd.	Flushing	Genesee	SSBCI-CSP	\$1,500,000	\$788,420	Food processing	\$15,768	\$7,884
					<b>\$13,201,675</b>	<b>\$5,756,145</b>		<b>\$106,998</b>	<b>\$57,561</b>

<b>Additional loans induced by SSBCI<sup>2</sup></b>	\$11,512,075
<b>Total leverage</b>	\$24,713,750
<b>Leverage ratio</b>	4.29

<sup>1</sup> Closing and annual fees are different depending on whether they are a result of an MSDF program or an SSBCI (federal) program. For MSDF, all costs and fees are returned to the Jobs for Michigan Investment Fund and recommitted to the MSDF program. For SSBCI projects, they are returned to the SSBCI program and may be used either to offset costs to administer the program or to fund new transactions under the program.

<sup>2</sup> Additional loans induced includes loans that were a part of the total loan package, but did not receive a loan enhancement.



## SMALL BUSINESS CAPITAL ACCESS PROGRAM

The Small Business Capital Access Program (SBCAP) is a loan enhancement program that uses public resources to leverage private bank financing to provide access to capital for small Michigan businesses that might not otherwise be available. SBCAP operates on a pooled reserve concept in which a reserve account at each participating bank protects each enrolled loan under the program. Participating banks throughout Michigan offer SBCAP loans directly to companies that need credit enhancement, making it possible for these companies to receive fixed asset and working capital financing. The

reserve account is funded through one-time premium charges paid in equal parts by the borrower and the lender, with the sum of those charges being matched by the MSF. This reserve, which grows with each subsequent loan, will offset any future losses incurred by the lender.

The total balance of reserve accounts below includes balances transferred from MSF legacy programs, 21st Century Jobs Fund contributions, SSBCI contributions, and the matching contributions of participating lenders and small business owners. On the following pages is a listing of the loans approved in FY 2018.

<b>ACTIVITY SINCE INCEPTION</b>	
<b>Progress report as of September 30, 2018</b>	
Loans Enrolled	2,618
MSF Investment	\$7,971,668.39
Funds Leveraged	\$169,619,058.06

<b>Participating bank</b>	<b>Balance of reserve accounts at bank</b>
Adventure Credit Union	\$24,849.12
Arbor Financial	\$180,276.98
Capitol National Bank	\$40,284.72
Century Bank & Trust	\$47,613.24
Chemical Bank	\$497,668.74
ChoiceOne	\$28,529.66
Christian Financial Credit Union	\$3,158.03
Comerica Bank	\$126,757.96
Commercial Bank	\$1,024,483.21
Dart Bank	\$35,366.78
First Federal of Northern Michigan	\$3,441.00
First Financial Bank	\$56,330.12
First State Bank of East Detroit	\$36,737.04
Hillsdale County National Bank	\$487,439.62
Horizon Bank	\$6,000.12

<b>Participating bank</b>	<b>Balance of reserve accounts at bank</b>
Huntington National Bank	\$1,390,887.39
Independent Bank	\$279,511.70
Isabella Bank & Trust	\$681,739.41
Lake Osceola State Bank	\$183,759.32
Mercantile Bank of Michigan	\$243,319.60
Old National Bank	\$177,419.89
Shelby State Bank	\$29,715.69
Sidney State Bank	\$13,758.02
Southern Michigan Bank & Trust	\$56,209.49
Sturgis Bank & Trust	\$7,061.34
Traverse City State Bank	\$70,264.45
Upper Peninsula State Bank	\$126,490.83
West Michigan Community Bank	\$12,634.80
West Shore Bank	\$10,339.00
<b>TOTAL</b>	<b>\$5,882,047.27</b>

SMALL BUSINESS CAPITAL ACCESS PROGRAM *continued*

<b>SBCAP LOANS – FEDERALLY FUNDED</b>			
<b>Fiscal year 2018: 10/01/2017 – 09/30/2018</b>			
<b>Company name</b>	<b>Municipality</b>	<b>County</b>	<b>Award amount</b>
Kohen Transport LLC	Otsego	Allegan	\$300.00
Bear Claw Holdings LLC	Hastings	Barry	\$5,024.00
Raffler Ventures LLC	Hastings	Barry	\$9,450.00
Raffler Ventures LLC	Hastings	Barry	\$9,450.00
Tazzi Real Estate LLC	Albion	Calhoun	\$3,000.00
RBM Transport LLC	Tekonsha	Calhoun	\$4,514.00
RBM Transport LLC	Tekonsha	Calhoun	\$4,514.00
RBM Transport LLC	Tekonsha	Calhoun	\$4,514.00
Dewey's Trading Post LLC	St. Johns	Clinton	\$501.00
Leadman Electric Inc.	Escanaba	Delta	\$2,250.00
Streichert-Walker LLC	Gladstone	Delta	\$3,000.00
Cherry Republic	Glen Arbor	Grand Traverse	\$10,196.00
Cherry Republic	Glen Arbor	Grand Traverse	\$10,196.00
2 Chefs Hearth Eatery Inc	Traverse City	Grand Traverse	\$323.00
51-41-31 LLC	Traverse City	Grand Traverse	\$1,050.00
Earthen Ales LLC	Traverse City	Grand Traverse	\$5,145.00
The Skin Cancer and Dermatology Center PLC	Traverse City	Grand Traverse	\$10,500.00
Northwoods PT LLC	Williamsburg	Grand Traverse	\$5,250.00
Blasting Central Michigan	Alma	Gratiot	\$2,213.00
Onsite Machining Inc	Alma	Gratiot	\$600.00
Superior Management Company LLC	Ashley	Gratiot	\$2,720.00
Willow Creek Farm Trucks LLC	Ashley	Gratiot	\$900.00
Brandon Scott Toews & Natalie Brooke Toews	Ithaca	Gratiot	\$382.00
LCB LLC	Ithaca	Gratiot	\$5,705.00
LCB LLC	Ithaca	Gratiot	\$5,705.00
LCB LLC	Ithaca	Gratiot	\$5,705.00
Taylor Services LLC	Ithaca	Gratiot	\$11,476.00
Premier Property Maintenance LLC	St. Louis	Gratiot	\$600.00
Darren B. Kemarly	Allen	Hillsdale	\$1,200.00
Our Family Friend LLC	Hillsdale	Hillsdale	\$1,560.00
Ravi David Yarid D.O. PLLC	Hillsdale	Hillsdale	\$30,000.00
Z & K Tools LLC	Hillsdale	Hillsdale	\$1,365.00
Borck Family Chiropractic P.C.	Hudson	Hillsdale	\$690.00
Joshua Monahan and Tammy Monahan	Hudson	Hillsdale	\$7,500.00
Mickey J. Rowe DBA Mr. Striper	Jonesville	Hillsdale	\$450.00
Wiggles and Giggles Inc.	Jonesville	Hillsdale	\$1,875.00
Wiggles and Giggles Inc.	Jonesville	Hillsdale	\$1,875.00
American Dream Trucking Inc.	Dansville	Ingham	\$2,790.00
CS Tax and Bookkeeping LLC	East Lansing	Ingham	\$1,650.00

SMALL BUSINESS CAPITAL ACCESS PROGRAM *continued*
**SBCAP LOANS – FEDERALLY FUNDED** *continued*  
 Fiscal year 2018: 10/01/2017 – 09/30/2018

Company name	Municipality	County	Award amount
Advanced Insurance Markets LLC	Holt	Ingham	\$1,800.00
Vargas Enterprises Inc.	Holt	Ingham	\$1,550.00
Fast Lane Powersports Inc.	Mason	Ingham	\$2,250.00
Mason Motorcars LLC	Mason	Ingham	\$4,500.00
Shiner Enterprises Inc.	Okemos	Ingham	\$3,300.00
Kids World Learning Center	Ionia	Ionia	\$2,730.00
Michigan Dutch Barns	Lake Odessa	Ionia	\$1,500.00
B's Music Shop	Mt. Pleasant	Isabella	\$1,200.00
Katelyn M Nieten DDS PLC	Mt. Pleasant	Isabella	\$15,690.00
Lux Funeral Home of Mt. Pleasant Inc.	Mt. Pleasant	Isabella	\$6,900.00
Narrativity Artisan Coffee Roasters	Mt. Pleasant	Isabella	\$800.00
Sweetwater Medical Center PLLC	Mt. Pleasant	Isabella	\$4,500.00
Taco Boy of Mt. Pleasant Inc.	Mt. Pleasant	Isabella	\$1,000.00
Mitchell's Gourmet Deli & Market LLC	Shepherd	Isabella	\$1,400.00
Thomas Maier and Kathy Maier	Weidman	Isabella	\$4,384.00
Advanced Communication Cabling Inc.	Spring Arbor	Jackson	\$14,500.00
JDL D LLC (dba Laughlin's Slice of Spice)	Spring Arbor	Jackson	\$450.00
2 Jons LLC	Kalamazoo	Kalamazoo	\$2,400.00
Green Door Distilling Company LLC	Kalamazoo	Kalamazoo	\$1,562.00
Hat Trick Lawn Care LLC	Kalamazoo	Kalamazoo	\$1,800.00
Hat Trick Lawn Care LLC	Kalamazoo	Kalamazoo	\$1,800.00
L.F.G. Bar LLC	Kalamazoo	Kalamazoo	\$3,500.00
JSBU Inc.	Portage	Kalamazoo	\$975.00
Portage Chiropractic and Wellness Center PLLC	Portage	Kalamazoo	\$3,885.00
Portage Chiropractic and Wellness Center PLLC	Portage	Kalamazoo	\$3,885.00
Stealth Shades LLC	Vicksburg	Kalamazoo	\$750.00
Lifeworks Advisors LLC	Grand Rapids	Kent	\$900.00
Madcap Coffee Company	Grand Rapids	Kent	\$5,070.00
Triune Financial LLC	Grand Rapids	Kent	\$4,550.00
Arena Business Association LLC	Rockford	Kent	\$7,110.00
Baylee Randall and Dana Randall	Baldwin	Lake	\$480.00
Rima Manufacturing Company	Hudson	Lenawee	\$15,000.00
Amor Sign Studios Inc.	Manistee	Manistee	\$600.00
Appicelli Towing Recovery and Auto Repair LLC	Manistee	Manistee	\$450.00
Appicelli Towing Recovery and Auto Repair LLC	Manistee	Manistee	\$450.00
Armor Sign Studios Inc	Manistee	Manistee	\$300.00
Jana Brockwell	Ludington	Mason	\$315.00
Allen Fitzpatrick	Carson City	Montcalm	\$450.00
Brent Skinner/Skinner Trucking LLC	Carson City	Montcalm	\$1,710.00

SMALL BUSINESS CAPITAL ACCESS PROGRAM *continued*
**SBCAP LOANS – FEDERALLY FUNDED** *continued*  
 Fiscal year 2018: 10/01/2017 – 09/30/2018

Company name	Municipality	County	Award amount
Crystal Lake ATV & Marine LLC	Crystal	Montcalm	\$2,100.00
Crystal Lake ATV & Marine LLC	Crystal	Montcalm	\$2,100.00
Passionate Home Care LLC	Crystal	Montcalm	\$5,490.00
Passionate Home Care LLC	Crystal	Montcalm	\$5,490.00
Edmore Saw & Lawn LLC	Edmore	Montcalm	\$300.00
Clingers Cleaning Inc.	Greenville	Montcalm	\$405.00
First Impressions Hair Studio	Greenville	Montcalm	\$540.00
GH Improvement LLC	Greenville	Montcalm	\$600.00
Mid Michigan Fire and Safety Supply Inc.	Greenville	Montcalm	\$600.00
Sureshot Pest Control LLC	Greenville	Montcalm	\$315.00
The Topper Shop	Greenville	Montcalm	\$750.00
Thomas & Companies LLC	Greenville	Montcalm	\$960.00
Howard City Collision LLC	Howard City	Montcalm	\$1,200.00
Steve Winnie's Safety First Wrecker Service LLC	Sidney	Montcalm	\$300.00
Cunningham & Daughters LLC	Stanton	Montcalm	\$212.00
Let's Talk Trash LLC	Stanton	Montcalm	\$1,350.00
Let's Talk Trash LLC	Stanton	Montcalm	\$300.00
Guy Hubbard	Trufant	Montcalm	\$1,590.00
Jamie & Derek Ness	Montague	Muskegon	\$300.00
Scheid Plumbing Heating & Cooling Inc.	Whitehall	Muskegon	\$1,319.00
ZY Inc.	Novi	Oakland	\$1,500.00
Diversified Spec. Sales Inc.	Oak Park	Oakland	\$7,500.00
The Godfather Cigar and Martini Lounge Inc.	Rochester Hills	Oakland	\$3,000.00
Leroy Hardware LLC	Leroy	Osceola	\$3,000.00
Gales General Service Center LLC	Bridgeport	Saginaw	\$750.00
Early Bird Lawn Services	Saginaw	Saginaw	\$507.00
Timothy and Michelle Haidl	Colon	St. Joseph	\$2,200.00
Dekoning Steven	South Haven	Van Buren	\$6,728.00
<b>TOTAL</b>			<b>\$353,940.00</b>

## PRIVATE ACTIVITY BONDS

Private Activity Bonds (PABs) provide companies with capital cost savings stemming from the difference between taxable and tax-exempt interest rates. The MSF has the authority to provide tax-exempt federal bonds. These bonds finance manufacturing projects, not-for-profit corporation projects, and solid or hazardous waste disposal facilities. PABs lower the cost of capital for mature firms and help address a critical gap in project financing throughout the state. There were no manufacturing bonds authorized in FY 2018.

### NON-PROFIT, NEW SOLID WASTE

Fiscal year 2018: 10/01/2017-09/30/2018

Date issued	End date	Company	Municipality	County	Approved amount	Type
05/31/18	05/01/48	Greenville Venture Partners LLC	Greenville	Montcalm	\$10,500,000	Solid waste
<b>TOTAL</b>					<b>\$10,500,000</b>	

### TAX EXEMPT BONDS: 501(c)(3)

Fiscal year 2018: 10/01/2017-09/30/2018

Date issued	End date	Company	Municipality	County	Approved amount	Type
12/28/17	12/01/37	Hope Network West Michigan, Hope Spectrum Health CC, Hope Network Behavioral Health Services; Alternative Community Living Inc.	Holland, Wyoming, Elba Township, Dearborn Heights, Flint	Ottawa, Kent, Lapeer, Wayne, Genesee	\$9,711,000	501(c)(3) new and refunding
01/17/18	12/01/39	The Washtenaw PACE Inc.(dba Huron Valley PACE)	Ypsilanti	Washtenaw	\$5,500,000	New
05/25/18	06/01/47	Evangelical Homes of Michigan	Saline	Washtenaw	\$3,725,000	501(c)(3) reissuing
06/14/18	11/01/46	YMCA of Grand Rapids	Grand Rapids	Kent	\$41,572,000	501(c)(3) reissuing
08/01/18	08/01/23	Southgate properties/the Guidance Center/the Guidance Center Adult & Family Services	Southgate	Wayne	\$2,300,000	Refunding
<b>TOTAL</b>					<b>\$62,808,000</b>	

### TAXABLE BONDS

Fiscal year 2018: 10/01/2017-09/30/2018

Date issued	End date	Company	Municipality	County	Approved amount	Type
07/18/18	04/01/38	Liquid Web/Hillcorp Properties LLC	Delta Charter Township	Eaton	\$3,690,000	Taxable
<b>TOTAL</b>					<b>\$3,690,000</b>	

## BUSINESS INCUBATORS AND ACCELERATORS

In April 2017, the MSF/MEDC issued a request for proposals (RFP) for business incubators for MSF funding. Of the three proposals that were submitted, two were approved by the MSF board and were newly awarded grants totaling \$321,425. In March 2017, the MSF awarded one additional business incubator grant for \$1,500,000 to Ferris Wheel (dba 100K Ideas). The money allocated for this award came from the Michigan Business Development Program under MSF other funds. In June 2017, the MSF awarded one additional business incubator grant for \$1,150,000 to Northern Michigan University. The total awarded using entrepreneurship funds equaled \$1,471,425, and total awarded equaled \$2,971,425. Awardees are required to develop a dashboard of indicators to measure the effectiveness of the business incubator and accelerator program.

Results for FY 2018 are shown below. Columns for FY 2011, FY 2012, FY 2013, FY 2014, FY 2015, FY 2016, and FY 2017 awards are shown, pursuant to Section 1034 of PA 207 of 2018, requiring dashboard indicators to be reported for the prior fiscal year and cumulatively if available. Dollars awarded in one year may be spent beyond the award year. Companies may receive services from more than one incubator.

Cumulative activity to date has resulted in the creation of 765 new companies, 4,976 jobs created and \$1.455 billion of new capital received by the companies that the incubators and accelerators serve. These results indicate that the business incubators are leveraging

the MSF board-approved funding to accelerate the creation and growth of new companies.

Public Act 503 of 2014 amended the legislative reporting requirements of the MSF Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

### BUSINESS INCUBATORS AND ACCELERATORS: DASHBOARD INDICATORS

Progress reporting as of September 30, 2018

Business incubator	County	Municipality	FY 2011 grants End date	FY 2012 grants End date	FY 2013 grants End date	FY 2014 grants End date	FY 2015 grants End date	FY 2016 grants (End date)	FY 2017 grants (End date)	Dollars leveraged (matching funds received due to MSF grant) <sup>1</sup>	New companies launched <sup>1</sup>	Businesses expanded <sup>2</sup>	TYPES OF CAPITAL RECEIVED BY CLIENT COMPANIES SERVED BY THE INCUBATOR												Total capital received <sup>1</sup>									
													FOR CLIENT COMPANIES SERVED BY INCUBATORS													Grant funding	Equity financing		Direct investment					
													Companies served (traditional) <sup>3</sup>	Companies served (tech) <sup>4</sup>	New jobs created <sup>5</sup>	Projected new jobs <sup>6</sup>	Average annual salary of new jobs <sup>7</sup>	Jobs retained <sup>4</sup>	Average annual salary of retained jobs <sup>8</sup>	SBIR/STTR/other federal <sup>9</sup>	Venture capital <sup>10</sup>	Angel funds <sup>11</sup>	Bank/loan <sup>12</sup>	Owner investment <sup>13</sup>			New sales (increases in revenue) <sup>14</sup>	Other <sup>15</sup>						
Michigan Tech Enterprise Corporation (MTEC) SmartZone <sup>23</sup>	Houghton	Houghton	\$100,000 (02/28/12)	\$750,000 (10/01/14)	\$702,000 (01/31/16)			\$272,426 (03/31/19)		\$1,550,422	63	146	181.3	1507.2	344.0	42.0	\$40,667	3,391.2	\$47,284	\$15,451,915	\$1,417,500	\$1,820,420	\$4,007,150	\$2,305,506	\$57,153,836	\$1,500	\$82,157,827							
Lansing/East Lansing SmartZone/Lansing Economic Area Partnership (LEAP) <sup>18</sup>	Ingham	Lansing/East Lansing	\$100,000 (02/28/12)	\$150,000 (06/30/13)	\$500,000 (09/30/15)	\$500,000 (09/30/14)	\$400,000 (03/31/19)			\$1,485,261	98	38	250.3	1184.7	304.3	37.1	\$41,000	193.1	\$44,000	\$4,088,751	\$10,375,000	\$1,235,500	\$374,000	\$547,166	\$3,021,980	\$986,395	\$20,628,792							
Central Michigan University Research Corporation (CMURC) <sup>3</sup>	Isabella	Mt. Pleasant	\$100,000 (02/28/12)	\$350,000 (06/30/14)	\$500,000 (04/01/15)		\$398,200 (03/31/19)			\$1,947,109	105	238	1323.6	2088.7	542.2	791.3	\$54,060	3,591.9	\$59,074	\$3,067,733	\$5,235,500	\$18,811,511	\$25,979,311	\$13,211,104	\$36,873,989	\$643,149	\$103,822,297							
Western Michigan University Homer Stryker M.D. School of Medicine <sup>11</sup>	Kalamazoo	Kalamazoo	\$100,000 (02/28/12)	\$600,000 (06/30/14)			\$400,000 (03/31/19)			\$218,780	14	31	608.4	586.0	193.0	0.0	\$43,250	1,760.6	\$77,011	\$42,815,503	\$154,456,963	\$66,000,215	\$4,272,623	\$2,071,621	\$67,525,326	\$500,000	\$337,642,250							
Grand Valley State University/West Michigan Science & Technology Initiative (WMSSTI)/Grand Rapids SmartZone <sup>6</sup>	Kent	Grand Rapids	\$100,000 (06/30/12)	\$500,000 (03/31/15)	\$840,000 (04/15/18)					\$1,168,336	62	38	100.0	1349.9	258.9	12.0	N/A	1,614.1	N/A	\$3,352,306	\$10,201,000	\$10,856,967	\$1,341,000	\$792,850	\$9,142,201	\$4,448,012	\$40,134,336							
Macomb Oakland University Incubator <sup>16</sup>	Macomb	Sterling Heights	\$250,000 (02/28/13)	\$500,000 (04/01/14)	\$500,000 (12/31/14)		\$343,875 (03/31/19)			\$31,043	48	74	123.2	1707.3	456.6	2806.1	\$46,576	2,579.9	\$48,887	\$953,590	\$7,466,800	\$8,537,950	\$4,774,915	\$14,892,754	\$26,448,949	\$1,002,249	\$64,077,205							
Midland Tomorrow <sup>12</sup>	Midland	Midland		\$500,000 (04/01/13)	\$500,000 (12/31/14)		\$400,000 (03/31/19)			\$1,109,358	33	12	993.2	1385.0	275.7	10.2	\$45,000	1,160.4	\$45,000	\$50,000	\$11,238,975	\$26,707,030	\$812,800	\$2,304,377	\$37,297,777	\$634,035	\$79,044,994							
Muskegon Innovation Hub at Grand Valley State University <sup>15</sup>	Muskegon	Muskegon	\$100,000 (03/31/13)				\$197,436 (03/31/19)			\$105,286	28	50	170.9	266.9	93.3	52.7	\$45,910	677.5	\$48,820	\$7,500,000	\$0	\$525,500	\$550,000	\$3,821,705	\$9,151,839	\$7,318,386	\$28,867,430							
Automation Alley <sup>7</sup>	Oakland	Troy	\$250,000 (08/31/12)	\$625,000 (05/31/15)	\$2,000,000 (12/31/16) \$500,000 (12/31/16)		\$2,000,000 (10/31/18)			\$450,000	33	105	14.7	1945.4	997.9	8.4	\$74,063	5,747.5	\$71,267	\$3,973,282	\$34,507,406	\$9,231,057	\$1,510,300	\$4,055,123	\$25,259,078	\$1,838,895	\$80,375,142							
Ann Arbor SPARK <sup>8</sup>	Washtenaw	Ann Arbor	\$100,000 (02/28/12)	\$500,000 (04/01/15)	\$1,000,000 (03/31/15)		\$550,000 (03/31/19)			\$695,594	120	149	281.9	3103.0	685.9	11.3	\$62,000	3,213.0	\$39,379	\$22,608,575	\$326,849,372	\$49,479,333	\$4,526,000	\$4,115,535	\$7,075,341	\$27,191,384	\$441,845,540							
TechTown <sup>9</sup>	Wayne	Detroit		\$875,000 (12/31/13)	\$1,000,000 (10/15/15)		\$1,500,000 (03/31/19)			\$8,939,930	77	88	5238.2	2434.9	585.5	241.8	\$16,000	2,399.8	\$50,000	\$6,519,331	\$10,832,500	\$10,666,950	\$2,101,500	\$3,359,950	\$89,722,800	\$5,427,195	\$128,630,226							
Lakeshore Advantage <sup>22</sup>	Allegan	Holland				\$1,300,000 (12/31/14)		\$220,810 (03/31/19)		\$0	6	26	49.7	210.3	116.8	91.5	\$27,125	412.7	\$25,303	\$12,000	\$1,087,000	\$2,578,500	\$141,550	\$3,115,210	\$11,843,912	\$79,776	\$18,857,948							
Lawrence Technological University <sup>17</sup>	Oakland	Southfield					\$100,000 (03/31/16)	\$275,000 (03/31/19)		\$463,812	27	18	146.6	164.7	41.5	19.1	\$59,269	63.2	\$43,684	\$1,079,980	\$0	\$978,150	\$659,000	\$2,742,245	\$5,486,435	\$145,369	\$11,091,178							
Great Lakes Agricultural Technology Business Incubator <sup>10</sup>	Ottawa	West Olive					\$500,000 (09/30/17)			\$110,500	4	0	0.0	13.9	0.0	27.3	\$50,000	0.0	\$0	\$10,000	\$0	\$80,000	\$40,000	\$224,500	\$35,700	\$15,300	\$405,500							
Lake Superior SmartZone <sup>20</sup>	Chippewa	Sault Ste. Marie					\$127,811 (03/31/19)			\$7,118	5	0	11.3	11.7	3.5	7.9	\$0	0.0	\$0	\$0	\$0	\$0	\$185,500	\$32,907	\$11,900	\$0	\$230,307							
Innovate Marquette SmartZone <sup>21</sup>	Marquette	Marquette					\$196,954 (03/31/19)			\$0	6	3	21.7	111.5	7.6	27.1	\$37,500	16.2	\$31,250	\$0	\$0	\$223,000	\$0	\$369,750	\$926,051	\$9,800	\$1,528,601							
Lenawee County Economic Development Corporation (Lenawee Now) <sup>14</sup>	Lenawee	Adrian					\$281,671 (03/31/19)			\$0	6	1	13.8	17.1	8.7	5.5	\$17,273	0.0	\$0	\$0	\$0	\$0	\$0	\$133,000	\$1,178,000	\$0	\$1,311,000							
Ferris Wheel dba 100K Ideas <sup>19</sup>	Genesee	Flint					\$1,500,000 (03/31/20)	\$520,000		\$520,000	10	5	32.7	8.4	4.7	99.1	\$0	10.0	\$34,000	\$0	\$0	\$0	\$15,000	\$0	\$998,000	\$0	\$1,013,000							
Northern Michigan University	Marquette	Marquette					\$1,150,000 (04/30/20)	\$0		\$0	7	0	73.7	21.7	1.0	1.4	\$14,000	2.0	\$24,500	\$0	\$0	\$0	\$12,000	\$91,530	\$57,975	\$105,000	\$266,505							
Economic Development Alliance of St. Clair County	St. Clair	Port Huron					\$121,800 (06/30/19)	\$63,927		\$63,927	6	7	76.2	21.1	13.0	39.7	\$42,375	28.0	\$48,813	\$0	\$0	\$45,000	\$0	\$1,203,800	\$1,099,909	\$122,400	\$2,471,109							
Oakland University Incubator	Oakland	Rochester					\$199,625 (06/30/19)	\$0		\$0	7	31	6.8	125.2	41.8	420.3	\$43,932	160.6	\$40,215	\$85,100	\$35,000	\$662,500	\$75,000	\$2,646,053	\$7,584,400	\$380,253	\$11,468,306							
<b>TOTAL</b>			<b>\$1,200,000</b>	<b>\$5,350,000</b>	<b>\$8,042,000</b>	<b>\$1,800,000</b>	<b>\$6,289,511</b>	<b>\$1,374,672</b>	<b>\$1,471,425</b>	<b>\$18,866,475</b>	<b>765</b>	<b>1,060</b>	<b>9,718</b>	<b>18,265</b>	<b>4,976</b>	<b>4,752</b>	<b>\$38,000</b>	<b>27,022</b>	<b>\$38,924</b>	<b>\$111,568,066</b>	<b>\$573,703,016</b>	<b>\$208,439,583</b>	<b>\$51,377,649</b>	<b>\$62,036,687</b>	<b>\$397,895,396</b>	<b>\$50,849,097</b>	<b>\$1,455,869,494</b>							

BUSINESS INCUBATORS AND ACCELERATORS *continued***BUSINESS INCUBATORS AND ACCELERATORS: DASHBOARD INDICATORS** *continued*

Progress reporting as of September 30, 2018

1 These self-reported figures were collected from the Incubators' Semi-Annual Progress Reports, submitted every April and October by the business incubators with active grant agreements. N/A indicates the incubator is not required to report salaries.

2 As of FY 2016, these self-reported figures were collected from the incubators' semi-annual progress reports, submitted every April and October by the business incubators with active grant agreements. They are cumulative totals to date over the life of all grant(s) that a business incubator has received. The "Projected New Jobs" metric was not required for awards prior to FY 2015.

3 The applicant, Central Michigan University Research Corporation (CMURC), received an amendment to the 2012 award, extending the grant term end date from December 31, 2013, to June 30, 2014. This was inadvertently omitted in prior reporting. Central Michigan University Research Corporation (CMURC) received an amendment to the 2015 award extending the grant term end date from March 31, 2017, to March 31, 2018, and increasing the award by \$99,550. Central Michigan University Research Corporation (CMURC) received an amendment to the 2015 award extending the grant term end date from March 31, 2018, to March 31, 2019, and increasing the award by \$99,550.

4 The "Jobs Retained" metric was not required for awards prior to FY 2015. As of FY 2016, these self-reported figures were collected from the incubators' semi-annual progress reports, submitted every April and October by the business incubators with active grant agreements.

5 The "Total Capital Received" excludes the amount of MSF funds awarded to client companies of the business incubators, as MSF funds are not counted as leveraged funds.

6 City of Grand Rapids LDFA received an amendment to the 2013 award extending the end date from March 31, 2017, to April 15, 2018.

7 The applicant, Automation Alley, received two awards. The second award for \$500,000 is split between Automation Alley and Oakland University Incubator. Automation Alley received an amendment to the 2012 award extending the end date from February 28, 2015, to May 31, 2015. Automation Alley received an amendment to the 2013 award for \$2,000,000 to extend the term end date from September 30, 2016, to December 31, 2016, and to the \$500,000 award from December 31, 2015, to December 31, 2016. Automation Alley received an amendment to the 2015 award for an increase of \$500,000 and to extend the term end date from April 30, 2016, to March 31, 2017. Automation Alley received an amendment to the 2013 award extending the term end date from September 30, 2016, to December 31, 2016. Automation Alley received an amendment to the 2015 award extending the term end date from March 31, 2017, to March 31, 2018, and increasing the award by \$500,000. Automation Alley received an amendment to the 2015 award extending the term end date from March 31, 2018, to October 31, 2018, and increasing the award by \$500,000.

8 A portion of the FY 2012 funding was allocated to, and work performed by, the Ann Arbor SPARK East Business Incubator. The applicant, Ann Arbor SPARK, received an amendment to the 2015 award extending the term end date from March 31, 2017, to March 31, 2018, and increasing the award by \$100,000. The metrics reported under the 2015 award are only reflective of Ann Arbor SPARK East. Ann Arbor SPARK received an amendment to the 2015 award extending the term end date from March 31, 2018, to March 31, 2019, and increasing the award by \$100,000.

9 The applicant, TechTown, received a single award of \$875,000 in FY 2012 that was split between TechTown and its partner, Bizdom U. This fulfills the legislative requirement that one award be given to an incubator or accelerator in a city with a population greater than 650,000. TechTown received an amendment to the 2013 award extending the end date from April 15, 2015, to October 15, 2015. TechTown received an amendment to the 2015 award extending the end date from March 31, 2016, to March 31, 2017, and increasing the grant by \$500,000. TechTown received an amendment to the 2015 award extending the end date from March 31, 2017, to March 31, 2018, and increasing the award by \$250,000. TechTown received an amendment to the 2015 award extending the term end date from March 31, 2018, to March 31, 2019, and increasing the award by \$250,000.

10 The Great Lakes Agricultural Technology Business Incubator entered into a Memorandum of Understanding agreement between the MSF and Michigan Department of Agriculture and Rural Development (MDARD) from October 1, 2014, through September 30, 2017. The grant is managed by the MSF/MEDC. The funding was provided by MDARD.

11 The applicant, Southwest Michigan Innovation Center (SMIC), received an amendment to the 2012 award, extending the grant term end date from February 28, 2014, to June 30, 2014. This was inadvertently omitted in prior reporting. At its February 23, 2016, meeting the MSF board authorized an assignment of the grant originally awarded to Southwest Michigan Innovation Center to the Western Michigan University Homer Stryker M.D. School of Medicine. The applicant, Western Michigan University Homer Stryker M.D. School of Medicine, received an amendment to the 2015 award extending the grant term end date from March 31, 2017, to March 31, 2018, and increasing the award by \$100,000. Western Michigan University Homer Stryker M.D. School of Medicine received an amendment to the 2015 award extending the term end date from March 31, 2018, to March 31, 2019, and increasing the award by \$100,000.

12 The applicant, Mid-Michigan Innovation Center (MMIC), was acquired by Midland Tomorrow. The MSF board authorized an assignment of the grant to Midland Tomorrow at its September 27, 2016, meeting. Midland Tomorrow received an amendment to the 2015 award extending the term end date from March 31, 2017, to March 31, 2018, and increasing the award by \$100,000. Midland Tomorrow received an amendment to the 2015 award extending the term end date from March 31, 2018, to March 31, 2019, and increasing the award by \$100,000.

13 The applicant, Michigan Alternative and Renewable Energy Center (MAREC), changed its name to Muskegon Innovation Hub at Grand Valley State. Muskegon Innovation Hub at Grand Valley State received an amendment to the 2015 award extending the grant term end date from June 30, 2017, to September 1, 2018, and increasing the award by \$60,000. Muskegon Innovation Hub at Grand Valley State received an amendment to the 2015 award extending the term end date from September 1, 2018, to March 31, 2019, and increasing the award by \$25,456.

14 The grant agreement for the applicant, Lenawee County Economic Development Corporation (Lenawee Now) did not start until June 1, 2016.

15 Not applicable for FY 18.

16 The applicant, Macomb Oakland University Incubator, received an amendment to the 2015 award extending the term end date from June 20, 2017, to June 30, 2018, and increasing the award by \$98,663. Macomb Oakland University Incubator received an extension to the 2015 award extending the term end date from June 30, 2018, to March 31, 2019, and increasing it by \$49,333.

17 The applicant, Lawrence Technological University, received an amendment to the 2016 award, extending the term end date from June 30, 2017, to March 31, 2018, and increasing the award by \$75,000. Lawrence Technological University's 2015 award term end date was inadvertently reported as March 31, 2018, and has been corrected to March 31, 2016. Lawrence Technological University received an amendment to the 2016 award extending the term end date from March 31, 2018, to March 31, 2019, and increasing the award by \$100,000.

18 The applicant, Lansing Economic Area Partnership (LEAP), received an extension of the term end date from April 15, 2017, to April 15, 2018, and an increase of \$100,000 to the award. LEAP received an amendment to the 2015 award extending the term end date from April 15, 2018, to March 31, 2019, and increasing the award by \$100,000.

19 The applicant, Ferris Wheel dba 100K Ideas, received a transfer of \$1,500,000 from MSF other funding originally allocated to Michigan Business Development Program (MBDP).

20 The applicant, Lake Superior SmartZone, received an amendment to the 2016 award extending the term end date from April 30, 2018, to March 31, 2019, and increasing the award by \$40,170.

21 The applicant, Innovate Marquette SmartZone, received an amendment to the 2016 award extending the term end date from April 30, 2018, to March 31, 2019, and increasing the award by \$6,997.

22 The applicant, Lakeshore Advantage, received an amendment to the 2016 award extending the term end date from April 30, 2018, to March 31, 2019, and increasing the award by \$69,210.

23 The applicant, Michigan Tech Enterprise Corporation (MTEC) SmartZone, received an amendment to the 2016 award extending the term end date from April 30, 2018, to March 31, 2019, and increasing the award by \$91,667.

\* In its performance audit of the 21st Century Jobs Fund Program, the Office of the Auditor General noted that national standards for business incubators for graduated clients should be collected for at least five years for clients who have graduated. As a result, MEDC staff included a provision that required business incubators to report for a period of five years beyond the term of their agreement. On October 25, 2016, a resolution was adopted to waive progress reports for an additional five years following the term end of the grant and establish an internal survey to conduct in its place. This waiver impacted all business incubator grants approved between 2012–2015.

\*\* As of June 1, 2016, monthly metrics submitted through google docs to the MEDC was replaced with the April and October progress report requiring identical information for each six month period.

## EARLY STAGE FUNDING PROGRAMS

Early stage, innovative companies require seed capital to help bridge critical stages of development. Through the Michigan Early Stage Funding programs, the MSF sought to bridge this capital gap and help early stage companies develop technologies, grow innovative companies, diversify Michigan's economy, and create economic wealth in the state. The Early Stage Funding programs allocate funding to non-profit organizations to capitalize funds that invest in pre-seed and startup stage competitive edge technologies that require capital to transition from research to the earliest stages of the commercialization process.

In FY 2016, Invest Michigan's award amount was increased by \$2,500,000 bringing the total amount of funds available to \$10,458,000. The grant end date was also extended to April 15, 2017. In FY 2017, the grant end date was extended to March 31, 2019. In FY 2018, Invest Michigan's award amount was increased by \$1,750,000 bringing the total amount of funds available to \$12,208,000. The grant end date was also extended to September 30, 2019. In FY 2017, the MSF established the First Capital Fund program and approved a grant award of \$2,000,000 to Invest Detroit under the program.

Public Act 503 of 2014 amended the legislative reporting requirements of the MSF Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

### EARLY STAGE FUNDING PROGRAMS

Progress reporting as of September 30, 2018

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue or property returned	New funds leveraged <sup>2</sup>	New patents, copyrights and trademarks applied for <sup>2</sup>	New patents, copyrights and trademarks issued <sup>2</sup>	New startup companies <sup>2</sup>	Projected new job growth <sup>3</sup>	Number of new licensing agreements <sup>2</sup>			Products commercialized <sup>2</sup>
											Total agreements in <sup>4</sup>	Total agreements out <sup>5</sup>	With Mich-based companies	
Ann Arbor SPARK - Pre-Seed Capital Fund II <sup>6**</sup>	Grant-Ended	07/15/09	\$6,800,000	\$0	\$0	\$0	9	9	0	2,162	0	0	0	0
Ann Arbor SPARK - Pre-Seed Capital Fund III <sup>6,7**</sup>	Grant-Active	10/01/11	\$10,170,000	\$0	\$304,951	\$115,902,630		6	0	2,288	0	0	0	0
Biosciences Research and Commercialization Center-BRCC II Fund <sup>8**</sup>	Grant-Ended	10/01/11	\$3,830,000	\$0	\$215,030	\$12,545,275	3	15	1	0	1	1	1	6
Invest Michigan <sup>9</sup>	Grant-Active	03/24/14	\$12,208,000	\$0	\$0	\$69,508,257	38	26	1	6	2	65	3	40
Invest Detroit	Grant-Active	12/20/16	\$2,000,000	\$0	\$0	\$13,471,788	19	5	5	70	20	11	0	23
<b>TOTAL</b>			<b>\$35,008,000</b>	<b>\$0</b>	<b>\$519,981</b>	<b>\$211,427,950</b>	<b>69</b>	<b>61</b>	<b>7</b>	<b>4,526</b>	<b>23</b>	<b>77</b>	<b>4</b>	<b>69</b>

<sup>1</sup> This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced. These funds were reallocated for use in accordance with the MSF Act.

<sup>2</sup> These figures are self-reported by the entities receiving funding in progress reports that are submitted to the MEDC.

<sup>3</sup> These figures are taken from the original proposals submitted to the MEDC by the entities that received funds.

<sup>4</sup> Licensing Agreements In: Licensing agreements for the project/company to acquire technology from a third party.

<sup>5</sup> Licensing Agreements Out: Licensing agreements generated by intellectual property from the project/company to a third party.

<sup>6</sup> Microloan investments are funded as a subprogram of the Pre-Seed II and Pre-Seed III grants from the MSF; as such, reporting metrics for microloan investments are included in the Pre-Seed II and Pre-Seed III metrics.

<sup>7</sup> The grant agreement with Ann Arbor SPARK was originally for \$9,170,000. The agreement was amended on December 9, 2013, and the award amount was increased by \$1,000,000, bringing the total amount of grants funds available under the agreement

to \$10,170,000. The term end date was also amended from December 31, 2014, to September 30, 2019, which was inadvertently omitted on the 2015 fiscal year report and therefore the grant should be considered active.

<sup>8</sup> The new patents, copyrights and trademarks applied for and issued have been validated by the BRCC; these figures were underreported in previous years.

<sup>9</sup> The grant agreement with Invest Michigan was amended on January 12, 2016, and the award amount was increased by \$2,500,000, bringing the total amount of grants funds available under the grant agreement to \$10,458,000. The grant term end date was also extended from April 15, 2016, to April 15, 2017. The grant agreement was amended on April 17, 2017, extending the grant term end from April 15, 2017, to March 31, 2019. This amendment was inadvertently omitted in the previous report. The grant agreement was amended on November 22, 2017, and the award amount was increased by \$1,750,000, bringing the total amount of grants funds available under the grant agreement to \$12,208,000. The grant term end date was also extended from March 31, 2019, to September 30, 2019.

\* In its performance audit of the 21st Century Jobs Fund Program, the Office of the Auditor General noted that national standards for business incubators for graduated clients should be collected for at least five years for clients who have graduated. This was implemented for additional programs beyond the business incubators. On October 25, 2016, a resolution was adopted to waive progress reports for an additional five years following the term end of the grant and establish an internal survey to conduct in its place. This waiver impacted the 2009 Michigan Pre-Seed Fund and the Early Stage Funding grants approved in 2011 and 2014.

\*\* Although funding of this grant has ended, the grantee is required to pay a percentage of the ROI back to the permanent fund until the grant is repaid in its entirety and a further percentage of the ROI in perpetuity.



EARLY STAGE FUNDING PROGRAMS

EARLY STAGE FUNDING PROGRAMS																												
Progress reporting as of September 30, 2018																												
Entity receiving funding	Industry sector	Sponsoring SmartZone	FTEs retained in MI <sup>5</sup>	Current FTEs <sup>5</sup>	Pre-Seed Capital Fund II <sup>1,10</sup>				Pre-Seed Capital Fund III <sup>1,10</sup>				Microloan Investments <sup>1,2</sup>			BRCC-II <sup>3,10</sup>				Invest Michigan (MI Pre-Seed 2.0) <sup>4,10</sup>				Invest Detroit (First Capital Fund) <sup>2,10,11</sup>				
					Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	
2 of 10 LLC <sup>7</sup>	Homeland security	Sterling Heights	1.0	1.0									03/28/12	Loan	\$50,000													
3D Biomatrix Inc. <sup>7</sup>	Life science	Ann Arbor - Ypsilanti	5.0	1.0	10/5/09	Loan	\$250,000	\$176,265																				
ACIAS Inc. <sup>7</sup>	Education, IT	Detroit/ Woodward Technology Corridor	1.0	6.0									03/05/13	Loan	\$22,000													
AdAdapted LLC	IT	Ann Arbor/ Ypsilanti	2.0	10.0									09/11/12	Loan	\$35,000					07/31/14	Equity	\$25,000	\$700,000					
													01/21/13	Loan	\$15,000						06/18/15	Loan	\$75,000	\$225,000				
																						06/30/16	Loan	\$25,000	\$105,000			
																						06/08/17	Loan	\$50,000	\$320,000			
																							10/14/16	Loan	\$71,000	\$232,000		
Advanced Battery Concepts LLC	Alternative energy	Mount Pleasant/ Center for Applied Research & Technology	3.0	46.0	12/28/10	Equity	\$250,000	\$250,000					08/12/09	Loan	\$50,000													
Akadeum Life Sciences	Life sciences	Ann Arbor	0.0	4.0																07/31/15	Equity	\$100,000	\$790,000					
																						09/28/17	Equity	\$100,000	\$1,597,800			
Alchemie Solutions Inc.	IT	Automation Alley	0.0	7.0																07/3/17	Equity	\$50,000	\$1,154,000					
Akervall Technologies	Life sciences	N/A	19.0	20.0																	10/27/17	Loan	\$150,000	\$3,206,919				
																							03/23/18	Loan	\$150,000	\$3,206,919		
AlertWatch LLC	Life science	Ann Arbor/ Ypsilanti	3.0	4.0	02/13/13	Loan	\$250,000	\$250,000								05/02/13	Loan	\$150,000	\$400,000									
Algal Scientific Corporation	Alternative energy	Ann Arbor/ Ypsilanti	5.0	18.0	11/12/09	Equity	\$180,000	\$90,700																				
Alter Cycles	Manufacturing	Grand Rapids	2.5	2.5																10/26/15	Loan	\$50,000	\$575,000					
AMF-Nano Corp.	Advanced manufacturing	Ann Arbor/ Ypsilanti	2.0	5.0									09/18/12	Loan	\$25,000													
																07/01/13	Loan	\$25,000										
AppKey Incorporated <sup>7</sup>	IT	N/A	1.0	3.0									01/25/13	Loan	\$50,000													
Applied Computer Technologies Inc. <sup>7</sup>	Advanced automotive	Ann Arbor/ Ypsilanti	3.0	3.0									08/19/10	Loan	\$15,000													
		Automation Alley													01/25/12	Loan	\$35,000											
Arbor Plastics Technology LLC	Advanced manufacturing	Oakland University Incubator	4.0	3.0	2/18/11	Equity	\$250,000	\$165,000																				
Arborlight Inc.	Advanced materials	Ann Arbor/ Ypsilanti	4.0	0.0	7/22/13	Loan	\$250,000	\$250,000												03/24/15	Equity	\$125,000	\$1,165,000					
ArborWind LLC	Alternative energy	Ann Arbor/ Ypsilanti	2.0	6.0	06/20/11	Loan	\$250,000	\$600,000																				
Armune BioScience Inc.	Life science	Kalamazoo	5.0	10.0												06/04/12	Loan	\$250,000	\$2,986,479									
Atterocor Inc.	Life science	Ann Arbor/ Ypsilanti	3.0	16.5					07/05/12	Equity	\$250,000	\$250,000																
AureoGen Biosciences Inc. <sup>6</sup>	Life science	Kalamazoo	1.0	2.0												08/27/13	Loan	\$340,000	\$0									
AutoBike <sup>7</sup>	Advanced manufacturing	Automation Alley	5.0	0.5									01/11/12	Loan	\$50,000													
		Oakland University Incubator									04/22/13	Loan	\$250,000	\$250,000														
Autobooks	IT	N/A	20.0	23.0																01/23/18	Equity	\$238,698	\$9,761,296					
Automated Bookkeeping	IT	N/A	0.0	13.0																03/06/17	Equity	\$50,000	\$5,450,000					
Avicenna Medical Systems Inc.	Life science	Ann Arbor/ Ypsilanti	1.0	3.5									02/09/10	Loan	\$20,000													
Azenic Dental <sup>7</sup>	Life science	Kalamazoo	4.0	0.0	11/06/09	Equity	\$250,000	\$250,000																				
Axon Medical <sup>7</sup>	Life science	Kalamazoo	2.0	1.0					02/17/12	Loan	\$250,000	\$1,000,000								03/13/14	Equity	\$150,000	\$2,250,000					

EARLY STAGE FUNDING PROGRAMS *continued*

**EARLY STAGE FUNDING PROGRAMS** *continued*  
Progress reporting as of September 30, 2018

Entity receiving funding	Industry sector	Sponsoring SmartZone	FTEs retained in MI <sup>5</sup>	Current FTEs <sup>5</sup>	Pre-Seed Capital Fund II <sup>1,10</sup>				Pre-Seed Capital Fund III <sup>1,10</sup>				Microloan Investments <sup>1,2</sup>			BRCC-II <sup>5,10</sup>				Invest Michigan (MI Pre-Seed 2.0) <sup>4,10</sup>				Invest Detroit (First Capital Fund) <sup>2,10,11</sup>			
					Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment
BAHRS LLC <sup>7</sup>	Advanced materials	Grand Rapids	1.0	0.0									01/10/12	Loan	\$32,000												
													05/11/12	Loan	\$18,000												
Banza LLC <sup>8</sup>	Food and beverage	N/A	0.0	0.0																03/31/16	Loan	\$100,000	\$400,000				
BEET LLC	Advanced manufacturing	Sterling Heights	4.0	22.0					02/05/13	Loan	\$250,000	\$250,000															
Berylline LLC	Advanced automotive	Oakland University Incubator	1.0	5.0									01/21/13	Loan	\$10,000												
													08/06/13	Loan	\$40,000												
Black Pine Engineering	Advanced engineering	Lansing Regional	0.0	0.0																03/30/15	Loan	\$50,000	\$50,000				
Blaze Medical Devices LLC <sup>7</sup>	Life science	Ann Arbor/Ypsilanti	2.0	0.0					03/01/12	Loan	\$250,000	\$1,000,000	05/27/10	Loan	\$42,000												
BlockWork (fka Local Orbit LLC) <sup>7</sup>	E-commerce	Ann Arbor/Ypsilanti	5.0	0.0					10/09/12	Loan	\$250,000	\$255,000															
	IT	Ann Arbor/Ypsilanti	0.0	0.0									01/28/10	Loan	\$35,000												
Bloomscape	IT	N/A	7.0	7.0																09/19/18	Loan	\$125,000	\$1,315,000	3/15/18	SAFE**	\$150,000	\$1,550,000
Brio Device	Medical device	Automation Alley/Ann Arbor SPARK	2.0	2.0																01/30/15	Loan	\$50,000	\$75,000				
																				07/20/16	Loan	\$50,000	\$300,000				
CastNotice *	IT	Grand Rapids	2.0	0.0									07/29/13	Loan	\$50,000												
Celsee Diagnostics	Life sciences	Ann Arbor/Ypsilanti	0.0	0.0																09/12/16	Loan	\$50,000	\$2,120,000				
																				04/12/17	Loan	\$100,000	\$875,000				
Change Dynamix	IT	Automation Alley	8.0	9.0																01/13/17	Loan	\$150,000	\$1,300,000				
																				09/26/17	Equity	\$99,976	\$305,000				
																				07/16/18	Loan	\$100,000	\$596,138				
CIMple Integrations Inc. <sup>7</sup>	Alternative Energy	Lansing Regional	1.0	0.0									02/09/10	Loan	\$50,000												
Clean Emission Fluids Inc. <sup>7</sup>	Alternative energy	Detroit/Woodward Technology Corridor	9.0	0.0					12/07/11	Loan	\$210,000	\$210,000															
Climate Technologies	Alternative energy	Ann Arbor/Ypsilanti	4.0	4.0									12/17/09	Loan	\$45,000												
Coliant Corporation	Advanced automotive	Sterling Heights	15.0	15.0					01/09/12	Loan	\$250,000	\$250,000															
ContentOro	IT	Ann Arbor/Ypsilanti	0.0	3.0																07/31/15	Equity	\$50,000	\$405,000				
																				11/30/16	Loan	\$50,000	\$700,000				
Coupon Wallet	IT	N/A	2.0	6.5									12/31/13	Loan	\$25,000												
Covaron Inc.	Advanced materials	Ann Arbor/Ypsilanti	3.0	9.0					07/11/13	Loan	\$250,000	\$250,000															
Cribspot	IT	N/A	0.0	14.0																03/31/15	Loan	\$50,000	\$750,000				
CrunchBerri LLC <sup>7</sup>	IT	Ann Arbor/Ypsilanti	1.0	0.0									04/11/13	Loan	\$50,000												
CTC Holdings Inc.	Alternative energy	Ann Arbor/Ypsilanti	4.0	4.0									12/17/09	Loan	\$45,000												
CureLauncher LLC	Life science	Oakland University Incubator	2.0	0.0					01/13/14	Equity	\$250,000	\$250,000															
Current Motor Co.	Alternative energy	Ann Arbor/Ypsilanti	2.0	12.0	11/23/10	Equity	\$250,000	\$125,000																			
CYJ Enterprises LLC <sup>7</sup>	Homeland security	Detroit/Woodward Technology Corridor	1.0	1.0									02/25/10	Loan	\$30,000												
CytoPherx	Life science	N/A	0.0	0.0												11/12/12	Loan	\$106,565	\$5,500,000								







EARLY STAGE FUNDING PROGRAMS *continued*

**EARLY STAGE FUNDING PROGRAMS** *continued*  
Progress reporting as of September 30, 2018

Entity receiving funding	Industry sector	Sponsoring SmartZone	FTEs retained in MI <sup>5</sup>	Current FTEs <sup>5</sup>	Pre-Seed Capital Fund II <sup>1,10</sup>				Pre-Seed Capital Fund III <sup>1,10</sup>				Microloan Investments <sup>1,2</sup>			BRCC-II <sup>3,10</sup>				Invest Michigan (MI Pre-Seed 2.0) <sup>4,10</sup>				Invest Detroit (First Capital Fund) <sup>2,10,11</sup>				
					Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	
PicoSpray LLC	Advanced automotive	Ann Arbor/Ypsilanti	1.0	3.0									08/29/12	Loan	\$50,000					03/31/15	Equity	\$50,000	\$275,000					
Plava Pur LLC	Advanced automotive	N/A	2.0	0.5									01/06/14	Loan	\$25,000													
Pop-Post Inc.	IT	N/A	4.0	3.0									12/30/13	Loan	\$50,000													
Portal Architects	IT	Ann Arbor/Ypsilanti	2.0	14.0					12/30/13	Loan	\$250,000	\$250,000																
Porter & Strother (aka A2B Bikeshare) <sup>7</sup>	IT	Ann Arbor SPARK	0.0	0.0																09/23/14	Loan	\$25,000	\$155,000					
PreDxion	Life sciences/health care	Ann Arbor SPARK	2.0	3.0																			08/02/17	SAFE**	\$150,000	\$600,000		
Protean Payment <sup>7</sup>	IT	Ann Arbor/Ypsilanti	3.0	19.5									06/21/13	Loan	\$50,000													
Quikkly LLC	IT	Detroit/Woodward Technology Corridor	2.0	15.0					08/07/12	Equity	\$100,000	\$350,000																
RealBio Technology Inc. <sup>7</sup>	Life science	Kalamazoo	3.0	0.0	12/07/09	Equity	\$250,000	\$650,000					07/28/09	Loan	\$37,500													
Regainco Inc. <sup>7</sup>	IT	Detroit/Woodward Technology Corridor	2.0	1.0									08/21/12	Loan	\$50,000													
Research Essential Services LLC <sup>7</sup>	Life science	Ann Arbor/Ypsilanti	1.0	6.0									11/20/09	Loan	\$50,000													
Respond Design	Life science	Grand Rapids	0.0	4.0												03/02/15	Loan	\$250,000	0									
Retrosense Therapeutics LLC <sup>9</sup>	Life science	Ann Arbor/Ypsilanti	2.0	4.0	03/04/11	Equity	\$250,000	\$163,000																				
Reveal Design Automation Inc.	Advanced manufacturing	Ann Arbor - Ypsilanti	3.0	8.0	04/18/11	Loan	\$250,000	\$130,000													07/27/17	Loan	\$50,000	\$100,000				
Ripple Science Corporation	IT	Ann Arbor SPARK	6.0	7.0																	07/27/17	Loan	\$50,000	\$50,000	04/05/17	Loan	\$100,000	\$200,000
Rippld LLC <sup>7</sup>	IT	Detroit/Woodward Technology Corridor	2.0	2.0									05/30/12	Loan	\$50,000						02/06/17	Loan	\$50,000	\$50,000				
Safesense Technologies	Medical device	N/A	5.0	5.0																	02/06/17	Loan	\$50,000	\$50,000				
Seelio Inc.	IT	Ann Arbor/Ypsilanti	4.0	4.0					10/09/12	Equity	\$250,000	\$250,000	02/21/12	Loan	\$40,000													
Sentio, LLC	Life science	Oakland University Incubator	3.0	6.0	05/11/10	Equity	\$250,000	\$150,000																				
Sentry Medical Technologies, Inc. <sup>7</sup>	Life science	Ann Arbor/Ypsilanti	1.0	0.0									02/16/12	Loan	\$31,000													
													10/10/12	Loan	\$19,000													
ShapeLog	IT/health	Ann Arbor	3.0	5.0																				05/31/17	Loan	\$150,000	\$600,000	
Shepherd Intelligent Systems <sup>8</sup>	IT	Ann Arbor/Ypsilanti	0.0	0.0									02/15/10	Loan	\$35,000													
Shoulder Innovations	Life science	N/A	1.0	1.0																	02/15/17	Equity	\$100,000	\$1,400,000				
																					12/01/17	Equity	\$25,000	\$1,545,467				
Shoptelligence Inc.	IT	Ann Arbor SPARK	10.0	10.0																	04/20/18	Loan	\$150,000	\$564,733				
																					10/11/18	Equity	\$50,000	\$1,020,000				
Sightline	IT	MTEC	1.0	1.0																			07/09/18	Loan	\$50,000	\$150,000		
SkySpecs Inc.	IT	Ann Arbor/Ypsilanti	7.0	23.0																	11/09/15	Equity	\$100,000	\$2,300,000				
																					12/17/15	Loan	\$100,000	\$470,000				
									12/22/14	Equity	\$250,000	\$250,000									06/28/17	Loan	\$50,000	\$450,000				
Solarflex LLC <sup>7</sup>	Alternative energy	Automation Alley	2.0	2.0									11/09/09	Loan	\$35,000													







## ENTREPRENEURIAL SUPPORT SERVICES & ENTREPRENEURIAL SERVICE PROVIDERS

In 2011, the MSF board approved the Entrepreneurial Support Services program to award grants to non-profit organizations that provide specialized support services to assist companies and institutions in commercializing competitive edge technologies, building successful, innovative businesses with the potential for high-growth and job retention and promoting a culture of entrepreneurship in Michigan. A request for proposals (RFP) for this program was issued in April 2011. The FY 2011 awards were approved by the MSF board in July 2011.

In August 2012, the MSF board issued an RFP for entrepreneurial service providers as a continuation of the Entrepreneurial Support Services program. In September 2012, the MSF board approved the FY 2012 awards based on recommendations by a joint evaluation committee.

At its October 2013 meeting, the MSF board issued the first FY 2014 Entrepreneurial Support Services request for proposals. In February 2014, after review from a joint evaluation committee, the MSF board selected three programs to receive awards which were all administered by the Michigan Small Business Development Center (MI-SBDC).

In April 2014, the MSF board released another RFP for non-profits that provide specialized support services to early stage technological companies. In June 2014, the MSF board approved the remaining FY 2014 awards based on recommendations by a joint evaluation committee.

In September 2015, the MSF board issued an RFP for Entrepreneurial Service Providers as a continuation of the Entrepreneurial Support Services program. In October 2015, the MSF board approved the FY 2016 awards based on recommendations by a joint evaluation committee.

Public Act 503 of 2014 amended the legislative reporting requirements of the MSF Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

### ENTREPRENEURIAL SUPPORT SERVICES FY 2011 Awards\*

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue or property returned	Follow-on funding <sup>2,3</sup>	New patents, copyrights and trademarks applied for <sup>2</sup>	New patents, copyrights and trademarks issued <sup>2</sup>	New startup companies <sup>2</sup>	Projected new job growth <sup>4</sup>	Jobs created <sup>2</sup>	New licensing agreements <sup>2</sup>	Licensing agreements with Mich-based companies <sup>2</sup>	Products commercialized <sup>2</sup>
BBC Entrepreneurial Training Corporation	Grant—ended	07/27/11	\$1,575,000	\$0	\$0	\$58,350,000	0	0	0	0	364	0	0	0
MI-SBDC Grand Valley State University <sup>5</sup>	Grant—ended	07/27/11	\$4,282,957	\$0	\$0	\$86,566,040	111	36	23	0	187	0	0	130
Great Lakes Entrepreneur's Quest	Grant—ended	07/27/11	\$1,080,000	\$0	\$0	\$36,506,000	0	0	71	0	86	0	0	0
Ann Arbor SPARK—Michigan Angel Fund	Grant—ended	07/27/11	\$600,000	\$0	\$0	\$68,560,310	157	39	28	22	356	77	77	15
Detroit Creative Corridor Center	Grant—ended	07/27/11	\$375,000	\$0	\$0	\$2,090,454	0	0	45	90	59	0	0	14
Ann Arbor SPARK - Accelerate Michigan Innovation Competition	Grant—ended	07/27/11	\$1,050,000	\$0	\$0	\$30,380,000	9	40	2	0	175	9	1	0
Inforum Center for Leadership	Grant—ended	07/27/11	\$718,197	\$0	\$0	\$17,050,254	5	70	16	0	38	1	31	1
Michigan Venture Capital Association	Grant—ended	07/27/11	\$3,068,846	\$0	\$0	\$130,817,616	0	0	2	0	43	0	0	0
<b>TOTAL</b>			<b>\$12,750,000</b>	<b>\$0</b>	<b>\$0</b>	<b>\$430,320,674</b>	<b>282</b>	<b>185</b>	<b>187</b>	<b>112</b>	<b>1,308</b>	<b>87</b>	<b>109</b>	<b>160</b>

### ENTREPRENEURIAL SERVICE PROVIDERS FY 2012 Awards\*

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue or property returned	Follow-on funding <sup>2,3</sup>	New patents, copyrights and trademarks applied for <sup>2</sup>	New patents, copyrights and trademarks issued <sup>2</sup>	New startup companies <sup>2</sup>	Projected new job growth <sup>4</sup>	Jobs created <sup>2</sup>	New licensing agreements <sup>2</sup>	Licensing agreements with Mich-based companies <sup>2</sup>	Products commercialized <sup>2</sup>
Michigan Tech Enterprise Corporation (MTEC)	Grant—ended	009/27/12	\$387,900	\$0	\$0	\$20,915,677	6	0	1	10	43	0	0	15
Midland Tomorrow <sup>12</sup>	Grant—ended	9/27/12	\$225,000	\$0	\$0	\$2,852,721	10	4	6	28	21	1	0	1
Institute for Research on Labor, Employment and the Economy, University of Michigan (IRLEE)	Grant—ended	09/27/12	\$999,376	\$0	\$0	\$144,401,991	193	133	0	55	715	52	60	140
Michigan Manufacturing Technology Center (MMTC)	Grant—ended	09/27/12	\$71,997	\$0	\$0	\$3,241,112	0	0	0	0	8	0	0	0
Mi-Light, the Michigan Photonics Cluster <sup>6</sup>	Grant—ended	09/27/12	\$89,000	\$0	\$0	\$319,390,000	46	5	1	31	224	6	0	46
Michigan Medical Device Accelerator	Grant—ended	09/27/12	\$75,000	\$0	\$0	\$0	0	0	0	0	0	0	0	0
Grand Valley State University—MI-SBDC	Grant—ended	09/27/12	\$1,750,000	\$0	\$0	\$37,277,026	46	23	2	25	81	0	0	0
Macomb-OU, Oakland University	Grant—ended	09/27/12	\$766,036	\$0	\$0	\$3,700,000	6	0	1	20	11	0	0	1
NextEnergy Center	Grant—ended	09/27/12	\$700,000	\$0	\$0	\$23,246,863	24	0	0	0	34	0	2	3
<b>TOTAL</b>			<b>\$5,064,309</b>	<b>\$0</b>	<b>\$0</b>	<b>\$555,025,390</b>	<b>331</b>	<b>165</b>	<b>11</b>	<b>169</b>	<b>1,137</b>	<b>59</b>	<b>62</b>	<b>206</b>

ENTREPRENEURIAL SUPPORT SERVICES & ENTREPRENEURIAL SERVICE PROVIDERS *continued*

**ENTREPRENEURIAL SERVICE PROVIDERS**  
FY 2014 Awards\*

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue or property returned	Follow-on funding <sup>2,3</sup>	New patents, copyrights and trademarks applied for <sup>2</sup>	New patents, copyrights and trademarks issued <sup>2</sup>	New startup companies <sup>2</sup>	Projected new job growth <sup>4</sup>	Jobs created <sup>2</sup>	New licensing agreements <sup>2</sup>	Licensing agreements with Mich-based companies <sup>2</sup>	Products commercialized <sup>2</sup>
Ann Arbor Spark—Angel Fund	Grant—ended	06/24/14	\$500,000	\$0	\$0	\$137,685,207	50	24	13	90	280	65	28	18
Biotechnology Business Consultants <sup>16</sup>	Grant—active	06/24/14	\$1,960,000	\$0	\$0	\$141,125,012	0	0	0	0	73	0	0	0
Inforum	Grant—ended	06/24/14	\$367,281	\$0	\$0	\$26,786,050	16	28	10	40	177	0	0	0
Invest Detroit—Accelerate Michigan Innovation Competition	Grant—ended	06/24/14	\$1,350,000	\$0	\$0	\$49,920,000	35	2	0	45	25	11	0	27
Invest Detroit—Michigan Hacker Fellowship <sup>9</sup>	Grant—active	06/24/14	\$1,551,083	\$0	\$0	\$22,048,884	15	14	2	48	60	19	0	7
Michigan State University Foundation	Grant—ended	06/24/14	\$500,000	\$0	\$0	\$2,062,088	25	5	26	27	78	8	7	50
Michigan Venture Capital Association <sup>13</sup>	Grant—active	06/24/14	\$2,003,158	\$0	\$0	\$286,121,187	0	0	3	4	49	0	0	0
NextEnergy Center <sup>14</sup>	Grant—active	06/24/14	\$1,100,000	\$0	\$0	\$61,465,000	16	13	0	7	45	8	2	8
University of Michigan—College of Engineering <sup>10</sup>	Grant—ended	06/24/14	\$781,817	\$0	\$0	\$6,993,521	0	0	14	28	40	0	0	0
Grand Valley State University MI-SBDC - Business Accelerator Services Fund (BAF) <sup>7,17</sup>	Grant—active	02/25/14	\$6,323,248	\$0	\$0	\$159,575,506	357	178	39	50	381	0	0	243
Grand Valley State University MI-SBDC—SBIR/STTR Federal Grant Match (ETF) <sup>8,17</sup>	Grant—active	02/25/14	\$11,119,972	\$0	\$0	\$154,477,993	200	90	0	25	372	0	0	0
Grand Valley State University MI-SBDC—Consulting and Business Counseling (Tech) <sup>11,17</sup>	Grant—active	02/25/14	\$6,933,280	\$0	\$0	\$491,915,285	393	179	112	160	1,202	0	0	372
<b>TOTAL</b>			<b>\$34,489,839</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1,540,175,733</b>	<b>1,107</b>	<b>533</b>	<b>219</b>	<b>524</b>	<b>2,782</b>	<b>111</b>	<b>37</b>	<b>725</b>

**ENTREPRENEURIAL SERVICE PROVIDERS**  
FY 2016 Awards

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue or property returned	Follow-on funding <sup>2,3</sup>	New patents, copyrights and trademarks applied for <sup>2</sup>	New patents, copyrights and trademarks issued <sup>2</sup>	New startup companies <sup>2</sup>	Projected new job growth <sup>4</sup>	Jobs created <sup>2</sup>	New licensing agreements <sup>2</sup>	Licensing agreements with Mich-based companies <sup>2</sup>	Products commercialized <sup>2</sup>
University of Michigan—First Customer Program	Grant—active	10/27/15	\$1,000,000	\$0	\$0	\$82,359,017	133	142	0	100	116	29	7	60
Grand Valley State University MI-SBDC—CORE <sup>15,17</sup>	Grant—active	12/15/15	\$4,815,000	\$0	\$0	\$463,935,430	0	0	779	0	4,237	0	0	0
<b>TOTAL</b>			<b>\$5,815,000</b>	<b>\$0</b>	<b>\$0</b>	<b>\$546,294,447</b>	<b>133</b>	<b>142</b>	<b>779</b>	<b>100</b>	<b>4,353</b>	<b>29</b>	<b>7</b>	<b>60</b>

1 This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced. These funds were reallocated for use in accordance with the MSF Act.

2 These figures are self-reported by the program administrators in semi-annual progress reports that are submitted to the MEDC. These metrics are cumulative to date over the life of the grant and reflect the activities of client companies served by the grantees.

3 Follow-on funding includes SBIR/STTR/other federal grants, angel fund investments, owner investments, venture capital invested, bank/loans and sales revenue.

4 Projected new job growth figures reflect the anticipated job creation of client companies served by the grantees.

5 The original grant agreement with the MI-SBDC was amended on April 4, 2014, to increase the award amount from \$3,532,957 to \$4,282,957. The MI-SBDC operates as an office of Grand Valley State University. The original grant agreement was amended on February 1, 2016, to extend the term end date from September 30, 2015, to September 30, 2016.

6 The original grant agreement with Mi-Light was amended on January 12, 2015, to extend the end date of the agreement from February 14, 2015, to August 14, 2015.

7 The original grant agreement with the MI-SBDC was amended on April 15, 2015, to increase the award amount from \$1,733,248 to \$3,698,248. The MI-SBDC operates as an office of Grand Valley State University. The original grant agreement with the MI-SBDC was amended on October 25, 2016, to increase the award amount from \$3,698,248 to \$4,898,248 and extend the end date of the agreement from September 30, 2017, to December 31, 2019. The original grant agreement with the MI-SBDC was amended on April 6, 2018, to increase the award amount from \$4,898,248 to \$6,323,248.

8 The original grant agreement with the MI-SBDC was amended on December 15, 2014, to increase the award amount from \$2,293,472 to \$4,369,972. The MI-SBDC operates as an office of Grand Valley State University. The original grant agreement with MI-SBDC was amended on May 16, 2016, to increase the award amount from \$4,369,972 to \$6,869,972 and extend the end date of the agreement from December 31, 2015, to December 31, 2016. The original grant agreement with MI-SBDC was amended on October 25, 2016, to increase the award amount from \$6,869,972 to \$8,969,972 and extend the end date of the agreement from December 31, 2016, to December 31, 2019. The original grant agreement with MI-SBDC was amended on April 6, 2018, to increase the award amount from \$8,969,972 to \$11,119,972.

9 The original grant agreement with Invest Detroit Michigan Hacker Fellowship was amended on September 28, 2016, to increase the award amount from \$605,300 to \$905,300 and extend the end date of the agreement from September 30, 2016, to September 30, 2017. The jobs created total has been corrected to reflect direct jobs only. The original grant agreement with Invest Detroit Michigan Hacker Fellowship was amended on August 23, 2017, to extend the end date of the agreement from September 30, 2017, to December 31, 2017. The original grant agreement with Invest Detroit Michigan Hacker Fellowship was amended on February 23, 2018, to increase the award from \$905,300 to \$1,205,300 and extend the end date of the agreement from December 31, 2017, to September 30, 2018. The original grant agreement with Invest Detroit Michigan Hacker Fellowship was amended on September 7, 2018, to increase the award amount from \$1,205,300 to \$1,551,083 and extend the end date of the agreement from September 30, 2018, to September 30, 2019.

10 The original grant agreement with the University of Michigan was amended on October 28, 2016, to increase the award amount from \$582,376 to \$781,817 and extend the end date of the agreement from September 30, 2016, to September 30, 2017. The original grant agreement with the University of Michigan was amended on March 22, 2017, to extend the end date of the agreement from September 30, 2017, to December 31, 2017.

11 The original grant agreement with MI-SBDC was amended on November 25, 2015, to increase the award amount from \$2,423,280 to \$3,673,280 and extend the end date of the agreement from March 31, 2016, to December 31, 2016. The MI-SBDC operates as an office of Grand Valley State University. The original grant agreement with the MI-SBDC was amended on October 25, 2016, to increase the award amount from \$3,673,280 to \$5,173,280 and extend the end date of the agreement from December 31, 2016, to December 31, 2019. The original grant agreement with the MI-SBDC was amended on April 6, 2018, to increase the award amount from \$5,173,280 to \$6,933,280.

12 The applicant, Mid-Michigan Innovation Center (MMIC), was assumed by Midland Tomorrow and received an amendment on September 27, 2016, for a name change.

13 The original grant agreement with the Michigan Venture Capital Association (MVCA) was amended on October 10, 2016, to increase the award amount from \$987,850 to \$1,222,990. The original grant agreement with the Michigan Venture Capital Association (MVCA) was amended on August 16, 2017 to extend the end date of the agreement from September 30, 2017, to December 31, 2017. The original grant agreement with the Michigan Venture Capital Association (MVCA) was amended on

February 23, 2018, to increase the award amount from \$1,222,990 to \$1,703,158 and extend the end date of the agreement from December 31, 2017, to December 31, 2018. The original grant agreement with the Michigan Venture Capital Association (MVCA) was amended on October 16, 2018, to increase the award amount from \$1,703,158 to \$2,003,158 and extend the end date of the agreement from December 31, 2018, to September 30, 2019.

14 The original grant agreement with NextEnergy Center was amended on January 11, 2017, to increase the award amount from \$800,000 to \$1,100,000 and extend the end date of the agreement from March 31, 2017, to March 31, 2018. The original grant agreement with NextEnergy Center was amended on March 8, 2018 to extend the end date of the agreement from March 31, 2018, to March 31, 2019.

15 The original grant agreement with Grand Valley State University MI-SBDC—CORE was amended on October 25, 2016, to increase the award amount from \$1,350,000 to \$2,975,000 and change the term end date of the agreement from December 31, 2020, to December 31, 2019. The original grant agreement with Grand Valley State University MI-SBDC—CORE was amended on April 6, 2018, to increase the award amount from \$2,975,000 to \$4,815,000.

16 The original grant agreement with Biotechnology Business Consultants (BBC) was amended on November 21, 2016, to increase the award amount from \$960,000 to \$1,960,000 and extend the end date of the agreement from December 31, 2016, to December 31, 2018.

17 The Grand Valley State University MI-SBDC BAF, ETF, Tech and CORE grants were consolidated into one master grant agreement on October 25, 2016.

\* In its performance audit of the 21st Century Jobs Fund Program, the Office of the Auditor General noted that national standards for business incubators for graduated clients should be collected for at least five years for clients who have graduated. This was implemented for additional programs beyond the Business Incubators.

On October 25, 2016, a resolution was adopted to waive progress reports for an additional five years following the end of the term of the grant and establish an internal survey to conduct in its place. This waiver impacted all Entrepreneurial Support Services and Providers grants approved in 2011, 2012, and 2014.

## PROGRAMS ADMINISTERED BY THE GRANTEE

Pursuant to Section 1027 of Public Act 191 of 2010, \$3 million was appropriated to Lakeshore Advantage Corporation (LAC) to focus on assisting life science and technology companies. The MSF has since approved additional funds for a total of \$6.8 million for this purpose. Section 1034b of Public Act 200 of 2012 required that \$500,000 be allocated to the Van Andel Institute (VAI) to provide advanced medical and translational bio-medical research. The MSF has since approved additional funds for a total of \$5 million.

Public Act 503 of 2014 amended the legislative reporting requirements of the Michigan Strategic Fund (MSF) Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

### PROGRAMS ADMINISTERED BY THE GRANTEE Progress reporting as of September 30, 2018

Program administrator	Type of funding and award status	Award date	Award amount	Funds leveraged
Lakeshore Advantage Corporation <sup>1</sup>	Grant-ended	12/19/2012	\$5,500,000	\$2,227,800
	Grant-ended	04/22/2014	\$1,300,000	
Van Andel Research Institute <sup>2</sup>	Grant-ended	11/28/2012	\$500,000	\$860,121
	Grant-ended	10/10/2014	\$4,500,000	\$2,208,791
<b>TOTAL</b>			<b>\$11,800,000</b>	<b>\$5,296,712</b>

<sup>1</sup> Pursuant to Section 1027 of 2010 PA 191, \$3 million was appropriated to Lakeshore Advantage Corporation (LAC) from the Jobs for Michigan Investment Program. In December 2012, the MSF board approved an additional \$2.5 million to be allocated to the agreement. In April 2014, the MSF board approved an additional \$1.3 million to LAC, for a total of \$6.8 million. "Funds Leveraged" is the total of leveraged funds for the initial \$3 million award, plus match funds provided by LAC for the additional \$6.8 million in awards and private capital received by companies served by LAC.

<sup>2</sup> Pursuant to Section 1034b of 2012 PA 200, \$500,000 shall be allocated to the Van Andel Institute (VAI) to be used as a match for funding received from the Department of Defense and National Institutes of Health for advanced medical research. "Funds Leveraged" is the total of initial match funds provided by VAI and private donations. In December 2013, the award was amended to extend the end date of the grant until December 31, 2014. In October 2014, an additional \$4.5 million was allocated. In March 2015, the award was amended to extend the end date of the grant until September 30, 2016. In October 2016, the award was amended to extend the end date of the grant until September 30, 2017.

## MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM

Through the 21st Century Jobs Fund program, the MSF provides funding for entrepreneurship and innovation projects. Pursuant to Section 88(o) of the MSF Act, the MSF is charged with creating and operating a program to accelerate technology transfer from Michigan's institutions of higher education to the private sector for commercialization of competitive edge and bioeconomy technologies.

In FY 2013, the MSF board approved \$6 million for innovation and entrepreneurship projects through the Michigan Translational Research and Commercialization (MTRAC) program. MTRAC is funded by the 21st Century Jobs Fund to create high-tech jobs through commercialization of university research and creation of university spin-offs in focus areas. The program uses the nationally recognized Coulter Process to translate innovations into economic value.

On September 27, 2012, the MSF issued a request for proposals (RFP) for the MTRAC program. In total, seven proposals were received, and on February 27, 2013, the MSF board approved the following seven grant awards as recommended by a joint

evaluation committee. Out of the \$6 million allocated to the program, \$5,448,000 was recommended for the grant awards listed below. The average duration of these grants is approximately one to three years. An additional award of \$100,000 was made in FY 2015 to provide follow-on funding to the MTRAC awardees for projects that demonstrated successful completion of certain milestones and objectives under the MTRAC awards, and that provided at least an equivalent amount of matching funds from private sources (the "MTRAC Incentive Fund").

At its April 26, 2016, meeting, the MSF board approved the creation of the MTRAC Statewide Program, allocating \$3,500,000 from the 21st Century Jobs Fund, while developing program guidelines and scoring criteria for the support of translational research projects in five innovation hubs in the following key areas: bio-medical sciences, life sciences, advanced transportation, advanced materials, and agriculture-biology. The program supports the acceleration of technology transfer from Michigan's institutions of higher education, non-profit research centers, and hospital systems for commercialization of competitive edge technologies. The MSF approved a MTRAC innovation hub program grant to Michigan State University for an award of

\$1,000,000 and to the University of Michigan for \$2,026,470.

At its February 28, 2017, meeting, the MSF board approved a MTRAC innovation hub program grant to the University of Michigan for an award of \$1,695,346 and also approved a grant to the Michigan Technological University for an award of \$525,000.

At its September 25, 2018, meeting, the MSF board approved a MTRAC innovation hub program grant to the University of Michigan for an award of \$2,000,000.

Public Act 503 of 2014 amended the legislative reporting requirements of the MSF Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

### MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM 10/01/2012-09/30/2016

Program administrator	Program	Type of funding and award status	Award date	Award amount	Follow-on funding <sup>1</sup>	New patents, copyrights and trademarks applied for	New patents, copyrights and trademarks issued	New startup companies	Projected new job growth	Jobs created	New licensing agreements	Licensing agreements with Mich-based companies	Products commercialized
Wayne State University <sup>2</sup>	Technology Transfer Process Improvement/BioMedical	Grant-active	02/27/13	\$1,173,000	\$5,850,083	8	2	3	0	30	2	2	0
<b>TOTAL</b>				<b>\$1,173,000</b>	<b>\$5,850,083</b>	<b>8</b>	<b>2</b>	<b>3</b>	<b>0</b>	<b>30</b>	<b>2</b>	<b>2</b>	<b>0</b>

### MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM Fiscal year 2016: 10/01/2015-09/30/2016

Program administrator	Program	Type of funding and award status	Award date	Award amount	Follow-on funding <sup>1</sup>	New patents, copyrights and trademarks applied for	New patents, copyrights and trademarks issued	New startup companies	Projected new job growth	Jobs created	New licensing agreements	Licensing agreements with Mich-based companies	Products commercialized
Michigan State University <sup>3</sup>	Agro-Biotechnology Innovation Hub	Grant-active	06/28/16	\$2,100,000	\$23,814,012	35	30	3	0	2	7	0	0
University of Michigan <sup>4</sup>	Life Science Innovation Hub	Grant-active	07/26/16	\$4,131,158	\$3,145,000	4	0	15	0	12	10	6	0
<b>TOTAL</b>				<b>\$6,231,158</b>	<b>\$26,959,012</b>	<b>39</b>	<b>30</b>	<b>18</b>	<b>0</b>	<b>14</b>	<b>17</b>	<b>6</b>	<b>0</b>

### MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM Fiscal year 2017: 10/01/2016-09/30/2017

Program administrator	Program	Type of funding and award status	Award date	Award amount	Follow-on funding <sup>1</sup>	New patents, copyrights and trademarks applied for	New patents, copyrights and trademarks issued	New startup companies	Projected new job growth	Jobs created	New licensing agreements	Licensing agreements with Mich-based companies	Products commercialized
University of Michigan	Advanced Transportation Innovation Hub	Grant-active	02/28/17	\$1,695,346	\$30,050,000	21	8	7	60	49	0	0	0
Michigan Technological University	Advanced Materials Innovation Hub	Grant-active	02/28/17	\$525,000	\$3,509,968	16	3	0	0	4	0	0	0
<b>TOTAL</b>				<b>\$2,220,346</b>	<b>\$33,559,968</b>	<b>37</b>	<b>11</b>	<b>7</b>	<b>60</b>	<b>53</b>	<b>0</b>	<b>0</b>	<b>0</b>

MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM *continued*

**MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM**  
 Fiscal year 2018: 10/01/2017-09/30/2018

Program administrator	Program	Type of funding and award status	Award date	Award amount	Follow-on funding <sup>1</sup>	New patents, copyrights and trademarks applied for	New patents, copyrights and trademarks issued	New startup companies	Projected new job growth	Jobs created	New licensing agreements	Licensing agreements with Mich-based companies	Products commercialized
University of Michigan <sup>5</sup>	Life Science Innovation Hub	Grant-active	09/25/18	\$2,000,000	\$0	0	0	0	0	0	0	0	0
<b>TOTAL</b>				<b>\$2,000,000</b>	<b>\$0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

<sup>1</sup> Follow on funding includes SBIR/STTR/other federal grants, angel fund investments, owner investments, venture capital invested, bank/loans and sales revenue. These figures are self-reported by the program administrators in semi-annual progress reports that are submitted to the MEDC. These metrics are cumulative to date over the life of the grant and reflect the activities of client companies served by the grantees.

<sup>2</sup> The MSF board approved a total grant of \$1,173,000 to Wayne State University. Initially, the university only received a \$100,000 grant contract to improve the university's technology transfer and commercialization processes. Upon successful implementation

of process improvement measures, Wayne State University was then eligible to receive a second grant award for the remaining award of \$1,073,000, which required \$1.2 million in Funds Leveraged by the university. In July 2015, the MSF fund manager approved full award funding after demonstration of successfully completing the milestones related to the improvement of the universities technology transfer and commercialization processes. Additionally, metrics for the grantee were inadvertently omitted. Metrics reported reflect the 2018 fiscal year and will continue to be included going forward.

<sup>3</sup> On September 25, 2018, the MSF board approved an amendment to increase the award from \$1,000,000 to \$2,100,000 and extend the term end date from August 31, 2018, to August 31, 2020.

<sup>4</sup> In September 2017, the MSF board approved an amendment to increase the award from \$2,026,470 to \$4,131,158 and extend the term end date from September 30, 2017, to September 30, 2018.

<sup>5</sup> There are no progress report metrics due for the grant during the current fiscal year.

## MICHIGAN UNIVERSITY TECHNOLOGY ACCELERATION AND COMMERCIALIZATION PROGRAM

The University Technology Acceleration and Commercialization (UTAC) program facilitates partnerships between universities and the private sector to accelerate the process whereby technology from universities is commercialized. Funding was targeted at two types of projects: University Commercialization Partnerships, where a university or universities partner with the private sector and federal funding was involved; and University Collaboration Partnerships where two or more universities partner with the private sector to spin-out companies from the universities and/or identify a specific plan to partner with companies to engage the resources of the university or universities.

In July 2011, the MSF created the UTAC program as a result of a request for information (RFI) issued in April 2011. The program was allocated \$6.8 million. Nineteen responses were received from single universities, partnerships between universities and non-profits. The responses were reviewed by a joint evaluation committee and, in October 2011, a total of three awards for

university partnerships were approved by the MSF board.

Three responses were received in reply to the request for proposals (RFP) that was released on March 25, 2014. The proposals were reviewed by a joint evaluation committee, and in May 2014, all three of the proposals were approved by the MSF board.

Two responses were received in reply to the request for proposals (RFP) that was released on August 23, 2017. The proposals were reviewed by a joint evaluation committee, and in October 2017, both proposals were approved by the MSF board. An allocation of \$2,660,000 was made for the 2018 fiscal year.\*

Public Act 503 of 2014 amended the legislative reporting requirements of the MSF Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

### 2014 UTACP AWARDS Progress reporting as of September 30, 2018

Program administrator	Program	Type of funding and status	Award date	Start date	End date	Award amount	Follow-on funding <sup>1</sup>	Funds leveraged <sup>4</sup>
University of Michigan <sup>2</sup>	Michigan Corporate Relations Network (MCRN) for Michigan's Research Universities	Grant-ended	05/27/14	08/01/14	12/31/17	\$4,150,000	\$541,595,495	\$58,498,684
University of Michigan <sup>3</sup>	Tech Transfer Network (T3N)	Grant-ended	05/27/14	12/16/15	12/15/17	\$3,575,000	\$152,537,219	\$5,521,891
<b>TOTAL</b>						<b>\$7,725,000</b>	<b>\$694,132,714</b>	<b>\$64,020,575</b>

### 2018 UTACP AWARDS Progress reporting as of September 30, 2018

Program administrator	Program	Type of funding and status	Award date	Start date	End date	Award amount	Follow-on funding <sup>1</sup>	Funds leveraged <sup>4</sup>
University of Michigan	Michigan Corporate Relations Network (MCRN) for Michigan's Research Universities	Grant-active	10/24/17	01/01/18	12/31/18	\$1,400,000	\$212,385,350	\$418,226
University of Michigan	Tech Transfer Network (T3N)	Grant-active	10/24/17	12/16/17	12/31/18	\$1,260,000	\$128,908,411	\$679,224
<b>TOTAL:</b>						<b>\$2,660,000</b>	<b>\$341,293,761</b>	<b>\$1,097,450</b>

<sup>1</sup> Follow-on funding includes SBIR/STTR/other federal grants, angel fund investments, owner investments, venture capital invested, bank/loans and sales revenue. These figures are self-reported by the program administrators in semi-annual progress reports that are submitted to the MEDC. These metrics are cumulative to date over the life of the grant and reflect the activities of client companies served by the grantees.

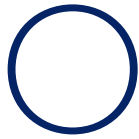
<sup>2</sup> On December 15, 2015, the MSF board approved an increase of \$1,300,000 to the grant award bringing the total from \$1,450,000 to \$2,750,000 and extending the grant term end date from July 31, 2015, to December 31, 2016. On November 22, 2016, the MSF board approved an increase of \$1,400,000 to the grant award bringing the total from \$2,750,000 to \$4,150,000 and extending the grant term end date from December 31, 2016, to December 31, 2017.

<sup>3</sup> On December 15, 2015, the MSF board approved an increase of \$1,000,000 to the grant award bringing the total from \$1,375,000 to \$2,375,000. On November 22, 2016, the MSF board approved an increase of \$1,200,000 to the grant award bringing the total from \$2,375,000 to \$3,575,000 and extending the grant term end date from December 15, 2016, to December 15, 2017.

<sup>4</sup> Funds leveraged is money the institution, university, or company provided as a match used to secure MEDC funds and attract other funds.

\*Per prior fiscal year's report, allocation incorrectly listed as \$2,800,000 and has been corrected to \$2,660,000.

# MICHIGAN UNIVERSITY EARLY STAGE PROOF OF CONCEPT PROGRAM



On September 27, 2016, the MSF established the University Early Stage Proof of Concept Fund. The program was allocated \$1 million.

The University Early Stage Proof of Concept program provides resources and specialized services that will assist

university projects in transition from scientific to applied translational research into the commercial market by analyzing the market application, proving out the concept validation, demonstrating technical feasibility, and developing a prototype in preparation for implementation and testing.

## 2016 UNIVERSITY EARLY STAGE PROOF OF CONCEPT FUND Progress reporting as of September 30, 2018

Program administrator	Program	Type of funding and status	Award date	Award amount	Follow-on funding <sup>2</sup>	Funds leveraged <sup>3</sup>
Michigan State University <sup>1</sup>	University Early Stage Proof of Concept Fund	Grant–active	11/22/16	\$1,500,000	\$0	\$1,297,175
TOTAL				\$1,500,000	\$0	\$1,297,175

<sup>1</sup> The grant agreement with Michigan State University began on January 1, 2017, and was amended on September 11, 2018, and the award amount was increased by \$500,000, bringing the total amount of grants funds available under the grant agreement to \$1,500,000. The grant term end date was also extended from March 31, 2019, to March 31, 2020. This grant was reported under the “Early Stage Fund” report in the previous fiscal year.

<sup>2</sup> Follow-on funding includes SBIR/STTR/other federal grants, angel fund investments, owner investments, venture capital invested, bank/loans and sales revenue. These figures are self-reported by the program administrators in semi-annual progress reports that are submitted to the MEDC. These metrics are cumulative to date over the life of the grant and reflect the activities of client companies served by the grantees.

<sup>3</sup> Funds leveraged is money the institution, university, or company provided as a match used to secure MEDC funds and attract other funds.

## MEDC AWARD APPROVALS

The Michigan Economic Development Corporation awarded one new award for the fiscal year ending September 30, 2018.

MEDC AWARD APPROVALS				
Fiscal year 2018: 10/01/2017-09/30/2018				
Program administrator	Type of funding and award status	Description	Award start date	Award amount
Van Andel Research Institute <sup>1</sup>	Grant-ended	The Van Andel Research Institute award will support a program to attract exceptional, world-class scientists to West Michigan in emerging areas of high priority science for the purpose of independent biomedical research and science education.	10/01/16	\$1,000,000
NextEnergy Center <sup>2</sup>	Grant-ended	The grant provides the remaining committed match to the U.S. Department of Energy National Incubator for Clean Energy (DOE) (NIICE) grant received by NextEnergy.	4/01/17	\$73,595
Van Andel Research Institute <sup>3</sup>	Grant-active	The Van Andel Research Institute award will support a program to attract exceptional, world-class scientists to West Michigan in emerging areas of high priority science for the purpose of independent biomedical research and science education.	10/01/17	\$1,000,000
<b>TOTAL</b>				<b>\$2,073,595</b>
<p><i>1 Pursuant to Section 1046(18) of 2016 PA 268, \$1 million was allocated to the Van Andel Institute (VAI) for independent biomedical research and science education. In September 2017, the award was amended to extend the term end date from September 30, 2017, to December 31, 2018. Grantee completed requirements ahead of schedule and therefore grant has been ended. Original award start date was inadvertently listed as the MSF board date. This has been corrected.</i></p> <p><i>2 In August 2017, the award was amended to extend the term end date from August 31, 2017, to November 30, 2017.</i></p> <p><i>3 Pursuant to Section 1048(801) of 2017 PA 107, \$1 million was allocated to Van Andel Institute (VAI) for independent biomedical research and science education. In October 2017, the MSF awarded a new contract for the funds allocated.</i></p>				



## COMMUNITY COLLEGE SKILLED TRADES EQUIPMENT PROGRAM

The Community College Skilled Trades Equipment Program (CCSTEP) was created to provide funding that enables Michigan community colleges to purchase equipment required for educational programs in high-wage, high-skill, and high-demand occupations. The Michigan Strategic Fund

approved \$50 million in grants to 18 community colleges under the program. The colleges use the funds for the purchase of equipment that will allow them to deliver educational programs in high-wage, high- and middle-skill, and high-demand occupations.

### COMMUNITY COLLEGE SKILLED TRADES EQUIPMENT PROGRAM

Fiscal year 2018: 10/01/2017-09/30/2018

College	CCSTEP funds	Match funds	Total project cost	Project reimbursement requests	Incurred eligible costs	Program notes
Alpena Community College*	\$357,722.39	\$156,251.83	\$513,974.22	\$357,722.39	100.00%	The welding program continues to operate at a high rate of enrollment, with 63 students enrolled. Manufacturing and industrial technology had a combined 42 students enrolled. Aerospace, with 15 students, has transitioned to a credit-bearing program, in addition to an industry-recognized credential. Newly created USDOL Registered Apprenticeship programs using CCSTEP equipment include programs for both Kalitta Air and airframe and powerplant apprenticeships. Current programs using equipment include: drone pilot prep course (aerospace), welding, manufacturing, and industrial technology
Bay College	\$747,319.22	\$257,529.74	\$1,004,848.96	\$747,319.22	100.00%	Bay College has 195 students enrolled in welding; 96 students in water resource management; 49 in mechatronics; and EMT/paramedic programs had a combined 65 students. On February 7-8, 2019, Bay College will offer their second annual EMS conference. There is a need in the area for professional development in this industry, so their facilities, faculty, and equipment provided by CCSTEP make them perfectly suited to fill this need. Bay College has also been offering mechatronics and robotics systems workshops to other faculty in both post-secondary and K-12 institutions, which will continue into the coming year. Bay College will also be offering a workshop to high school students again this year (last year included 12 participants). Current programs using equipment include: EMT, mechatronics and robotics systems, welding, water resource management, and geographic information systems
Delta College*	\$1,854,434.00	\$639,440.00	\$2,493,874.00	\$1,854,434.00	100.00%	Delta College has 43 students enrolled in computer numerical controlled (CNC) machining classes; 34 enrolled in chemical technology; and 25 in chemical process technology. Since October 2017, Delta College purchased additional CNC equipment, as well as systems equipment to add to the chemical processing laboratory. Newly created USDOL Registered Apprenticeship programs using CCSTEP equipment include programs for BGT Aerospace LLC, Die Stamp Co., and Modern Machine. Current programs using equipment include: CNC, chemical processing, pattern maker machine repair, and tool-die maker

CCSTEP *continued*

<b>CCSTEP</b> <i>continued</i> Fiscal year 2018: 10/01/2017-09/30/2018						
College	CCSTEP funds	Match funds	Total project cost	Project reimbursement requests	Incurred eligible costs	Program notes
Grand Rapids Community College	\$2,949,928.24	\$983,309.41	\$3,933,237.65	\$2,949,928.24	100.00%	Grand Rapids Community College (GRCC) has 737 students enrolled in machining classes throughout the year; this includes certificate programs and credited courses. There were 837 students enrolled in welding; 110 students in HVAC; 49 students in craft brewing; and 195 students in automotive technology. GRCC partners with over 55 employers and their apprentices, who have used GRCC's equipment for their related training instruction, serving over 500 apprentices every semester. Current programs using equipment include: industrial technology, industrial maintenance, tooling and manufacturing, mechanical design, plastics polymer engineering technology, manufacturing, electronics, automotive technology, welding, HVAC, and craft brewing, packaging, and service operations
Henry Ford College*	\$5,003,679.89	\$2,180,359.00	\$7,184,038.89	\$5,003,679.89	100.00%	Henry Ford College (HFC) has 412 students enrolled in electrical technology courses; 346 students in automotive technology; 94 students in welding; 145 students in HVAC; 15 students in industrial sewing; and 81 students in manufacturing maintenance. HFC was able to create USDOL Registered Apprenticeship programs using CCSTEP equipment with over 30 employers. HFC also partners with the Downriver Career Technical Consortium, Advanced Technology Academy High School, Detroit Public Schools High School Partnership-Breithaupt, Dearborn Public Schools, and the HFC Advanced Manufacturing Early Middle College Powered by Ford, allowing use of CCSTEP equipment. Current programs using equipment include: automotive technology, automotive service, industrial sewing, multi-skilled manufacturing maintenance, machine tool technology-CNC, energy technology-HVAC, welding technology, industrial technology, and electrical technology
Jackson College*	\$2,881,203.00	\$968,649.00	\$3,849,852.00	\$2,881,203.00	100.00%	Jackson College has 16 students enrolled in advanced manufacturing courses and 412 students in allied health programs. The Dental Hygiene program has achieved initial accreditation and accepted its first cohort of 10 students in fall 2018. The college's advanced manufacturing program is moving to an open entry/open exit and an open lab format in support of the college's competency-based education strategy and to attract more students. The 3-D printer will enable the students to learn 3-D fabrication, while the CNC machining center will allow students to gain advanced, hands-on training from the initial design to final production of the part. The Amatrol trainers (electrical wiring and basic fluid power) and mechanical drives will enable students to build a solid foundation of skills on which they can build to eventually earn industrial maintenance technician certifications. Current programs using equipment includes: advanced manufacturing, allied health, and dental hygiene

CCSTEP *continued*

<b>CCSTEP</b> <i>continued</i> Fiscal year 2018: 10/01/2017 - 09/30/2018						
College	CCSTEP funds	Match funds	Total project cost	Project reimbursement requests	Incurred eligible costs	Program notes
Kalamazoo Valley Community College*	\$3,515,462.44	\$1,178,565.18	\$4,694,027.62	\$3,515,462.44	100.00%	Kalamazoo Valley Community College (KVCC) has 149 students enrolled in Welding; 350 students enrolled in machining courses; 234 students in computer aided design; and 70 students in engineering technology. KVCC has community partnerships with FIRST Robotics, summer youth programs and MI Career Quest, allowing them the use of CCSTEP equipment. KVCC also offers over 20 credentials or certificates, using CCSTEP equipment. Current programs using equipment include: machine tool, computer aided design, telecommunications, welding and engineering technology
Kellogg Community College*	\$2,083,797.38	\$774,714.30	\$2,858,511.68	\$2,083,797.38	100.00%	Kellogg Community College (KCC) has 64 students enrolled in EMS/paramedic programs; 20 students in radiography; 37 students in dental hygiene; 202 students in law enforcement programs and seminars; 452 students in Nursing; and 103 in industrial technology courses. KCC has community partnerships with American Medical Response, Battle Creek Police Department, Calhoun County Youth Challenge Academy, Goodwill Connects programs, Grace Health, LifeCare Ambulance Service, Livingston County EMS, Marshall Area Fire Fighters Ambulance Authority, Michigan Works! and Southwest Michigan Rehabilitation Foundation; all utilize CCSTEP equipment. Newly created USDOL Registered Apprenticeship programs using CCSTEP equipment include programs for electricians, industrial machinery mechanics, and machine repairers. Current programs using equipment includes: law enforcement, public safety, industrial electricity and electronics, industrial instrumentation, radiography, emergency medical services, dental hygiene education, and nursing
Kirtland Community College*	\$2,784,379.00	\$968,335.00	\$3,752,714.00	\$2,784,379.00	100.00%	Kirtland Community College (KCC) has 74 students enrolled in automotive technology courses; 131 students in nursing; 91 students in sonography; 32 students in criminal justice; 64 students in surgical technology; 102 students in welding; 8 students in machining; 79 in HVAC; and 43 students in mechatronics. KCC has several in-house apprentices from St. Mary's Cement, East Jordan Iron Works, Little Traverse Electrical and Metalfab. KCC is also working with a new company, ARAUCO, on training 8 apprentices. Newly created USDOL Registered Apprenticeship programs using CCSTEP equipment include Weyerhaeuser & Lear Corporation. Current programs using equipment include: automotive, sonography, nursing, surgical technology, EMS, CNC/machining, mechatronics, criminal justice, electrical, HVAC and welding

CCSTEP *continued*

<b>CCSTEP</b> <i>continued</i> Fiscal year 2018: 10/01/2017-09/30/2018						
<b>College</b>	<b>CCSTEP funds</b>	<b>Match funds</b>	<b>Total project cost</b>	<b>Project reimbursement requests</b>	<b>Incurred eligible costs</b>	<b>Program notes</b>
Lansing Community College*	\$5,000,000.00	\$4,042,120.00	\$9,042,120.00	\$5,000,000.00	100.00%	Lansing Community College (LCC) has 281 combined students enrolled in mechatronics, robotics and machining courses; 241 students in electrical courses; and 205 students in welding. As of October 1, 2018, LCC has approximately 137 USDOL registered apprentices in their manufacturing related classes. 69 students are attending licensing and regulatory affairs, an electrical apprenticeship program. LCC is currently planning community open house events and a subsequent event in the early spring which will be geared towards increasing community awareness about the opportunities to work in the new manufacturing environment. Current programs using equipment include: robotics and automation technology, mechatronics, manufacturing engineering technology, precision machining, design, electrical engineering technology, and welding technology
Macomb Community College	\$2,829,055.21	\$987,798.80	\$3,816,854.01	\$2,829,055.21	100.00%	Macomb Community College (MCC) has 548 students enrolled in machining courses; 523 students in welding; 411 students in mechatronics; 106 students in robotics; and 496 in automotive technology. CCSTEP equipment was utilized in the Michigan Coalition for Advanced Manufacturing (M-CAM) which completed last year in collaboration with seven other Michigan community colleges. Collectively 3,925 students were enrolled. Of that number, MCC enrolled 1,348 students. CCSTEP equipment is also affiliated with other partnership grants including America's Promise/Catalyst (WIN), the Michigan Apprenticeship Program Plus (MAP+), the Ralph Wilson Foundation funded PRISM grant as well as Going Pro Talent Fund and Michigan New Jobs Training Program projects. Current programs using equipment include: advanced manufacturing (CNC machining, production operations, multi-skill technicians), welding, automotive technology, electronics, automated systems/mechatronics

CCSTEP *continued*

<b>CCSTEP</b> <i>continued</i> Fiscal year 2018: 10/01/2017-09/30/2018						
College	CCSTEP funds	Match funds	Total project cost	Project reimbursement requests	Incurred eligible costs	Program notes
Montcalm Community College	\$1,285,314.00	\$430,955.19	\$1,716,269.19	\$1,285,314.00	100.00%	<p>Montcalm Community College (MCC) has 34 students enrolled in technical drafting and design; 62 students in engineering technology; 9 students in industrial technology; 88 students in welding; 179 students in nursing; 132 students in medical assistant certificate programs; and 32 students in web developer and programming. MCC has approximately 200 apprentices using CCSTEP equipment, with 90 in registered apprenticeships. Since being awarded the grant, MCC attracted four new companies to apprenticeships. In efforts to outreach to the community MCC created a recruitment trailer that goes to all of the local schools (K-12) to get students interested in skilled trades careers; MCC placed 10 welders and two new mills in Greenville High School (GHS). GHS also uses their on-campus equipment for their classes; MCC placed five new welders, a full-size plasma cutting table, and a VR welding trainer at the Montcalm Area Career Center to help equip their program. Current programs using equipment include: technical drafting &amp; design, engineering technology, industrial technology, welding technology, welding, industrial job training, apprenticeship training, industrial automation maintenance, registered nursing, medical assistant-certificate, and web developer and programming AAS</p>
Mott Community College	\$3,061,420.00	\$1,020,475.00	\$4,081,895.00	\$3,061,420.00	100.00%	<p>Mott Community College (MCC) has 140 students enrolled in the medical assistant program; 258 students in dental hygiene and dental assisting; 126 students in respiratory therapy; 413 students in HVAC; 363 students in computer aided design; 299 in robotics; 309 students in welding; 421 in automotive technology; 82 in law enforcement; and 81 in mechanical operations technology. CCSTEP purchases have allowed for the expansion of medical simulation training in Mott's workforce and credit-based health division programs, allowing students to practice "real-life" scenarios in a supported environment; air flow measurement trainers were added to the ACHR program, allowing faculty to practice hands-on exercises to parallel field work. Round three equipment purchases also established a 3-station welding lab in Mott's Workforce Development Building, and added a production assembly station and three fluid power trainers to Mott's production operations-workforce program. Mott's electronics-robotics program gained its first FANUC Fenceless Robot, and the credit welding program added a welding trainer that allows students to build technical skill through practice in a controlled environment. Current programs using equipment include: medical assistant, dental hygiene and dental assisting, nursing, respiratory therapy, HVAC, mechatronics, computer aided drafting and design, robotics, welding, CNC machining, automotive technology, mechanical operations technology, and law enforcement regional training academy/ corrections officer training academy</p>

CCSTEP *continued*

<b>CCSTEP</b> <i>continued</i> Fiscal year 2018: 10/01/2017-09/30/2018						
College	CCSTEP funds	Match funds	Total project cost	Project reimbursement requests	Incurred eligible costs	Program notes
Muskegon Community College*	\$4,089,066.00	\$2,641,987.00	\$6,731,053.00	\$4,089,066.00	100.00%	Muskegon Community College (MCC) has 163 students enrolled in welding; 222 students in machining; 288 students in computer-aided design; and 20 students in electronics. MCC has revised curriculum for courses, course offerings, as well as certificates and associate degrees being offered based on the equipment provided through the CCSTEP grant. MCC is in the process of updating their apprenticeship programs and has been able to offer more advanced non-credit training to industry partners. Current programs using equipment include: industrial maintenance, welding, CAD, CNC, electronics technology
Northwestern Michigan College	\$2,078,174.00	\$697,061.00	\$2,775,235.00	\$2,078,174.00	100.00%	Northwestern Michigan College (NMC) has 120 students enrolled in engineering technology; 33 students in marine technology; 64 students in fresh water studies; 149 students in computer information technology; 203 students in Nursing; and 41 students in welding. NMC partnered with the Regional Prosperity Organization, Networks Northwest, the business community, area chambers of commerce, area intermediate school districts and local school districts to focus the CCSTEP grant application on strengthening NMC's academic program areas of engineering technology, maritime technology, welding technology, nursing and computer information technology. NMC has been able to increase program enrollees, graduates with degrees or certifications in these key industry clusters and placements of students into high-skill, high-demand and high-wage positions throughout the region. Current programs using equipment include: engineering technology, marine technology, nursing, welding, computer information technology, and fresh water studies
Oakland Community College	\$4,538,505.00	\$1,512,835.00	\$6,051,340.00	\$4,538,505.00	100.00%	Oakland Community College has 284 students enrolled in automotive technology; 125 students in collision automotive repair; 193 students in EMS programs; 290 students in mechatronics; and 105 students in welding. Curriculum development was on-going to help facilitate the integration of equipment into the respective programs. The construction project, started in 2016, to allow for the accommodation of equipment in larger, more efficiently-used spaces was finally completed as of September 2018, the very end of the reporting period. Current programs using equipment include: automotive servicing, collision auto repair, electronics/electrical/mechatronics, welding, and police and fire

CCSTEP *continued*

<b>CCSTEP</b> <i>continued</i> Fiscal year 2018: 10/01/2017-09/30/2018						
College	CCSTEP funds	Match funds	Total project cost	Project reimbursement requests	Incurred eligible costs	Program notes
Washtenaw Community College*	\$4,516,749.17	\$2,959,543.31	\$7,476,292.48	\$4,516,749.17	100.00%	Washtenaw Community College (WCC) has 14 students enrolled in advanced manufacturing technologies; 243 students in automotive technology; and 108 in welding. WCC regularly hosts a number of local high schools during the year, bringing youth to campus for occupational/career fair events through the High School Outreach Initiatives Program, which includes demonstration "walk-thrus" of various CCSTEP equipment. Newly created USDOL Registered Apprenticeship programs using CCSTEP equipment include high performance automotive technician, manufacturing maintenance technician, manufacturing set-up and operations, industrial maintenance, industrial electrical and industrial maintenance. Current programs using equipment include: advanced manufacturing technologies, automotive body repair, automotive services, and welding and fabrication
West Shore Community College	\$423,791.06	\$143,178.21	\$566,969.27	\$423,791.06	100.00%	West Shore Community College (WSCC) has 62 students enrolled in nursing; 8 students in protective services; and 42 students in welding. As customized trainings in areas such as welding are in higher demand, the equipment is also of great value to the community as local business and industry have taken advantage of the updated equipment and trained their employees. The equipment provides an avenue for greater community connections and endless possibilities for collaborative efforts. Current programs using equipment include: nursing, welding, protective services (police academy)
<b>TOTALS</b>	<b>\$50,000,000</b>	<b>\$22,543,106.97</b>	<b>\$72,543,106.97</b>	<b>\$50,000,000</b>		

*\*Adjustment to original CCSTEP award  
Note: Administration of this program is under the Talent Investment Agency's industry engagement section.  
A list of all equipment purchased may be provided upon request.*

## COMMUNITY DEVELOPMENT

To be vibrant and competitive, Michigan communities must be ready for development and redevelopment. This involves planning for new investment, identifying assets and opportunities, and focusing limited resources. MEDC's Community Development team supports the growth of vibrant, diverse and sustainable communities across Michigan. This is accomplished by providing economic development services and programs to attract and retain talent and leverage investment. In FY 2018, the MEDC Community Development team was a fully staffed and deployed team, helping communities large and small, urban and rural accomplish their locally developed goals and strategies. The Community Development team is comprised of two units; field services and program administration. Each unit plays an integral role in project identification, implementation and success. Their activities are detailed below.

The Community Assistance Team (CA Team) had a very busy and productive year. As a team comprised of 12 members, these field-based specialists serve as the primary contact for all projects that are eligible for the Michigan Community Revitalization Program (MCRP), the federal Community Development Block Grant (CDBG) program and the state Brownfield Tax Increment Financing (Brownfield TIF) tool. The CA Team tracks over 20 programs that can be implemented at the local level and has the ability to provide expertise for implementation. In FY 2018, the CA Team made 1,227 in-person visits, which included community visits, project scoping, presentations, and other meetings. Community development projects generated more than 11,762 jobs and more than \$2.9 billion in downtown private investment. In addition, 7.7 million square feet of private commercial space was revitalized and 3 million square feet of public space was created or activated as a result of the community development programs.

As part of the holistic approach to community development, the MEDC's Redevelopment Ready Communities® (RRC) program is supporting communities statewide to be development ready and competitive in today's economy. RRC is a voluntary, no cost certification program promoting effective redevelopment strategies through a set of best practices. The program measures and then certifies communities that integrate transparency, predictability, and efficiency into their daily development practices. RRC certification is a formal recognition that a community has a vision for the future and the fundamental practices in place to get there.

In FY 2018, 160 communities were participating in RRC at the beginning of the year, with 242 formally engaged by the fiscal year end. Fourteen communities were certified, bringing the total number of certified RRCs to 27. A series of Best Practice training sessions were held and open to any community in Michigan. A total of 288 individuals participated, representing all 10 regions across the state. RRC has assisted 27 communities with technical assistance funding to complete projects, ranging from marketing strategies, multi-jurisdictional economic development plan, form-based code, downtown strategic plan, development process review, and master plan updates to specialized trainings and prioritization of key community sites.

In FY 2018, the Redevelopment Services Team (RSTeam) was established to lead the next frontier. This team of experienced and dedicated staff has been charged with a proactive approach to site redevelopment with a focus on priority sites in certified RRCs. The team is built on three focus areas as they engage with each certified RRC; high-quality and in-depth technical assistance, site marketing and promotion and developer relationship building and matchmaking. Michigan's communities, small and large, are rich with sites for redevelopment. These properties may be in the form of vacant land, a surface parking lot, a former industrial site, an historic building that has fallen on hard times, or even vacant storefronts or upper stories along a traditional commercial street. Pushing these properties into more productive uses will help community leaders meet multiple goals, from increased tax revenue to a better quality of life for existing residents, and the RSTeam is working to attract investment to the certified RRCs.

In FY 2018, Michigan Main Street (MMS) brought two new Select Level communities and three Engaged Level communities. The MMS program is currently working with 23 Select and Master Level communities and six Engaged. MMS communities continue to generate real results for their communities by supporting new and existing businesses, planning and funding physical improvements, organizing events and promotions to raise the profile of their downtown district and engaging community members in downtown revitalization. Over the past year, MMS communities generated 95 new businesses, 92 façade improvements, and more than 35,599 in volunteer hours. MMS is proof that a community-driven approach can leverage local assets to support community and economic development.



## COMMUNITY DEVELOPMENT *continued*

In FY 2018, MEDC's crowdfunding initiative, Public Spaces Community Places (PSCP), continued to be an innovative, and timely grassroots approach to supporting community development. The first of its kind in the country, in Michigan local residents can be part of the development of transformational projects in their communities and be backed by the state, dollar-for-dollar, up to \$50,000. The partnership is an innovative tool for communities, nonprofits, and businesses to fill funding gaps for public-use community development projects. The initiative allows people to put their time and money into their own communities, improving their own quality of life and instilling a sense of community pride in a project they helped to support.

The program, in partnership with Detroit-based crowdfunding platform Patronicity and the Michigan Municipal League, is now through its third year in operation. PSCP continues to perform—creating active, innovative, and engaging public spaces in communities

across the state. In FY 2018, the program fueled 43 distinct projects across 26 communities, revitalizing more than 2,766,870 square feet of public space. Through \$1,350,000 in grant funding, the PSCP initiative has stimulated an additional \$8,498,124 in total private investment, helping to create unique places that matter to people in Michigan communities of all shapes and sizes.

The entire Community Development team has built partnerships within the Departments of Talent and Economic Development, Treasury, Agriculture and Rural Development, Transportation, Environmental Quality and Natural Resources along with neighborhood organizations and regional agencies to assist the development or redevelopment of Michigan's communities. Recognizing the need for quality places that attract business and talent, the team is focused on supporting efforts internally, as well as aligning funding sources with other departments to support community-led projects.

## MICHIGAN COMMUNITY REVITALIZATION PROGRAM

The Michigan Community Revitalization Program (MCRP) is designed to accelerate private investment in Michigan's communities through the redevelopment of functionally obsolete properties, reduction of blight, and the reuse of brownfield and historic properties. Job creation is not a focus of this program. MCRP functions as a deal closing mechanism to address cost gaps and market deficiencies. The program provides grants for projects that offset the excess costs of the redevelopment opportunity. Loans

and other investment vehicles also are provided in conjunction with senior lenders and are required for any award of more than \$1.5 million.

In FY 2018, 20 projects were approved by the MSF board or by delegated authority. MSF board members receive a report on projects that are approved by delegated authority and all awards are posted on the MEDC's website. The following is a table of project approvals that occurred between October 1, 2017, and September 30, 2018.

<b>MCRP APPROVALS</b>						
<b>Fiscal year 2018: 10/01/2017-09/30/2018</b>						
<b>Company name</b>	<b>MSF approval date</b>	<b>Municipality</b>	<b>County</b>	<b>Project type</b>	<b>Incentive type</b>	<b>Approved amount</b>
Shaheen Development	09/15/18	Bay City	Bay	New	Grant	\$575,000
Coolidge Park Limited Dividend Housing Association Limited Partnership	06/26/18	Flint	Genesee	New	Grant	\$1,000,000
Uptown Reinvestment Corporation Inc.	08/28/18	Flint	Genesee	New	Other	\$7,949,000
URC South 600 LLC	09/27/18	Flint	Genesee	New	Grant	\$200,000
Gemini Capital Management LLC	07/24/18	Alma	Gratiot	New	Grant	\$109,172
L&P Properties LLC	01/05/18	Lansing	Ingham	New	Grant	\$92,960
Y Site LLC	02/27/18	Lansing	Ingham	New	Other	\$2,957,000
400 Rose LLC	06/26/18	Kalamazoo	Kalamazoo	New	Other	\$4,400,000
Diamond Place LLC	12/19/17	Grand Rapids	Kent	New	Grant	\$1,000,000
Jackson Entertainment LLC	04/24/18	Grand Rapids	Kent	New	Other	\$5,500,000
North Channel Investors LLC	11/28/17	Manistee	Manistee	New	Grant	\$970,000
Great Lakes Development Investments Inc.	05/22/18	Muskegon	Muskegon	New	Other	\$1,500,000
3424 Chicago Drive LLC	01/12/18	Hudsonville	Ottawa	New	Grant	\$686,645
Landmark Port Huron LLC	10/24/17	Port Huron	St. Clair	New	Grant	\$644,330
Wabash & Main LLC	10/24/17	Milan	Washtenaw	New	Grant	\$250,000
Original and Only Thompson Block LLC	12/19/17	Ypsilanti	Washtenaw	New	Other	\$3,175,000
13 N. Washington Street LLC	01/29/18	Ypsilanti	Washtenaw	New	Grant	\$295,000
Bagley Forest Property LLC	11/28/17	Detroit	Wayne	New	Grant	\$1,300,000
Holden Block LLC	05/15/18	Detroit	Wayne	New	Grant	\$400,000
Temple Group Holdings LLC	09/25/18	Detroit	Wayne	New	Other	\$5,697,000
<b>TOTAL</b>						<b>\$38,701,107</b>

## MICHIGAN COMMUNITY REVITALIZATION PROGRAM PERFORMANCE METRICS

The General Government Omnibus Budget requires the MSF to submit a report updating the legislature on the Michigan Community Revitalization Program (MCRP) performance metrics. The following report shows activity as of September 30, 2018.

Job creation is not a focus of MCRP; there is no information to report for committed or verified jobs. The total proposed private investment as of September 30, 2018, is \$1,809,998,334. The actual private investment is \$1,381,363,932.

The table below includes a listing of MCRP amendments in FY 2018. There were no revocations in FY 2018.

<b>MCRP PROJECT AMENDMENTS</b>				
<b>Fiscal year 2018: 10/01/2017-09/30/2018</b>				
<b>Company name</b>	<b>Change in approved amount</b>	<b>Amended date</b>	<b>Amendment description</b>	<b>Amendment justification</b>
Casamira Detroit LLC	N/A	10/17/17	Extended the due date of milestone two to March 31, 2018, and the due date of pre-grant due diligence conditions to June 30, 2018.	Amendment needed due to delays in the provision of electricity to the building which caused other construction delays including elevator installation. Also, delays with timing of inspections from City of Detroit.
Urban Group Development Company	N/A	10/17/17	Updated terms of the loan.	Amendment needed due to changes in the management structure of the applicant entity.
678 Selden LLC	N/A	10/24/17	Change in project scope.	Amendment needed due to inability to secure tenants for commercial space so space was repurposed as residential.
216/220 WM LLC	N/A	10/31/17	Extended the due date of milestone two to June 30, 2018, and the due date of pre-grant due diligence conditions to September 30, 2018.	Amendment needed due to unexpected construction issues and need to temporarily relocate a tenant due to construction issues.
1030 Plym Park LLC	N/A	11/09/17	Added a co-applicant to the grant.	Amendment needed because the project billing and invoicing was done through the parent company, which was not originally included as a CRP applicant.
Lofts on Michigan LLC	N/A	11/17/17	Updated terms of the loan.	Amendment needed to dissolve existing loan participation and enter into loan participation with a different bank with some revisions in terms to match the new lender.
River Parc Place II LLC	N/A	11/29/17	Added a co-applicant to the grant.	Amendment needed because the proposed co-applicant is the sole member of the applicant LLC, and incurred expenses related to the project
Paradise Valley Real Estate Holdings LLC	N/A	12/06/17	Extended the due date of milestone two to March 31, 2018, and the due date of pre-grant due diligence conditions to June 30, 2018, and updated terms of the grant.	Amendment needed in order to allow additional time to complete elevator installation.
751 Griswold Detroit LLC	N/A	12/06/17	Extended the due date of milestone two to April 30, 2018, and the due date of pre-grant due diligence conditions to July 31, 2018.	Amendment needed due to multiple setbacks during project construction and a change in end use of the building.
Hinman Lake LLC	N/A	12/21/17	Updated the terms of the grant.	Amendment needed due to change in senior lender.
Coe Van Dyke LLC	N/A	01/03/18	Updated the terms of the grant.	Amendment needed to decrease the loan amount. The difference was made up with equity investment.
George F. Eyde Family LLC	N/A	01/19/18	Extended the due date of milestone two to June 30, 2018, and the due date of pre-grant due diligence conditions to September 30, 2018.	Amendment needed due to delays because of the inability to lease remaining vacant space in the building and failed negotiations with a prospective tenant.

MCRP PERFORMANCE METRICS *continued*

<b>MCRP PROJECT AMENDMENTS</b> <i>continued</i>				
Fiscal year 2018: 10/01/2017 - 09/30/2018				
Company name	Change in approved amount	Amended date	Amendment description	Amendment justification
North Channel Investors LLC	N/A	01/23/18	Added a co-applicant to the grant.	Amendment needed to add as a co-applicant the entity that provided the bridge loan in order to disburse grant funds as repayment to this entity.
Hinman Lake LLC	N/A	03/20/18	Extended the due date of milestone two to June 30, 2018, and the due date of pre-grant due diligence conditions to September 30, 2018.	Amendment needed due to unexpected construction issues which delayed project completion.
Lofts on 820 LLC	N/A	03/28/18	Updated the terms of the loan.	Amendment needed to revise terms to allow for partial pay-down on the CRP loan participation and a change in re-amortization of loan balance.
216/220 WM LLC	N/A	04/13/18	Extended the due date of milestone two to December 31, 2018, and the due date of pre-grant disbursement due diligence conditions to March 31, 2019.	Amendment needed due to a change in contractor for the project, which required additional time to complete the project.
Casamira Detroit LLC	N/A	04/16/18	Extended the due date of milestone two to August 31, 2018, and the due date of pre-grant disbursement due diligence conditions to November 30, 2018, and updated the terms of the grant.	Amendment needed due to construction labor shortage in the city of Detroit which delayed project completion.
Offsite Lake Drive LLC	N/A	04/30/18	Extended the due date of milestone two to July 21, 2018, and updated the terms of the loan.	Amendment needed due to construction schedule delays.
13 N. Washington Street LLC	N/A	06/12/18	Extended the due date of milestone two to December 31, 2018, and the due date of pre-grant disbursement due diligence conditions to March 31, 2019.	Amendment needed due to delay in elevator fabrication and installation.
609 E Kirby Lofts LLC	N/A	06/21/18	Updated the terms of the loan.	Amendment needed due to a slower than anticipated lease-up for the property and need to revise the terms to match those of other lenders.
Urban Group Development Company	N/A	06/30/18	Updated the terms of the loan.	Amendment needed to allow refinancing of original HUD loan and for CRP terms to match the new HUD loan.
Skypoint Ventures LLC	N/A	07/02/18	Extended the due date of milestone one to December 31, 2018, and updated terms of the grant.	Amendment needed because documentation was not submitted timely to the Michigan Department of Treasury for state approval of the Commercial Rehabilitation Act tax abatement.
Shoppes at Woodward LLC	N/A	08/02/18	Extended the due date of milestone two to December 31, 2018, and the due date of pre-grant due diligence conditions to March 31, 2019, and updated the terms of the grant.	Amendment needed as one of the original commercial tenants withdrew from the project and development team is looking for a new tenant.
5734 Woodward LLC	N/A	08/21/18	Updated the terms of the grant.	Amendment is needed to move up the end of the term of the grant so that the project can be closed out, which will allow for the sale of the property.
AG Selden LLC	N/A	08/28/18	Extended the due date of milestone two to February 28, 2019, and updated terms of the loan.	Amendment is needed due to delays in provision of electricity to the building and construction labor shortages in the city of Detroit.
Inn on Water Street LLC	N/A	09/14/18	Updated the terms of the grant.	Amendment is needed to remove a milestone item which was no longer needed.

## MICHIGAN COMMUNITY REVITALIZATION PROGRAM

The MSF Act requires the MSF to submit a report on the Michigan Community Revitalization Program (MCRP) activities that occurred in the previous fiscal year. This report addresses the reporting requirements for FY 2018. It also includes cumulative activity as of September 30, 2018.

The program's purpose is to accelerate private investment in Michigan's communities through the redevelopment of functionally obsolete properties, the reduction of blight, and the reuse of brownfield and historic properties. Job creation is not a focus of this program. FY 2018 represents the seventh year of the transition from Brownfield tax credits to MCRP, which is a grant, loan, and other types of investment program. MCRP functions as a deal closing mechanism to address cost gaps and market deficiencies. The program provides awards that offset the excess costs or extraordinary financial need of the redevelopment opportunity. Loans and other investment vehicles also are provided in conjunction with senior lenders and are required for any award of more than \$1.5 million.

Exhibit 1 shows the details of each approved project. During the fiscal year, 20 projects were approved by the MSF board or by delegated authority. Of the 20 projects that were approved, 13 projects were awarded grants and seven were other types of economic assistance. No projects were awarded a loan originated by the MSF and no projects were awarded a combination of loan and grant funds. Other economic assistance awards include loan participations with a senior lender, as well as equity contributions through a partnership with the development entity. Job creation is not a primary objective of MCRP, therefore, there is no information to report for the number of new jobs committed or projected, the number of retained jobs committed or projected, the actual number of new jobs, the actual number of retained jobs, the average annual salary for new jobs created or the average annual salary for retained jobs. All data reported is cumulative from program inception through the end of the fiscal year. All awards are posted on the MEDC's website at [www.michiganbusiness.org/reports-data/michigan-community-revitalization-program-projects](http://www.michiganbusiness.org/reports-data/michigan-community-revitalization-program-projects).

The typical duration of a MCRP grant is for a 24-month construction period after the agreement is signed prior to funding at the end of the project. This is then followed by approximately 36 months of post-funding compliance. For MCRP loans or other economic assistance vehicles such as participations and collateral support, the term typically matches the bank, which acts as the senior lender for the project. These loans and other investment loan supports are typically 6–8 years in length, including the construction period. Equity investments are typically longer term investments and the MSF must give consent to the sale of

property prior to being paid out for their investment.

Awards listed on Exhibit 1 with the status of ended have completed the term for which they are required to submit reports to the MSF and will no longer appear on future reports. All information listed for ended awards reflect the most recent information received.

The total administrative costs for MCRP in FY 2018 were \$1,098,434.

In the beginning of FY 2018, the program had 126 finalized written agreements and 13 agreements were ended; the companies successfully met all requirements of the agreement. Sixteen additional agreements were executed during the reporting period.

All waivers to the MCRP Guidelines approved in FY 2018 are listed on Exhibit 2. MCRP parameters were approved on May 24, 2016, by the MSF board as an addition to the MCRP Guidelines. The purpose of the parameters was to establish preferred principles to assist in determining financial need, reasonableness of returns, level of MCRP support, and expectations for the financial performance of a proposed MCRP project.

However, some very strong, high-impact community projects in need of support may not fit into the standard mold. Even with the established parameters in place, the MCRP program still retains the flexibility necessary to support catalytic projects that cannot meet the parameters. When this occurs, the team evaluates the financial constraints causing the project to fall outside of the parameters, the overall impact of the project, and reviews the justification. Risks are mitigated with project milestones, if needed, or supported with the financial strength of a significant equity position of the development team.

The MCRP parameters set a minimum debt service coverage ratio (DSCR), limits grant amounts below the legislative limits, request for developer fees to be deferred, and outlines typical MCRP financial expectations. Examples of parameter deviations include:

- **Low DSCR:** Projects may have a low DSCR in the beginning years of the project but are able to meet the requirements in later years as the project stabilizes; or DSCR falls below 1.20 once an abatement period ends.
- **Grants greater than the parameters limit of \$750,000:** If a project has tight cash flow, has maximized all available sources, and unless the full financial gap is filled with grant funds, the project would not move forward.
- **Developer fees and deferment:** Projects with a developer fee outside of parameters defer the majority of the fee or the entire fee or deferment of the fee will not impact the repayment of the MCRP award.

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*

**EXHIBIT 1: MSF BOARD ACTION TAKEN—EXECUTED AGREEMENT**  
 Fiscal year 2018: 10/01/2017-09/30/2018

Fiscal year approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount <sup>1</sup>	Minimum eligible investment <sup>2</sup>	Verified eligible investment <sup>3</sup>	Actual private investment attracted as reported to the MSF <sup>4</sup>	Commercial: square footage revitalized/ added	Residential: square footage revitalized/ added	Retail: square footage revitalized/ added	# of residential units revitalized/ added	Status <sup>5</sup>	Duration of economic assistance (years)
FY 2012	Woodward Theater LLC *	Detroit	Wayne	New	Other	04/17/12	\$750,000	\$750,000	\$12,389,857	\$3,250,000	\$3,250,000	\$11,880,713	32,000	0	0	0	Monitoring	10
FY 2013	Shiawassee Center (Owosso Community Players) *	Owosso	Shiawassee	New	Grant	10/23/12	\$446,000	\$446,000	\$7,385,496	\$3,498,838	\$5,533,545	\$6,729,000	16,830	0	0	0	Monitoring	14
	Veridea Group *	Marquette	Marquette	New	Other	11/28/12	\$1,857,151	\$1,857,151	\$9,739,432	\$7,428,604	\$7,467,100	\$6,605,023	28,406	0	0	0	Monitoring	6
	Lofts on Monroe LLC	Grand Rapids	Kent	New	Grant	12/14/12	\$475,000	\$475,000	\$2,985,723	\$1,777,600	\$2,047,246	\$3,025,000	3,100	7,100	3,120	12	Ended	5
	833 Michigan Street LLC *	Grand Rapids	Kent	New	Grant	12/27/12	\$922,552	\$922,552	\$5,879,420	\$2,952,165	\$3,715,234	\$5,847,000	11,000	7,500	7,500	8	Ended	4
	Heart of Howell	Howell	Livingston	New	Grant	01/30/13	\$375,868	\$375,868	\$2,498,242	\$1,503,473	\$1,797,578	\$1,967,000	18,482	0	3,088	0	Ended	6
	1205 West Fulton LLC *	Grand Rapids	Kent	New	Grant	02/20/13	\$207,190	\$207,190	\$1,230,040	\$828,762	\$1,065,528	\$1,022,850	10,000	0	10,000	0	Ended	4
	521 LLC	Spring Lake	Ottawa	New	Grant	02/21/13	\$70,535	\$70,535	\$440,162	\$282,138	\$352,672	\$580,616	3,289	1,894	0	1	Ended	5
	Grand Rapids Downtown Market Holdings LLC *	Grand Rapids	Kent	New	Other	02/27/13	\$3,000,000	\$3,000,000	\$30,165,835	\$12,000,000	\$22,348,686	\$21,500,000	138,000	0	138,000	0	Monitoring	10
	Blue Star 2 LLC	Benton Harbor	Berrien	New	Grant	03/05/13	\$823,250	\$823,250	\$3,763,000	\$2,634,400	\$3,309,204	\$5,479,250	9,845	9,845	0	8	Ended	5
	Gulf Shore Investments LLC*	Bay City	Bay	New	Grant	03/27/13	\$1,000,000	\$1,000,000	\$7,727,593	\$5,339,584	\$6,027,092	\$7,522,226	14,114	34,928	0	24	Ended	5
	Corlin Builders Inc.	Fenton	Genesee	New	Grant	04/30/13	\$880,000	\$880,000	\$5,179,250	\$3,484,600	\$4,191,599	\$800,000	0	34,510	12,850	23	Ended	6
	Vogue Theatre of Manistee	Manistee	Manistee	New	Grant	04/30/13	\$503,592	\$503,592	\$2,354,824	\$1,611,493	\$2,121,418	\$2,221,918	0	0	6,931	0	Ended	7
	Eastern Market Corporation	Detroit	Wayne	Expansion	Grant	05/16/13	\$1,000,000	\$1,000,000	\$8,224,030	\$4,000,000	\$4,045,734	\$5,583,000	20,000	0	22,000	0	Ended	7
	HWD Investors LLC (URC FJ LLC and Uptown Reinvestment Corporation Inc.)	Flint	Genesee	New	Other	06/26/13	\$5,649,071	\$5,649,071	\$28,866,172	\$22,596,284	\$23,004,774	\$24,811,444	60,000	16,000	4,500	16	Monitoring	N/A**
	Kirco CH Distribution LLC and Henry Ford Health System *	Detroit	Wayne	New	Grant	06/26/13	\$1,000,000	\$1,000,000	\$29,866,172	\$18,237,430	\$19,610,701	\$26,948,324	274,751	0	0	0	Monitoring	7
	618 South Main LLC *	Ann Arbor	Washtenaw	New	Loan	11/28/12	\$3,000,000	\$3,000,000	\$40,657,108	\$12,000,000	\$26,108,227	\$39,200,000	48,000	130,000	0	164	Monitoring	40
	NewGAR LLC	Detroit	Wayne	New	Grant	7/24/13	\$660,000	\$660,000	\$5,271,198	\$2,677,132	\$4,054,517	\$5,074,481	20,000	0	5,000	0	Ended	2
	Harbor Village at Harbor Shores *	St. Joseph	Berrien	New	Grant	07/24/13	\$900,000	\$900,000	\$21,802,465	\$14,336,180	\$16,333,477	\$25,795,500	66,848	29,249	9,426	67	Ended	4
	Ben's 314 LLC	Port Huron	St. Clair	New	Grant	07/25/13	\$217,500	\$217,500	\$1,130,000	\$664,000	\$894,177	\$1,177,635	0	12,000	8,000	11	Ended	6
	609 E Kirby Lofts LLC *	Detroit	Wayne	New	Other	07/26/13	\$1,000,000	\$1,000,000	\$6,562,627	\$2,000,000	\$3,037,174	\$4,440,252	0	26,000	0	26	Monitoring	22
Dwelling Place of Grand Rapids	Grand Rapids	Kent	New	Grant	08/27/13	\$293,659	\$293,659	\$1,487,510	\$1,190,000	\$1,577,908	\$1,577,908	14,500	0	0	0	Ended	5	
Herkimer Apartments LDHA LP	Grand Rapids	Kent	Expansion	Grant	08/27/13	\$305,157	\$305,157	\$17,065,769	\$8,815,412	\$11,144,888	\$17,354,577	10,346	67,675	0	55	Ended	5	
Mid Towne Hospitality LLC *	Grand Rapids	Kent	New	Other	8/28/13	\$3,000,000	\$3,000,000	\$24,018,173	\$12,000,000	\$20,834,389	\$25,959,177	118,050	0	0	0	Monitoring	9	
Parkland Muskegon LLC *	Muskegon	Muskegon	New	Loan	02/27/13	\$1,950,000	\$0	\$10,700,000	\$6,500,000	\$0	\$6,200,000	5,000	54,000	7,000	47	Monitoring	25	
Downtown Muskegon Development Corp.	Muskegon	Muskegon	Relocation	Grant	09/27/13	\$710,000	\$710,000	\$3,971,900	\$2,285,520	\$3,857,999	\$3,143,999	0	0	4,400	0	Ended	5	
Harbortown Riverside LLC and Harbortown Riverside Financing Inc. *	Detroit	Wayne	New	Grant	09/27/13	\$1,000,000	\$1,000,000	\$19,936,653	\$12,773,322	\$16,926,427	\$18,936,653	0	196,425	0	144	Monitoring	6	
FY 2014	Hall Street Partners Inc.	Grand Rapids	Kent	New	Grant	10/09/13	\$310,000	\$310,000	\$1,380,234	\$996,987	\$1,240,000	\$1,635,085	6,000	2,400	6,000	2	Ended	4
	CWD 50 Louis LLC	Grand Rapids	Kent	New	Grant	11/06/13	\$1,000,000	\$1,000,000	\$9,356,604	\$4,226,374	\$6,003,410	\$10,221,051	72,000	0	2,000	0	Monitoring	5
	3411 E. Michigan LLC	Lansing	Ingham	New	Grant	11/14/13	\$450,000	\$448,571	\$7,473,541	\$5,263,270	\$6,408,151	\$8,200,663	0	61,008	1,785	66	Ended	5
	Ashley Owner LLC & Ashley Developer Inc. *	Detroit	Wayne	New	Grant	02/25/14	\$1,000,000	\$1,000,000	\$6,126,216	\$4,838,968	\$5,616,524	\$8,000,000	0	66,000	1,000	67	Monitoring	4
	Midland DTH LLC *	Midland	Midland	New	Loan	02/25/14	\$4,780,000	\$4,780,000	\$22,966,749	\$16,658,199	\$19,261,320	\$23,232,761	16,819	22,786	11,563	10	Monitoring	15
	Strathmore Apartments LDHA LLC	Detroit	Wayne	New	Other	02/25/14	\$3,500,000	\$3,500,000	\$28,446,000	\$17,500,000	\$18,135,689	\$19,524,000	0	93,854	2,031	129	Monitoring	N/A**
	Landmark Port Huron LLC *	Port Huron	St. Clair	New	Grant	03/06/14	\$100,000	\$100,000	\$1,043,763	\$699,010	\$767,383	\$1,043,000	0	6,300	3,900	8	Monitoring	5
	Bancroft Project Saginaw LLC	Saginaw	Saginaw	New	Grant	03/12/14	\$1,000,000	\$1,000,000	\$5,496,673	\$3,200,000	\$4,310,756	\$4,500,000	0	97,256	34,015	126	Monitoring	6
Alex and Beck LLC	Detroit	Wayne	New	Grant	03/19/14	\$178,000	\$178,000	\$839,084	\$570,521	\$746,632	\$561,623	1,632	2,206	1,632	3	Monitoring	6	

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*

**EXHIBIT 1: MSF BOARD ACTION TAKEN—EXECUTED AGREEMENT** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Fiscal year approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount <sup>1</sup>	Minimum eligible investment <sup>2</sup>	Verified eligible investment <sup>3</sup>	Actual private investment attracted as reported to the MSF <sup>4</sup>	Commercial: square footage revitalized/ added	Residential: square footage revitalized/ added	Retail: square footage revitalized/ added	# of residential units revitalized/ added	Status <sup>5</sup>	Duration of economic assistance (years)
FY 2014	Diamonds and Rifles LLC and Gold Cash Gold LLC	Detroit	Wayne	New	Grant	03/19/14	\$200,000	\$200,000	\$1,890,314	\$1,142,834	\$1,428,542	\$2,347,000	0	6,000	3,000	0	Monitoring	5
	Arena Place Development LLC	Grand Rapids	Kent	New	Other	03/25/14	\$4,500,000	\$4,500,000	\$44,000,000	\$18,000,000	\$36,295,312	\$48,000,000	235,042	109,644	15,853	100	Monitoring	9
	Woodward Willis LLC	Detroit	Wayne	New	Grant	04/01/14	\$745,000	\$745,000	\$6,429,399	\$4,019,205	\$4,297,395	\$4,086,289	24,098	0	2,222	0	Monitoring	6
	Marquette Food Co-Op	Marquette	Marquette	New	Grant	04/28/14	\$615,000	\$615,000	\$3,375,416	\$2,460,000	\$3,778,896	\$4,623,509	11,230	0	9,000	0	Ended	5
	Ransom Real Estate LLC	Kalamazoo	Kalamazoo	New	Grant	04/30/14	\$411,000	\$384,314	\$2,356,461	\$1,634,561	\$1,821,571	\$1,637,257	8,485	4,500	0	5	Monitoring	6
	Wesener LLC *	Owosso	Shiawassee	New	Grant	05/18/14	\$560,000	\$560,000	\$2,697,783	\$1,790,400	\$2,336,879	\$1,748,477	0	11,500	5,750	7	Monitoring	6
	NY Jefferson LLC	Detroit	Wayne	New	Grant	06/20/14	\$834,800	\$601,807	\$5,189,853	\$2,407,229	\$2,407,229	\$3,670,000	0	0	87,000	0	Monitoring	5
	Du Charme Place LLC *	Detroit	Wayne	New	Other	08/26/14	\$5,700,000	\$5,700,000	\$36,300,000	\$22,800,000	\$30,797,961	\$39,336,627	0	0	0	0	Monitoring	N/A**
	Lofts on Michigan LLC *	Grand Rapids	Kent	New	Other	08/26/14	\$2,450,000	\$2,450,000	\$15,150,000	\$8,206,800	\$11,098,512	\$15,811,000	0	43,773	12,735	52	Monitoring	8
	Rivertown Phase I LLC *	Detroit	Wayne	New	Other	08/26/14	\$8,110,000	\$8,110,000	\$61,035,220	\$32,440,000	\$0	\$61,025,000	0	0	0	0	Monitoring	N/A**
	1400 Wealthy LLC *	Grand Rapids	Kent	New	Grant	09/12/14	\$800,000	\$800,000	\$5,500,000	\$3,510,400	\$4,259,939	\$5,179,939	0	37,510	2,500	35	Monitoring	6
	Hallmark Ventures LLC *	Dearborn	Wayne	New	Grant	09/17/14	\$1,000,000	\$1,000,000	\$8,641,020	\$5,255,776	\$7,644,774	\$8,570,500	60,000	0	2,500	0	Monitoring	6
	Griswold Project LLC	Detroit	Wayne	New	Other	09/17/14	\$4,798,000	\$4,798,000	\$22,806,250	\$19,192,000	\$19,256,466	\$14,555,666	0	0	0	0	Monitoring	N/A**
	Lofts on 820 LLC	Grand Rapids	Kent	New	Other	09/17/14	\$3,100,000	\$3,100,000	\$21,700,000	\$12,808,000	\$14,327,392	\$18,556,962	0	63,685	25,787	87	Monitoring	7
	751 Griswold Detroit LLC	Detroit	Wayne	New	Grant	09/19/14	\$682,279	\$682,279	\$4,455,795	\$2,366,104	\$3,035,021	\$6,800,000	26,454	0	0	0	Monitoring	6
	Artspace Projects Inc.	Dearborn	Wayne	New	Grant	09/22/14	\$1,000,000	\$1,000,000	\$15,807,762	\$4,021,815	\$4,595,811	\$14,592,162	19,510	80,496	0	53	Monitoring	7
	5734 Woodward LLC	Detroit	Wayne	New	Grant	09/26/14	\$240,625	\$240,625	\$1,565,200	\$770,000	\$1,615,641	\$1,325,200	4,600	1,800	2,800	4	Monitoring	5
	West Fort Street Properties LLC	Detroit	Wayne	New	Grant	09/26/14	\$1,000,000	\$1,000,000	\$4,398,897	\$3,313,988	\$4,147,569	\$4,492,906	100,740	0	0	0	Monitoring	5
Stocking Street Properties LLC	Grand Rapids	Kent	New	Grant	09/29/14	\$89,574	\$89,574	\$1,165,193	\$358,300	\$466,686	\$1,765,800	11,915	0	0	0	Monitoring	5	
TFG Building LLC	Grand Rapids	Kent	New	Grant	09/30/14	\$136,527	\$136,527	\$1,289,182	\$728,145	\$956,569	\$1,484,402	3,600	7,200	0	8	Monitoring	5	
FY 2015	250 West Larned LLC	Detroit	Wayne	New	Other	10/28/14	\$5,840,000	\$5,840,000	\$28,947,940	\$23,360,000	\$26,022,034	\$29,094,442	91200	0	0	0	Monitoring	N/A**
	Outfield Partners LLC <sup>5</sup>	Lansing	Ingham	New	Other	12/16/14	\$2,455,000	\$2,455,000	\$11,201,213	\$9,820,000	\$10,224,017	\$9,498,158	0	74000	0	84	Monitoring	N/A**
	TC 555 Michigan LLC *	Grand Rapids	Kent	New	Grant	12/16/14	\$1,000,000	\$1,000,000	\$7,339,671	\$4,308,797	\$4,997,915	\$7,120,883	0	22,500	5,600	26	Monitoring	5
	1145 Griswold Street LLC *	Detroit	Wayne	New	Other	01/30/15	\$1,000,000	\$0	\$22,682,898	\$4,000,000	\$0	\$28,272,126	0	0	0	0	Ended	8
	Roebuck Residential LLC	Wyandotte	Wayne	New	Grant	02/05/15	\$798,000	\$798,000	\$5,050,000	\$3,192,000	\$5,000,094	\$5,600,000	24,960	9,600	9,100	6	Monitoring	5
	Cedar Springs Brewing Company LLC *	Cedar Springs	Kent	New	Grant	02/18/15	\$285,614	\$285,614	\$1,564,570	\$1,146,456	\$1,902,263	\$2,122,263	6,300	0	1,500	0	Monitoring	5
	KWA I Residential LLC *	Detroit	Wayne	New	Grant	02/18/15	\$1,000,000	\$1,000,000	\$12,765,896	\$7,643,774	\$9,554,718	\$11,409,517	0	0	0	42	Monitoring	6
	Veridea Group	Marquette	Marquette	New	Other	02/24/15	\$4,100,000	\$4,100,000	\$20,358,038	\$14,800,000	\$14,964,505	\$18,136,302	62,008	6,690	200	0	Monitoring	5
	55 Ionia Partners LLC	Grand Rapids	Kent	New	Other	02/24/15	\$4,325,000	\$4,325,000	\$34,400,000	\$20,223,000	\$26,856,575	\$29,408,182	15,101	99,134	27,336	99	Monitoring	10
	George F. Eyde Family LLC	Lansing	Ingham	New	Grant	03/25/15	\$289,250	\$0	\$1,666,200	\$925,600	\$0	\$1,666,200	0	0	0	0	Monitoring	5
	207 East Baltimore LLC	Detroit	Wayne	New	Grant	04/01/15	\$225,000	\$225,000	\$1,787,300	\$1,058,960	\$1,471,308	\$1,950,000	0	13,600	0	12	Monitoring	6
	Paradise Valley Real Estate Holdings LLC	Detroit	Wayne	New	Grant	04/22/15	\$413,000	\$413,000	\$3,155,006	\$1,321,627	\$1,655,274	\$3,244,000	4,000	0	0	0	Monitoring	6
	Moso Village LLC *	Sturgis	St. Joseph	New	Grant	04/28/15	\$1,000,000	\$1,000,000	\$6,693,668	\$4,010,726	\$4,826,632	\$5,320,000	30,000	10,000	0	12	Monitoring	7
	Woodward and Erskine LLC	Detroit	Wayne	New	Loan	06/08/15	\$1,500,000	\$1,500,000	\$64,495,000	\$43,030,000	\$48,494,306	\$64,995,000	0	200,000	15,000	199	Monitoring	8
	Lofts on Alabama LLC *	Grand Rapids	Kent	New	Other	06/08/15	\$3,000,000	\$3,000,000	\$20,000,000	\$12,000,000	\$14,998,628	\$16,700,000	0	101,399	0	100	Monitoring	7
	678 Selden LLC	Detroit	Wayne	New	Grant	06/16/15	\$670,210	\$670,210	\$3,689,001	\$2,153,484	\$2,689,668	\$3,462,700	0	11,000	0	30	Monitoring	6
	Fulton and Seward *	Grand Rapids	Kent	New	Other	06/23/15	\$3,000,000	\$3,000,000	\$33,775,000	\$20,021,000	\$26,506,520	\$29,393,055	10,045	122,000	0	109	Monitoring	10
1215 Griswold LLC	Detroit	Wayne	New	Loan	07/07/15	\$1,000,000	\$1,000,000	\$10,317,618	\$6,910,598	\$8,536,111	\$11,688,001	0	40,984	23,359	25	Monitoring	23	

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*

**EXHIBIT 1: MSF BOARD ACTION TAKEN—EXECUTED AGREEMENT** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Fiscal year approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount <sup>1</sup>	Minimum eligible investment <sup>2</sup>	Verified eligible investment <sup>3</sup>	Actual private investment attracted as reported to the MSF <sup>4</sup>	Commercial: square footage revitalized/ added	Residential: square footage revitalized/ added	Retail: square footage revitalized/ added	# of residential units revitalized/ added	Status <sup>5</sup>	Duration of economic assistance (years)
FY 2015	Casamira Detroit LLC *	Detroit	Wayne	New	Grant	08/25/15	\$1,000,000	\$1,000,000	\$10,176,032	\$5,494,324	\$6,943,556	\$5,314,642	0	54,000	0	44	Monitoring	6
	Port Huron Citadel LLC	Port Huron	St. Clair	New	Grant	09/17/15	\$200,000	\$165,120	\$1,210,970	\$888,775	\$917,330	\$1,023,922	6,000	6,000	1,000	6	Monitoring	4
	HM Ventures Group 6 LLC*	Detroit	Wayne	New	Loan	09/22/15	\$3,500,000	\$3,500,000	\$22,285,010	\$14,000,000	\$0	\$24,000,000	55,000	0	0	0	Monitoring	7
	OMH LLC*	Grand Rapids	Kent	New	Other	09/22/15	\$5,400,000	\$5,400,000	\$27,892,602	\$21,600,000	\$24,735,588	\$28,303,798	0	58,583	9,610	86	Monitoring	9
FY 2016	Strand Theater Manager LLC	Pontiac	Oakland	New	Loan	10/27/15	\$4,500,000	\$4,500,000	\$20,037,099	\$9,000,000	\$9,598,256	\$12,568,996	45,000	0	45,000	0	Monitoring	20
	The Plaza Midtown LLC	Detroit	Wayne	New	Other	10/27/15	\$3,500,000	\$3,500,000	\$21,107,860	\$14,000,000	\$14,163,262	\$12,000,000	0	0	0	0	Monitoring	N/A**
	Bridge and Turner LLC*	Grand Rapids	Kent	New	Other	10/27/15	\$2,500,000	\$2,500,000	\$25,000,000	\$16,066,000	\$23,598,150	\$23,293,706	60,110	39,093	7,386	40	Monitoring	8
	GL Rentals LLC	Zeeland	Ottawa	New	Grant	10/30/15	\$325,000	\$325,000	\$1,544,462	\$1,145,530	\$1,421,180	\$1,533,733	3,872	3,872	0	3	Monitoring	7
	NOMI Developers LLC*	Kalamazoo	Kalamazoo	New	Grant	11/24/15	\$665,000	\$665,000	\$4,468,857	\$2,835,615	\$4,273,318	\$3,356,500	7,001	24,499	2,000	47	Monitoring	6
	1030 Plym Park LLC	Niles	Berrien	New	Grant	12/22/15	\$210,501	\$210,501	\$1,134,574	\$844,930	\$1,059,428	\$1,450,000	17,000	0	0	0	Monitoring	5
	Uptown Reinvestment Corporation Inc.	Flint	Genesee	New	Other	02/23/16	\$5,500,000	\$5,500,000	\$31,401,700	\$20,120,000	\$22,714,947	\$24,811,444	50,259	0	2,415	0	Monitoring	N/A**
	GTW Depot LLC*	Kalamazoo	Kalamazoo	New	Grant	03/29/16	\$484,435	\$484,435	\$3,594,944	\$1,937,740	\$2,487,069	\$3,218,525	2,247	0	11,486	0	Monitoring	6
	Uptown Housing LLC	Grand Rapids	Kent	New	Grant	04/12/16	\$132,000	\$132,000	\$1,376,194	\$700,000	\$1,264,277	\$1,740,000	0	7,120	825	6	Monitoring	6
	GS Entertainment LLC	Utica	Macomb	New	Grant	05/12/16	\$287,000	\$287,000	\$1,435,000	\$1,148,000	\$1,605,530	\$1,018,239	294,300	0	0	0	Monitoring	3
	Peregrine PNC LLC*	Kalamazoo	Kalamazoo	New	Grant	05/24/16	\$750,000	\$750,000	\$5,251,360	\$3,151,381	\$5,012,117	\$5,569,769	12,450	21,595	1,825	16	Monitoring	4
	River's Edge Partners LLC*	Kalamazoo	Kalamazoo	New	Grant	06/28/16	\$750,000	\$725,389	\$10,404,434	\$6,457,340	\$7,253,891	\$11,000,000	53,052	0	0	0	Monitoring	6
	River Parc Place II LLC*	Manistee	Manistee	New	Grant	06/28/16	\$636,680	\$583,675	\$3,809,874	\$2,456,720	\$2,918,375	\$2,918,375	0	20,000	0	0	Monitoring	4
	Cellar Brewing Co	Sparta	Kent	New	Grant	07/25/16	\$250,940	\$240,741	\$1,874,940	\$1,244,790	\$1,416,120	\$1,664,120	10,137	0	0	0	Monitoring	5
	601 West LLC*	Grand Rapids	Kent	New	Other	07/26/16	\$2,900,000	\$2,900,000	\$19,040,500	\$13,152,900	\$13,513,433	\$16,550,000	0	55,473	8,200	63	Monitoring	28
	Inn on Water Street LLC*	Marine City	St. Clair	New	Grant	09/23/16	\$642,000	\$642,000	\$4,191,007	\$2,568,000	\$3,413,344	\$4,395,925	14,558	11,836	2,326	4	Monitoring	6
	Third & Grand LLC*	Detroit	Wayne	New	Other	09/27/16	\$2,000,000	\$2,000,000	\$53,085,559	\$29,651,000	\$0	\$54,150,000	0	0	0	0	Monitoring	4
	Diamond Place LLC6*	Grand Rapids	Kent	New	Other	09/27/16	\$2,826,000	\$2,826,000	\$19,470,195	\$11,304,909	\$0	\$8,957,467	0	0	0	0	Monitoring	8
	Shoppes at Woodward LLC	Detroit	Wayne	New	Grant	09/28/16	\$750,000	\$750,000	\$6,554,857	\$3,356,518	\$4,271,620	\$6,562,595	15,757	5,231	2,136	10	Monitoring	5
	Chamber Support Corporation	Owosso	Shiawassee	New	Grant	09/27/16	\$1,402,000	\$1,402,000	\$5,674,778	\$2,986,190	\$0	\$2,997,906	0	0	0	0	Monitoring	6
Trident-Corktown LLC	Detroit	Wayne	New	Other	09/27/16	\$6,900,000	\$6,900,000	\$36,924,479	\$27,390,000	\$0	\$19,938,882	0	0	0	0	Monitoring	N/A**	
Downtown Albion Hotel LLC	Albion	Calhoun	New	Grant	09/27/16	\$1,000,000	\$0	\$8,428,136	\$6,347,000	\$9,413,916	\$10,061,434	67,000	0	0	0	Monitoring	7	
FY 2017	MidTown Lofts LLC	Port Huron	St. Clair	New	Grant	10/19/16	\$83,126	\$69,696	\$515,630	\$332,504	\$348,479	\$453,433	3,000	2,850	0	3	Monitoring	5
	216/220 WM LLC*	Kalamazoo	Kalamazoo	New	Grant	10/21/16	\$387,147	\$0	\$2,796,285	\$1,563,168	\$0	\$1,982,394	0	0	0	0	Monitoring	5
	Detroit Entrepreneur Development LLC	Jackson	Jackson	New	Other	10/25/16	\$1,300,000	\$1,300,000	\$5,385,838	\$5,200,000	\$0	\$4,168,969	8,500	29,655	0	30	Monitoring	3
	Offsite Lake Drive LLC*	Grand Rapids	Kent	New	Other	10/25/16	\$1,773,700	\$1,773,700	\$13,467,625	\$6,439,000	\$9,332,571	\$8,565,000	7,467	42,321	0	41	Monitoring	9
	Hinman Lake LLC	Muskegon	Muskegon	New	Grant	10/31/16	\$450,600	\$450,600	\$3,053,725	\$1,802,400	\$2,572,333	\$3,050,000	0	0	0	0	Monitoring	5
	Metropolitan Hotel Partners LLC	Detroit	Wayne	New	Loan	11/22/16	\$6,500,000	\$6,500,000	\$34,056,975	\$26,000,000	\$0	\$27,613,692	0	0	0	0	Monitoring	8
	Exchange Building LLC*	Kalamazoo	Kalamazoo	New	Other	12/20/16	\$6,400,000	\$6,400,000	\$52,691,371	\$32,000,000	\$0	\$22,540,101	0	0	0	0	Monitoring	9
	BGR Investments LLC	Lowell	Kent	New	Grant	12/22/16	\$193,200	\$193,200	\$1,382,542	\$673,360	\$841,556	\$1,407,000	9,600	0	0	0	Monitoring	4
	Coe Van Dyke LLC	Detroit	Wayne	New	Grant	02/23/17	\$730,933	\$730,933	\$3,997,650	\$2,923,732	\$3,655,879	\$3,424,352	0	17,456	1,354	12	Monitoring	5
	AG Selden LLC	Detroit	Wayne	New	Other	03/28/17	\$1,000,000	\$1,000,000	\$7,236,720	\$4,396,128	\$0	\$3,816,592	0	0	0	0	Monitoring	18
	Skypoint Ventures LLC	Flint	Genesee	New	Grant	03/28/17	\$1,000,000	\$0	\$6,139,952	\$4,748,362	\$0	\$6,248,111	44,000	0	2,354	0	Monitoring	5
	SVRC Industries Inc.	Saginaw	Saginaw	New	Loan	04/25/17	\$3,475,000	\$3,475,000	\$21,196,041	\$14,574,000	\$0	\$21,196,000	0	0	0	0	Monitoring	10
Bridge and Stocking LLC*	Grand Rapids	Kent	New	Other	04/25/17	\$6,300,000	\$6,300,000	\$55,300,000	\$38,795,000	\$0	\$9,651,260	0	0	0	0	Monitoring	10	



MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*

**EXHIBIT 1: MSF BOARD ACTION TAKEN—EXECUTED AGREEMENT** *continued*  
Fiscal year 2018: 10/01/2017-09/30/2018

Fiscal year approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount <sup>1</sup>	Minimum eligible investment <sup>2</sup>	Verified eligible investment <sup>3</sup>	Actual private investment attracted as reported to the MSF <sup>4</sup>	Commercial: square footage revitalized/ added	Residential: square footage revitalized/ added	Retail: square footage revitalized/ added	# of residential units revitalized/ added	Status <sup>5</sup>	Duration of economic assistance (years)
FY 2017	SVRC Industries Inc.	Saginaw	Saginaw	New	Loan	04/25/17	\$3,475,000	\$3,475,000	\$17,721,041	\$14,574,000	\$0	\$21,196,000	50,000	0	11,000	0	Monitoring	10
	6402 Woodward Ave LLC	Detroit	Wayne	New	Grant	06/15/17	\$750,000	\$0	\$6,825,305	\$4,579,487	\$0	\$7,691,505	0	0	0	0	Monitoring	4
	The Corner Lender LLC*	Detroit	Wayne	New	Loan	07/25/17	\$4,375,000	\$4,375,000	\$22,916,067	\$21,875,000	\$0	\$15,057,304	0	0	0	0	Monitoring	8
	TKJ Fenton LLC	Fenton	Genesee	New	Grant	07/25/17	\$543,743	\$0	\$5,790,000	\$4,198,744	\$5,814,844	\$7,840,944	24,244	0	8,040	0	Monitoring	6
	Looney Moon LLC	Lansing	Ingham	New	Grant	08/22/17	\$300,000	\$0	\$1,696,023	\$1,260,990	\$0	\$654,775	0	0	0	0	Monitoring	6
	550 Bears LLC	Flint	Genesee	New	Grant	09/26/17	\$1,500,000	\$0	\$11,149,687	\$6,453,656	\$0	\$4,394,630	0	0	0	0	Monitoring	6
	HB BM East Lansing LLC*	East Lansing	Ingham	New	Other	09/26/17	\$6,750,000	\$0	\$126,603,899	\$33,750,000	\$0	\$0	0	0	0	0	Monitoring	6
	Geenen DeKock Properties LLC*	Holland	Ottawa	New	Other	09/26/17	\$1,000,000	\$0	\$40,000,000	\$5,000,000	\$0	\$0	0	0	0	0	Monitoring	10
FY 2018	Wabash & Main LLC <sup>7</sup>	Milan	Washtenaw	New	Grant	10/24/17	\$1,123,601	\$1,123,601	\$5,682,399	\$2,795,523	\$5,272,129	\$3,604,805	0	16,500	10,500	15	Monitoring	9
	Landmark Port Huron LLC	Port Huron	St. Clair	New	Grant	10/24/17	\$644,330	\$0	\$2,483,303	\$2,061,860	\$0	\$2,521,968	0	0	0	0	Monitoring	5
	Bagley Forest Property LLC	Detroit	Wayne	New	Grant	11/28/17	\$1,300,000	\$0	\$5,479,317	\$4,230,000	\$0	\$6,905,631	0	0	0	0	Monitoring	6
	North Channel Investors LLC	Manistee	Manistee	New	Grant	11/28/17	\$970,000	\$970,000	\$3,073,000	\$3,200,308	\$3,927,963	\$4,155,000	8,000	8,000	0	10	Monitoring	4
	L&P Properties LLC	Lansing	Ingham	New	Grant	01/05/18	\$92,960	\$0	\$508,635	\$372,224	\$0	\$528,000	0	0	0	0	Monitoring	5
	3424 Chicago Drive LLC	Hudsonville	Ottawa	New	Grant	01/12/18	\$686,645	\$0	\$3,549,665	\$2,840,980	\$0	\$636,310	0	0	0	0	Monitoring	5
	13 N. Washington Street LLC	Ypsilanti	Washtenaw	New	Grant	01/29/18	\$295,000	\$0	\$1,183,387	\$946,697	\$0	\$1,181,991	0	0	0	0	Monitoring	4
	Y Site LLC*	Lansing	Ingham	New	Other	02/27/18	\$2,957,000	\$2,957,000	\$24,665,567	\$14,785,000	\$0	\$3,760,619	0	0	0	0	Monitoring	44
	Holden Block LLC	Detroit	Wayne	New	Grant	05/15/18	\$400,000	\$0	\$2,914,714	\$1,853,018	\$0	\$0	0	0	0	0	Monitoring	5
	Great Lakes Development Investments Inc.	Muskegon	Muskegon	New	Other	05/22/18	\$1,500,000	\$1,500,000	\$7,267,890	\$6,000,000	\$0	\$1,592,763	0	0	0	0	Monitoring	5
	Communities First Inc.	Flint	Genesee	New	Grant	06/26/18	\$1,000,000	\$0	\$15,515,679	\$3,382,000	\$0	\$0	0	0	0	0	Monitoring	5
	Gemini Capital Management LLC	Alma	Gratiot	New	Grant	07/24/18	\$109,172	\$0	\$306,700	\$209,778	\$0	\$133,551	0	0	0	0	Monitoring	4
<b>TOTAL</b>							<b>\$221,566,117</b>	<b>\$200,170,636</b>	<b>\$1,809,998,334</b>	<b>\$1,041,436,426</b>	<b>\$834,176,353</b>	<b>\$1,381,363,932</b>	<b>2,636,854</b>	<b>2,480,035</b>	<b>684,440</b>	<b>2,548</b>		<b>7.54***</b>

**EXHIBIT 1: MSF BOARD ACTION TAKEN—NO EXECUTED AGREEMENT**  
Fiscal year 2018: 10/01/2017-09/30/2018

Fiscal year approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount <sup>1</sup>	Minimum eligible investment	Verified eligible investment	Actual private investment attracted <sup>3</sup>	Commercial: square footage revitalized/ added	Residential: square footage revitalized/ added	Retail: square footage revitalized/ added	# of residential units revitalized/ added
FY 2014	Detroit Economic Growth Corporation	Detroit	Wayne	New	Other	03/25/14	\$10,000,000	\$0	\$18,000,000							
FY 2017	Queen Lillian II LLC	Detroit	Wayne	New	Other	12/20/16	\$3,500,000	\$0	\$30,900,000							
	City Modern 440 Alfred Street LLC	Detroit	Wayne	New	Loan	03/28/17	\$7,500,000	\$0	\$100,000,000							
	213 Development LLC	Bay City	Bay	New	Loan	06/27/17	\$1,400,000	\$0	\$10,723,004							
	213 Development LLC	Bay City	Bay	New	Grant	06/27/17	\$1,000,000	\$0	\$10,723,004							
	Alma Opera Block LLC	Alma	Gratiot	New	Grant	09/26/17	\$1,500,000	\$0	\$3,718,035							
	George F. Eyde Family LLC	Lansing	Ingham	New	Other	09/26/17	\$2,400,000	\$0	\$13,698,710							
FY 2018	The Original and Only Thompson Block LLC	Ypsilanti	Washtenaw	New	Other	12/19/17	\$3,175,000	\$0	\$11,779,614							
	Jackson Entertainment LLC	Grand Rapids	Kent	New	Other	04/24/18	\$5,500,000	\$0	\$69,093,423							
	400 Rose LLC	Kalamazoo	Kalamazoo	New	Other	06/26/18	\$4,400,000	\$0	\$25,558,576							

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*

**EXHIBIT 1: MSF BOARD ACTION TAKEN—NO EXECUTED AGREEMENT** *continued*

Fiscal year 2018: 10/01/2017–09/30/2018

Fiscal year approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount <sup>1</sup>	Minimum eligible investment	Verified eligible investment	Actual private investment attracted <sup>3</sup>	Commercial: square footage revitalized/ added	Residential: square footage revitalized/ added	Retail: square footage revitalized/ added	# of residential units revitalized/ added
FY 2018	Uptown Reinvestment Corporation Inc.	Flint	Genesee	New	Other	08/28/18	\$7,949,000	\$0	\$37,982,531							
	Main Street Uptown Development LLC	Bay City	Bay	New	Other	09/15/18	\$575,000	\$0	\$8,022,566							
	Temple Group Holdings LLC	Detroit	Wayne	New	Other	09/25/18	\$5,697,000	\$0	\$67,679,658							
	URC South 600 LLC	Flint	Genesee	New	Other	09/27/18	\$200,000	\$0	\$1,221,509							
<b>TOTAL</b>							<b>\$54,796,000</b>	<b>\$0</b>	<b>\$409,100,630</b>							
<b>GRAND TOTAL</b>							<b>\$276,362,117</b>	<b>\$200,170,636</b>	<b>\$2,219,098,964</b>	<b>\$1,041,436,426</b>	<b>\$834,176,353</b>	<b>\$1,381,363,932</b>	<b>2,636,854</b>	<b>2,480,035</b>	<b>684,440</b>	<b>2,548</b>
<p><b>TOTAL ACTIVE PROJECTS: 143</b>  <b>TOTAL WRITTEN AGREEMENTS: 129</b>  <b>AGGREGATE INCREASE IN TAXABLE VALUE: \$182,034,551</b>  <b>(as self reported by the companies on their annual progress reports)</b></p>						<p><sup>3</sup> Verified eligible investment means the actual hard costs incurred and paid by the company on the project. Hard costs include demolition, construction, alteration, rehabilitation or improvement of buildings, site improvements, the addition of machinery, equipment or fixtures to the property, or professional fees or costs for the project for architectural services, engineering services, Phase I environmental site assessment, Phase II environmental site assessment, baseline environmental assessment or surveying services.</p> <p><sup>4</sup> If a company meets all of its contractually required milestones and makes its minimum eligible investment for the project, the company will receive disbursement of its MCRP incentive to reimburse those hard costs. Therefore, actual private investment attracted may decrease once the project is complete and after the company has been reimbursed for its hard costs. Actual private investment attracted for direct loans, loan participations, collateral support and equity total funds secured for the project as a whole, not just paid to date, less the MCRP incentive amount.</p>						<p><sup>5</sup> Two awards were approved for this project, an equity contribution of \$1,455,000 and a grant of \$1,000,000.  <sup>6</sup> Two awards were approved for this project, a loan participation of \$2,826,000 in 2016 and a grant of \$1,000,000 in 2018.  <sup>7</sup> Two awards were approved for this project, a grant of \$873,601 in 2015 and a grant of \$250,000 in 2017.  <sup>8</sup> Additional stages have been created to clarify the status of each incentive as defined below:                      Ended—The company has successfully met all requirements of the grant agreement and amendments.                      Monitoring—The project has been approved by the MSF board and the agreement has been fully executed. The agreement remains the monitoring stage until all agreement requirements are fully met.                      * Project has been approved for additional incentives such as Brownfield TIF, Brownfield MBT or CDBG.                      ** Project is an other investment without a specific duration.                      ***On average, the duration of a MCRP incentive is 7.54 years.</p>				
<p><sup>1</sup> The proposed private investment amount may include other sources of non-MSF public dollars in the form of tax credits, grants, federally insured loans or other funding. It does not include the MSF's MCRP contribution.  <sup>2</sup> Minimum eligible investment means the minimum amount of eligible investment required to be spent by the company on the Project.</p>																

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*

<b>MCRP GUIDELINE WAIVERS</b>							
<b>Fiscal year 2018: 10/01/2017-09/30/2018</b>							
<b>Company name</b>	<b>MSF approval date</b>	<b>Municipality</b>	<b>County</b>	<b>Project type</b>	<b>Incentive type</b>	<b>Approved amount</b>	<b>Outside of parameters</b>
Bagley Forest Property LLC	11/28/17	Detroit	Wayne	New	Grant	\$1,300,000	Project includes rehabilitation of an existing building, demolition of two other structures, new construction of a new mixed-use building with 10 residential units and approximately 20,500 square feet of retail or restaurant space. The project deviates from the following MCRP parameters: 1) minimum debt service coverage ratio (DSCR) of 1.20 to 1.00; and 2) limit of award to 20% of eligible investment unless the project qualifies as historic. Deviations were accepted due to the challenges of the site and the evidence of commitment by all parties involved, including financing by double bottom line lenders committed to seeing this project through to a successful conclusion.
North Channel Investors LLC and North Channel Brewing LLC	11/28/17	Manistee	Manistee	New	Grant	\$970,000	Project includes renovation of a vacant building to include a first floor commercial micro-brewery operation and restaurant as well as 14 residential units (including both apartments and condominiums) on the second and third floors. The project deviates from the following MCRP parameters: 1) minimum DSCR of 1.20 to 1.00; and 2) minimum equity investment of 10%. Deviations were accepted because the developer's initial equity investment is less than 10% at 9.72%, and the DSCR is being addressed by the developer contributing 80% of the condominium sale proceeds back to the project to pay down senior debt.
Jackson Entertainment LLC	04/24/18	Grand Rapids	Kent	New	Other	\$5,500,000	Project includes construction of two multi-story mixed-use buildings, a theater, parking deck, a piazza and site improvements. The project deviates from the MCRP parameter that requires a minimum DSCR of 1.20 to 1.00. This deviation is accepted due to the financial strength of the development team and its ability to secure longer term debt upon the project reaching stabilization. Additionally, revenues generated from the operation of the theater have been projected at a conservative level and over a 20 year period, the average DSCR is above 1.20 to 1.00.

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*

**MCRP GUIDELINE WAIVERS** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Outside of parameters
Great Lakes Development Investments Inc. and 351 W. Western LLC	05/22/18	Muskegon	Muskegon	New	Other	\$1,500,000	Project includes new construction of a six-story, mixed-use building with ground floor retail, office on the second and third floors, and 15 market rate apartments on the fourth through sixth floors. This is the first new construction, mixed-use project in downtown Muskegon in several decades. The project deviates from the following MCRP parameters: 1) minimum debt service coverage ratio (DSCR) of 1.20 to 1.00; 2) limit of award to 20% of eligible investment unless the project qualifies as historic; 3) second security position for the Michigan Strategic Fund; and 4) projects qualifying as "other" must have qualified as a facility, functionally obsolete or blighted within the last 15 years. Deviations were accepted in support of goals to repopulate downtown Muskegon while recognizing that market conditions in Muskegon have limited the level of equity and debt financing that the developers are able to attract, which causes a larger gap than what a 20% MCRP award can fill. Loans from the city of Muskegon and Muskegon County Community Foundation are important to the success of the project although they are affecting the MSF's security position.
400 Rose LLC and Park@Cedar II LLC	06/26/18	Kalamazoo	Kalamazoo	New	Other	\$4,400,000	Project includes construction of an infill building with parking, 135 apartments and commercial space. The project deviates from the following MCRP parameters: 1) minimum debt service coverage ratio (DSCR) of 1.20 to 1.00; and 2) limit of award to 20% of eligible investment unless the project qualifies as historic. Deviations were accepted due to the extraordinary environmental costs of the project, the financial strength of the development team and the potential upside of residential rates in downtown Kalamazoo. The average DSCR over 20 years is above 1.20 to 1.00.
Communities First Inc. and Coolidge Park Limited Dividend Housing Association Limited Partnership	06/26/18	Flint	Genesee	New	Grant	\$1,000,000	The project will involve the rehabilitation of the vacant former elementary school into 24 apartments and construction of a new four-story, mixed-use building on the same property. The mixed-use building will contain 30 apartments and approximately 9,882 square feet of commercial space. The project deviates from the following MCRP parameters: 1) minimum debt service coverage ratio (DSCR) of 1.20 to 1.00; 2) limit of grant amount to \$750,000; and 3) deferring less than 100% of the developer fees. Deviations were accepted because of operating reserves are being escrowed as part of the transaction to offset the risk of the low DSCR, because the depressed rental market in Flint has created a project gap that is not able to be filled with a \$750,000 grant, and because the project is seeking low income housing tax credits (LIHTC) and a majority of project return available to developers from LIHTC projects are generated by developer fees.

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*

**MCRP GUIDELINE WAIVERS** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Outside of parameters
Uptown Reinvestment Corp. Inc. and 352 SS LLC	08/28/18	Flint	Genesee	New	Other	\$7,949,000	The project is a renovation of an 11-story bank building and six-story annex building into Hilton Buckham Square Hotel in downtown Flint with 101 guest rooms, a full-service restaurant, and banquet center. The project deviates from the following MCRP parameters: 1) limit of award to 20% of eligible investment unless the project qualifies as historic; and 2) limit developer fees to 4% of total development costs. Deviations were accepted because of the ability of the development team to leverage additional historic tax credit equity related to the developer fee and because the property qualifies for listing on the National Register of Historic Places but has not yet been formally approved for listing by the National Park Service.
Temple Group Holdings LLC	09/25/18	Detroit	Wayne	New	Other	\$5,697,000	The project will involve the rehabilitation of the seven-story building designed in 1920 by the famed architect, Albert Kahn. The renovated building will include a 100-room boutique hotel with banquet facility, restaurant, and bar on floors one through four, and approximately 70 apartments on floors five through seven. The basement of the building will be converted into a nightclub with separate access. The project deviates from the MCRP parameter that requires a minimum DSCR of 1.20 to 1.00. This deviation accepted due to the financial strength of the development team.
<b>TOTAL</b>						<b>\$28,316,000</b>	

## COMMUNITY DEVELOPMENT BLOCK GRANTS

The Community Development Block Grant (CDBG) is a federal grant program using funds received from the U.S. Department of Housing and Urban Development HUD. Funds are used to provide grants to counties, cities, villages, and townships, usually with populations under 50,000, for economic

development, community development and housing projects. Listed below are the communities that have submitted a full application and have been authorized by the MSF board or its delegates to execute a grant agreement. Amendments are listed only if they increased the total grant amount in the fiscal year.

<b>CDBG GRANT AWARDS</b>				
<b>Fiscal year 2018: 10/01/2017-09/30/2018</b>				
<b>MSF approval date</b>	<b>Pass-through grantee</b>	<b>County</b>	<b>Project description</b>	<b>Award amount</b>
01/02/18	Alger County	Alger	Planning: U.P. Forest Products Rail Study	\$100,000
12/05/17	City of Allegan	Allegan	Historic Preservation: Lumberman Lofts/Shoppes at the Pennies	\$811,960
04/24/18	Village of Central Lake	Antrim	Public improvements: PRT Boardwalk	\$261,350
08/22/18	Village of Middleville	Barry	Historic preservation: Lofts of Middleville	\$352,850
02/02/18	City of Cheboygan	Cheboygan	Façade improvements	\$276,815
11/07/17	City of Harrison	Clare	Downtown Town Square-PRT	\$281,800
01/26/18	City of Negaunee	Marquette	Historic preservation: Blight elimination	\$94,735
08/15/18	City of Newaygo	Newaygo	Façade improvements	\$990,000
01/11/18	City of Three Rivers	St. Joseph	Historic preservation: The Landmark TapHouse & Grille	\$365,788
06/15/18	City of South Haven	Van Buren	Façade improvements	\$194,450
<b>TOTAL</b>				<b>\$3,729,748</b>

<b>CDBG GRANT AMENDMENTS</b>				
<b>Fiscal year 2018: 10/01/2017-09/30/2018</b>				
<b>MSF approval date</b>	<b>Pass-through grantee</b>	<b>County</b>	<b>Project description</b>	<b>Award amount</b>
10/13/17	City of Albion	Calhoun	Blight elimination: Peabody project	\$800
09/29/18	Charlevoix County	Charlevoix	Housing rehabilitation	\$25,641
01/10/18	City of Boyne City	Charlevoix	Job creation: Boyne infrastructure project	\$119,475
08/07/18	City of Cheboygan	Cheboygan	Façade improvements	\$60,632
06/22/18	City of Grayling	Crawford	Infrastructure capacity enhancement	\$431,044
04/30/18	Emmet County	Emmet	Housing rehabilitation	\$29,000
03/23/18	City of Hillsdale	Hillsdale	Infrastructure capacity enhancement	\$119,700
07/03/18	City of Bad Axe	Huron	Infrastructure capacity enhancement	\$16,500
07/03/18	City of Coleman	Midland	Infrastructure capacity enhancement	\$16,000
06/13/18	City of Greenville	Montcalm	Façade improvements	\$353,388
07/03/18	City of Croswell	Sanilac	Infrastructure capacity enhancement	\$16,000
07/03/18	Village of Deckerville	Sanilac	Infrastructure capacity enhancement	\$6,250
07/31/18	Village of Vernon	Shiawassee	Infrastructure capacity enhancement	\$428,400
04/20/18	City of Chelsea	Washtenaw	Blight elimination: Mack Building	\$180,000
05/26/18	Village of Buckley	Wexford	Infrastructure capacity enhancement	\$90,000
<b>TOTAL</b>				<b>\$1,892,830</b>

## BROWNFIELD TAX INCREMENT FINANCING

The Brownfield Redevelopment Program promotes the redevelopment of contaminated and under-utilized properties in Michigan to alleviate brownfield conditions and bring those properties back to productive use. The program is administered by the MEDC under two major statutory elements: tax increment financing (TIF) under the Brownfield Redevelopment Financing Act (Act 381); and Michigan Brownfield Tax Credit Program. Tax credits and TIF assistance are provided to developers or businesses for the redevelopment of eligible brownfield property. The MEDC and Michigan Department of Environmental Quality (MDEQ) coordinate TIF assistance to support the redevelopment of challenged sites.

On January 1, 2012, the Brownfield Tax Credit Program

ended with the implementation of the corporate income tax (CIT). No new brownfield tax credit awards are being issued, however, any taxpayer that had an existing tax credit (“certificated credit”) approved and executed before January 1, 2012, can still realize the full benefits of their credit. New brownfield TIF awards are still available.

Brownfield tax credits are addressed under the “Legacy Programs” section of this report.

In 2017, Act 381 was amended to include transformational brownfield plans (TBP). In addition to property tax capture, TBPs allow construction period sales and use tax exemptions and capture of construction period income tax revenues, as well as post-construction income and withholding tax capture.

<b>BROWNFIELD TIF PROJECTS</b>					
<b>Fiscal year 2018: 10/01/2017–09/30/2018</b>					
<b>MSF approval date</b>	<b>Brownfield authority</b>	<b>Project name</b>	<b>Municipality</b>	<b>County</b>	<b>MSF brownfield TIF amount</b>
12/19/17	City of Niles BRA	Indeck Niles Energy Center project	Niles	Cass	\$34,800,264
08/28/18	City of Flint BRA	Downtown Flint Hotel	Flint	Genesee	\$2,281,166
01/19/18	City of Lansing BRA	2200 Block LLC–Provident Place redevelopment	Lansing	Ingham	\$996,117
06/26/18	City of Kalamazoo BRA	400 Rose Street development	Kalamazoo	Kalamazoo	\$3,632,517
09/25/18	City of Kalamazoo BRA	400 Bryant Street rroject	Kalamazoo	Kalamazoo	\$1,549,178
10/24/17	City of Grand Rapids BRA	DEG Development	Grand Rapids	Kent	\$1,121,407
04/24/18	City of Grand Rapids BRA	Jackson Entertainment LLC–Area 4 and 5	Grand Rapids	Kent	\$30,377,630
08/28/18	City of Grand Rapids BRA	449 Bridge Street Development LLC	Grand Rapids	Kent	\$1,494,133
10/24/17	County of Oakland BRA	Iron Ridge Development project	Ferndale	Oakland	\$3,531,500
02/27/18	Oakland County BRA	United Shore Development	Pontiac	Oakland	\$1,900,145
03/21/18	City of Holland BRA	DeBoer Bakkerij LLC redevelopment	Holland	Ottawa	\$151,326
05/22/18	County of Washtenaw BRA	1140 Broadway Street project	Ann Arbor	Washtenaw	\$5,204,760
12/19/17	County of Washtenaw BRA	Thompson Block Redevelopment project	Ypsilanti	Washtenaw	\$1,265,799
10/24/17	City of Detroit BRA	Detroit Pistons Corporate Headquarters and Practice Facility Campus project	Detroit	Wayne	\$15,981,327
11/28/17	City of Detroit BRA	7.LIV	Detroit	Wayne	\$989,765
11/28/17	City of Detroit BRA	751 Griswold Street	Detroit	Wayne	\$836,869
01/19/18	City of Detroit BRA	220 West Congress Street	Detroit	Wayne	\$988,415
05/22/18	City of Detroit BRA	Wolverine Packing Co. redevelopment project	Detroit	Wayne	\$2,131,165
09/25/18	City of Detroit BRA	640 Temple redevelopment project	Detroit	Wayne	\$4,957,402
05/22/18	City of Detroit BRA	Bedrock Management Services LLC–Hudson’s Site, Monroe Blocks, Campus Martius expansion, and Book redevelopment (TBP)	Detroit	Wayne	\$192,809,200
05/22/18	City of Detroit BRA	Bedrock Management Services LLC–Hudson’s Site, Monroe Blocks, Campus Martius expansion, and Book redevelopment (TBP)	Detroit	Wayne	\$295,537,657

BROWNFIELD TAX INCREMENT FINANCING *continued*

<b>BROWNFIELD TIF PROJECTS</b> <i>continued</i>					
Fiscal year 2018: 10/01/2017-09/30/2018					
MSF approval date	Brownfield authority	Project name	Municipality	County	MSF brownfield TIF amount
05/22/18	City of Detroit BRA	Bedrock Management Services LLC–Hudson’s Site, Monroe Blocks, Campus Martius expansion, and Book redevelopment (TBP)	Detroit	Wayne	\$66,711,919
05/22/18	City of Detroit BRA	Bedrock Management Services LLC–Hudson’s Site, Monroe Blocks, Campus Martius expansion, and Book redevelopment (TBP)	Detroit	Wayne	\$62,690,391
<b>TOTAL</b>					<b>\$731,940,052</b>

<b>BROWNFIELD TIF AMENDMENTS</b>							
Fiscal year 2018: 10/01/2017-09/30/2018							
MSF approval date	Brownfield authority	Project name	Municipality	County	Original TIF amount	Amended TIF amount	Amendment action
04/24/18	Oakland County BRA	Iron Ridge development	Ferndale	Oakland	\$1,466,657	\$1,466,657	Parcel combinations, new legal descriptions, addition of eligible activity
12/20/17	City of Detroit BRA	Oakman Woodrow Wilson redevelopment area	Detroit	Wayne	\$1,789,305	\$1,789,305	Eligible activity completion date to August 31, 2013
08/14/18	City of Marquette BRA	Founders Landing	Marquette	Marquette	\$14,116,039	\$14,116,039	Added five years to complete MSF non-environmental activities to August 28, 2024
07/24/18	City of Detroit BRA	Former Free Press Building redevelopment	Detroit	Wayne	\$442,989	\$7,989,347	Remove one parcel. Increase eligible activity to \$7,989,347 from \$442,989
02/27/18	City of Lansing BRA	Ruetter Park Place project	Lansing	Ingham	\$5,607,500	\$5,607,500	Added three years to the completion date to November 21, 2020
12/20/17	City of Detroit BRA	East Jefferson Neighborhood project	Detroit	Wayne	\$147,107	\$147,107	Eligible activity completion date to December 31, 2017
<b>TOTAL</b>					<b>\$23,569,597</b>	<b>\$31,115,955</b>	



## MICHIGAN COUNCIL FOR ARTS AND CULTURAL AFFAIRS

The Michigan Council for Arts and Cultural Affairs (MCACA) serves as the state agency that administers appropriations for matching grants, facilitates communication networks, and develops funding resources for arts and cultural activities. MCACA makes grants in six competitive grant programs. At the time of this reporting, the FY 2018 grantees of MCACA grants reported 21.3 million individuals, including 6.1 million youth, benefited from MCACA grants. The grantees also report 8,953 full-time equivalent employees and contracting with 158,811 Michigan independent contractor artists.

Not reflected in the direct numbers summarized in the table below are the grants made with MCACA monies through decentralized programs; the Touring Arts program administered for MCACA by the Michigan Humanities Council; the Bus Grant program and the Arts Equipment and Supplies program administered for MCACA by Michigan Youth Arts Association; the Regional Regranting program and special programming implemented by a network of local agencies statewide;

and arts program grants to Michigan from Arts Midwest. To see their full Michigan report, visit [www.artsmidwest.org/files/FY17-ROI-Report-MI.pdf](http://www.artsmidwest.org/files/FY17-ROI-Report-MI.pdf).

**Touring Arts:** 161 grant awards totaling \$80,000

**Bus Trek Grants:** 100 grant awards totaling \$40,491

**Arts Equipment & Supplies Grants:** 132 grant awards totaling \$59,509

**Regional Regranting:** 265 grant awards totaling \$504,900

**Arts Midwest:** 25 direct grant awards totaling \$64,237

Overall, funds appropriated for MCACA in FY 2018 resulted in 1,084 grants being made in 74 counties across the state for arts and cultural activities. In addition, when all MCACA grant-making is considered by legislative district, MCACA reached every Congressional District, every State Senate District, and 104 of the 110 State House Districts with some type of arts and cultural funding.

Detailed program information, strategic plan, grant lists, organizational details and other details are available at [www.michigan.gov/arts](http://www.michigan.gov/arts).

### MCACA DIRECT GRANTS PROGRAM<sup>1</sup> Fiscal year 2018: 10/01/2017 - 09/30/2018

Grant type	Number of awards	Individuals benefiting	Award amount	Overall match
Arts in Education Residencies	22	9,041	\$283,416	\$482,334
Capital Improvements Program	90	1,615	\$2,928,107	\$12,018,616
Operational Support	270	16,135,988	\$5,049,607	\$5,127,017
Project Support	56	373,242	\$990,537	\$3,733,245
New Leaders	50	581,894	\$140,856	\$396,393
Regional Regranting Mini-grant Program	30	297,318	\$698,500	\$2,555,837
Services to the Field	11	3,921,000	\$688,000	\$8,499,507
<b>TOTAL</b>	<b>529</b>	<b>21,320,098</b>	<b>\$10,779,023</b>	<b>\$32,812,949</b>

<sup>1</sup> Includes all grants awarded in FY 2018 and financial activity through February 19, 2019.

## CORE COMMUNITY FUND

**P**ublic Act 291 of 2000 established the Core Community Fund as a way to assist communities to better compete in the marketplace by providing financial assistance in the form of grants or loans for urban redevelopment projects.

There are two loans to City of Detroit with outstanding balances. City of Detroit filed for bankruptcy in July 2013 and in light of this filing, the MEDC has recorded loss provisions for the full loan amounts.

At the end of FY 2018, there were no interest or principal payments received.

There were no new projects approved in FY 2018. As of September 30, 2018, approximately \$359,210 in uncommitted funds were available in the Core Community Fund.

## TRAVEL MICHIGAN

### PURE MICHIGAN TOURISM MARKETING CAMPAIGN

The Pure Michigan trademark, which initially began as a travel promotion, is now the brand for statewide marketing activity, including business development and entrepreneurship. Pure Michigan is on the path to become one of America's most powerful and recognizable state brands.

In FY 2018, the Pure Michigan tourism marketing campaign attracted visitors to the state via three major seasonal campaigns: fall, winter, spring/summer. The vast majority of this advertising was out-of-state, both regionally and nationally. The amount spent on Travel Michigan out-of-state media was \$20,121,489.

The total amount spent for the Pure Michigan campaign in FY 2018 was \$22,642,554. In-state and out-of-state advertising featured:

- Agriculture: \$972,796
- Fishing: \$6,991,512
- Other (cultural, vacation, recreational, leisure): \$14,678,246

The Travel Michigan media plan on the following page details the spending, types of media purchased and markets for the FY 2018 fall, winter, and spring/summer advertising campaigns.

The campaign continues to be recognized by peers in other states and the travel industry. Pure Michigan was recognized by the annual Hospitality Sales and Marketing Association International (HSMIAI) with three Adrian Awards "Pure Michigan Hidden Gems: Influencer Press Trip," Influencer Marketing (Gold); "Falling in Love with Pure Michigan: Drone Footage of Tahquamenon Falls," Online Feature Placement (Silver); and "Michigan.org How to Build a Pure-ly Unique Website," Digital Marketing (Bronze).

Co-branding relationships continued in FY 2018 with marketing partnerships that included the Detroit Tigers, Detroit Belle Isle Grand Prix, Pure Michigan Ford F-150, Coca-Cola, Vernors, and Detroit Metropolitan Airport (International and McNamara concourses).

There were 16 new commercials produced in FY 2018 including one radio spot, two television advertisements, and 13 digital pre-roll videos.

Regional markets for FY 2018 included:

Chicago, Ill.	Green Bay, Wis.
Cincinnati, Ohio	Indianapolis, Ind.
Cleveland, Ohio	Lansing, Mich.
Columbus, Ohio	Milwaukee, Wis.
Dayton, Ohio	South Bend, Ind.
Detroit, Mich.	Southern Ontario, Canada
Flint, Mich.	St. Louis, Mo.
Ft. Wayne, Ind.	Toledo, Ohio
Grand Rapids, Mich.	Traverse City, Mich.

In 2018, the most recent data available, more than 6.4 million person-trips were made to Michigan from outside of the state as a result of exposure to the Pure Michigan campaign. These visitors spent \$2.5 billion in communities and local businesses across the state.

The campaign's core season (summer) 2018 return on investment (ROI) was \$9.28 in state revenue for each Pure Michigan advertising dollar spent on out-of-state advertising efforts—the best core season (summer) ROI to date for the campaign.

TRAVEL WEB ACTIVITY ON MICHIGAN.ORG	
Fiscal year 2018: 10/01/2017-09/30/2018	
Month	Number of web visits
October	704,252
November	470,377
December	499,309
January	584,872
February	565,963
March	694,666
April	834,847
May	1,254,437
June	1,525,100
July	1,872,783
August	1,425,437
September	1,078,453
<b>TOTAL</b>	<b>11,510,496</b>

There were 11,510,496 total michigan.org web visits in FY 2018. External clicks to Michigan tourism properties numbered 2,155,099. There were 532,679 subscribers to the Pure Michigan consumer e-newsletter; 311,949 subscribers to the featured deals e-newsletter; 30,950 subscribers to the tourism update; and 234,538 subscribers to the fall color reports.

## TRAVEL MICHIGAN *continued*

### SOCIAL MEDIA CHANNELS

Total fans/followers on the following channels as of September 30, 2018, were:

- Facebook: 1,173,444 likes
- Twitter: 479,005 followers
- Instagram: 591,717 fans
- Pinterest: 22,261 followers
- YouTube: 12,053 subscribers

### TRAVEL PUBLIC RELATIONS EFFORTS

- Conde Nast Traveler: “The Best Islands in the U.S.”
- Vogue Magazine: “Beyond Napa: Seven Emerging American Wine Regions to Visit Now”
- Lonely Planet: “Welcome to Gold Coast”
- Lonely Planet: “Unusual Places to Stay in the USA”
- MSN Lifestyle: “America’s most beautiful ice skating rinks”
- SAIL Magazine: “A Saltwater Sailor is Won Over by the Beauty of Lake Michigan”
- Pathfinders Magazine: “Michigan’s East Coast—Easy As Sunday Morning”
- Supertrax International Magazine: “Discovering Yooper Paradise”
- Chattanooga Times Free Press: “Drawn to the Past: No cars, no chain hotels on Michigan’s historic Mackinac Island”
- Reader’s Digest: “17 of the Most Retro Hotels in America”
- Marriott Traveler: “Ponyride: A Haven for Detroit’s Small-Scale Makers”
- Jetsetter: “An Insider’s Guide to Detroit”
- Chicago Tribune: “Motor to Michigan for a vintage-auto-inspired road trip to these three museums”
- Chicago Tribune: “Go Green: Where to celebrate asparagus season in Michigan”
- Chicago Tribune: “Europe in the Midwest”
- Cleveland Scene Magazine: “Celebrate the First Day of Summer with Free Ice Cream on Public Square”
- FOX2 Detroit: “Tips for finding and polishing Petoskey stones”

### MEDIA DOMESTIC FAMILIARIZATION TOURS Fiscal year 2018: 10/01/2017–09/30/2018

Dates	Tour details
October 5–8, 2017	Fall for Pure Michigan: Led five journalists through Traverse City, Leland, Manistee and Ludington to take in the fall color and hidden gems.
June 21–24, 2018	Perfect Summer Getaway: Hosted six out-of-state journalists from Mackinac Island to Petoskey, Harbor Springs, Charlevoix and Traverse City, working with CVB partners in planning and execution.
August 20–22, 2018	Exploring Southwest Michigan—Wine, Harvest and Heritage: Five regional wine and travel writers visited the southwest part of the lower peninsula to tour wineries, distilleries and local attractions.
Independent Press Trips	Pure Michigan Travel supported nine independent press trips to the state totaling more than a dozen journalists covering topics including snowmobiling, automotive and Finnish history, family travel, urban destinations, water sports, luxury travel and handicap-accessible travel options.

TRAVEL MICHIGAN *continued***PARTNERSHIP PROGRAMS**

The partnership program is intended to extend the marketing reach of Pure Michigan by leveraging private sector dollars to promote Michigan and participating communities. Partnership advertising includes the Pure Michigan brand identity and creative strategy to keep the message consistent.

Interest in the program has grown since its launch in 2002 with three convention and visitors bureau (CVB) partners. In FY 2018, 40 advertising partners committed \$3.9 million in private sector funds for television, radio, and digital campaigns. Travel Michigan matched the private sector partnerships dollar-for-dollar for a total partnership advertising budget of \$7.8 million.

<b>PURE MICHIGAN PARTNERSHIPS</b> Fiscal year 2018: 10/01/2017-09/30/2018	
<b>National cable TV campaign advertising partners</b>	Livingston County CVB
Ann Arbor/Washtenaw County CVB (\$600,000 contribution)	Ludington Area CVB
Grand Rapids CVB (\$600,000 contribution)	Manistee CVB
Great Lakes Bay Region (Bay City, Birch Run, Chesaning, Frankenmuth, Midland and Saginaw) (\$600,000 contribution)	Manistique Tourism Council
Traverse City CVB (\$600,000 contribution)	Michigan Adventure
<b>Campaign advertising partners</b>	Michigan Apple Committee
Ann Arbor/Washtenaw County CVB	Michigan Association of Recreational Vehicles and Campgrounds (MARVAC)
Beachtowns (Grand Haven, Holland, Muskegon, Saugatuck-Douglas, Silver Lake Sand Dunes-Hart/Mears, South Haven and Southwest Michigan Tourist Council-St. Joseph/Benton Harbor)	Michigan Snowsports Industry Association (MSIA)
Blue Water Area CVB (Clay Township/City of Algonac, Harbor Beach, Lexington, Marine City, Marysville, Port Austin, Port Huron, Port Sanilac and St. Clair)	Michigan Great Outdoors (Benzie, Cadillac, Ludington and Manistee)
Charlevoix	Michigan Wine Council
Cheboygan Tourist Bureau	Mt. Bohemia
Detroit CVB (Macomb, Oakland and Wayne Counties)	Mt. Pleasant CVB
Frankenmuth CVB	Muskegon CVB
Gaylord Convention and Tourism Bureau	Petoskey CVB (Alanson, Bay Harbor, Bay View, Boyne City/Boyne Falls, Harbor Springs, Petoskey, Walloon Lake)
Grand Rapids CVB	Saugatuck-Douglas CVB
Great Lakes Bay Region (Bay City, Birch Run, Chesaning, Frankenmuth, Midland and Saginaw)	St. Ignace CVB
Greater Lansing CVB	Sault Ste. Marie CVB
Holland CVB	Silver Lake Sand Dunes CVB
Kalamazoo CVB	Southwest Michigan Tourist Council (St. Joseph/Benton Harbor)
Keweenaw CVB	The Henry Ford
	Traverse City Tourism Bureau
	Upper Peninsula Travel and Recreation Association (UPTRA)

TRAVEL MICHIGAN *continued*

<b>PURE MICHIGAN MEDIA PLAN, TRAVEL MICHIGAN</b>					
<b>Fiscal year 2018: 10/01/2017-09/30/2018</b>					
<b>OUT-OF-STATE MARKETS</b>	<b>Fall (Oct '17-Dec '17)</b>	<b>Winter (Jan '18-March '18)</b>	<b>Spring (April '18-June '18)</b>	<b>Summer (July '18-Sept '18)</b>	<b>TOTAL</b>
National cable	\$0	\$1,683,333	\$9,016,667	\$0	\$10,700,000
Print (delta and MWL)	\$14,000	\$40,000	\$41,600	\$0	\$95,600
Media partnerships	\$0	\$48,312	\$28,735	\$69,500	\$146,547
Chicago total	\$574,944	\$0	\$702,293	\$239,561	\$1,516,798
Cincinnati total	\$114,187	\$0	\$122,734	\$115,350	\$352,271
Cleveland total	\$155,754	\$0	\$130,672	\$125,593	\$412,019
Columbus total	\$121,374	\$0	\$82,981	\$86,108	\$290,463
Dayton total	\$41,827	\$0	\$34,655	\$28,078	\$104,560
Ft. Wayne total	\$33,749	\$0	\$26,801	\$33,654	\$94,204
Green Bay total	\$45,973	\$0	\$50,108	\$49,475	\$145,556
Indianapolis total	\$122,628	\$0	\$128,683	\$39,511	\$290,822
Milwaukee total	\$99,647	\$0	\$68,501	\$108,519	\$276,666
South Bend total	\$31,002	\$0	\$26,384	\$24,388	\$81,774
St. Louis total	\$0	\$0	\$128,110	\$169,662	\$297,772
Toledo total	\$43,643	\$0	\$21,780	\$48,125	\$113,548
Snow Day Passion	\$141,176	\$203,722	\$0	\$0	\$344,898
Golf Passion	\$0	\$103,440	\$405,560	\$0	\$509,000
Lake Effect Passion	\$0	\$0	\$930,113	\$761,001	\$1,691,114
Urban DNA passion	\$0	\$0	\$204,706	\$955,294	\$1,160,000
Scenic Route Passion	\$0	\$0	\$0	\$664,876	\$664,876
Nature Trails Passion	\$0	\$0	\$249,900	\$583,100	\$833,000
<b>TOTAL</b>	<b>\$1,539,905</b>	<b>\$2,078,807</b>	<b>\$12,400,983</b>	<b>\$4,101,795</b>	<b>\$20,121,489</b>
<b>IN-STATE MARKETS</b>	<b>Fall (Oct '17-Dec '17)</b>	<b>Winter (Jan '18-March '18)</b>	<b>Spring (April '18-June '18)</b>	<b>Summer (July '18-Sept '18)</b>	<b>TOTAL</b>
Detroit total	\$259,182	\$23,600	\$206,742	\$23,150	\$512,674
Flint total	\$53,666	\$12,600	\$35,007	\$13,870	\$115,143
Grand Rapids	\$87,930	\$16,133	\$53,802	\$23,500	\$181,365
Lansing total	\$54,136	\$17,600	\$23,618	\$19,740	\$115,094
Traverse City total	\$26,223	\$0	\$19,493	\$5,750	\$51,466
<b>TOTAL</b>	<b>\$481,137</b>	<b>\$69,933</b>	<b>\$338,662</b>	<b>\$86,010</b>	<b>\$975,742</b>
<b>CANADIAN MARKETS</b>	<b>Fall (Oct '17-Dec '17)</b>	<b>Winter (Jan '18-March '18)</b>	<b>Spring (April '18-June '18)</b>	<b>Summer (July '18-Sept '18)</b>	<b>TOTAL</b>
Ontario TV	\$0	\$0	\$115,915	\$555,586	\$671,501
Digital	\$0	\$0	\$81,598	\$81,598	\$163,196
Ontario radio	\$0	\$0	\$105,434	\$105,193	\$210,627
<b>CANADA TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$302,946</b>	<b>\$742,377</b>	<b>\$1,045,323</b>

TRAVEL MICHIGAN *continued*

<b>PURE MICHIGAN MEDIA PLAN, TRAVEL MICHIGAN</b>					
<b>Fiscal year 2018: 10/01/2017 - 09/30/2018</b>					
	<b>Fall (Oct '17-Dec '17)</b>	<b>Winter (Jan '18-March '18)</b>	<b>Spring (April '18-June '18)</b>	<b>Summer (July '18-Sept '18)</b>	<b>TOTAL</b>
Paid search (Google)	\$125,000	\$115,385	\$125,000	\$134,615	\$500,000
<b>GRAND TOTALS</b>	<b>\$2,146,042</b>	<b>\$2,264,126</b>	<b>\$13,167,590</b>	<b>\$5,064,797</b>	<b>\$22,642,554</b>
<i>Please note, amounts in forecast reflect planned spend until activity has run, been verified, and is fully paid. Regional spend is MEDC only, does not include partner funding.</i>					

## BUSINESS MARKETING

In FY 2018, the MEDC business marketing campaign focused on three key initiatives to position Michigan as an ideal location to expand or locate a business: awareness of the state’s positive business characteristics for targeted industries, Michigan’s transportation and mobility leadership through PlanetM, as well as Pure Michigan Business Connect (PMBC), and other services provided to businesses and communities in the state.

The campaign uses the full spectrum of communication vehicles: social media; print, digital and paid search advertising; search engine optimization tactics; trade shows; and the michiganbusiness.org website. It targets site selectors, business decision-makers, entrepreneurs; and professionals.

FY 2018 results include:

- To connect buyers to suppliers of Michigan goods and services, the MEDC’s PMBC marketing campaign encourages businesses to register for the program on the MEDC’s website [pmbc.connect.space/accounts/sign\\_up](http://pmbc.connect.space/accounts/sign_up). The media campaign drove 109,152 clicks/visits to the website.
- PlanetM: a partnership of mobility organizations, communities, educational institutions, research and development, and government agencies working together to develop and deploy the mobility technologies driving the future. The media campaign drove 791,058 clicks/visits to the website, PlanetM.com.
- To encourage michiganbusiness.org website traffic, a paid search campaign was used to support the business attraction initiatives with 162,984,440 impressions and 418,751 clicks served.

## BUSINESS PUBLIC RELATIONS

As a result of proactive outreach in FY 2018, there were a total of more than 274 print, digital, and broadcast placements totaling 33,590,801 impressions in outlets including NBC, Financial Times, Forbes, Digital Trends, Signal Magazine, Associated Press, POLITICO, CNBC, among others. Media results are largely driven by announcements with 86 percent of coverage dominated by PlanetM and the American Center for Mobility (ACM).

A snapshot of the top proactive media activities for the year include:

- Financial Times: “The unlikely partnerships that are shaping the car industry”
- Forbes: “American Center for Mobility Again Officially Opens For Business With Microsoft As Data Partner”

- Digital Trends: “World’s first highway test facility for autonomous vehicles opens in Michigan”
- CNBC: “Michigan to reportedly work with the UK on rules for self-driving cars”
- Signal: “Michigan’s leading approach to cybersecurity”
- Aerospace and Defense Technology: “Michigan Economic Development Corporation Aerospace Highlights”
- Associated Press: “\$510 million milk processing complex to be built in Michigan”
- Forbes: “The State of Michigan Is Offering \$8 Million To Fund Ideas To Improve Mobility”
- U.S. News and World Report: “Initiative Looks to Improve Mobility for Detroit Residents”
- Financial Times: “UK, Michigan to collaborate on self-driving car rules”
- POLITICO: “FAA-lling into our laps”

BUSINESS WEB ACTIVITY ON MICHIGANBUSINESS.ORG & E-NEWSLETTERS Fiscal year 2018: 10/01/2017-09/30/2018	
Month	Number of web visits
October	78,565
November	72,290
December	56,607
January	64,587
February	52,278
March	52,490
April	59,313
May	54,484
June	52,249
July	54,334
August	51,781
September	49,275
<b>TOTAL</b>	<b>698,253</b>

There were 698,253 total web visits in FY 2018. There were 26,820 subscribers to the “MEDC Daily;” 37,187 subscribers to “This Just In;” 281 subscribers to “Inside Edition;” 97 subscribers to “Legislators;” 16,799 subscribers to “PlanetM;” and 572 subscribers to “Site Selectors.”

Total fans/followers on the following channels as of September 30, 2018, were:

- Facebook: 19,519 likes
- Twitter: 14,254 followers
- Instagram: 1,892 followers
- LinkedIn: 10,917 followers
- YouTube: 1,079 subscribers



## BUSINESS MARKETING *continued*

### SHOWS, EVENTS AND SPONSORSHIPS

Along with advertising, the business marketing program funds events and trade shows in targeted industries in which Michigan has unique strengths. These complement the MEDC’s business attraction and retention efforts.

Some of the major shows, events, and sponsorships that the MEDC participated in during FY 2018 include:

- **Michigan Celebrates Small Business:** A premier small business awards program honoring and recognizing small businesses in Michigan.
- **Farborough International Air Show:** The largest aerospace event in 2018, it combines a major trade exhibition for the aerospace and defense industries.

- **CoreNet Global:** Over 2,000 corporate real estate (CRE) executives benefiting from learning cutting-edge technologies and new and creative CRE solutions.
- **Governor’s Economic and Talent Summit:** Business and economic development leaders gathered with Governor Snyder to collaborate and brainstorm best practices for developing, attracting and retaining talent according to regional needs across the state.
- **North American International Auto Show (NAIAS):** Detroit’s premier international automotive event is among the most prestigious auto shows in the world.

## BUSINESS MARKETING CAMPAIGN: Q1-Q4 Updates Fiscal year 2018: 10/01/2017-09/30/2018

<b>BUSINESS ATTRACTION CAMPAIGN (Flight dates: Oct 2017-Sept 2018)</b>					
Media partner	Tactic	Total YTD	Media partner	Tactic	Total YTD
Aerospace & Defense Technology	Print	\$30,275.00	The Week	Print	\$182,262.00
Aerospace Manufacturing and Design	Print	\$15,027.42	Trade Industry & Development	Print	\$19,530.00
Area Development	Print	\$22,788.32	Business Facilities	Digital	\$16,500.00
Automotive Industries	Print	\$28,650.00	Rocket Fuel–Programmatic (B2B)	Digital	\$85,540.26
Automotive News	Print	\$87,445.71	Rocket Fuel–Programmatic (Display)	Digital	\$511,820.77
Bloomberg Business Week	Print	\$172,942.00	Rocket Fuel–Programmatic (PMP)	Digital	\$109,680.50
Business Facilities	Print	\$11,000.00	LinkedIn	Digital	\$179,000.00
Business Expansion	Print	\$9,000.00	Multiview–B2B Network	Digital	\$175,362.54
Chief Executive	Print	\$40,000.00	Fortune - Partnership	Digital	\$150,000.00
Expansion Solution	Print	\$20,000.00	The Week–Partnership	Digital	\$199,000.04
Food Engineering	Print	\$30,000.00	NPR Podcasts	Digital	\$178,966.98
Food Processing	Print	\$21,366.45	Captivate	OOH	\$134,000.00
Forbes	Print	\$109,852.50	DoubleClick	Ad serving	\$20,963.51
Fortune	Print	\$236,313.20	Paid Search	Search	\$153,869.21
Global Trade	Print	\$15,780.00	Gordon Deal Partnership–Compass	Spot radio	\$424,921.50
Harvard Business Review	Print	\$60,000.00	UM/MSU Rivalry	Radio	\$56,000.00
Security Management	Print	\$20,800.00	Forbes AgTech Summit	Print/digital	\$50,000.00
Signal	Print	\$21,229.60			
Site Selection	Print	\$42,330.00			
The Economist	Print	\$251,585.00			
			<b>GRAND TOTAL</b>		<b>\$3,893,802.51</b>

BUSINESS MARKETING *continued***BUSINESS MARKETING CAMPAIGN: Q1-Q4 Updates**

Fiscal year 2018: 10/01/2017-09/30/2018

**PLANETM CAMPAIGN (Flight dates: Oct 2017-Sept 2018)**

Media partner	Tactic	Total YTD	Media partner	Tactic	Total YTD
AutoBeat	Digital	\$23,000.00	Autonomous Vehicle Engineering	Print	\$16,000.00
Automotive News–Mobility Newsletter	Digital	\$22,800.00	Autonomous Vehicle Technology	Print	\$51,030.00
Crain’s–Executive Insights Roundtable	Digital	\$92,396.35	Bloomberg Business Week	Print	\$87,038.00
Crain’s Custom Content	Digital	\$153,570.00	CNET	Print	\$16,000.00
Digital Trends	Digital	\$250,000.00	Delta Airlines Sky Magazine	Print	\$10,400.00
Forbes–Partnership	Digital	\$200,000.00	Entrepreneur	Print	\$132,037.00
Inc.–Partnership	Digital	\$200,000.00	Fast Company	Print	\$172,900.00
LinkedIn–Direct Sponsored Content	Digital	\$300,000.00	Federal Times	Print	\$23,038.40
Midroll (Podcast)	Digital	\$265,934.30	Forbes	Print	\$83,402.00
Political Audience Alliance	Digital	\$17,416.96	Fortune	Print	\$189,243.90
Politico–Morning Transportation Newsletter	Digital	\$144,000.00	Inc.	Print	\$208,250.00
Rocket Fuel–Programmatic (B2B)	Digital	\$127,240.97	ITS - Daily News @ ITS World Congress	Print	\$8,750.00
Rocket Fuel–Programmatic (Display)	Digital	\$938,457.88	ITS International Magazine	Print	\$6,995.00
Rocket Fuel–Programmatic (PMP)	Digital	\$179,686.94	ITS Program Directory	Print	\$4,115.00
Tech Crunch–Oath	Digital	\$200,000.00	ITS Show Dailies	Print	\$8,750.00
The Economist–Partnership	Digital	\$200,000.00	ITS World Congress Preview	Print	\$4,115.00
Twitter–Washington, D.C.	Digital	\$100,000.00	North American International Auto Show Guide	Print	\$6,120.00
Wired–Partnership	Digital	\$87,333.00	NY Times Magazine–Mobility Issue	Print	\$30,000.00
Digital Trends & CES Event Coverage	Digital	\$150,000.00	Politico	Print	\$34,500.00
Political Live Panel Event	Digital	\$75,000.00	Politico Newspaper	Print	\$31,600.00
Wards Auto	Print/digital	\$50,000.00	Roll Call	Print	\$25,000.00
ITS World Congress Podcast/ Magazine	Print/digital	\$15,950.00	Signal	Print	\$10,614.80
NAIAS–Cobo Center Marquee LED	Outdoor	\$37,500.00	Smart Manufacturing	Print	\$15,478.25
Rapport–Advertising Tower (Hannover Messe)	Outdoor	\$26,822.51	The Economist	Print	\$251,549.40
Rapport–Mackinac Policy OOH Boards	Outdoor	\$21,300.00	The Hill	Print	\$49,000.00
Crains Mobility Report Fee	Print	\$1,200.00	The Week	Print	\$212,374.00
DoubleClick	Ad serving	\$32,329.62	USA Today	Print	\$25,320.00
Paid Search	Search	\$266,045.76	Wired	Print	\$184,666.67
Automotive News	Print	\$132,084.87	Washington, D.C. Radio–WAMU-FM	Radio	\$222,657.54
			Washington, D.C. Radio–WMAL-FM	Radio	\$89,434.84
			Washington, D.C. Radio–WTOP-FM	Radio	\$233,835.09
			WJR–Guy Gordon	Radio	\$12,999.90
			<b>GRAND TOTAL</b>		<b>\$6,767,283.95</b>

BUSINESS MARKETING *continued***BUSINESS MARKETING CAMPAIGN: Q1-Q4 Updates**

Fiscal year 2018: 10/01/2017-09/30/2018

**PURE MICHIGAN BUSINESS CONNECT CAMPAIGN (Flight dates: Oct 2017-Sept 2018)**

Media partner	Tactic	Total YTD	Media partner	Tactic	Total YTD
Crain's Detroit Business	Digital	\$53,090.00	Farnborough International Airshow Official Catalog	Print	\$5,663.00
LinkedIn Direct Sponsored Content	Digital	\$25,000.00	Farnborough Show Dailies	Print	\$8,500.00
Rocket Fuel	Digital	\$73,700.00	Wall Street Journal	Print	\$34,050.90
Yahoo!	Digital	\$21,892.27	The Michigan Chronicle	Print	\$8,400.00
DoubleClick	Ad Serving	\$661.19	Farnborough Pillar Wrapping	Outdoor	\$25,316.46
Michigan News Network	Radio	\$27,741.51			
Crain's Detroit Business	Print	\$30,606.00			
Defense News	Print	\$8,077.50			
			<b>GRAND TOTAL</b>		<b>\$322,698.83</b>
			<b>GRAND TOTAL MEDIA EXPENSE</b>		<b>\$10,983,785.29</b>

\*No commercials were produced in FY 2018. A majority of business development efforts are aimed at promoting Michigan to a combination of in-state, national, and international audiences. Therefore, amounts spent for business development efforts cannot be split between in-state and out-of-state.

\*\*Please note, amounts in forecast reflect planned spend until activity has run, been verified, and is fully paid.

## BROWNFIELD TAX CREDIT PROGRAM

The Brownfield Redevelopment Program promotes the redevelopment of contaminated and under-utilized properties in Michigan to alleviate brownfield conditions and bring those properties back to productive use. The Program is administered by the MEDC under two major statutory elements—tax increment financing (TIF) under the Brownfield Redevelopment Financing Act and Michigan Brownfield Tax Credit Program. Tax credits and TIF assistance is provided to developers or businesses for the redevelopment of eligible brownfield property. The MEDC and MDEQ coordinate TIF assistance to support the redevelopment of challenged sites.

On January 1, 2012, the Brownfield Tax Credit Program ended with the implementation of the Corporate Income Tax (CIT). No new brownfield tax credit awards are being issued however, any taxpayer that had an existing tax credit (“certificated credit”) approved and executed before January 1, 2012, can still realize the full benefits of their credit. New brownfield TIF incentives are still available.

Brownfield TIF is addressed in the “Community Vitality” section of this report

### APPROVED BROWNFIELD MBT CREDIT AMENDMENTS

Fiscal year 2018: 10/01/2017-09/30/2018

MSF approval date	Qualified taxpayer	Municipality	County	Original estimated credit amount	New estimated credit amount	Amendment action
12/04/17	Harbor Shores HV Construction LLC	Benton Harbor	Berrien	\$1,580,000	\$990,393	Decrease in amount of credit, addition of qualified taxpayers, and scope change
02/27/18	Y Site LLC	Lansing	Ingham	\$1,250,000	\$1,250,000	Time extension and scope change
04/12/18	Sycamore Street Partners LLC	Lansing	Ingham	\$1,803,856	\$1,803,856	Addition of qualified taxpayer, Capitol Park Center LDHA LLC
08/17/18	Capitol Park Center LDHA LLC	Lansing	Ingham	-	-	Scope change by new qualified taxpayer added on April 12, 2018. Credit amounts accounted for in first amendment dated April 12, 2018
02/27/18	Kilgore Point LLC	Kalamazoo	Kalamazoo	\$361,492	\$361,492	Time extension
11/01/17	Heritage Square Development LLC	Muskegon	Muskegon	\$899,048	\$899,048	Addition of qualified taxpayer and scope change
09/19/18	Rifkin Scrap Iron & Metal Company	Saginaw	Saginaw	\$1,250,000	\$312,500	Decrease in amount of credit and scope change
03/27/18	REDICO Holdings LLC	Dearborn	Wayne	\$9,600,000	\$8,156,853	Decrease in amount of credit and scope change
01/08/18	DRSN Real Estate LLC	Detroit	Wayne	\$771,928	\$771,928	Addition of qualified taxpayers
07/24/18	Free Press Holdings LLC	Detroit	Wayne	\$10,000,000	\$10,000,000	Addition of qualified taxpayer, Pyramid Development Company LLC and removal of qualified taxpayer
07/24/18	Pyramid Development Company LLC	Detroit	Wayne	-	-	Time extension and scope change by new qualified taxpayer. Credit amounts accounted for in first amendment dated July 24, 2018
08/20/18	81 Peterboro LP	Detroit	Wayne	\$743,158	\$743,158	Time extension
01/23/18	JNCC LLC	Redford	Wayne	\$4,607,681	\$3,113,482	Decrease in amount of credit and scope change
<b>AMENDMENT TOTAL</b>				<b>\$32,867,163</b>	<b>\$28,402,710</b>	

## MICHIGAN FILM INCENTIVES

### TAX CREDIT PROGRAM

As of December 21, 2011, the Film and Digital Media Production Assistance Program has been operating within the scope of Section 29 of the MSF Act and no longer approves new film tax credit applications under Section 455 of the Michigan Business Tax (MBT) Act. However, previously approved projects may be issued a post-production tax credit certificate after the project is complete. There were no post production tax credit certificates issued in FY 2018. As of November 27, 2018, a total of \$292,416,203.19 in film tax credits has been paid out by the state, with \$27,326,404.57 in potential film tax credits that remain eligible to be claimed under the tax credit program.

### CASH REBATE PROGRAM

During FY 2018, eight projects were issued an approved certificate of completion request (COCR) and paid out by the state under the film incentive (direct cash rebate)

program, for a total of \$2,535,948.00. These incentives are cash assistance under appropriated funding. These are listed in the table below. Under Section 29 of the MSF Act, all projects approved in 2012 and thereafter are reported in the online MFDMO Dashboard, which is updated with actual data on a yearly basis, and found at [www.michiganbusiness.org/industries/mfdmo/film](http://www.michiganbusiness.org/industries/mfdmo/film).

In FY 2018, the total administrative expenses were \$861,693.

Public Act 503 of 2014 amended the legislative reporting requirements of the MSF Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

## APPROVED CERTIFICATES OF COMPLETION REQUESTS

Fiscal year 2018: 10/01/2017-09/30/2018

Project	Production company	Type of project	Total Mich. spend by production company	Financial assistance	Duration of financial assistance	Persons employed in state as FTE	COCR approved date	Locations (dashboard)
ONU	ONU LLC	Interactive website	\$2,244,307	\$413,701	3 years	23	10/06/17	Southfield
Destined	This is Destiny LLC	Feature film	\$863,099	\$221,104	3 years	6	10/20/17	Detroit, Inkster, Novi, Westland
Blood of the Werewolf	SPE Game One	Mobile app	\$135,934	\$45,417	3 years	2	10/20/17	Farmington Hills
Writers Block	D2R Inc.	Feature film	\$591,689	\$125,794	3 years	4	11/27/17	Ann Arbor, Dearborn, Detroit
BugBites, 2-13	Bug Bites Production LLC	Animation	\$1,207,256	\$391,895	3 years	10	12/21/17	Southfield
God Bless the Broken Road	10 West Productions Inc.	Feature film	\$2,206,300	\$772,205	3 years	14	04/16/18	Manistee, Marne, Rockford
North	North Films LLC	Feature film	\$668,136	\$139,927	3 years	4	01/31/18	Detroit, Hamtramck, Highland Park, Metamora, St. Clair
Detroiters	Central Productions LLC	Television pilot	\$1,216,871	\$425,905	3 years	11	02/02/18	Dearborn, Detroit, Livonia
<b>TOTALS</b>			<b>\$9,133,592</b>	<b>\$2,535,948</b>				

## MICHIGAN ECONOMIC GROWTH AUTHORITY

**T**he Michigan Economic Growth Authority (MEGA) offered a refundable tax credit against the Michigan Business Tax (MBT) to companies expanding or relocating their operations in Michigan. MEGA addresses the cost differentials between Michigan and competing states to provide companies with a strong business case to choose Michigan.

On January 1, 2012, the MBT was eliminated and replaced by the corporate income tax (CIT). The CIT eliminates most tax credits, including MEGA credits; however, any taxpayer that had an existing tax credit (“certificated credit”) approved and executed before January 1, 2012, has the opportunity to realize the full benefits of their credit. The new tax system allows taxpayers the opportunity to receive the benefits of their certificated credits by electing to continue to file under the MBT for the duration of their credits.

With the repeal of the MBT and the transfer of the MEGA

to the Michigan Strategic Fund (MSF) by Executive Order 2012-09, there were no MEGA agreements executed in FY 2018, and no authority exists to award new tax credits against the MBT. There were also no Amendments to previously awarded MEGA tax credits approved by the MSF board in FY 2018.

In the FY 2018 reporting year, the MSF issued 78 annual certificate applications. All MEGA applications and supporting documentation are reviewed for compliance prior to approval and all self-reported data is validated. After being reviewed, approved and issued a tax credit certificate, the company is responsible for attaching the signed MEGA tax credit certificate to its MBT filing to obtain a credit or refund, depending on its tax liability, from the Michigan Department of Treasury.

For more detailed information on the MEGA program, please see the annual MEGA reports available at [www.michiganbusiness.org/legislative-reports](http://www.michiganbusiness.org/legislative-reports).

## MICHIGAN TOOL & DIE RENAISSANCE RECOVERY ZONE PROGRAM

**M**ichigan tool and die companies wrestle with economic challenges ranging from foreign competition to decreased ordering and cash flow problems as the automotive industry adjusts to its new 21st century realities. During the economic downturn many of those companies struggled to stay in business. The Tool and Die Renaissance Recovery Zone program helped Michigan's tool and die industry to reinvent and innovate. The program provides tax free status to companies willing to work

collaboratively with other in-state tool and die businesses. The Tool and Die Renaissance Recovery Zone is an industry-based and company-specific collaborative of numerous companies sharing resources to receive the renaissance zone benefit. A recovery zone may have a duration of a renaissance zone status for a period of not less than five years and not more than 15 years. Tax relief is phased out in 25 percent increments over the last three years of the zone designation.

### TOOL & DIE RECOVERY ZONE ACTIVITY

Fiscal year 2018: 10/01/2017-09/30/2018

MSF board date	Company or renaissance zone	Location	County	MSF board action
09/25/18	Mach Mold Inc.	Benton Harbor	Berrien	Revocation of existing Tool & Die Recovery Zone property; member of the Berrien Tooling Coalition Collaborative.
09/25/18	Accubilt Inc.	Jackson	Jackson	Revocation of existing Tool & Die Recovery Zone property; member of the Michigan Coast-to-Coast Tool and Die Collaborative.
09/25/18	Krieger Craftsmen Inc.	Grand Rapids	Kent	Revocation of existing Tool & Die Recovery Zone property; member of the Michigan Tooling Group Collaborative.
12/19/17	QDC Mfg. DBA Wedge-Mill Tool	Brighton	Livingston	Transfer of existing Tool & Die Recovery Zone; member of the Michigan Coast-to-Coast Tool and Die Collaborative
09/25/18	Tri-Mation Industries Inc.	Mattawan	Van Buren	Revocation of existing Tool & Die Recovery Zone property; member of the Southwest Michigan Tooling Collaborative.

## ACCELERATOR FUND

Since 2011, the Accelerator Fund program has invested \$12 million from the 21st Century Jobs Fund into two early stage venture funds, Huron River Ventures and Michigan Accelerator Fund I. As of September 30, 2018, the funds have leveraged an additional \$410.5 million from other private investors and have made investments into a total of 22 Michigan early stage companies.

### NEW FY 2018 MICHIGAN INVESTMENTS INCLUDE:

- Sight Machine (Ann Arbor): developer of a digital manufacturing platform designed to address critical challenges in quality and productivity throughout the enterprise. The company's digital manufacturing platform uses artificial intelligence, machine learning and advanced analytics that allow manufacturers to use all of their data, no matter where or in what format it is created, using an automated and systematic

data intake process that acquires, refines and contextualizes data, creating a digital twin of each part and process, enabling companies to gain real-time visibility and actionable insights for every part, machine, line and plant throughout a manufacturing enterprise.

- SkySpecs (Ann Arbor): provider of an autonomous drone inspections services designed to inspect onshore and offshore wind turbine. The company's drone safety software services include development of unmanned aerial vehicles with an automated robotic inspection feature for applications in wind turbine, utility and other infrastructure operations and maintenance activities, enabling wind farm owners, ISPs, and OEMs to easily monitor and track the health of their wind turbines.
- ArborMetrics (Ann Arbor): provider of clinical performance analytics tools designed to improve the delivery of healthcare through data science. The company's

performance analytics tools combine insights and statistics to measure clinical performance and efficiency, enabling clients including health systems, state hospital associations, specialty societies, quality collaborative, payers, and other at-risk entities to integrate, store and analyze cloud-based data.

Public Act 503 of 2014 amended the legislative reporting requirements of the MSF Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

ACCELERATOR FUND AWARDS As of September 30, 2018									
Entity receiving funding	City	County	Type of funding	Amount committed by MSF	Capital called for investment <sup>1</sup>	Initial and additional private funds leveraged <sup>2</sup>	New private funds leveraged <sup>3</sup>	Companies invested in (Mich.)	Jobs created/retained in Mich. <sup>4</sup>
Michigan Accelerator Fund I	Grand Rapids	Kent	Venture capital	\$6,000,000	\$6,000,000	\$9,128,370	\$233,804,446	10	164
Huron River Ventures I	Ann Arbor	Washtenaw	Venture capital	\$6,000,000	\$6,000,000	\$5,091,667	\$176,680,299	12	229
TOTAL				\$12,000,000	\$12,000,000	\$14,220,037	\$410,484,745	22	393

1 Commitments remain in an MSF account until capital calls are issued. Capital calls are requests from the fund to send a portion of the commitment needed to fund a specific investment or fee. "Capital Called for Investment" can be greater than the "Amount Committed" if a fund reinvests proceeds into new investments.  
2 Total additional private investment into funds by other Limited Partners.  
3 Total amount invested into underlying portfolio companies by other venture capital funds.  
4 Jobs are self-reported by portfolio companies, in which the funds invest, and the funds themselves.

ACCELERATOR FUND AWARDS As of September 30, 2018																	
Entity receiving funding	Type of funding	Award date	Award amount	Capital called for investment <sup>1</sup>	Amount rescinded, withdrawn or reduced <sup>2</sup>	Money, revenue, or property returned	Initial and additional private funds leveraged <sup>3</sup>	New private funds leveraged <sup>4</sup>	New patents, copyrights and trademarks applied for <sup>5</sup>	New patents, copyrights and trademarks issued <sup>5</sup>	New startup companies <sup>5</sup>	Projected new job growth <sup>5</sup>	Current FTEs: Net jobs <sup>5</sup>	Number of new licensing agreements <sup>3</sup>			Products commercialized <sup>5</sup>
														Total agreements in <sup>6</sup>	Total agreements out <sup>7</sup>	With Mich.-based companies	
Michigan Accelerator Fund I	Venture capital	09/14/10	\$6,000,000	\$6,000,000	\$0	\$0	\$9,128,370	\$233,804,446	101	41	10	15	164	4	1	0	7
Huron River Ventures	Venture capital	09/14/10	\$6,000,000	\$6,000,000	\$0	\$0	\$5,091,667	\$176,680,299	54	54	12	18	229	0	0	0	33
TOTAL			\$12,000,000	\$12,000,000	\$0	\$0	\$14,220,037	\$410,484,745	155	95	22	33	393	4	1	0	40

1 Up to 15 percent of these awards may be used for management expenses; these expenses are included in "Capital Called for Investment."  
2 This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced. These funds were reallocated for use in accordance with the MSF Act.  
3 Total additional private investment into funds by other limited partners.  
4 Total amount invested into underlying portfolio companies by other venture capital funds.  
5 These figures are taken from the progress reports submitted to the MSF by the entities that received funds.  
6 Licensing agreements in: Licensing agreements for the project/company to acquire technology from a third party.  
7 Licensing agreements out: Licensing agreements generated by intellectual property from the project/company to a third party.



## 21ST CENTURY INVESTMENT FUND PROGRAM

The Michigan 21st Century Investment Fund (21st CIF) was created, as per the provisions of Public Act 225 of 2005, through an agreement between Grosvenor (formerly Credit Suisse) and the MSF. The fund encourages the growth of emerging Michigan companies, diversifies the state's economy by creating and retaining knowledge-based jobs, and grows a community of investors to create a long-term, sustainable capital ecosystem within Michigan. Grosvenor, a fund management industry leader, manages the 21st CIF. Grosvenor brings expertise in the selection of venture capital, private equity, and mezzanine funds to invest in Michigan companies that are creating jobs. Since 2006, the Michigan 21st CIF has committed \$109 million to 13 funds and one company.

New FY 2018 investments into Michigan 21st CIF portfolio companies include:

- **ArborMetrics (Ann Arbor):** provider of clinical performance analytics tools designed to improve the delivery of healthcare through data science. The company's performance analytics tools combine insights and statistics to measure clinical performance and efficiency, enabling clients including health systems, state hospital

associations, specialty societies, quality collaborative, payers, and other at-risk entities to integrate, store and analyze cloud-based data.

- **Varsity News Network (Grand Rapids):** developer of an all-in-one communication platform designed to facilitate online communication between high school athletic departments, parents and athletes. The company's communication platform automatically synchronize schedules, game results, articles, photos, forms and alerts in order to manage them in everyday life, enabling high school athletic directors to manage communication and create media coverage for athletic events in the process.
- **HistoSonics (Ann Arbor):** provider of a histotripsy platform designed for the treatment of cancer. The company's platform uses robotically assisted non-invasive, pulsed sound energy applied from outside the body, which can be used to destroy tissue at the cellular and sub-cellular level, along with an embedded imaging array that provides real-time visual feedback of tissue destruction, to safely, precisely and effectively destroy unwanted tissue throughout the body, reducing patient trauma and health care costs.

As of September 30, 2018, as reported by Grosvenor, the Michigan 21st CIF managers have invested close to \$260 million into 31 Michigan-based portfolio companies which now have 1,267 Michigan employees. Overall, more than \$1 billion of equity has been invested into these 31 portfolio companies by all syndicate partners. This represents about 9x leverage of the Michigan 21st CIF underlying fund manager investments. These portfolio companies continue to be diversified across sectors, including life sciences, manufacturing, health care, IT, waste services and media.

Public Act 503 of 2014 amended the legislative reporting requirements of the MSF Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

### 21ST CIF AWARDS As of September 30, 2018

Entity receiving funding	Municipality	County	Type of funding	Amount committed <sup>1</sup>	Capital called for investment <sup>2</sup>	Total private commitment	Performance of michigan investments						Jobs created/retained	
							Total fund investment in Mich. companies <sup>3</sup>	Unrealized value	Realized proceeds	Total adjusted value <sup>4</sup>	Year to year growth <sup>5</sup>	Inception to date growth		Leverage
Arboretum II	Ann Arbor	Washtenaw	Venture capital	\$7,500,000	\$7,125,000	\$73,400,000	\$27,300,000	\$9,700,000	\$78,300,000	\$88,000,000	\$500,000	\$60,700,000	\$286,417,200	63
Arboretum III	Ann Arbor	Washtenaw	Venture capital	\$10,000,000	\$9,500,000	\$138,200,000	\$52,700,000	\$48,600,000	\$400,000	\$49,000,000	(\$900,000)	(\$3,700,000)	\$192,891,000	337
Arsenal Venture Partners II	Birmingham	Oakland	Venture capital	\$5,000,000	\$4,471,073	\$64,400,000	\$3,900,000	\$3,800,000	\$0	\$3,800,000	(\$200,000)	(\$100,000)	\$19,608,200	68
Early Stage Partners II	Ann Arbor	Washtenaw	Venture capital	\$6,000,000	\$5,700,001	\$54,500,000	\$6,000,000	\$3,300,000	\$0	\$3,300,000	(\$1,700,000)	(\$2,700,000)	\$44,920,000	47
Maranon Mezzanine	Birmingham	Oakland	Mezzanine	\$7,500,000	\$10,578,161	\$209,100,000	\$10,100,000	\$0	\$12,200,000	\$12,200,000	\$0	\$2,100,000	\$69,000,000	215
Microposite Inc.	Auburn Hills	Oakland	Direct investment	\$1,650,000	\$1,567,293	\$3,600,000	\$1,650,000	\$0	\$55,737	\$55,737	\$0	(\$1,594,263)	\$0	0
Midwest Mezzanine IV	Grand Rapids	Kent	Mezzanine	\$10,000,000	\$9,599,495	\$110,700,000	\$4,200,000	\$0	\$6,300,000	\$6,300,000	\$0	\$2,100,000	\$7,600,000	0
MK Capital II	Ann Arbor	Washtenaw	Venture capital	\$4,500,000	\$3,847,500	\$106,700,000	\$8,900,000	\$33,200,000	\$26,900,000	\$60,100,000	(\$3,100,000)	\$51,200,000	\$60,100,000	215
Nth Power IV	Detroit	Wayne	Venture capital	\$10,000,000	\$9,310,000	\$169,100,000	\$5,800,000	\$0	\$57,200,000	\$57,200,000	\$56,800,000	\$51,400,000	\$18,700,000	0
Pegasus Fund V	Birmingham	Oakland	Private equity	\$10,000,000	\$13,119,182	\$623,700,000	\$109,100,000	\$4,300,000	\$0	\$4,300,000	(\$57,200,000)	(\$104,800,000)	\$220,000,000	250
Quad Partners II	Madison Heights	Oakland	Private equity	\$10,000,000	\$10,283,645	\$82,300,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0
Relativity I	Bloomfield Hills	Oakland	Private equity	\$10,000,000	\$6,138,793	\$202,500,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0
RPM Ventures II	Ann Arbor	Washtenaw	Venture capital	\$6,000,000	\$5,700,000	\$55,600,000	\$8,700,000	\$3,500,000	\$12,600,000	\$16,100,000	\$200,000	\$7,400,000	\$46,700,000	56
Venture Investors IV	Ann Arbor	Washtenaw	Venture capital	\$10,850,000	\$10,307,500	\$118,500,000	\$20,900,000	\$13,000,000	\$2,700,000	\$15,700,000	\$500,000	(\$5,200,000)	\$74,930,000	16
<b>TOTAL</b>				<b>\$109,000,000</b>	<b>\$107,247,642</b>	<b>\$2,012,300,000</b>	<b>\$259,250,000</b>	<b>\$119,400,000</b>	<b>\$196,655,737</b>	<b>\$316,055,737</b>	<b>(\$5,100,000)</b>	<b>\$56,805,737</b>	<b>\$1,040,866,400</b>	<b>1,267</b>

<sup>1</sup> Represents amount committed by the partnership. MSF commitment constitutes 95 percent of the total and the commitment of the fund manager, Grosvenor, constitutes 5 percent of the total.

<sup>2</sup> Commitments remain in MSF account until capital calls are issued. Capital calls are requests from the fund to send a portion of the commitment needed for a specific investment or fee. Capital called for investment can be greater than the amount committed if a fund reinvests proceeds into new investments.

<sup>3</sup> Total amount invested by fund(s) into Michigan portfolio companies.

<sup>4</sup> Sum of realized proceeds and unrealized value.

<sup>5</sup> "Year to Year Growth" compares the value increase (decrease) between each fund's investments from the third quarterly report of 2017 to the second quarterly report of 2018.

## CENTERS OF INNOVATION

In June 2012, the Centers of Innovation (COI) program was established by Public Act 221 of 2012. The program's goals are to accelerate the commercialization of innovative technologies in Michigan through the development of partnerships between the private sector, university and national labs, non-profit, and government entities. It is intended to help stimulate the development of innovative technology clusters in areas where the state has competitive advantages in natural resources, workforce, supply chain, intellectual capital, and other assets.

The MSF board allocated \$7 million to the program and

named the MEDC as the COI program center's manager. In August 2012, the MSF began accepting applications for the COI program. In September 2012, the MSF approved one grant award for a period of five years.

Public Act 503 of 2014 amended the legislative reporting requirements of the MSF Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

<b>CENTERS OF INNOVATION</b>										
<b>Progress reporting as of September 30, 2018</b>										
<b>Entity receiving funding</b>	<b>County</b>	<b>Municipality</b>	<b>Type of funding and award status</b>	<b>Award date</b>	<b>Award amount</b>	<b>Amount disbursed</b>	<b>Projected private investment<sup>1</sup></b>	<b>Total actual private investment<sup>2</sup></b>	<b>Projected jobs<sup>1</sup></b>	<b>Current direct jobs<sup>2</sup></b>
SRI International	Wayne	Plymouth	Grant-active*	09/27/12	\$5,000,000	\$4,500,000 <sup>3</sup>	\$8,000,000	\$170,000	14	13.0
<b>TOTAL</b>					<b>\$5,000,000</b>	<b>\$4,500,000</b>	<b>\$8,000,000</b>	<b>\$170,000</b>	<b>14</b>	<b>13.0</b>
<p><sup>1</sup> This figure was taken from the grantee's COI proposal.</p> <p><sup>2</sup> This figure is self-reported by the entity receiving funding in progress reports that are submitted to the MEDC; it is cumulative to date over the life of the grant.</p> <p><sup>3</sup> This amount was underreported in fiscal year 2016 due to a clerical oversight. The total amount disbursed should of totaled \$4,500,000 and not \$2,500,000.</p> <p>No disbursements have been released during the 2017 fiscal reporting year.</p> <p>*While the grant was approved for a period of five years, grantee has final documentation to submit prior to closure.</p>										

## COMPETITIVE EDGE TECHNOLOGY GRANTS AND LOANS DETERMINED BY COMMERCIALIZATION BOARD

The purpose of this program was to encourage the development of competitive edge technologies in the state. The Strategic Economic Investment and Commercialization (SEIC) board established a competitive process to award grants and loans to organizations that research or commercialize products, processes or services for the four competitive edge technology sectors of life sciences technology; advanced automotive, manufacturing and materials technology; homeland security and defense technology; or alternative energy technology, and for infrastructure grants related to those technology sectors. In 2006, the SEIC board awarded grants and loans for commercialization activities related to bringing a new product to market and commercialization support services for activities that assist

companies bringing a product to market. Grants and loans under this program are in the monitoring stage only. No new awards have been made since 2007.

The SEIC board was abolished by Executive Order 2010-8 and all powers and duties of the SEIC board were transferred to the Michigan Strategic Fund (MSF). Companies with multiple incentives are only required to report once and will show identical numbers for each program where they received an award. All awards that are expired, paid off, written off, withdrawn, rescinded, or otherwise closed will be removed from future reports. At the time of this report, the total loan amount awarded to active companies under this program is \$16,605,240; money, revenue, or property returned

through September 30, 2018, is \$3,561,270 for the companies listed below. Due to a modification to the reporting process, there will be some variations from prior year's reporting.

Public Act 503 of 2014 amended the legislative reporting requirements of the MSF Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

### COMPETITIVE EDGE TECHNOLOGY GRANTS AND LOANS DETERMINED BY COMMERCIALIZATION BOARD For the period October 1, 2006, to September 30, 2018

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue or property returned	Initial funds leveraged <sup>2</sup>	New funds leveraged <sup>3</sup>	New patents, copyrights and trademarks applied for <sup>3</sup>	New patents, copyrights and trademarks issued <sup>3</sup>	New startup companies <sup>3</sup>	Projected new job growth <sup>2</sup>	Current FTEs <sup>3</sup>	Number of new licensing agreements <sup>3</sup>			Products commercialized <sup>3</sup>
													Total agreements in <sup>4</sup>	Total agreements out <sup>5</sup>	With Mich-based companies	
Everist Genomics Inc. <sup>8</sup>	Loan-in forbearance	09/06/06	\$1,569,999	\$0	\$740,981	\$382,998	\$9,067,000	48	11	0	10	6.0	2	4	1	14
Evigia Systems Inc.	Loan-in forbearance	10/16/06	\$1,736,300	\$0	\$0	\$6,330,899	\$12,256,034	16	15	0	5	7.0	2	0	0	17
Integrated Sensing Systems Inc.	Loan-converted	09/06/06	\$974,999	\$0	\$0	\$975,000	\$21,010,290	18	31	0	738	11.0	0	2	0	2
KTM Industries Inc.	Loan-paid off/partially converted	09/06/06	\$2,011,185	\$0	\$2,406,010	\$3,649,600	\$10,860,384	2	0	0	66	39.0	0	1	0	5
NanoBio Corporation	Loan-partially converted	09/06/06	\$2,377,526	\$0	\$0	\$5,194,828	\$161,120,172	42	18	0	2	15.0	0	1	0	0
ProNAi Therapeutics Inc. <sup>6</sup>	Loan-converted	09/06/06	\$3,297,826	\$0	\$0	\$6,464,090	\$88,925,144	1	4	0	20	5.0	2	0	0	0
Sonetics Ultrasound Inc. <sup>9</sup>	Loan-converted	09/06/06	\$1,214,682	\$0	\$0	\$1,116,273	\$2,637,466	11	5	0	1	1.0	0	0	0	0
Tellurex Corporation <sup>9</sup>	Loan-written off	06/06/06	\$1,263,950	\$0	\$62,210	\$0	\$653,030	4	5	0	20	0.0	0	0	0	5
Translume Inc.	Loan-converted	09/06/06	\$1,650,510	\$0	\$0	\$499,100	\$8,486,418	8	17	0	38	6.0	1	0	1	6
XB TransMed Solutions LLC	Loan	09/06/06	\$508,263	\$123,263	\$352,070	\$594,744	\$20,023,623	2	2	0	4	0.0	3	4	0	4
<b>CURRENT OUTSTANDING<sup>7</sup></b>			<b>\$16,605,240</b>	<b>\$123,263</b>	<b>\$3,561,270</b>	<b>\$25,207,532</b>	<b>\$335,039,561</b>	<b>152</b>	<b>108</b>	<b>0</b>	<b>904</b>	<b>90.0</b>	<b>10</b>	<b>12</b>	<b>2</b>	<b>53</b>

<sup>1</sup> This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced. These funds were reallocated for use in accordance with the MSF Act.

<sup>2</sup> These figures are taken from the original proposals submitted to the MEDC by the entities that received funds.

<sup>3</sup> These figures are taken from the progress reports submitted to the MEDC by the entities that received funds.

<sup>4</sup> Licensing agreements in: Licensing agreements for the project/company to acquire technology from a third party.

<sup>5</sup> Licensing agreements out: Licensing agreements generated by intellectual property from the project/company to a third party.

<sup>6</sup> ProNAi Therapeutics Inc. filed its initial public offering (IPO) in July 2015. The company is no longer obligated to provide progress reports to the MSF as a result of the IPO. The figures shown for this company represent activity through September 30, 2014.

<sup>7</sup> Totals in this row represent the totals for the remaining active companies.

<sup>8</sup> The information for Everist Genomics represented data self-reported by the company through September 30, 2016. The company has no additional reporting obligations under its current agreement with the MSF.

<sup>9</sup> The company ceased operations September 1, 2018. The write off was approved on December 18, 2018.

\*Company failed to submit progress report by due date. Figures represent previously reported information.

## COMPETITIVE EDGE TECHNOLOGY GRANTS AND LOANS DETERMINED BY COMMERCIALIZATION BOARD *continued*

The purpose of this program was to encourage the development of competitive edge technologies in the state. The Strategic Economic Investment and Commercialization (SEIC) board established a competitive process to award grants and loans to organizations that research or commercialize products, processes or services for the four competitive edge technology sectors of life sciences technology; advanced automotive, manufacturing and materials technology; homeland security and defense technology; or alternative energy technology, and for infrastructure grants related to those technology sectors. In 2008, the SEIC board awarded grants and loans for commercialization activities related to bringing a new product to market and commercialization support services

for activities that assist companies bringing a product to market. Loans for this program are in the monitoring stage only. No new awards have been made under this program since 2009.

The SEIC board was abolished by Executive Order 2010-8 and all powers and duties of the SEIC board were transferred to the MSF. Companies with multiple incentives are only required to report once and will show identical numbers for each program where they received an award. All awards that are expired, paid off, written off or otherwise closed will be removed from future reports. At the time of this report, the total amount awarded to active companies under this program is \$15,992,330;

money, revenue or property returned through September 30, 2018, is \$301,258 for the companies listed below. Due to a modification to the reporting process, there will be some variations from prior year's reporting.

Public Act 503 of 2014 amended the legislative reporting requirements of the MSF Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

### COMPETITIVE EDGE TECHNOLOGY GRANTS AND LOANS DETERMINED BY COMMERCIALIZATION BOARD For the period October 1, 2009, to September 30, 2018

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue, or property returned	Initial funds leveraged <sup>2</sup>	New funds leveraged <sup>3</sup>	New patents, copyrights and trademarks applied for <sup>3</sup>	New patents, copyrights and trademarks issued <sup>3</sup>	New startup companies <sup>3</sup>	Projected new job growth <sup>2</sup>	Current FTEs <sup>3</sup>	Number of new licensing agreements <sup>3</sup>			Products commercialized <sup>3</sup>
													Total agreements in <sup>4</sup>	Total agreements out <sup>5</sup>	With Mich-based companies	
Arbor Photonics Inc. <sup>6</sup>	Loan-converted	10/08/08	\$1,502,000	\$0	\$0	\$1,515,000	\$1,100,000	0	0	0	136	0	0	0	0	1
Critical Signal Technologies Inc.*	Loan-converted	10/08/08	\$2,000,000	\$0	\$0	\$6,599,999	\$77,033,262	19	14	0	366	139	0	0	0	0
CytoPherx Inc. (fka Nephron Inc.)*	Loan-converted	10/08/08	\$2,000,000	\$0	\$193,035	\$2,000,000	\$74,368,744	2	0	0	200	2	0	0	0	0
Limo-Reid Inc. (dba NRG Dynamix) <sup>7*</sup>	Loan-written off	10/08/08	\$3,352,704	\$0	\$29,945	\$11,000,000	\$8,100,000	0	0	0	0	0	0	0	0	0
Metabolic Solutions Development Co.	Loan-converted	10/08/08	\$2,450,000	\$0	\$78,277	\$10,000,000	\$62,363,181	9	9	1	113	0	1	1	1	0
Nanocerox Inc.	Loan-converted	10/08/08	\$1,050,000	\$0	\$0	\$1,057,300	\$14,125,380	0	0	0	25	4	0	0	0	1
Pixel Velocity Inc.	Loan-partially converted	10/08/08	\$1,808,645	\$0	\$0	\$2,000,000	\$24,946,655	22	12	1	36	8	2	0	0	3
Vestaron Corporation	Loan-converted	03/28/09	\$1,828,981	\$0	\$0	\$5,625,000	\$43,066,135	32	11	2	18	19	0	0	0	1
<b>CURRENT OUTSTANDING<sup>8</sup></b>			<b>\$15,992,330</b>	<b>\$0</b>	<b>\$301,258</b>	<b>\$39,797,299</b>	<b>\$305,103,357</b>	<b>84</b>	<b>46</b>	<b>4</b>	<b>894</b>	<b>172</b>	<b>3</b>	<b>1</b>	<b>1</b>	<b>6</b>

1 This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced. These funds were reallocated for use in accordance with the MSF Act.  
 2 These figures are taken from the original proposals submitted to the MEDC by the entities that received funds.  
 3 These figures are taken from the progress reports submitted to the MEDC by the entities that received funds.  
 4 Licensing agreements in: Licensing agreements for the project/company to acquire technology from a third party.

5 Licensing agreements out: Licensing agreements generated by intellectual property from the project/company to a third party.  
 6 Arbor Photonics Inc. merged with NP Acquisition Corp., and nLIGHT Photonics Corporation on November 26, 2012. As a result of the merger, Arbor Photonics became a wholly owned subsidiary of nLIGHT Photonics Corporation. Coincident with the merger, the total indebtedness owed by Arbor Photonics Inc. to the MSF was converted into shares of nLIGHT Photonics Corporation common stock. Data is from award inception to November 30, 2016.  
 7 Limo-Reid was acquired by NRG Enterprises Inc. through an Asset Purchase Agreement dated June 20, 2014. Coincident

with the effectiveness of the Asset Purchase Agreement, the total outstanding indebtedness owed by Limo-Reid to the MSF was converted into shares of NRG Enterprises Inc. Class B Common Stock. NRG Enterprises Inc. provides the information contained in this report.  
 8 Totals in this row represent the totals for the remaining active companies.  
 \* Company failed to submit progress report by due date. Figures represent previously reported information.

## PURE MICHIGAN VENTURE DEVELOPMENT FUND

In FY 2013, the Pure Michigan Venture Development Fund (PMVDF) was created to assist in the growth of the venture industry in Michigan by increasing the number of viable venture funds in the state. The program is designed to invest in first and second generation funds in Michigan for the primary purpose of increasing their ability to raise additional funds and become viable funds that will invest more money into Michigan's venture stage companies.

The MSF committed up to \$9 million from the 21st Century Jobs Fund to split equally between four early stage venture funds. Each fund is required to raise at least \$8 million in additional private investment in order for the full \$2.25 million investment in each fund to fully vest. As of September 30, 2018, these funds have leveraged an additional \$634.2 million from other private investors and have made investments into 44 early-stage Michigan companies.

New FY 2018 Michigan investments include:

- Akadeum Life Sciences (Ann Arbor): developer of a two-parameter cell separation technology designed to facilitate the removal of target cells from biological samples. The company's technological product is based on buoyancy-activated cell sorting (BACS) that uses microscopic micro-bubbles to capture target cells and quickly float them to the surface of a liquid sample for removal, enabling medical practitioners to use those cells for performing downstream testing and analysis with increased efficiency.
- Autobooks (Detroit): developer of an integrated receivables and cash-management platform designed to help financial institutions unlock their small businesses potential. The company's integrated receivables and cash-management platform helps to bundle comprehensive business services like invoicing, payments and accounting, enabling small business' clients to better manage cash flows and automate administratively burdensome book-keeping tasks.
- Blue Medora (Grand Rapids): provider of an enterprise cloud and data center management platform designed to offer a single view of applications, databases and infrastructure. The company's platform extends cloud management, APM and IT operational analytics platforms by adding health, performance and relationship data on the underlying compute, storage and network infrastructure, enabling ITOA and APM based enterprises to quickly resolve IT issues, increase uptime and optimize

performance for business applications.

- Celsee Diagnostics (Plymouth): developer and manufacturer of integrated comprehensive single-cell analysis products to accurately identify, analyze and viably retrieve single cells directly from blood and tissue. The company's platforms provide a practical approach to accurately analyze previously undetectable or rare cells to a scale of millions of single cells from an individual sample. The patented approach incorporates the fundamental properties of gravity for the gentle capture and isolation of individual cells from heterogeneous blood and tissue suspensions.
- Change Dynamix (Royal Oak): developer of user and entity behavior and security analytics software designed to monitor identities and accounts for compliance, policy and risk exposure. The company's user and entity behavior and security analytics software helps to elevate risk events of interest, analyzing the changing dynamics and entity behavior, enabling users to get advanced security with faster threat detection and accuracy.
- Genomenon (Ann Arbor): developer of genome interpretation software intended to improve cancer diagnosis and treatment. The company's software offers a set of diagnostic and discovery tools to identify disease-causing genomic variants and helps to treat cancer and other inheritable diseases, enabling physicians to treat their patients in an enhanced way.
- May Mobility (Ann Arbor): developer of autonomous vehicle technology. The company's vehicle fleets include shuttles that provide comfortable individual seats and belts for every rider and interact with other road users like a human driver, giving extra space to vulnerable users, passing other cars as well as offers full fleet operation service.
- New Vital Signs (Ann Arbor): developer of an innovative wearable monitoring platform that provides a new generation of precision vital signs that indicate change earlier than traditional vital signs.
- Shoptelligence (Ann Arbor): developer of a style discovery platform designed to empower shoppers to effortlessly discover new products across categories. The company's platform offers dynamic ensemble recommendations using artificial intelligence enriched product data and consumer engagement, enabling shoppers to get a more engaging experience and discover more of the retailer's catalogue.
- Skillo (Detroit): provider of content sharing platform designed to create and manage content with unparalleled simplicity. The company's content sharing platform is

easy and flexible and can be used for everything from sales to HR, compliance training, board presentations, competitive research and financial auditing, enabling organization to build online training without an army of developers and LMS administrators.

- Sportsman Tracker (Grand Rapids): developer of a communication and tracking platform designed to make hunting and fishing experiences better. The company's communication and tracking platform uses an outdoor sports analytics and mobile technology to view maps, chart hunting and fishing locations and record their results in the field, enabling hunters and anglers to increase their success in hunting and fishing.
- StockX (Detroit): provider of an online marketplace for buying and selling sneakers designed to trade high-demand and limited edition products. The company's marketplace offers buyers and sellers historical price and volume metrics, real-time bids and offers time-stamped trades, individualized portfolio tracking and metrics, as well as in-depth market analysis and news, enabling buyers to bid a value for their products and sellers to receive a fair deal.
- Strata Oncology (Ann Arbor): provider of precision oncology testing and patient matching services for drug testing trials intended to expand patient access to tumor sequencing and precision medicine trials. The company shortens clinical development timelines by proactively matching genotyped patients to industry-sponsored clinical trials for the most promising precision medicines and bringing together a collaborative network of leading cancer hospitals, helping pharma and healthcare providers to accelerate precision medicine for cancer patients.
- Waymark (Detroit): provider of an online platform designed to connect consumers with service professionals. The company's platform acts as a local search engine that connects consumers with service professionals recommended by their friends on social networking sites, enabling users to identify local merchants.

Public Act 503 of 2014 amended the legislative reporting requirements of the Michigan Strategic Fund (MSF) Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

### PMVDF AWARDS As of September 30, 2018

Entity receiving funding	Municipality	County	Type of funding	Amount committed	Capital called for investment <sup>1</sup>	Initial and additional private funds leveraged <sup>2</sup>	New private funds leveraged <sup>3</sup>	New companies invested in	Jobs created/ retained in Mich <sup>4</sup>
Michigan eLab	Ann Arbor	Washtenaw	Venture capital	\$2,250,000	\$1,950,000	\$20,250,000	\$75,327,212	5	177
Resonant Venture Partners	Ann Arbor	Washtenaw	Venture capital	\$2,250,000	\$2,068,371	\$8,895,000	\$183,049,947	5	562
Detroit Venture Partners	Detroit	Wayne	Venture capital	\$2,250,000	\$1,884,998	\$53,010,521	\$188,593,763	21	737
Detroit Innovate Fund	Detroit	Wayne	Venture capital	\$2,250,000	\$837,500	\$5,496,203	\$187,268,268	13	296
<b>TOTAL</b>				<b>\$9,000,000</b>	<b>\$6,740,869</b>	<b>\$87,651,724</b>	<b>\$634,239,190</b>	<b>44</b>	<b>1772</b>

<sup>1</sup> Commitments remain in an MSF account until capital calls are issued. Capital calls are requests from the fund to send a portion of the commitment needed to fund a specific investment or fee. "Capital Called for Investment" can be greater than the "Amount Committed" if a fund reinvests proceeds into new investments.

<sup>2</sup> Total additional private investment into funds by other Limited Partners.

<sup>3</sup> Amount invested into underlying portfolio companies (in MI) by other venture capital funds.

<sup>4</sup> Jobs are self-reported by portfolio companies, in which the funds invest, and the funds themselves.

PURE MICHIGAN VENTURE DEVELOPMENT FUND *continued*

**PMVDF AWARDS**  
Total as of September 30, 2018

Entity receiving funding	Type of funding	Award date	Award amount	Capital called for investment	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue, or property returned	Initial and additional private funds leveraged <sup>2</sup>	New private funds leveraged <sup>3</sup>	New patents, copyrights and trademarks applied for <sup>4</sup>	New patents, copyrights and trademarks issued <sup>4</sup>	New startup companies <sup>4</sup>	Projected new job growth <sup>4</sup>	Current FTEs-net jobs <sup>4</sup>	Number of new licensing agreements <sup>4</sup>			Products commercialized <sup>4</sup>
														Total agreements in <sup>5</sup>	Total agreements out <sup>6</sup>	With Mich-based companies	
Michigan eLab	Venture capital	09/12/13	\$2,250,000	\$1,950,000	\$0	\$0	\$20,250,000	\$75,327,212	5	3	5	26	177	49	0	15	6
Resonant Venture Partners	Venture capital	07/12/13	\$2,250,000	\$2,068,371	\$0	\$6,522,114	\$8,895,000	\$183,049,947	9	10	5	110	562	0	0	0	9
Detroit Venture Partners	Venture capital	01/01/13	\$2,250,000	\$1,884,998	\$0	\$338,756	\$53,010,521	\$188,593,763	3	3	21	161	737	0	0	0	5
Detroit Innovate Fund	Venture capital	09/15/15	\$2,250,000	\$837,500	\$0	\$471,780	\$5,496,203	\$187,268,268	70	48	13	94	296	9	2	1	35
<b>TOTAL</b>			<b>\$9,000,000</b>	<b>\$6,740,869</b>	<b>\$0</b>	<b>\$7,332,650</b>	<b>\$87,651,724</b>	<b>\$634,239,190</b>	<b>87</b>	<b>64</b>	<b>44</b>	<b>391</b>	<b>1,772</b>	<b>58</b>	<b>2</b>	<b>16</b>	<b>55</b>

<sup>1</sup> This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced. These funds were reallocated for use in accordance with the MSF Act.

<sup>2</sup> Total additional private investment into funds by other limited partners.

<sup>3</sup> Amount invested into underlying portfolio companies (in Michigan) by other venture capital funds.

<sup>4</sup> These figures are taken from the progress reports submitted to the MSF by the entities that received funds.

<sup>5</sup> Licensing agreements in: Licensing agreements for the project/company to acquire technology from a third party.

<sup>6</sup> Licensing agreements out: Licensing agreements generated by intellectual property from the project/company to a third party.

## PURE MICHIGAN VENTURE MATCH FUND

Under the umbrella of the 21st Century Jobs Fund Initiative, the MSF board has been given the opportunity to foster the growth of innovative companies with the potential for high growth in Michigan by investing in the most promising, nationally competitive, commercialization opportunities. The program objective is to oversee a competitive process to award funds that encourage economic diversification in innovative, competitive edge technology sectors as defined in the MSF Act.

The Strategic Economic Investment and Commercialization (SEIC) board was abolished by Executive Order 2010-8 and all powers and duties of the SEIC board were transferred to the MSF. The companies listed below are only required to report once. Companies with multiple incentives will show identical numbers for each

program where they received an award. All awards that are expired, paid off, written off or otherwise closed will be removed from future reports. At the time of this report, the total amount awarded to companies under this program is \$4,523,499 and no money, revenue or property has been returned for the companies listed below. Due to a modification to the reporting process, there will be some variations from prior years' reporting.

On March 28, 2012, the MSF board approved the creation and operation of the Pure Michigan Venture Match Fund (PMVMF). At its August 28, 2013, meeting, the MSF board authorized that companies which previously received an award under the PMVMF may apply for "Follow-On" or "Catch Up" funding under the PMVMF. Under MCL 125.2088k(3)(a), which was effective May 30, 2012, initial PMVMF evaluations

may be performed by a joint evaluation committee (JEC). To that end, the MSF board delegated to the MSF fund manager the authority to approve PMVMF awards, including "Follow-On" and "Catch Up" awards, upon the recommendation of a JEC appointed by the MSF Fund Manager.

Public Act 503 of 2014 amended the legislative reporting requirements of the Michigan Strategic Fund (MSF) Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

### PURE MICHIGAN VENTURE MATCH FUND Fiscal year 2018: 10/01/2017-09/30/2018

Entity receiving funding	Type of funding	Award date	Award amount	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue, or property returned	Initial funds leveraged <sup>2</sup>	Follow-on funding <sup>3</sup>	New patents, copyrights and trademarks applied for <sup>3</sup>	New patents, copyrights and trademarks issued <sup>3</sup>	New startup companies <sup>3</sup>	Projected new job growth	Current FTEs <sup>3</sup>	Number of new licensing agreements <sup>3</sup>			Products commercialized <sup>3</sup>
													Total agreements in <sup>4</sup>	Total agreements out <sup>5</sup>	With Mich-based companies	
Amplifinity (Urefer Inc.) <sup>6</sup>	Equity	12/06/12	\$375,000	\$0	\$0	\$1,125,677	\$9,660,437	0	0	0	0	73.0	0	12	0	1
		01/28/14	\$125,000													
		07/22/14	\$286,000													
Gema Diagnostics Inc. <sup>7</sup>	Equity-written off	03/05/13	\$500,000	\$0	\$0	\$1,000,000	\$1,212,500	0	0	0	0	0.0	0	0	0	0
Waymark (Knew Deal Inc.) <sup>8</sup>	Equity	02/14/13	\$499,999	\$0	\$0	\$1,439,922	\$3,242,579	1	0	0	0	31.0	0	0	0	4
		07/08/14	\$187,500													
		12/12/14	\$200,000													
nanoRETE Inc. <sup>7</sup>	Equity-written off	12/10/12	\$500,000	\$0	\$0	\$750,000	\$750,000	3	3	0	0	8.0	0	0	0	0
Tissue Regeneration Systems Inc. <sup>9</sup>	Equity	02/01/13	\$500,000	\$0	\$765,761	\$1,500,000	\$6,122,523	8	4	0	0	19.0	2	3	1	0
		08/06/14	\$500,000													
Larky Inc.	Equity	04/30/14	\$500,000	\$0	\$0	\$500,000	\$1,580,000	2	2	1	20	13.0	0	0	0	2
RetroSense Therapeutics <sup>10</sup>	Equity-ended	12/23/14	\$350,000	\$0	\$1,246,185	\$700,000	\$0	0	1	0	0	0.0	0	0	0	0
<b>TOTAL</b>			<b>\$4,523,499</b>	<b>\$0</b>	<b>\$2,011,946</b>	<b>\$7,015,599</b>	<b>\$22,568,039</b>	<b>14</b>	<b>10</b>	<b>1</b>	<b>20</b>	<b>144</b>	<b>2</b>	<b>15</b>	<b>1</b>	<b>7</b>

<sup>1</sup> This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced. These funds may be reallocated for use in accordance with the MSF Act.

<sup>2</sup> These figures are taken from the original proposals submitted to the MEDC by the entities that received funds.

<sup>3</sup> Follow on funding includes SBIR/STTR/other federal grants, angel fund investments, owner investments, venture capital invested, bank/loans and sales revenue. These figures are self-reported by the program administrators in semi-annual progress reports that are submitted to the MEDC. These metrics are cumulative to date over the life of the grant.

<sup>4</sup> Licensing agreements in: Licensing agreements for the project/company to acquire technology from a third party.

<sup>5</sup> Licensing agreements out: Licensing agreements generated by intellectual property from the project/company to a third party.

<sup>6</sup> The company was approved for a PMVMF award in the amount of \$375,000 on December 12, 2012, a Catch Up award in the amount of \$125,000 in the form of a convertible note on January 28, 2014, and a Follow-on award in the amount of \$286,000 on July 22, 2014, to bring the total award amount to \$786,000. The Catch-up award was converted on March 4, 2014.

<sup>7</sup> The company has substantially ceased all operations.

<sup>8</sup> The company was approved for a Follow On award under this program in the amount of \$187,500 on July 8, 2014, and another Follow-on award under this program in the amount of \$200,000 on December 12, 2014, to bring the total award amount to \$887,499.

<sup>9</sup> The company was approved for a Follow On award under this program in the amount of \$500,000 on August 6, 2014.

<sup>10</sup> RetroSense Therapeutics was acquired by Allergen. The MSF realized a return of \$1,246,185 from its equity stake in the company.

## RETENTION OF PFIZER ASSETS: COMPANY FORMATION AND GROWTH FUND LOANS

All Company Formation and Growth Fund (CFGF) awards are in the form of loans to be repaid to the Michigan Strategic Fund (MSF). The loans typically have a grace period of five years from the date the loan agreement was executed. After this grace period has ended, accrued interest is capitalized and loan repayment begins. Since the first loans were executed at the end of 2007, repayment to the MSF was scheduled to begin in 2012 or later. Loans under this program are in the monitoring stage only. No new awards have been made since 2010.

Companies with multiple incentives are only required to report once and will show identical numbers for each program where they received an award. All awards that are expired, paid off, written off, withdrawn, rescinded or otherwise closed will be removed from future reports. At the time of this report, the total amount awarded to active companies under this program is \$2,100,000; money, revenue, or property returned through September 30, 2018, is \$539,540 for the companies listed below. Due to a modification to the reporting process, there will be some variations from prior year's reporting.

Public Act 503 of 2014 amended the legislative reporting requirements of the Michigan Strategic Fund (MSF) Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

### RETENTION OF PFIZER ASSETS: COMPANY FORMATION AND GROWTH FUND LOANS

Fiscal year 2018: 10/01/2017-09/30/2018

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue, or property returned	New funds leveraged <sup>2</sup>	New patents, copyrights and trademarks applied for <sup>2</sup>	New patents, copyrights and trademarks issued <sup>2</sup>	New startup companies <sup>2</sup>	Projected new job growth <sup>5</sup>	Current FTEs <sup>2</sup>	Number of new licensing agreements <sup>2</sup>			Products commercialized <sup>2</sup>
												Total agreements in <sup>4</sup>	Total agreements out <sup>5</sup>	With Mich-based companies	
Armune BioScience Inc.	Loan-closed	11/28/07	\$100,000	\$0	\$35,050	\$7,143,000	16	24	0	2	7	2	1	1	1
Emiliem Inc.*	Loan	11/28/07	\$250,000	\$125,000	\$42,783	\$52,000	2	0	1	5	4	0	0	0	2
JIVA Pharma Inc.*	Loan-paid in full	01/23/08	\$250,000	\$0	\$268,790	\$1,450,000	28	12	3	5	1	0	0	0	3
Kalexsyn Inc.	Loan	10/28/09	\$150,000	\$100,000	\$38,830	\$1,666,224	0	0	0	10	28	0	0	0	0
Metabolic Solutions Development Company <sup>9</sup>	Loan-closed	06/24/09	\$100,000	\$0	\$78,277	\$62,363,181	9	9	1	5	0	1	1	1	0
MuciMed Inc.	Loan-written off	11/28/07	\$50,000	\$0	\$0	\$784,646	4	3	0	1	0	1	0	0	0
Phrixus Pharmaceuticals	Loan	11/28/07	\$350,000	\$0	\$23,719	\$5,206,823	0	1	0	7	0	1	1	0	0
ProNAi Therapeutics Inc. <sup>7</sup>	Loan-converted	11/28/07	\$400,000	\$0	\$0	\$88,925,144	1	4	0	8	5	2	0	0	0
Ventis LLC*	Loan	08/25/10	\$50,000	\$0	\$33,354	\$450,001	1	1	1	1	2	0	0	0	0
Vestaron Corporation <sup>6</sup>	Loan-converted	11/28/07	\$50,000	\$100,000	\$0	\$43,066,135	32	11	2	4	19	0	0	0	1
		01/27/10	\$150,000												
Zoltan Laboratories LLC <sup>8</sup>	Loan	01/23/08	\$200,000	\$0	\$18,737	\$277,536	0	0	0	4	0	0	0	0	0
<b>CURRENT OUTSTANDING:<sup>10</sup></b>			<b>\$2,100,000</b>	<b>\$325,000</b>	<b>\$539,540</b>	<b>\$211,384,690</b>	<b>93</b>	<b>65</b>	<b>8</b>	<b>52</b>	<b>66</b>	<b>7</b>	<b>3</b>	<b>2</b>	<b>7</b>

<sup>1</sup> This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced. These funds were reallocated for use in accordance with the MSF Act.

<sup>2</sup> These figures are taken from the progress reports submitted to the MEDC by the entities that received funds.

<sup>3</sup> These figures are taken from the original proposals submitted to the MEDC by the entities that received funds.

<sup>4</sup> Licensing agreements in: Licensing agreements for the project/company to acquire technology from a third party.

<sup>5</sup> Licensing agreements out: Licensing agreements generated by intellectual property from the project/company to a third party.

<sup>6</sup> Companies with multiple loans under this program show one row of combined numbers.

<sup>7</sup> ProNAi Therapeutics Inc. filed its initial public offering (IPO) in July 2015. The company is no longer obligated to provide progress reports to the MSF as a result of the IPO. The figures shown for this company represent activity through September 30, 2014.

<sup>8</sup> No metrics were reported because the company has left the state.

<sup>9</sup> The MSF accepted \$2,739.42 and warrants for \$20,000 of the company's stock in full satisfaction of the debt. As such, the company has no additional reporting obligations under its company formation and growth fund loan. Number are consistent with the company's 2008 award.

<sup>10</sup> Totals in this row represent the totals for the remaining active companies.

\* Company failed to submit progress report by due date. Figures represent previously reported information.



**JOBS FOR MICHIGAN INVESTMENT FUND: PERMANENT FUND**

This report is a comprehensive report of all payments received (repayment of principal and earnings) as well as funds used or appropriated out of the Permanent Fund.

**Revenue from inception to 09/30/2017** ..... **\$274,278,167**

**Revenues to the Permanent Fund during FY 2018:**

21st Century loans and investment programs	\$40,007,987
Common cash earnings <sup>1</sup>	\$2,422,679
	\$42,430,666

**Total funds from inception to 09/30/2018** ..... **\$316,708,834**

**MSF board approved commitments since Permanent Fund inception:**

American Center for Mobility	\$32,000,000
Buick City	\$5,500,000
Capital Conduit Program	\$30,000,000
Community Revitalization Program	\$54,437,797
Michigan Community Capital	\$16,500,000
Michigan Supplier Diversification Fund	\$63,746,613
Pure Michigan Venture Development Fund	\$9,000,000
Small Business Capital Access Program	\$500,000
Water Pipeline-Installment Purchase Contract	\$3,500,000
U.P. Broadband/Northern Michigan University	\$6,500,000
Completed commitments	\$26,548,898
	\$248,233,307

**Available funds at 09/30/2018**..... **\$68,475,526**

*<sup>1</sup> Common cash is the interest earned on the money held in the state's treasury. Per Treasury, the distribution of earnings to participating funds is determined by multiplying the common cash earnings rate paid times the average daily cash balances of the fund less a pro rata amount of monies not available for investments.*

## MICHIGAN STRATEGIC FUND ACTIVITIES: SECTION 88b(2)(c)

Pursuant to Section 88b(2)(c) of the Michigan Strategic Fund Act, money transferred or appropriated by law to the Michigan Strategic Fund for the purposes of carrying out Chapter 8A or Chapter 8C may be expended or invested by the Michigan Strategic Fund for the other programs or activities authorized under Chapter 8A, any other chapter of the Act, or as provided in an appropriation act as long as those programs or activities provide for repayment for breach of the written agreement or the failure to meet measurable outcomes.

MICHIGAN STRATEGIC FUND ACTIVITIES: SECTION 88b(2)(c)									
Fiscal year 2018: 10/01/2017-09/30/2018									
Fiscal year approved	Awardee name	MSF approval date	Municipality	County	Incentive type	Award amount	Amount disbursed	Incentive status	Term of incentive
2014	Michigan Manufacturing Technology Center <sup>1</sup>	03/25/14	Plymouth	Wayne	Grant	\$5,630,000	\$5,630,000	Ended	04/01/14-09/30/16
2015	Port of Monroe <sup>2</sup>	09/22/15	Monroe	Monroe	Investment	\$3,000,000	\$3,000,000	Monitoring	02/04/16-12/31/17
2016	Invenergy Thermal Development LLC <sup>3</sup>	12/15/15	Richmond Township	Marquette	Grant	\$500,000	\$500,000	Monitoring	04/19/16-12/31/17
	Michigan-China Business Development Group (dba Michigan-China Innovation Center) <sup>4</sup>	03/22/16	Troy	Oakland	Grant	\$5,000,000	\$2,750,000	Monitoring	04/22/16-04/30/21
	RecoveryPark & RecoveryPark Farms Inc. <sup>5</sup>	03/22/16	Detroit	Wayne	Grant	\$400,000	\$400,000	Monitoring	03/29/16-12/31/18
	Willow Run Arsenal of Democracy Land Holdings Limited Partnership <sup>6</sup>	03/22/16 and 07/26/16	Ypsilanti	Washtenaw; small part in Wayne	Grant and investment	\$35,000,000	\$32,000,000	Monitoring	04/08/16-12/31/17 (Grant only)
	City of Flint <sup>7</sup>	09/27/16	Flint	Genesee	Investment	\$3,500,000	\$0	Monitoring	N/A
2017	RecoveryPark & RecoveryPark Farms Inc. <sup>5</sup>	10/25/16	Detroit	Wayne	Loan	\$1,000,000	\$750,000	Monitoring	03/01/17-3/30/22
	Michigan Manufacturing Technology Center <sup>9</sup>	11/22/16	Plymouth	Wayne	Grant	\$4,250,000	\$2,125,000	Monitoring	11/01/26-10/31/18
	City of Dearborn <sup>8</sup>	12/20/16	Dearborn	Wayne	Grant	\$3,000,000	\$3,000,000	Monitoring	04/19/17-12/31/18
	Flint & Genesee Chamber of Commerce <sup>10</sup>	12/21/16	Flint	Genesee	Grant	\$550,000	\$295,000	Monitoring	02/22/17-12/31/19
	Michigan Community Capital <sup>11</sup>	02/28/17	Lansing	Ingham	Loan	\$10,000,000	\$4,000,000	Monitoring	06/30/17-07/01/40
	Northern Michigan University <sup>12</sup>	03/28/17	Marquette	Marquette	Investment	\$6,500,000	\$2,250,000	Monitoring	06/15/16-12/31/32
	Evergreen Community Development Initiative <sup>13</sup>	08/22/17	Flint	Genesee	Grant	\$300,000	\$150,000	Monitoring	09/01/17-09/30/20
	Michigan Technology Commercialization Corporation (dba Michigan Research Institute) <sup>14</sup>	08/22/17	Ann Arbor	Washtenaw	Loan participation	\$1,525,000	\$1,525,000	Monitoring	See footnote
	Cornerstone Alliance <sup>15</sup>	09/26/17	Benton Harbor	Berrien	Grant	\$1,200,000	\$0	Commitment	12/08/17-12/31/21
2018	Michigan Community Capital <sup>11</sup>	12/19/17	Lansing	Ingham	Loan	\$3,000,000	\$0	Monitoring	12/19/17-12/19/41
	Buick City <sup>16</sup>	04/26/18	Flint	Genesee	Grant	\$5,500,000	\$999,900	Monitoring	04/26/18-04/26/19

## MSF ACTIVITIES: SECTION 88b(2)(c) continued

**MSF ACTIVITIES: SECTION 88b(2)(c) continued**  
**Fiscal year 2018: 10/01/2017-09/30/2018**

- 1 The Michigan Manufacturing Technology Center (MMTC) received an initial grant of up to \$1.38 million through the manufacturing services request for proposals in March 2014 for the purpose of providing support services to companies in advanced manufacturing and other related industries for an initial term of April 1, 2014, to September 30, 2014. On December 16, 2014, the MSF board allocated an additional \$2,125,000 in funding and extended the term to September 30, 2015. On November 24, 2015, the MSF board allocated an additional \$2,125,000 in additional funding and extended the term of the grant to September 30, 2016.
- 2 The Port of Monroe received an investment of \$3,000,000 for the purpose of revitalizing the commercial harbor area located on Lake Erie in the city of Monroe.
- 3 Invenergy Thermal Development LLC received a grant of up to \$500,000 to offset the costs related to the development of a combined heat and power cogeneration facility to supply process steam and power at the Cliffs Natural Resources Mining Complex in Palmer, Michigan. The MSF approved an amendment to the grant on December 20, 2016, to reduce the required investment from \$1,385,745 to \$567,200 and remove a provision that prohibited any portion of the required investment from being returned to the company.
- 4 The Michigan-China Innovation Center received a grant of up to \$5,000,000 to support start-up costs and capital needs of the Michigan-China Innovation Center.
- 5 RecoveryPark Farms Inc. received a grant of up to \$400,000 and a loan of \$1,000,000 to serve as bridge financing for RecoveryPark and RecoveryPark Farms to support acquisition and development of 105 acres of land on the east side of Detroit for the growth and sale of branded specialty herbs and produce to local restaurants for farm-to-table sourcing while also providing sustainable jobs to individuals with barriers to employment. On November 30, 2017, RecoveryPark and RecoveryPark Farms Inc. was placed in default of their loan agreement.
- 6 On March 22, 2016, the Willow Run Arsenal of Democracy Land Holdings Limited Partnership received an award of \$3,000,000, consisting of \$2,999,900 in the form of a grant and \$100 in the form of an equity investment. The grant funds were intended to pay environmental, consultant and other professional due-diligence and property acquisition costs and to support the startup costs for the American Center for Mobility's Connected and Automated Vehicle (CAV) test facility at Willow Run. The equity investment was necessary to form the limited partnership. On July 26, 2016, the MSF board approved an additional \$17,000,000 to the limited partnership, and on April 25, 2017, the MSF board approved an additional \$15,000,000 to the limited partnership, in each case to facilitate the final design, construction costs and operations for the completion of Phase 1A of the CAV test facility. The term of the limited partnership is perpetual unless terminated and dissolved in accordance with the terms of the limited partnership agreement.
- 7 City of Flint received an investment of up to \$3,500,000 to finance the acquisition, construction and installation of a water pipeline to connect the city's water treatment plant to the Karegnondi Water Authority's water supply system. The final agreement has not been executed between the MSF and City of Flint.
- 8 City of Dearborn received a grant of up to \$3,000,000 toward financing construction of parking deck.
- 9 MMTC received an initial grant of \$2,125,000 for the purpose of providing matchmaking assistance in support of the Pure Michigan Business Connect initiative, consulting and training related to process improvement and efficiency, and business outreach and support services for business development efforts for an initial term of November 1, 2016, to October 31, 2017. On September 26, 2017, the MSF board allocated an additional \$2,125,000 in funding and extended the term to October 31, 2018.
- 10 Flint & Genesee Chamber of Commerce received a grant of up to \$550,000 to use in its Flint Grocer Improvement Grant Program to facilitate financial support to eligible grocers.
- 11 Michigan Community Capital will use the loan to purchase interests in project entities engaged in developing Michigan real estate projects targeted at residential rental with affordable housing components.
- 12 Northern Michigan University received the investment to reimburse Northern Michigan University for certain fees, costs, and expenses of Northern Michigan University to build out NMU Educational Access Network, a high-speed broadband service across Michigan's Upper Peninsula.
- 13 The Evergreen Community Development Initiative received a grant of up to \$300,000 from the MSF to support its literacy center, which includes a complete virtual library, computer laboratory, and dedicated literacy coaches with a curriculum designed to increase adult literacy and job readiness. The Michigan Department of Treasury provided the funds to the MSF pursuant to a memorandum of understanding.
- 14 The Michigan Technology Commercialization Center (dba the Michigan Research Institute [MRI]) received a loan participation award toward the purchase of real property and working capital in support of MRI's startup incubator operations. Under this transaction, the MSF participated in the amount of \$1,525,000 on a loan of \$3,386,150 provided by Level One Bank. The loan is amortized over 240 months, with monthly payments split between the lender and the MSF in the amounts of \$11,684.02 and \$7,013.39, respectively. Loan payments began on November 1, 2017.
- 15 Cornerstone Alliance received a grant of up to \$1,200,000 to collaborate with Whirlpool Corporation to make improvements to its St. Joseph Technology Center by developing and constructing a 200 foot pedestrian bridge to connect the city of St. Joseph and the city of Benton Harbor. The agreement has not yet been executed.
- 16 Buick City will use the grant to fund due diligence activities, assess the financial feasibility of acquiring and developing the site of the former Buick City automobile manufacturing plant in Flint. If the project moves forward an additional \$5,500,000 has been approved for the purpose of developing and operating the property.

## MSF WORK PROJECT INFORMATION

<b>MSF WORK PROJECT SPENDING</b>				
<b>Fiscal year 2018: 10/01/2017-09/30/2018</b>				
<b>Total Work Project Expenditures in FY 2018 (multiple appropriation years)</b>				<b>\$117,067,503</b>
<b>WORK PROJECT BALANCES CARRIED INTO FISCAL YEAR 2018</b>				
<b>Appropriation title</b>	<b>Appropriation year</b>	<b>Work project balances carried into FY 2019</b>	<b>Amount committed to projects</b>	<b>Uncommitted balance of work project</b>
Business attraction and community revitalization	2015	\$68,566,276	\$68,566,276	\$0
Film Incentive program	2015	\$2,000,000	—	\$2,000,000
TOTAL		\$70,566,276	\$68,566,276	\$2,000,000
Business attraction and community revitalization	2016	\$68,576,024	\$68,576,024	\$0
Community Ventures	2016	\$3,378,612	\$3,378,612	\$0
Entrepreneurship Eco-system	2016	\$1,458,733	\$0	\$1,458,733
Film Incentive program	2016	\$1,513,691	\$0	\$1,513,691
TOTAL		\$74,927,061	\$71,954,636	\$2,972,424
Business attraction and community revitalization	2017	\$66,820,742	\$66,820,742	\$0
Entrepreneurship Eco-system	2017	\$3,859,348	\$2,162,825	\$1,696,523
Protect and Grow	2017	\$1,114,862	\$441,430	\$673,431
Special grants	2017	\$2,835,000	\$2,535,000	\$300,000
TOTAL		\$74,629,952	\$71,959,997	\$2,669,955
Business attraction and community revitalization	2018	\$104,426,796	\$104,426,796	\$0
Entrepreneurship Eco-system	2018	\$11,081,028	\$9,874,009	\$1,207,020
Michigan Enhancement Grants	2018	\$30,194,630	\$28,415,500	\$1,779,130
Project Rising Tide	2018	\$1,786,942	\$1,414,126	\$372,816
Protect and Grow	2018	\$465,786	\$361,740	\$104,046
Pure Michigan	2018	\$4,914,478	\$1,407,602	\$3,506,876
Talent marketing	2018	\$3,406,841	\$0	\$3,406,841
TOTAL		\$156,276,501	\$145,899,772	\$10,376,729
<b>TOTAL</b>		<b>\$376,399,790</b>	<b>\$358,380,682</b>	<b>\$18,019,108</b>

*Note: Of the \$376 million in work projects carried into FY 2019 \$358 million was committed to projects and \$18 million was uncommitted on 09/30/18.*

## MSF SPECIAL LEGISLATIVE GRANTS

**MICHIGAN ENHANCEMENT GRANTS:  
DETAIL BY APPROPRIATION YEAR  
Fiscal year 2018: 10/01/2017-09/30/2018**

Grant	FY 2018 beginning balance	Expenditures	Balance
<b>AY 2018</b>			
Albion Oaklawn Behavioral and Physical Health Clinic	\$200,000	\$0	\$200,000
Albion Sewer and Water Project	\$500,000	\$0	\$500,000
Albion Water Tower	\$500,000	\$500,000	\$0
Arab American Museum	\$500,000	\$250,000	\$250,000
Arthur Lesow Community Center renovation	\$100,000	\$0	\$100,000
Au Gres Boat Launch	\$100,000	\$0	\$100,000
Bay Mills Indian Community Hospital	\$1,500,000	\$750,000	\$750,000
Botsford Park upgrade to outdoor pool (Livonia)	\$70,000	\$70,000	\$0
Branch County Road Project	\$500,000	\$250,000	\$250,000
CAD Equipment Purchase (Ida School District, Monroe County)	\$70,000	\$70,000	\$0
Camp Grayling Veteran Land Improvement/Camp Grayling Law Enforcement Building	\$75,000	\$0	\$75,000
Car Seat Awareness campaign (Statewide)	\$300,000		\$300,000
Chaldean Community Foundation	\$500,000	\$250,000	\$250,000
Charles H. Wright Museum	\$500,000	\$250,000	\$250,000
Chesterfield Township Veterans Park Sidewalk Repair	\$50,000		\$50,000
City of Plymouth and Plymouth Township Viper 911 system and dispatch computers	\$200,000	\$100,000	\$100,000
Congressional Sportsmen Foundation - Michigan (Traverse City)	\$100,000	\$100,000	\$0
Cristo Rey Community Center	\$100,000	\$50,000	\$50,000
CTE Equipment Purchase (Monroe County ISD)	\$40,000	\$40,000	\$0
Dam Removal (Grand Rapids)	\$1,500,000	\$1,500,000	\$0
DeHoCo (Plymouth/Northville)*	\$1,500,000		\$1,500,000
Delta County Upper Peninsula	\$500,000	\$250,000	\$250,000
Dixie Highway Federal Match (Saginaw County Road Commission)	\$1,000,000	\$500,000	\$500,000
DTMB/Fallen Police Officers' Memorial	\$1,181,100	\$1,181,100	\$0
Focus HOPE (Statewide)	\$2,000,000	\$2,000,000	\$0
Gianna House (Eastpointe)	\$100,000	\$100,000	\$0
Gladwin WWI Monument Restoration	\$5,000	\$2,500	\$2,500
Glen Oaks Community College Local Match Funding	\$1,500,000	\$750,000	\$750,000
Grand Haven State Park Upgrades	\$1,900,000	\$0	\$1,900,000
Grand Rapids Civic Theatre	\$1,000,000	\$500,000	\$500,000
Grand Rapids Civic Theatre	\$1,000,000	\$0	\$1,000,000
Grand River Environmental Testing and Dredging	\$1,150,000	\$0	\$1,150,000
Grayling Airport Tree Cutting	\$125,000	\$0	\$125,000
Great Lakes Center for the Arts	\$1,000,000	\$500,000	\$500,000

MSF SPECIAL LEGISLATIVE GRANTS *continued*

**MICHIGAN ENHANCEMENT GRANTS:  
DETAIL BY APPROPRIATION YEAR** *continued*  
Fiscal year 2018: 10/01/2017–09/30/2018

Grant	FY 2018 beginning balance	Expenditures	Balance
<b>AY 2018</b> <i>continued</i>			
Helmets to Hardhats (Statewide)	\$200,000	\$100,000	\$100,000
Henry Ford Museum	\$500,000	\$250,000	\$250,000
Hillsdale County Vet Affairs Scholarship Program	\$12,000	\$12,000	\$0
Holocaust Memorial Museum	\$500,000	\$250,000	\$250,000
Holy Cross Services	\$1,000,000	\$0	\$1,000,000
Holy Cross Services (Statewide)	\$1,500,000	\$1,500,000	\$0
Interchange Upgrade (Zeeland)	\$2,000,000	\$0	\$2,000,000
Jefferson Barns Community Vitality Center	\$100,000	\$50,000	\$50,000
Kalamazoo County Engagement Grant	\$100,000	\$50,000	\$50,000
Kalamazoo Valley Community College–Healthy Living Campus	\$2,000,000	\$2,000,000	\$0
Kids Food Basket	\$500,000	\$250,000	\$250,000
Lake Superior State University Community Center	\$150,000	\$75,000	\$75,000
Lake Superior State University Power Grid Improvements (Sault Ste. Marie)	\$300,000	\$300,000	\$0
Lenawee County Conservation District	\$45,000	\$22,500	\$22,500
Lowell Showboat Replacement	\$1,000,000	\$500,000	\$500,000
Macomb County Community Mental Health	\$1,000,000	\$500,000	\$500,000
Master Plan Study (Village of Lexington)	\$120,000	\$60,000	\$60,000
Michigan Research Institute	\$250,000	\$125,000	\$125,000
MICorps - Cooperative Lakes Monitoring Program	\$150,000	\$0	\$150,000
Monroe Women's Addiction Center Renovation	\$100,000	\$50,000	\$50,000
No Wrong Door (Wayne County)	\$250,000	\$125,000	\$125,000
North Grand River Riverfront Park	\$750,000	\$375,000	\$375,000
North Rosedale Park Community Center	\$150,000	\$75,000	\$75,000
Northville Library Upgrades	\$81,000	\$81,000	\$0
Oakland Hope to address hunger	\$100,000	\$100,000	\$0
Oceana County Trail	\$1,400,000	\$0	\$1,400,000
Oscoda Township Water Pipeline	\$325,000	\$0	\$325,000
Plymouth Dangerous Intersection Upgrade (Ann Arbor/McClumpha)	\$1,000,000	\$0	\$1,000,000
Plymouth Library Upgrades	\$96,000	\$48,000	\$48,000
Plymouth Township Fire Engine	\$400,000	\$200,000	\$200,000
Presque Isle Rural Broadband	\$100,000	\$0	\$100,000
Rebuilding of historic Whites Bridge (Ionia County)	\$350,000	\$175,000	\$175,000
Repainting Mackinaw cutter (Mackinaw City)	\$300,000	\$300,000	\$0
River Raisin Center for the Arts	\$73,000	\$36,500	\$36,500
Riverbend Park (City of Rochester Hills)	\$500,000	\$500,000	\$0
Road Infrastructure Improvement (White Lake Township)	\$750,000	\$375,000	\$375,000

MSF SPECIAL LEGISLATIVE GRANTS *continued*

**MICHIGAN ENHANCEMENT GRANTS:  
DETAIL BY APPROPRIATION YEAR** *continued*  
Fiscal year 2018: 10/01/2017–09/30/2018

Grant	FY 2018 beginning balance	Expenditures	Balance
<b>AY 2018</b> <i>continued</i>			
Rotary Park Accessible Playground (Livonia)	\$300,000	\$300,000	\$0
Saginaw River Deepening Project	\$100,000	\$0	\$100,000
Salem Township Infrastructure	\$10,000,000	\$5,000,000	\$5,000,000
Sanilac FFA “Miracle of Life” Barn	\$35,000	\$35,000	\$0
Sault Ste. Marie Carbide docks	\$1,000,000	\$0	\$1,000,000
Sault Ste. Marie 350th Anniversary	\$25,000	\$12,500	\$12,500
Scarlet’s Park Playground (Commerce)	\$100,000	\$99,870	\$130
Seawall along St. Clair River (Algonac)	\$500,000	\$500,000	\$0
Seita Scholars Program (Western Michigan University)	\$500,000	\$250,000	\$250,000
Sloan Museum Expansion	\$500,000	\$250,000	\$250,000
Southern Michigan Center for Science/Industry (Hudson, Lenawee County)	\$800,000	\$800,000	\$0
St. Clair Highway Bridge	\$2,700,000	\$1,350,000	\$1,350,000
Tuscola County Trail Project	\$300,000	\$150,000	\$150,000
UPWARD Talent Council - Retirement Shortfall (Chippewa County)	\$800,000	\$800,000	\$0
Utica Downtown Development Authority Property Redevelopment	\$500,000	\$250,000	\$250,000
Utica Veterans Memorial Park	\$25,000	\$12,500	\$12,500
Van Andel Institute (Grand Rapids)	\$1,000,000	\$700,000	\$300,000
Voss Park: 4 Baseball Diamonds with Lighting (Westland)	\$300,000	\$300,000	\$0
Wastewater treatment improvement (Muskegon County/Ottawa County, Coopersville)	\$2,500,000	\$0	\$2,500,000
White Lake Township Environmental Cleanup	\$250,000	\$0	\$0
Woonerf Community Redevelopment Project–Pedestrian-friendly Market (City of Hudsonville)	\$1,000,000	\$1,000,000	\$0
<b>TOTAL</b>	<b>\$62,753,100.00</b>	<b>\$30,258,470</b>	<b>\$32,244,630</b>
<b>AY 2017</b>			
City of Albion, High Priority Capital Project	\$451,321	\$451,321	\$0
City of Wayne Recreation Complex	\$100,000	\$100,000	\$0
Detroit Collaborative Design Center	\$50,000		\$50,000
Grand Haven State Park Access Redevelopment	\$400,000	\$400,000	\$0
Grandmont Rosedale Development Corporation	\$0		\$0
City of Taylor--Heritage Park, Taylor repairs	\$47,500	\$47,500	\$0
Taylor School District-Kennedy High Greenhouse Renovation*	\$15,000		\$15,000
Kent County Youth Agricultural Association - Youth Fair	\$1,250,000	\$1,250,000	\$0
Charter Township of Lowell–Park Improvements	\$1,250,000	\$1,250,000	\$0
Maggie Lee’s Community Center*	\$12,500		\$12,500
Cass Community Social Services/Mom’s Place Women’s Shelter	\$0		\$0

MSF SPECIAL LEGISLATIVE GRANTS *continued*

**MICHIGAN ENHANCEMENT GRANTS:**  
**DETAIL BY APPROPRIATION YEAR** *continued*  
 Fiscal year 2018: 10/01/2017-09/30/2018

Grant	FY 2018 beginning balance	Expenditures	Balance
<b>AY 2017</b> <i>continued</i>			
City of Muskegon Farmer's Market Incubator	\$100,000	\$100,000	\$0
Redford Union Chrome Books*	\$1,669		\$1,669
Unmanned Aerial Drone Development	\$150,000	\$40,000	\$110,000
Van Andel Research Institute	\$650,000	\$650,000	\$0
Village of Athens-Water Tower*	\$8,501		\$8,501
Dort Highway	\$1,800,000		\$1,800,000
Grand River Dredging	\$200,000	\$200,000	\$0
Ottawa County Road Project	\$386,000	\$386,000	\$0
Oakland County Road Paving Project	\$750,000	\$375,000	\$375,000
Gogebic County Flooding Emergency Infrastructure Improvements	\$1,000,000	\$500,000	\$500,000
City of Standish Water and Sewer System Improvement	\$1,700,000	\$1,700,000	\$0
<b>TOTAL</b>	<b>\$10,322,491</b>	<b>\$7,449,821</b>	<b>\$2,872,670</b>
<b>AY 2016</b>			
Northern Michigan UAV Consortium	\$50,000	\$0	\$50,000
<b>TOTAL</b>	<b>\$50,000</b>	<b>\$0</b>	<b>\$50,000</b>
<b>AY 2015</b>			
DTMB/Fallen Police Officers' Memorial **	\$1,181,115	\$0	\$1,181,115
MSHDA/SHPO for Heritage Restoration and Preservation Projects*	\$600,000	\$576,899	\$23,101
G.E.D. Testing and Certification	\$403,948	\$134,860	\$269,088
<b>TOTAL</b>	<b>\$2,185,063</b>	<b>\$711,759</b>	<b>\$1,473,304</b>
<b>TOTAL</b>	<b>\$75,310,654</b>	<b>\$38,420,050</b>	<b>\$36,640,604</b>

\*Projects either will not be moving forward or the balance of funds will not be used. Projects closed.

\*\*Project reappropriated in FY 2018



**MEDC BUDGET VS. ACTUAL EXPENDITURES**

<b>FY 2018 BUDGET VS. ACTUAL EXPENDITURES</b>			
	<b>FY 2018 Budget</b>	<b>Expenditures</b>	<b>Balance</b>
<b>EXPENDITURES</b>			
<b>Operational</b>			
Salaries and other administrative costs	\$22,135,700	\$19,912,834	\$2,222,866
SUB-TOTAL (OPERATIONAL)	\$22,135,700	\$19,912,834	\$2,222,866
<b>Programs and Projects by Core Focus</b>			
Business Development	\$19,292,900	\$10,608,243	\$8,684,657
Central Administration	\$2,254,000	\$379,130	\$1,874,870
Community Vitality	\$4,000,000	\$1,438,834	\$2,561,166
Image	\$9,051,600	\$4,936,477	\$4,115,123
SUB-TOTAL	\$34,598,500	\$17,362,684	\$17,235,816
<b>TOTAL EXPENDITURES</b>	<b>\$56,734,200</b>	<b>\$37,275,518</b>	<b>\$19,458,682</b>

*Note: \$8,693,818 of the unexpended balance was committed to projects at fiscal year end.*

<b>FY 2018 REVENUES</b>	
	<b>Actual revenues</b>
<b>Corporate Revenues</b>	
Tribal Gaming Revenues	\$54,699,137
Fees and Investments	\$3,632,812
<b>TOTAL REVENUES</b>	<b>\$58,331,949</b>

<b>FY 2018 YEAR END AVAILABLE FUND BALANCE</b>	
<b>Fund balance</b>	
Total fund balance	\$78,918,964
Operating Stabilization Fund	(\$20,000,000)
Building Sinking Fund	(\$1,750,000)
Strategic Projects Reserve	(\$20,200,000)
<b>TOTAL FUND BALANCE AVAILABLE</b>	<b>\$36,968,964</b>

## MSF BUDGET VS. ACTUAL EXPENDITURES

<b>MSF FY 2018 &amp; AY 2018 BUDGET VS. ACTUAL EXPENDITURES</b>					
<b>Appropriation</b>	<b>Core focus</b>	<b>Appropriation</b>	<b>Budget</b>	<b>Expenditures</b>	<b>Balance</b>
<b>Administrative Services</b>		<b>\$6,212,900</b>			
	Central Administration		\$6,212,900	\$4,376,370	\$1,836,530
<b>Job Creation Services</b>		<b>\$22,298,000</b>			
	Business Development		\$1,720,000	\$1,501,381	\$218,619
	Central Administration		\$20,157,000	\$15,703,055	\$4,453,945
	Community Vitality		\$321,000	\$320,950	\$50
	Image		\$100,000	\$90,371	\$9,629
<b>Pure Michigan</b>		<b>\$35,000,000</b>			
	Central Administration		\$1,400,000	\$904,174	\$495,826
	Image		\$33,600,000	\$29,181,349	\$4,418,651
<b>Entrepreneurship Eco-System</b>		<b>\$20,400,000</b>			
	Central Administration		\$816,000		\$816,000
	Business Development		\$17,564,000	\$8,388,585	\$9,175,415
	Legislatively Directed		\$1,000,000	\$300,000	\$700,000
	Image		\$1,020,000	\$630,387	\$389,613
<b>Business Attraction and Community Revitalization</b>		<b>\$115,500,000</b>			
	Central Administration		\$4,620,000	\$1,113,875	\$3,506,125
	Business Development		\$63,063,000	\$2,840,351	\$60,222,649
	Community Vitality		\$42,042,000	\$3,207,000	\$38,835,000
	Image		\$5,775,000	\$3,911,978	\$1,863,022
<b>Community Development Block Grant*</b>		<b>\$47,000,000</b>			
	Business Development		\$14,038,248	\$3,352,602	\$10,685,646
	Community Vitality		\$15,900,000	\$15,827,615	\$72,385
<b>Arts and Cultural Program</b>		<b>\$11,150,000</b>			
	Community Vitality		\$11,179,650	\$10,820,983	\$358,667
<b>Community College Skilled Trades Equipment Program***</b>		<b>\$4,600,000</b>			
	Legislatively Directed		\$22,700,000	\$22,641,491	\$58,509
<b>Facility for Rare Isotope Beams</b>		<b>\$7,300,000</b>			
	Legislatively Directed		\$7,300,000	\$7,300,000	\$0
<b>Protect and Grow</b>		<b>\$1,000,000</b>			
	Business Development		\$1,000,000	\$534,214	\$465,786
<b>Special grants</b>		<b>\$2,700,000</b>			
	Legislatively Directed		\$2,700,000	\$2,550,000	\$150,000
<b>Project Rising Tide</b>		<b>\$2,000,000</b>			
	Community Vitality		\$1,984,000	\$212,227	\$1,771,773
	Central Administration		\$16,000	\$831	\$15,169
<b>Grant for Michigan's Law Enforcement Officer's Memorial</b>		<b>\$1,181,100</b>			
	Legislatively Directed		\$1,181,100	\$1,181,100	\$0

MSF BUDGET VS. ACTUAL EXPENDITURES *continued*

<b>MSF FY 2018 &amp; AY 2018 BUDGET VS. ACTUAL EXPENDITURES</b> <i>continued</i>					
<b>Appropriation</b>	<b>Core focus</b>	<b>Appropriation</b>	<b>Budget</b>	<b>Expenditures</b>	<b>Balance</b>
<b>Michigan Enhancement Grants</b>		<b>\$57,872,000</b>			
	Legislatively Directed		\$57,872,000	\$26,177,370	\$31,694,630
<b>Talent Marketing</b>		<b>\$5,000,000</b>			
	Business Development		\$5,000,000	\$1,593,159	\$3,406,841
<b>State Small Business Credit Initiative (SSBCI)**</b>		<b>\$0</b>			
	Business Development		\$2,500,000	\$2,022,111	\$477,889
	Central Administration		\$400,000	\$380,134	\$19,866
<b>STEP Export Grant (Federal)**</b>		<b>\$0</b>			
	Business Development		\$900,000	\$900,000	\$0
<b>Other Administrative**</b>		<b>\$0</b>			
	Central Administration		\$470,000	\$450,892	\$19,108
<b>Michigan Senate Offices Project****</b>		<b>\$0</b>			
	Legislatively Directed		\$2,200,000	\$2,111,847	\$88,153
<b>TOTAL</b>		<b>\$339,214,000</b>	<b>\$346,751,898</b>	<b>\$170,526,402</b>	<b>\$176,225,496</b>
<p><i>*Budgeted Amount reflects Pass Through grant funds received in the fiscal year.</i></p> <p><i>**Unappropriated Funds</i></p> <p><i>*** Includes funds appropriated for debt service as well as unappropriated bond funds used for administrative costs and grants.</i></p> <p><i>**** Unappropriated bond funds used for renovation and relocation costs.</i></p> <p><i>Note: The remaining balance includes funds committed to projects and funds carried forward to fiscal year 2019 as work projects</i></p>					

**MEDC & MSF FTE POSITION COUNT**

<b>STAFFING LEVELS</b>			
Fiscal year 2018: 10/01/2017 - 09/30/2018			
<b>FTE Counts</b>	<b>State FTE count</b>	<b>Corporate FTE count</b>	<b>Total FTE count</b>
<b>Program staff by core focus</b>			
Business Development	28	75	103
Community Vitality	35	25	60
Image	11	20	31
<b>Administrative staff</b>	46	44	90
<b>TOTAL</b>	<b>120</b>	<b>164</b>	<b>284</b>
<i>Notes:            FTE counts are based on full occupancy of all active positions            "Administrative staff" includes finance, human resources, facilities, legal, compliance and information technology            Staff is spread across all applicable appropriation line items</i>			