



MEMORANDUM

DATE: February 17, 2015

TO: The Honorable Rick Snyder
Governor of Michigan

Members of the Michigan Legislature

SUBJECT: FY 2014 MSF/MEDC Annual Report

Attached you will find the annual report for the Michigan Strategic Fund and Michigan Economic Development Corporation as required in the Michigan Strategic Fund Act, 1984 PA 270, and budget boilerplate. This report summarizes the activities and programmatic spending for fiscal year 2014.

In an effort to consolidate legislative reporting, the attachment also includes the following reports:

- A revised Michigan Business Development Program annual report (pages 6-11) – PA 270 of 1984, the Michigan Strategic Fund Act, Section 88r (MCL 125.2088r)
- Business Incubators and Accelerators annual report (pages 28-29) – PA 252 of 2014, the General Government Omnibus Budget, Section 1034
- A revised Michigan Community Revitalization Program annual report (pages 57-61) – PA 270 of 1984, Section 90d (MCL 125.2090d)
- Core Community Fund annual report (page 66) – PA 252 of 2014, Section 1014(2)
- Urban Land Assembly annual report (page 67) – PA 171 of 1981, the Urban Land Assembly Act, Section 9 (MCL 125.1859)
- Michigan Film Incentives and Tax Credits annual report (pages 74-75) – PA 252 of 2014, Section 1032 and PA 36 of 2007, the Michigan Business Tax Act, Section 455 (MCL 208.1455)
- Skilled Trades Training Program annual report (pages 82-89) – PA 252 of 2014, Section 1039
- Workforce Training Programs annual report (page 94) – PA 252 of 2014, Section 1068
- Michigan Community Colleges Awards Conferred annual report (pages 95-96) – PA 252 of 2014, Section 1050(3)
- North American Indian Tuition Waivers annual report (pages 97-100) – PA 252 of 2014, Section 1050(2)
- Jobs for Michigan Investment Fund annual report (page 111) – PA 252 of 2014, Section 1010
- Business Development, Community Revitalization, and Film Incentives Performance Metrics annual report (pages 12, 62 and 76) – PA 252 of 2014, Section 1007(2)

If you have any questions regarding this report or need additional information, please contact Joel Freeman in our Office of Governmental Affairs at 517.335.1847.

Attachment

cc: John Roberts, State Budget Director
Ellen Jeffries, Director, Senate Fiscal Agency
Mary Ann Cleary, Director, House Fiscal Agency

FISCAL YEAR 2014

MSF/MEDC Annual Report to the Legislature

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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 (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 MEDC serves as the state's marketing arm and lead advocate for business growth, jobs and opportunity with a focus on helping grow Michigan's economy.

For two years in a row Michigan was ranked among the top five states for major new corporate facilities and expansions by *Site Selection* magazine. Michigan's new economic development toolkit includes services for procurement, export, real estate development, talent and capital and focuses on three pillars to drive specific results: accelerating business investments, increasing community vitality, and matching talent supply with demand. These pillars, along with the Pure Michigan image and branding, provide a strong foundation for increased job growth and investment in Michigan.

The MEDC's approach to accelerating business investment in the state is centered on providing high-value services to retain, grow and diversify existing Michigan companies. From strengthening Michigan's global automotive and manufacturing innovation leadership to ensuring the availability of key entrepreneurship services to leverage technology commercialization, the MEDC places a strong emphasis on business investment as one of the pillars of the state's economic development strategy.

To further elevate Michigan's global leadership in the automotive industry, the Michigan Automotive Office was established within the MEDC in FY 2014. In its first year the office developed a 30-year strategic plan with input from more than 25,000 stakeholders locally and globally. The MEDC and the Michigan Automotive Office played a critical role in securing a \$70 million federal award for the American Lightweight Materials Manufacturing Innovation Institute, a \$148 million high-tech manufacturing research institute that is expected to bring 10,000 jobs to the state within the next five years.

The venture capital community in Michigan is outpacing the national trend with 23 venture capital firms managing \$1.6 billion in capital. Michigan ranks in the top 10 nationally for relevant venture ecosystem drivers such as PhDs graduated, R&D spending, and SBIR awards and patents awarded. In 2014 MEDC launched a micro lending initiative in conjunction with Huntington Bank. The private/public partnership is focused on initiatives to increase lending for small businesses that might not otherwise be able to secure bank-backed financing.

Michigan needs vibrant places to live and play in order to attract and retain the talent workforce needed to grow Michigan businesses. Community vitality is core to the state's economic development strategy which aims to facilitate the reinvigoration of cities and villages across the state.

An innovative matching grant initiative was launched to help drive public space projects in Michigan communities. Public Spaces Community Places is the first program of its kind in the nation where local residents, businesses and others can pool resources and actively engage to transform public spaces in their communities. Crowdfunding is an easy and innovative way for community projects to gain public interest and raise money by leveraging donations of all sizes.

With the state's fourth largest high-tech workforce in the country, Michigan has one of the richest talent pools. The "talent enhancement" pillar of the economic development strategy addresses the opportunity to match Michigan's extraordinary workforce with the jobs available today and tomorrow.

The award-winning Michigan Advanced Technician Training (MAT²) program was launched in FY 2014 to connect students with employers, who provide tuition and paid apprenticeships in exciting, growing fields. The program quickly expanded to add three mechatronics cohorts and two occupational programs, with plans to expand further in future years.

The Community Ventures program, an initiative that promotes employment and social enterprise by placing structurally unemployed residents into full-time, long-term employment, continued in FY 2014. Since its inception in FY 2013, Community Ventures has

EXECUTIVE SUMMARY *continued*

connected over 2,600 structurally unemployed persons with over 100 companies and has established several sustainable public/private partnerships to promote job creation and employment in economically distressed communities and promote community engagement and connectivity.

The Skilled Trades Training Fund facilitates on-the-job training, bridging the gap between in-demand jobs and the job seekers eager to fill them. The program creates and expands collaboration between local workforce, economic development and educational agencies by funding demand-driven training that addresses talent shortages impeding the growth of Michigan's businesses. In its first year the companies that received funding have leveraged over \$44 million in additional funds.

The MEDC hosted the state's largest talent matchmaking summit in FY 2014, Pure Michigan DREAMJOB, at Ford Field in Detroit. DREAMJOB provided assistance to Michigan employers to fill in-demand positions across a wide range of fields. Over 1,700 individuals attended the event and nearly 1,200 private interviews were scheduled throughout the day.

The Pure Michigan trademark, which initially began as travel promotion, is now the brand for statewide marketing activity including business development,

entrepreneurship, talent attraction and retention. The campaign continues to be recognized by peers in other states and the travel industry. Pure Michigan took home the 2014 Effie Award for "Sustained Success" in advertising.

To date, more than 400 Michigan companies and organizations have incorporated the Pure Michigan logo into their signage, packaging and marketing initiatives. Michiganbusiness.org was voted the second best economic development website and michigan.org, the website for Pure Michigan was, for the seventh year in a row, the most popular tourism website of the 50 states.

The legislature has recognized the value of the Pure Michigan brand and is actively connecting it to tourism and travel projects. Legislation passed in FY 2014 recognized the growing network of Michigan trails and authorized trail designation processes using the Pure Michigan brand.

The pages that follow are a comprehensive review of the programs and services administered by the MEDC in FY 2014 and an overview of incentives and investments made during that time period.

MICHIGAN AUTOMOTIVE OFFICE

In September 2013, the Michigan Automotive Office was established within the MEDC to further elevate Michigan's global leadership in the automotive industry. The goals of the office are to retain and grow Michigan's current automotive industry base, strengthen Michigan as the center of the North American and global automotive market, and grow the technologies, talents and infrastructure necessary to lead the global market of the future.

In its first year, the Michigan Automotive Office developed a 30-year strategic plan with input from more than 25,000 stakeholders locally and globally. The plan focuses on technology, talent and access to capital as key facilitators of industry growth.

The office developed connections with almost all major OEM and Tier 1 automotive companies globally and has ongoing strong attraction efforts that have resulted in major opportunities to create jobs and investment in the state. Thirteen foreign trips were made in FY 2014 to drive these long-range business development opportunities.

With help from the Michigan Automotive Office, Michigan received a \$70 million federal award for the American Lightweight Materials Manufacturing Innovation Institute, a \$148 million high-tech manufacturing research institute that is expected to bring 10,000 jobs to the state within the next five years. The MEDC played an active role in the support and development of the proposal, including assistance with site selection, workforce development program support, connectivity to industry partners, and a \$10 million commitment of financial support over a five-year period. The MEDC received state appropriations totaling \$2 million in FY 2014 to match the federal award.

The Michigan Automotive Office also supported a proposal for the Institute for Advanced Composites Manufacturing Innovation, which is competing for a \$70 million National Network of Manufacturing Innovation grant. The proposal, which seeks to establish a transportation applications center led by Michigan State University, was submitted in FY 2014 and an award announcement is expected in FY 2015.

In May 2014, Advance Michigan, a consortia of 13 southeast Michigan counties led by Wayne County Economic Development Growth Engine (EDGE), was awarded an Investing in Manufacturing Communities Partnership designation by the U.S. Department of Commerce. This designation lets the consortia compete for more than \$1 billion in future federal grants and technical services. The Michigan Automotive Office helped develop the proposal.

The inaugural Big M Manufacturing Convergence Conference was held on June 10–12, 2014, at Detroit's Cobo Center. The event attracted 6,300 attendees and 125 exhibitors from around the country. The Michigan Automotive Office and MEDC were the lead partnership sponsors for the event, which highlighted additive manufacturing, modeling, simulation and visualization, and other advanced manufacturing processes.

In FY 2014, the office partnered with Square One, a STEM-focused foundation working to develop and deploy unique educational programming to teachers and students across the state in the areas of advanced manufacturing and engineering, autonomous vehicles, and 3-D printing. The office has helped deliver messaging and bring exposure to Square One at a number of strategic conferences and events throughout the fiscal year.

MICHIGAN BUSINESS DEVELOPMENT PROGRAM

The Michigan Strategic Fund Act, as amended by PA 250 of 2011, requires the MSF to submit a report on the Michigan Business Development Program (MBDP) activities that occurred in the previous fiscal year. This report shows cumulative activity as of September 30, 2014, pursuant to the legislative requirements in Section 125.2088r(6).

On the following pages 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.

Since October 1, 2013, 85 projects have been approved by the MSF board or by MSF delegated authority. Of the 85 projects that have been approved during the reporting period, 55 have executed agreements. MSF board members are notified of delegated projects as they occur and all awards are posted on the MEDC's website.

The aggregated projected return on investment (ROI) to the state of Michigan for the projects approved this fiscal year is 8.72. This means that for

every \$1.00 invested, there is a projected return of \$8.72. 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.

The MEDC also has calculated the aggregate projected direct ROI to the state of Michigan based solely on the anticipated amount of cash flow to the state of Michigan through new payroll generated by direct jobs created by the companies. The projected ROI for direct jobs is 1.9. This means that for every \$1.00 of payroll, there is a projected return of \$1.90. The formula for direct ROI considers the new cash flow to the state as a result of the payroll of directly created jobs divided by the cost of the incentives over the period of the incentive agreements.

EXHIBIT 1
MICHIGAN BUSINESS DEVELOPMENT PROGRAM
 Legislative report for FY 2014 as of September 30, 2014

MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Actual amount disbursed	Proposed qualified investment attracted ¹	Actual qualified investment attracted ²	Committed number of new jobs ³	Total projected jobs ⁴	Actual net new jobs ⁵	New hires relocated to MI	Actual new hires for period ⁶	Educational attainment							
																Less than a high school diploma	High school diploma or equivalent	Advanced training/certificate	Some college	Associate degree	Bachelor's degree	Master's degree	Doctorate degree
FY 2012	Teijin Advanced Composites America Inc.	03/15/12	Auburn Hills	Oakland	New	Grant	\$375,000	\$150,000	\$7,952,000	\$0	25	25	24	2	5	0	1	0	0	0	3	1	0
	Magna Seating of America Inc. ⁷	03/26/12	Highland Park	Wayne	Expansion	Grant	\$732,000	\$732,000	\$2,248,000	\$2,248,000	244	244	264	0	264	2	207	0	42	7	5	1	0
	Computerized Facility Integration LLC	03/26/12	Southfield	Oakland	Expansion	Grant	\$434,500	\$0	\$908,400	\$9,075,708	79	79	17	1	3	0	0	0	1	2	0	0	0
	Lacks Enterprises Inc.	03/26/12	Grand Rapids	Kent	Expansion	Grant	\$350,000	\$175,000	\$31,900,000	\$54,713,963	120	148	503	0	104	0	57	6	22	5	14	0	0
	HCL America Inc.	04/30/12	Jackson	Jackson	New	Grant	\$875,000	\$300,000	\$3,350,000	\$960,425	200	300	95	0	95	0	0	0	0	0	93	2	0
	Hark Orchids LP	04/30/12	Comstock Charter Township	Kalamazoo	New	Grant	\$500,000	\$250,000	\$5,000,000	\$7,771,509	80	80	50	3	28	0	14	4	7	2	0	1	0
	Huntington Foam LLC	04/30/12	Greenville	Montcalm	Expansion	Grant	\$340,000	\$340,000	\$2,564,000	\$7,254,981	30	31	32	1	2	0	2	0	0	0	0		
	Muskegon Castings Corp.	05/02/12	Muskegon	Muskegon	Expansion	Grant	\$540,000	\$405,000	\$10,362,200	\$14,945,000	55	65	193	3	223	1	199	0	1	12	7	2	1
	MedDirect Inc.	05/21/12	Grand Rapids	Kent	Expansion	Grant	\$750,000	\$250,000	\$2,109,524	\$945,600	300	319	114	1	52	0	18	7	14	8	4	1	0
	Hyundai-Kia America Technical Center Inc.	05/23/12	Superior Township	Washtenaw	Expansion	Grant	\$2,500,000	\$2,500,000	\$15,000,000	\$0	50	50	38	0	38	0	1	0	0	1	22	10	4
	Sakthi Auto Group USA Inc.	05/23/12	Detroit	Wayne	New	Grant	\$1,500,000	\$1,100,000	\$18,600,000	\$15,000,000	170	180	103	21	101	15	20	5	5	20	28	8	0
	Credit Acceptance Corporation	05/23/12	Southfield	Oakland	Expansion	Grant	\$1,750,000	\$574,830	\$10,218,177	\$600,000	274	274	92	0	2	0	2	0	0	0	0	0	0
	Access Business Group LLC **	05/23/12	Ada	Kent	Expansion	Grant	\$1,600,000	\$0	\$80,950,000	\$21,000,000	180	200	64	2	64	0	36	0	20	0	5	3	0
	A.G. Simpson (USA) Inc.	05/30/12	Sterling Heights	Macomb	Expansion	Grant	\$900,000	\$750,000	\$21,200,000	\$17,737,500	90	90	75	0	61	0	40	2	10	1	5	3	0
	FIAMM Technologies Inc.	06/13/12	Cadillac	Wexford	Expansion	Grant	\$500,000	\$500,000	\$4,427,875	\$5,010,408	31	31	36	0	21	0	18	0	1	0	2	0	0
	Quality Edge Inc.	06/25/12	Walker	Kent	Expansion	Grant	\$310,000	\$240,000	\$10,478,300	\$502,110	70	78	53	0	26	3	7	0	13	1	2	0	0
	Brose New Boston Inc.	06/27/12	New Boston	Wayne	Expansion	Grant	\$3,500,000	\$2,000,000	\$61,773,500	\$31,832,242	350	450	364	8	199	0	199	0	0	0	0	0	0
	ArcticAx US Ltd.	06/28/12	Grand Rapids	Kent	New	Grant	\$220,000	\$120,000	\$1,859,500	\$1,836,342	28	28	2	0	2	0	0	0	2	0	0	0	0
	Cooper Standard Automotive FHS Inc.	07/23/12	Leonard	Oakland	Expansion	Grant	\$235,730	\$128,580	\$3,546,940	\$0	55	55	99	0	22	0	10	1	5	0	5	1	0
	Cherry Growers Inc.	07/25/12	Grawn	Grand Traverse	Expansion	Other	\$2,500,000	\$2,500,000	\$12,499,760	\$5,929,456	72	72	98	0	46	12	21	1	6	1	4	1	0
	Materne North America Corp.	07/25/12	Grawn	Grand Traverse	Expansion	Other	\$3,000,000	\$3,000,000	\$23,472,500	\$22,521,824	65	65	127	0	22	0	13	0	0	1	7	1	0
	Thai Summit America Corp. fka Ogihara America Corp.	08/09/12	Howell	Livingston	Expansion	Grant	\$300,000	\$200,000	\$34,987,000	\$76,983,425	78	78	158	4	120	1	76	4	14	8	14	2	1
	Pinnacle Foods Group LLC	08/15/12	Imlay City	Lapeer	Expansion	Grant	\$800,000	\$800,000	\$14,331,125	\$25,840,000	29	29	57	0	6	0	6	0	0	0	0	0	0
	Jason Incorporated dba Janesville Acoustics	08/22/12	Battle Creek	Calhoun	Relocation	Grant	\$1,500,000	\$1,500,000	\$15,050,000	\$12,700,000	225	256	70	0	70	0	61	0	8	0	1	0	0
	Alternative Automotive Technologies LLC ^{14**}	8/27/12	Troy	Oakland	Expansion	Grant	\$500,000	\$350,000	\$5,708,000	\$6,086,948	176	176	76	0	71	3	31	13	14	4	4	2	0
	Mayser Polymer USA Inc.	8/29/12	Canton	Wayne	Expansion	Grant	\$200,000	\$100,000	\$3,921,600	\$2,500,000	50	50	51	0	13	0	4	0	7	2	0	0	0
RSB Transmissions NA Inc. ⁸	09/04/12	Homer	Calhoun	Expansion	Grant	\$350,000	\$0	\$14,284,000	\$0	100	109	0	0	0	0	0	0	0	0	0	0	0	
Magna Sealing and Glass Systems	09/27/12	Holland	Ottawa	Expansion	Grant	\$1,200,000	\$300,000	\$10,148,304	\$2,200,000	177	177	30	0	30	0	30	0	0	0	0	0	0	
Dieomatic Inc. dba P&F Systems	09/28/12	Auburn Hills	Oakland	Expansion	Grant	\$690,000	\$150,000	\$25,861,000	\$24,000,000	230	230	186	0	76	20	0	7	24	6	14	5	0	
Mophie LLC	09/28/12	Kalamazoo	Kalamazoo	Expansion	Grant	\$240,000	\$75,000	\$4,010,000	\$3,183,921	50	51	59	0	52	0	11	5	19	5	11	1	0	
Marrone Michigan Manufacturing LLC ^{14 **}	09/28/12	Bangor	Van Buren	New	Grant	\$350,000	\$0	\$19,005,000	\$2,054,466	39	39	39	0	5	2	0	0	0	1	1	1	0	
The Martin-Brower Company LLC ¹⁴	09/28/12	St. Johns	Clinton	Expansion	Grant	\$500,000	\$350,000	\$16,250,000	\$18,953,782	150	162	117	0	26	0	8	0	14	2	2	0	0	
FY 2013	Continental Automotive Systems Inc. *	10/22/12	Auburn Hills	Oakland	Expansion	Grant	\$1,000,000	\$0	\$1,650,000	\$0	250	300	258	8	89	0	2	0	0	1	64	16	6
	RNFL Acquisition LLC *	10/24/12	Forsyth Township	Marquette	New	Other	\$2,000,000	\$2,000,000	\$16,985,000	\$7,100,000	27	41	20	0	12	0	7	1	2	0	2	0	0
	The Armored Group LLC ¹⁴	10/31/12	Dearborn Heights	Wayne	Expansion	Grant	\$1,000,000	\$400,000	\$1,455,000	\$1,009,235	240	240	0	0	0	0	0	0	0	0	0	0	0
	Undercar Products Group Inc.	11/01/12	Wyoming	Kent	Expansion	Grant	\$475,000	\$475,000	\$26,047,023	\$85,000	150	158	419	0	258	21	205	9	5	0	18	0	0
	Henrob Corporation	11/02/12	Lyon Township	Oakland	Expansion	Grant	\$300,000	\$200,000	\$68,491,000	\$0	152	158	128	0	77	0	36	16	5	7	9	4	0
	Summit Polymers Inc.	11/08/12	Sturgis, Portage and Vicksburg	Kalamazoo	Expansion	Grant	\$370,000	\$370,000	\$9,300,000	\$8,754,579	70	74	192	4	192	7	86	9	55	10	25	0	0

EXHIBIT 1—MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*
Legislative report for FY 2014 as of September 30, 2014

MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Actual amount disbursed	Proposed qualified investment attracted ¹	Actual qualified investment attracted ²	Committed number of new jobs ³	Total projected jobs ⁴	Actual net new jobs ⁵	New hires relocated to MI	Actual new hires for period ⁶	Educational attainment								
																Less than a high school diploma	High school diploma or equivalent	Advanced training/certificate	Some college	Associate degree	Bachelor's degree	Master's degree	Doctorate degree	
FY 2013	Cataphora Inc. ⁹	11/19/12	Ann Arbor	Washtenaw	Expansion	Grant	\$300,000	\$150,000	\$206,200	\$0	30	30	0	0	0	0	0	0	0	0	0	0	0	0
	Dart Container Corporation	11/28/12	Alaiedon Township	Ingham	Expansion	Grant	\$3,000,000	\$500,000	\$47,000,000	\$64,586,243	325	347	661	43	424	40	146	25	8	36	121	43	5	
	Getman Corporation ¹⁴	12/04/12	Comstock Charter Township	Kalamazoo	Expansion	Grant	\$300,000	\$0	\$5,538,560	\$6,562,000	150	150	-20	0	0	0	0	0	0	0	0	0	0	0
	OPS Solutions LLC	12/06/12	Novi	Oakland	Expansion	Grant	\$400,000	\$250,000	\$268,000	\$500,000	25	25	6	0	2	0	0	0	0	2	0	0	0	0
	La-Z-Boy Inc. *	12/19/12	Monroe	Monroe	Expansion	Grant	\$3,000,000	\$1,500,000	\$51,500,000	\$54,066,929	50	50	88	0	55	0	20	0	0	9	24	2	0	
	Canal Street Brewing Co. LLC dba Founders Brewing Company	12/19/12	Grand Rapids	Kent	Expansion	Other	\$2,000,000	\$2,000,000	\$26,000,000	\$14,700,000	52	52	64	0	40	0	15	4	8	3	9	1	0	
	Two Men and A Truck International	01/09/13	Delhi Township	Ingham	Expansion	Grant	\$350,000	\$235,000	\$3,951,900	\$3,191,691	70	95	51	1	51	0	7	0	20	2	18	4	0	
	Dieomatic Inc. dba Cosma Casting Michigan	01/23/13	Battle Creek	Calhoun	Expansion	Grant	\$1,600,000	\$0	\$162,072,542	\$0	500	527	75	0	75	5	24	0	17	11	14	4	0	
	Whirlpool Corporation	01/23/13	Benton Harbor	Berrien	Relocation	Grant	\$2,400,000	\$1,900,000	\$18,945,000	\$18,454,452	180	180	120	41	64	0	0	0	0	3	54	7	0	
	Denso Manufacturing Michigan Inc.	01/23/13	Battle Creek	Calhoun	Expansion	Grant	\$1,460,000	\$1,460,000	\$105,440,764	\$36,918,960	266	266	517	26	517	55	242	2	116	31	57	14	0	
	Denso International America Inc.	01/23/13	Southfield	Oakland	Expansion	Grant	\$1,540,000	\$500,000	\$45,700,000	\$55,598,000	176	176	150	6	103	0	0	2	9	2	74	14	2	
	Norplas Industries Inc.	01/23/13	Brownstown Township and Delta Township	Wayne	Expansion	Grant	\$1,700,000	\$0	\$81,750,485	\$81,750,485	520	558	210	0	210	0	166	3	0	15	25	1	0	
	Rigaku Innovative Technologies Inc.	01/23/13	Auburn Hills	Oakland	Expansion	Other	\$2,000,000	\$2,000,000	\$55,700,000	\$0	25	27	-3	0	0	0	0	0	0	0	0	0	0	0
	Lenawee Stamping Corporation	01/23/13	Tecumseh	Lenawee	Expansion	Grant	\$5,300,000	\$2,300,000	\$30,682,381	\$18,638,760	450	530	206	0	17	0	10	0	0	0	7	0	0	
	Moran Iron Works Inc.	01/23/13	Onaway and Rogers City	Cheboygan	Expansion	Grant	\$2,000,000	\$1,000,000	\$16,224,911	\$4,929,942	75	75	41	2	30	0	30	0	0	0	0	0	0	0
	Black & Veatch Corporation	01/25/13	Ann Arbor	Washtenaw	Expansion	Grant	\$435,000	\$100,000	\$13,488,723	\$1,488,024	75	78	41	7	30	0	1	0	0	9	18	2	0	
	Baker Aerospace Tooling & Machining Inc. *	01/29/13	Macomb Township	Macomb	Expansion	Grant	\$800,000	\$200,000	\$9,856,650	\$7,600,000	165	188	74	0	62	0	38	1	17	0	5	1	0	
	Herbruck Poultry Ranch Inc.	02/14/13	Ionia and Saranac	Ionia	Expansion	Grant	\$500,000	\$500,000	\$17,150,000	\$3,451,053	50	55	53	0	10	2	6	1	1	0	0	0	0	
	Lyons Consulting Group LLC	03/01/13	Ann Arbor	Washtenaw	Expansion	Grant	\$300,000	\$60,000	\$1,142,833	\$3,072,332	30	30	17	1	17	0	0	0	0	0	17	0	0	
	Challenge Manufacturing Company	03/11/13	Holland and Walker	Allegan	Expansion	Grant	\$1,000,000	\$1,000,000	\$10,290,000	\$24,186,098	180	180	153	0	153	16	80	7	27	5	18	0	0	
	Hanwha L&C Alabama LLC	03/12/13	Monroe	Monroe	Expansion	Grant	\$300,000	\$100,000	\$12,000,000	\$10,283,000	70	70	21	0	30	0	26	0	0	0	4	0	0	
	Detroit Thermal Systems LLC	03/21/13	Romulus	Wayne	New	Grant	\$750,000	\$750,000	\$27,073,125	\$0	312	382	442	0	357	0	320	0	6	2	24	5	0	
	Southwest Michigan First Corp	03/27/13	Kalamazoo	Kalamazoo	New	Loan	\$4,000,000	\$4,000,000	\$4,265,000	\$2,180,976	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Newell Rubbermaid Inc.	03/27/13	Kalamazoo	Kalamazoo	Relocation	Grant	\$2,000,000	\$1,400,000	\$2,300,000	\$50,000	100	100	91	18	18	0	0	0	0	0	14	3	1	
	Rassini Brakes LLC	04/04/13	Mt. Morris Charter Township	Genesee	New	Grant	\$500,000	\$500,000	\$17,310,800	\$18,000,000	55	59	71	1	4	0	4	0	0	0	0	0	0	
	Bleistahl North America LP	04/05/13	Battle Creek	Calhoun	New	Grant	\$475,000	\$120,000	\$11,593,900	\$4,770,000	55	58	20	1	11	1	5	1	3	1	0	0	0	
	Kay Manufacturing Co.	04/08/13	St. Joseph Charter Township	Berrien	Expansion	Grant	\$350,000	\$110,000	\$9,290,000	\$11,298,022	80	80	41	1	24	0	17	0	4	1	2	0	0	
	Belmont Engineered Plastics LLC	04/15/13	Belmont	Kent	New	Grant	\$900,000	\$450,000	\$5,510,000	\$5,600,000	62	62	6	1	6	1	0	2	0	0	3	0	0	
	Grand Rapids Chair Company	04/15/13	Byron Township	Kent	Expansion	Grant	\$200,000	\$0	\$2,540,000	\$2,490,000	50	50	14	0	14	0	8	0	0	0	6	0	0	
	Automatic Data Processing Inc. (ADP Dealer Services)	04/24/13	Detroit	Wayne	Expansion	Grant	\$1,500,000	\$1,000,000	\$3,300,000	\$0	150	150	129	0	99	0	0	0	0	99	0	0	0	
	Rec Boat Holdings LLC	04/25/13	Cadillac	Wexford	Expansion	Grant	\$1,000,000	\$800,000	\$4,785,381	\$3,067,858	135	150	55	3	55	0	45	0	4	2	4	0	0	
	JR Automation Technologies LLC	04/29/13	Holland Charter Township and Olive Township	Ottawa	Expansion	Grant	\$300,000	\$300,000	\$4,166,000	\$0	90	99	93	0	93	0	12	12	20	6	42	1	0	
Kay Print Screening Inc. dba Kay Automotive Graphics	05/06/13	Orion Charter Township	Oakland	Expansion	Grant	\$350,000	\$0	\$12,915,000	\$13,150,000	50	50	30	1	30	0	21	1	0	3	4	1	0		
Post Foods LLC	05/07/13	Battle Creek	Calhoun	Expansion	Grant	\$700,000	\$0	\$29,825,000	\$388,609,373	92	92	48	0	34	0	14	9	11	0	0	0	0		
SMR Automotive Systems USA Inc.	05/22/13	Marysville	St. Clair	Expansion	Grant	\$4,000,000	\$1,600,000	\$40,237,154	\$32,271,862	350	366	227	1	128	0	106	1	4	2	14	1	0		
Merhow Acquisition LLC dba Merhow Industries	06/03/13	White Pigeon	St. Joseph	Relocation	Grant	\$200,000	\$100,000	\$1,075,000	\$194,000	46	46	31	0	29	10	9	3	5	0	1	1	0		
TRMI Inc.	06/03/13	Battle Creek	Calhoun	Expansion	Grant	\$700,000	\$470,000	\$11,100,000	\$12,233,707	150	153	147	0	97	0	83	3	0	3	8	0	0		
Senderra RX Partners LLC	06/14/13	Flint Township	Genesee	Expansion	Grant	\$500,000	\$0	\$675,500	\$51,285	170	172	73	0	63	0	3	15	15	18	11	1	0		

EXHIBIT 1—MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*
Legislative report for FY 2014 as of September 30, 2014

MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Actual amount disbursed	Proposed qualified investment attracted ¹	Actual qualified investment attracted ²	Committed number of new jobs ³	Total projected jobs ⁴	Actual net new jobs ⁵	New hires relocated to MI	Actual new hires for period ⁶	Educational attainment							
																Less than a high school diploma	High school diploma or equivalent	Advanced training/certificate	Some college	Associate degree	Bachelor's degree	Master's degree	Doctorate degree
	Medimatch Healthcare Systems Inc.**	12/19/13	Van Buren Charter Township	Wayne	New	Grant	\$150,000	\$0	\$2,074,000	\$0	75	75	0	0	0	0	0	0	0	0	0	0	0
	Magna Exteriors and Interiors USA Inc. ¹⁰	01/29/14	China Township	St. Clair	Expansion	Grant	\$1,329,000	\$0	\$3,639,100	\$0	443	443	274	0	274	7	251	0	13	2	1	0	0
	Mann + Hummel USA, Inc.	01/31/14	Portage	Kalamazoo	Expansion	Grant	\$325,000	\$0	\$17,425,000	\$7,153,240	70	70	62	3	62	0	52	0	0	0	10	0	0
	Advance Engineering Company	02/06/14	Canton Charter Township	Wayne	Expansion	Grant	\$400,000	\$0	\$6,554,000	\$3,300,000	150	150	28	0	28	0	10	0	11	3	4	0	0
	ThinkTech Inc.	02/06/14	Ann Arbor	Washtenaw	Expansion	Grant	\$500,000	\$0	\$2,938,551	\$224,448	50	50	14	0	2	0	0	0	0	0	1	1	0
	Capital Welding Inc. ¹¹	02/24/14	Detroit	Wayne	Relocation	Grant	\$600,000	\$0	\$20,030,000	\$1,200,000	100	100	30	0	30	0	28	0	1	0	1	0	0
	Eberspächer North America Inc.	02/25/14	Brighton	Livingston	Expansion	Grant	\$4,500,000	\$0	\$122,000,000	\$3,700,000	545	545	150	0	150	0	111	0	0	0	39	0	0
	Kalitta Air LLC	02/25/14	Oscoda Charter Township	Iosco	Expansion	Grant	\$2,000,000	\$500,000	\$9,730,431	\$187,400	200	200	50	50	50	1	2	43	0	2	2	0	0
	Xanadu Publishing Inc.	02/26/14	Pittsfield Township	Washtenaw	Expansion	Grant	\$325,000	\$0	\$1,030,000	\$75,000	50	65	9	1	9	0	5	0	0	0	2	2	0
	Proos Manufacturing Inc.	03/05/14	Grand Rapids	Kent	Expansion	Grant	\$200,000	\$0	\$5,665,370	\$360,000	50	50	9	0	9	0	3	2	2	1	0	1	0
	Avon Protection Systems Inc.	03/06/14	Cadillac	Wexford	Expansion	Grant	\$100,000	\$0	\$925,500	\$1,100,000	29	29	34	0	34	0	29	0	2	2	1	0	0
	Nyloncraft of Michigan LLC	03/14/14	Jonesville	Hillsdale	Expansion	Grant	\$150,000	\$0	\$4,693,000	\$1,200,000	40	42	22	2	5	0	3	0	1	0	1	0	0
	Hirata Corporation of America	03/24/14	Lyon Township and Wixom	Oakland	Expansion	Grant	\$200,000	\$0	\$2,065,380	\$57,080	39	39	6	0	6	0	3	0	0	1	2	0	0
	Oerlikon Balzers Coatings USA Inc.	03/28/14	Orion Charter Township	Oakland	Expansion	Grant	\$250,000	\$0	\$6,038,000	\$10,000	50	50	1	1	5	0	1	1	0	1	2	0	0
	Fuyao Automotive North America Inc.	04/08/14	Orion Township	Oakland	Expansion	Grant	\$1,000,000	\$0	\$15,390,000	\$0	100	102	80	0	80	0	80	0	0	0	0	0	0
	Molina Healthcare of Michigan Inc.	04/22/14	Troy and Detroit	Oakland	Expansion	Grant	\$2,296,000	\$0	\$20,323,311	\$0	462	462	88	0	88	0	40	0	0	17	17	13	1
FY 2014	InGlass USA Inc.	04/24/14	Byron Township	Kent	New	Grant	\$300,000	\$0	\$17,668,890	\$797,537	73	109	0	0	0	0	0	0	0	0	0	0	0
	NOVO 1 Inc. **	04/24/14	Cascade Township	Kent	Expansion	Grant	\$550,000	\$0	\$1,500,000	\$0	287	299	0	0	0	0	0	0	0	0	0	0	0
	Herbruck Poultry Ranch Inc.	04/25/14	Ionia and Saranac	Ionia	Expansion	Grant	\$500,000	\$0	\$33,000,000	\$0	50	50	0	0	0	0	0	0	0	0	0	0	0
	Mahindra North American Technical Center Inc.	04/28/14	Troy	Oakland	New	Grant	\$500,000	\$0	\$1,912,854	\$6,047,000	112	112	61	2	61	0	4	18	0	1	19	16	3
	Toyoda Gosei North America Corp.	05/14/14	Troy	Oakland	Expansion	Grant	\$250,000	\$0	\$7,951,500	\$0	51	51	11	0	11	0	0	0	0	1	6	3	1
	Challenge Manufacturing Company LLC	05/27/14	Pontiac	Oakland	Expansion	Grant	\$2,500,000	\$0	\$50,000,000	\$0	450	450	-199	0	0	0	0	0	0	0	0	0	0
	SolarBos	06/04/14	Walker	Kent	New	Grant	\$250,000	\$0	\$884,000	\$500,000	50	56	5	1	5	0	0	0	3	1	1	0	0
	Cascade Die Casting Group	06/05/14	Sparta and Gaines Township	Kent	Expansion	Grant	\$275,000	\$0	\$5,336,000	\$159,500	50	50	16	0	29	0	20	2	3	3	1	0	0
	Ventra Ionia Main LLC	06/09/14	Ionia	Ionia	Expansion	Grant	\$500,000	\$0	\$8,504,539	\$1,780,220	144	137	0	0	0	0	0	0	0	0	0	0	0
	Hirotec America Inc.	07/01/14	Auburn Hills	Oakland	Expansion	Grant	\$1,000,000	\$0	\$26,000,000	\$427,166	130	140	33	0	33	0	0	33	0	0	0	0	0
	Medbio Inc. **	07/08/14	Cascade Township	Kent	Expansion	Grant	\$180,000	\$0	\$3,393,000	\$0	45	45	0	0	0	0	0	0	0	0	0	0	0
	NEMO Capital Partners LLC	07/11/14	Southfield	Oakland	New	Grant	\$500,000	\$0	\$2,150,000	\$1,900,000	125	125	22	8	19	0	5	1	0	3	7	3	0
	S&P Data Michigan LLC	07/14/14	Troy	Oakland	New	Grant	\$1,000,000	\$0	\$4,380,546	\$150,000	400	421	40	0	40	2	32	0	4	0	2	0	0
	Walbro Engine Management LLC	07/14/14	Cass City	Tuscola	Expansion	Grant	\$165,000	\$0	\$4,150,000	\$127,000	25	28	16	0	16	0	9	0	3	2	2	0	0
	Roush Industries Inc.	07/18/14	Livonia and Allen Park	Wayne	Expansion	Grant	\$1,000,000	\$0	\$8,700,775	\$0	210	210	38	0	38	1	18	8	3	3	4	0	1
	Suniva, Inc.	07/22/14	Saginaw Township	Saginaw	New	Grant	\$2,500,000	\$0	\$12,225,000	\$2,500,000	350	350	7	3	7	0	3	0	1	0	3	0	0
	HA Automotive Systems Inc.	07/22/14	Troy	Oakland	New	Grant	\$2,250,000	\$0	\$28,800,000	\$3,300,000	368	368	0	0	0	0	0	0	0	0	0	0	0
	Anchor Coupling Inc.	07/24/14	Menominee	Menominee	Expansion	Grant	\$1,000,000	\$0	\$9,056,000	\$1,093,863	110	110	11	0	11	0	7	1	3	0	0	0	0
	Middleville Tool & Die Company Inc.**	07/30/14	Yankee Springs Township	Barry	Expansion	Grant	\$350,000	\$0	\$6,300,000	\$0	35	35	0	0	0	0	0	0	0	0	0	0	0
Total							\$146,473,230	\$57,968,410	\$2,688,297,061	\$1,585,517,667	21,083	23,101	11,182	334	8,125	256	4,437	359	1,023	489	1,509	275	41

MICHIGAN BUSINESS DEVELOPMENT PROGRAM SECTION 1007(2) PROGRAM PERFORMANCE METRICS

Section 1007(2) of Public Act 252 of 2014, the General Government Omnibus Budget, requires the MSF to submit a report updating the legislature on MBDP performance metrics. The following report shows activity as of September 30, 2014.

The total verified jobs as of September 30, 2014, is 6,498. Actual net new jobs is 11,182 and the total committed jobs is 25,193. 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. Actual net new jobs are the number of jobs created since a project was approved and is reported by the company in an annual progress report. 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 actual net new jobs and 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, 2014, is \$3,455,177,854. The actual qualified investment is \$1,585,517,667.

The tables below include listings of MBDP amendments and revocations in FY 2014. For further detail, including more information on estimated ROI as well as a breakdown of private investment and jobs created for each MBDP project, please see the FY 2014 MBDP annual report on pages 6–11.

MBDP PROJECT AMENDMENTS Fiscal year 2014: 10/01/2013–9/30/2014

Company name	Amended date	Amendment description
Bleistahl North America LP	12/03/13	Amended to change job creation start date.
RNFL Acquisition LLC	03/10/14	Amended to change the due date of financial statements.
Lyons Consulting Group LLC	03/31/14	Amended to correct project address.
GKN Driveline North America Inc.	04/02/14	Amended to reflect address change.
Pillar Technology Group LLC	06/05/14	Amended to reflect address change.
The Martin-Brower Company LLC	06/09/14	Amended to extend milestone deadlines.
RNFL Acquisition LLC	06/24/14	Amended to change due dates for revenue participation.
Mophie LLC	06/27/14	Amended to update project address and adjust milestones.
Magna Exteriors and Interiors US Inc.	07/22/14	Amended to increase qualified new jobs from 274 to 443 and increase the grant amount from \$822,000 to \$1,329,000.
SMR Automotive Systems USA Inc.	07/22/14	Amended to correct project address.

MBDP PROJECT REVOCATIONS Fiscal year 2014: 10/01/2013–9/30/2014

Company name	Reason for dismissal
RSB Transmissions NA Inc.	The company was unable to meet milestone requirements.
Cataphora Inc.	The company was unable to meet milestone requirements.
Topsy Labs Inc.	The company was acquired prior to the agreement being signed.
Futuramic	The company has decided to move forward with the project under its subsidiary Capital Welding.
Magna Exteriors and Interiors USA Inc.	The company decided to not move forward with the project.

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 provide. 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 one dollar 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.

MSDF STATE AWARDS									
Fiscal year 2014: 10/01/2013 - 9/30/2014									
Date of close	Company name	Municipality	County	Type of funding	Total loan amount	MSF share	Current industry	Closing fee ¹	Estimated annual fees ¹
10/25/13	Innovative Composites Inc.	Sault Ste. Marie	Chippewa	CSP	\$1,500,000	\$748,500	Laminated plastics plate, sheet, and shape manufacturing	\$22,455	\$22,455
11/01/13	Full Spectrum	Jackson	Jackson	CSP	\$448,000	\$220,000	Induction and fluorescent lighting fixtures	\$4,730	\$2,200
07/14/14	Elegant Aluminum Products USA LLC	Fraser	Macomb	CSP	\$496,368	\$170,000	Fence supply store	\$4,250	\$2,125
08/11/14	Elegant Aluminum Products USA LLC	Fraser	Macomb	CSP	\$500,000	\$200,000	Fence supply store	\$5,000	\$2,500
Total					\$2,944,368	\$1,338,500		\$36,435	\$29,280
Total leverage								\$3,754,368	
Leverage ratio								2.19	
<i>1 Closing and annual fees are different depending on whether they are a result of an MSDF program or a 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.</i>									

SSBCI

SSBCI FEDERAL AWARDS									
Fiscal year 2014: 10/01/2013 - 9/30/2014									
Date of close	Company name	Municipality	County	Type of funding	Total loan amount	MSF share	Current industry	Closing fee ¹	Estimated annual fees ¹
07/16/14	SBC Management LLC	Elk Rapids	Antrim	CSP	\$1,835,000	\$915,000	Micro-brewery	\$20,588	\$11,438
02/25/14	Kilbourn Produce LLC	Marshall	Calhoun	CSP	\$8,943,750	\$4,316,350	Agriculture	\$97,118	\$43,164
05/27/14	Kilbourn Produce LLC	Marshall	Calhoun	CSP	\$1,000,000	\$499,000	Agriculture	\$11,228	\$4,990
08/26/14	PulverDryer USA LLC	Springfield	Calhoun	CSP	\$1,000,000	\$499,000	Mobile homes supply store	\$9,980	\$6,238
02/27/14	AMI Hose LLC	Sault Sainte Marie	Chippewa	CSP	\$1,000,000	\$499,000	Professional services	\$10,604	\$4,990
02/24/14	Plascon Inc.	Traverse City	Grand Traverse	LLP	\$2,500,000	\$875,000	Plastic bag manufacturing	\$24,063	\$8,750
02/24/14	Plascon Inc.	Traverse City	Grand Traverse	LLP	\$2,250,000	\$787,500	Plastic bag manufacturing	\$21,656	\$7,875
02/24/14	Plascon Inc.	Traverse City	Grand Traverse	LLP	\$1,350,000	\$472,500	Plastic bag manufacturing	\$12,994	\$4,725
04/08/14	C&E Pipeline Services Inc.	Lansing	Ingham	CSP	\$1,500,000	\$550,000	General contractor	\$12,375	\$6,875
09/30/14	Independent Engineering Laboratories Inc.	Jackson	Jackson	CSP	\$2,840,000	\$1,417,000	Engineering	\$42,515	\$17,715
11/01/13	National Nail Corp.	Grand Rapids	Kent	CSP	\$20,000,000	\$2,500,000	Decking and railing manufacturing	\$43,750	\$37,500
03/07/14	Feyen Zylstra LLC (Fairview Campus LLC)	Grand Rapids	Kent	CSP	\$3,240,000	\$1,320,000	Electrical/communications contractor	\$33,000	\$16,500
11/02/13	Althaus Family Investors (Unique Tool & Manufacturing Co. Inc.)	Temperance	Monroe	CSP	\$2,937,937	\$1,000,000	Tooling design and stamping company	\$22,500	\$12,500
03/28/14	Industrial Inspection Company	Monroe	Monroe	CSP	\$100,000	\$34,478	Automotive manufacturing and supplying	\$776	\$517
09/15/14	Barron Industries Inc.	Oxford Charter Township	Oakland	CSP	\$2,250,000	\$400,000	Manufacturing	\$8,000	\$6,000
05/19/14	BeneBuilding LLC (BenePro)	Royal Oak	Oakland	CSP	\$660,000	\$175,000	HR and benefit consulting	\$3,938	\$2,188

SSBCI *continued*

SSBCI FEDERAL AWARDS <i>continued</i>									
Fiscal year 2014: 10/01/2013 - 9/30/2014									
Date of close	Company name	Municipality	County	Type of funding	Total loan amount	MSF share	Current industry	Closing fee ¹	Estimated annual fees ¹
01/17/14	Kirk's Automotive Inc.	Detroit	Wayne	CSP	\$2,500,000	\$600,000	Automotive repair and parts distributor	\$12,000	\$9,000
04/21/14	G&A Baking Company LLC	Taylor	Wayne	CSP	\$450,000	\$224,000	Bakery	\$4,490	\$2,806
05/05/14	Moyer Group, LLC (Great Lakes Steamway)	Wayne	Wayne	CSP	\$385,000	\$153,000	Carpet cleaning services	\$3,825	\$1,913
06/27/14	Detroit Development Fund	Detroit	Wayne	LLP	\$5,000,000	\$1,000,000	Real estate development	N/A	N/A
Total					\$61,741,687	\$18,236,828		\$395,400	\$205,684
Additional loans induced²								\$20,732,307	
Total leverage								\$53,760,000	
Leverage ratio								3.39	
<p>¹ Closing and annual fees are different depending on whether they are a result of an MSDF program or a 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.</p> <p>² Additional loans induced includes loans that were a part of the total loan package, but did not receive a loan enhancement</p>									

SMALL BUSINESS CAPITAL ACCESS PROGRAM

The Small Business Capital Access Program (SBCAP) is a loan enhancement program that helps small businesses acquire financing through lending institutions that might otherwise be unavailable. SBCAP operates on a pooled reserve concept in which a reserve account at each participating bank protects each enrolled loan under the program. The reserve account is funded through one-time premium charges paid in equal parts by the borrower and the lender, plus the sum of those charges will be matched by the MSF. This reserve, which grows with each subsequent loan, will offset any future losses incurred by the lender. The success of Michigan's SBCAP, which was the first of its kind in the nation, inspired other states to copy the program.

SBCAP LOANS – FEDERALLY FUNDED			
Fiscal year 2014: 10/01/2013 - 9/30/2014			
Company name	Municipality	County	Award amount
G Que Enterprises LLC	Allegan	Allegan	\$600
Loeder Holding LLC	Dorr	Allegan	\$2,100
Hawk's Nest of Hamilton Inc.	Hamilton	Allegan	\$1,500
Closet Design LLC	Holland	Allegan	\$2,460
Koorey Creations LLC	Saugatuck	Allegan	\$750
Koorey Creations LLC	Saugatuck	Allegan	\$1,500
RDMH Holding LLC	Saugatuck	Allegan	\$600
BT&C Engineering Inc.	Bellevue	Barry	\$750
Fateh Singh & Badalia Brothers LLC	Hastings	Barry	\$2,280
Brandon A. Wilder/Wilder Tire & Auto Service LLC	Hastings	Barry	\$1,122
Auburn Fields Assisted Living II LLC	Auburn	Bay	\$3,000
Maillette Chiropractic P.C.	Bay City	Bay	\$600
Daya Ganga Inc.	Pinconning	Bay	\$1,800
Star Distributing Inc.	Pinconning	Bay	\$4,000
The Gallery Salon	Benton Harbor	Berrien	\$750
Homeworks LLC	Benton Harbor	Berrien	\$1,050
Affinity Salon & Spa LLC	St. Joseph	Berrien	\$525
Michael J. Waltke	Branson	Branch	\$678
Homecare Transitions Inc.	Battle Creek	Calhoun	\$1,590
Karen S. Luna	Marshall	Calhoun	\$1,140
Patrick A. Mitchell	DeWitt	Clinton	\$300
The Generals Smokehouse	Grand Ledge	Clinton	\$1,200
Jamie and Lori Sebeck	Bark River	Delta	\$6,000
Specialty Maple Veneer LLC	Gladstone	Delta	\$6,000
JRRS Investment LLC	Charlotte	Eaton	\$750
Ewing Electric Inc.	Charlotte	Eaton	\$600
Ball Septic Tank Services	Charlotte	Eaton	\$300
WRA Enterprises	Flint	Genesee	\$6,000
GoLo Inc.	Traverse City	Grand Traverse	\$525
C & S Steel LCC	Ithaca	Gratiot	\$6,000

SMALL BUSINESS CAPITAL ACCESS PROGRAM *continued*

SBCAP LOANS – FEDERALLY FUNDED <i>continued</i>			
Fiscal year 2014: 10/01/2013 - 9/30/2014			
Company name	Municipality	County	Award amount
Matt Roth Mills/Mills Excavating	Ithaca	Gratiot	\$4,500
Quality Tool Company	Allen	Hillsdale	\$1,040
Nature's Call Pet Shop LLC	Hillsdale	Hillsdale	\$450
Mac's All-Temp. Inc.	Hillsdale	Hillsdale	\$180
Olmstead LLC	Hillsdale	Hillsdale	\$2,250
Ricky F. Gow	Jonesville	Hillsdale	\$1,278
Southern Michigan Seal Coating LLC	Jonesville	Hillsdale	\$225
Reed Trucking LLC	Litchfield	Hillsdale	\$468
Timothy Lalley Kitchens	Port Austin	Huron	\$300
Little Valley Feed	Ubyly	Huron	\$210
DC Lawn and Landscaping LLC	East Lansing	Ingham	\$156
Michigan Group Benefits LLC	East Lansing	Ingham	\$750
Hack's Key Shop Inc.	Lansing	Ingham	\$4,463
Fortin & Associates PLC	Lansing	Ingham	\$750
Charles R. Barratt	Leslie	Ingham	\$750
Sam's Physical Therapy	Leslie	Ingham	\$600
Lansing Recycling Center LLC	Mason	Ingham	\$600
John D. Racine	Mason	Ingham	\$2,160
Samuel Mason LLC	Belding	Ionia	\$2,400
Todd A. Reurink	Ionia	Ionia	\$750
Michigan Dutch Barns Inc.	Lake Odessa	Ionia	\$1,785
Michigan Dutch Barns Inc.	Lake Odessa	Ionia	\$300
Ryan Therrian DBA S&S Turf Car	Lyons	Ionia	\$714
Michael J. Nash, Jr. and Veroni	Saranac	Ionia	\$600
Phillips Dental Lab LLC	Lincoln	Iosco	\$360
Three Wishes Floral & Design	Mt. Pleasant	Isabella	\$900
Shree-JI—Mount Pleasant Corp.	Mt. Pleasant	Isabella	\$4,500
Alma Brewing Company	Mt. Pleasant	Isabella	\$2,200
Alma Brewing Company	Mt. Pleasant	Isabella	\$480
V.T.L. Inc.	Mt. Pleasant	Isabella	\$7,500
FOX Seal Coating LLC	Mt. Pleasant	Isabella	\$900
J.B. Morgan	Shepard	Isabella	\$300
Southern MI CNC Service Inc.	Hanover	Jackson	\$1,800
Senior Moments Assisted Living	Jackson	Jackson	\$3,900
Heaven's Little Helpers LLC	Jackson	Jackson	\$3,000
Jackson Crematory Services Inc.	Jackson	Jackson	\$1,920

SMALL BUSINESS CAPITAL ACCESS PROGRAM *continued*

SBCAP LOANS – FEDERALLY FUNDED <i>continued</i>			
Fiscal year 2014: 10/01/2013 -9/30/2014			
Company name	Municipality	County	Award amount
NDAAK LLC	Jackson	Jackson	\$1,500
Pipe Repair Systems LLC	Jerome	Jackson	\$1,710
Sarkozy Bakery LLC	Kalamazoo	Kalamazoo	\$2,250
Willis Venture Two	Kalamazoo	Kalamazoo	\$3,000
Outlaw Batteries Inc.	Kalamazoo	Kalamazoo	\$750
Brett Schafer	Kalamazoo	Kalamazoo	\$3,850
Bond Tool Engineering Inc.	Kalamazoo	Kalamazoo	\$3,000
Bautista-Leon & Sons Inc.	Kalamazoo	Kalamazoo	\$600
Sign Art Inc.	Kalamazoo	Kalamazoo	\$15,000
Bautista-Leon & Sons Inc.	Portage	Kalamazoo	\$600
Dr. Craig Thorson/Met & Associates PLC	Ada	Kent	\$3,000
Greenplus Landscaping Inc.	Byron Center	Kent	\$4,260
Thaddeus D. Phelps	Byron Center	Kent	\$750
Steketee Turf Service Inc.	Caledonia	Kent	\$700
Vertical Paradise Farms LLC	Caledonia	Kent	\$910
AA Transportation	Grand Rapids	Kent	\$1,650
Hussin Khani & Halima Hammar	Grand Rapids	Kent	\$825
Khatera Express LLC and Mohinder Baria	Grand Rapids	Kent	\$1,230
Khatera Express LLC and Mohinder Baria	Grand Rapids	Kent	\$1,134
Malamiah Juice Bar, LLC and Jermaie D. Eddie	Grand Rapids	Kent	\$525
Malamiah Juice Bar, LLC and Jermaie D. Eddie	Grand Rapids	Kent	\$750
Michigan Instruments Inc.	Grand Rapids	Kent	\$3,000
Mohinder P. Baria and Khatera Express LLC	Grand Rapids	Kent	\$886
Mohinder P. Baria and Khatera Express LLC	Grand Rapids	Kent	\$1,370
Mohinder P. Baria and Khatera Express LLC	Grand Rapids	Kent	\$1,242
Yo Chef's Catering Company LLC	Grand Rapids	Kent	\$1,350
VDBA LLC	Grand Rapids	Kent	\$900
Student Retention LLC	Grandville	Kent	\$200
Big Monkey LLC	Grandville	Kent	\$1,050
Zip Stevens Inc.	Shelbyville	Kent	\$900
Saenz Farm & Greenhouses Inc.	Sparta	Kent	\$1,200
Saenz Farm & Greenhouses Inc.	Sparta	Kent	\$516
All About Learning Inc./BanBao USA Inc.	Sparta	Kent	\$1,800
Diamonds Edge Lawn and Landscape LLC	Sparta	Kent	\$300
AASTHA Inc.	Wyoming	Kent	\$1,110
Tallarico Boardwalk Subs LLC	Wyoming	Kent	\$1,088

SMALL BUSINESS CAPITAL ACCESS PROGRAM *continued*

SBCAP LOANS – FEDERALLY FUNDED <i>continued</i>			
Fiscal year 2014: 10/01/2013 - 9/30/2014			
Company name	Municipality	County	Award amount
David B. Stevenson	Baldwin	Lake	\$600
Trailside Adventures LLC	Irons	Lake	\$1,050
Arian B. Lucas dba Lucas Logging	Luther	Lake	\$1,500
Steven Chophonis	Luther	Lake	\$735
Steven Chophonis	Luther	Lake	\$630
Rima Manufacturing Company	Hudsonville	Lenawee	\$9,000
AZ Technologies Inc.	Clinton Township	Macomb	\$225
In Transport	Warren	Macomb	\$1,428
Tru Grit LLC	Big Rapids	Mecosta	\$1,000
Tri-Corr Inc.	Midland	Midland	\$750
Inertia Skate & Snowboard Shop Inc.	Midland	Midland	\$1,200
Jeffery Wilson Enterprises	Greenville	Montcalm	\$2,800
Sureshot Properties LLC	Greenville	Montcalm	\$867
Chirowellness PLC	Greenville	Montcalm	\$600
Renew Performance LLC	Greenville	Montcalm	\$5,070
Silk City Saloon LLC	Greenville	Montcalm	\$2,000
Silk City Saloon LLC	Greenville	Montcalm	\$3,240
David E. Clifford Towing Inc.	Greenville	Montcalm	\$990
Sureshot Pest Control LLC	Greenville	Montcalm	\$1,080
Forever Fabrics LLC	Greenville	Montcalm	\$750
Kris M. Stevens	Howard City	Montcalm	\$778
Intricate Grinding & Machining Specialties Inc.	Norton Shores	Muskegon	\$285
Michigan Produce Haulers Inc.	Fremont	Newaygo	\$1,500
D&D Roofing 4G LLC	Fremont	Newaygo	\$2,263
R & M Inc.	Reed City	Osceola	\$300
Michael J. Saez	Reed City	Osceola	\$300
Michael J. Saez	Reed City	Osceola	\$900
Nature's Envy Salon and Day Spa	Grand Haven	Ottawa	\$1,360
Churchill Technologies LLC	Grand Haven	Ottawa	\$3,000
Morehouse Daycare LLC	Grand Haven	Ottawa	\$2,250
Lake Michigan Crematory Inc.	Holland	Ottawa	\$1,500
Key/Jet Acquisitions LLC	Holland	Ottawa	\$750
Laketown Healing Arts LLC	Holland	Ottawa	\$2,700
Starbuck Machining Inc.	Holland	Ottawa	\$1,070
Lake Michigan Crematory Inc.	Holland	Ottawa	\$1,200
Lakeshore Family Chiropractic, PLC	Holland	Ottawa	\$1,950

SMALL BUSINESS CAPITAL ACCESS PROGRAM *continued*

SBCAP LOANS – FEDERALLY FUNDED <i>continued</i>			
Fiscal year 2014: 10/01/2013 -9/30/2014			
Company name	Municipality	County	Award amount
Schaeffer Greenhouses LLC	Hudsonville	Ottawa	\$3,000
Hudsonville Chiropractic PLLC	Hudsonville	Ottawa	\$930
Kowalski Pet Company	Jenison	Ottawa	\$750
Robert Allen LLC	Jenison	Ottawa	\$3,000
Clint S. Myers	Nunica	Ottawa	\$600
Auto Exchange Inc.	Spring Lake	Ottawa	\$600
Legends Design Salon LLC	Zeeland	Ottawa	\$1,350
Van Le Pham & Thanh Thuy-Thi	Bay City	Bay	\$750
Functional Rehab Services	Saginaw	Saginaw	\$300
Philip J. Ryckman	Decker	Sanilac	\$150
Michigan Tool Works LLC	Sturgis	St. Joseph	\$1,350
Rasmussen Trucking Inc.	Caro	Tuscola	\$1,500
C and C Automotive Restoration	Caro	Tuscola	\$300
T. Manley Enterprise Inc.	Paw Paw	Van Buren	\$1,680
Janny Inc.	South Haven	Van Buren	\$600
PP Mosher LLC	South Haven	Van Buren	\$3,210
PP Mosher LLC	South Haven	Van Buren	\$1,050
Jessica's Skin & Body Apothecary Inc.	Ann Arbor	Washtenaw	\$1,500
Midwest Pizzeria LLC	Dexter	Washtenaw	\$480
Michael G. Mitchell	Grosse Pointe	Wayne	\$450
Guitar Union Inc.	Gross Pointe Woods	Wayne	\$300
Guitar Union Inc.	Gross Pointe Woods	Wayne	\$451
Vision Computer Solutions Inc.	Northville	Wayne	\$3,000
Nelson Logging Inc.	Cadillac	Wexford	\$1,890
		Total	\$263,627

PRIVATE ACTIVITY BONDS

Private activity bonds 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. Private activity bonds lower the cost of capital for mature firms and help address a critical gap in project financing throughout the state.

TAX-EXEMPT BONDS						
Fiscal year 2014: 10/01/2013 - 9/30/2014						
Date issued	End date	Company name	Municipality	County	Approved amount	Type
08/01/14	2044	Middleville Tool & Die Co./Middleton Enterprises LLC	Yankee Springs Township	Barry	\$6,300,000	New manufacturing
12/20/13	2032	Extruded Aluminum Corporation/Aluma Leasing Corporation/Belding Machinery and Equipment Leasing Corporation	Otisco Township	Ionia	\$5,850,000	Manufacturing refunding
07/02/14	2030	Holland Plastics Corporation dba Anderson Technologies Inc.	Grand Haven Charter Township and Holland Charter Township	Ottawa	\$1,920,000	Manufacturing refunding
06/26/14	2028	USF Westland/US Farathane	Westland	Wayne	\$2,606,868	Manufacturing refinancing
Total					\$16,676,868	

MISCELLANEOUS BONDS						
Fiscal year 2014: 10/01/2013 - 9/30/2014						
Date issued	End date	Company name	Municipality	County	Approved amount	Type
04/09/14	2031	Facility for Rare Isotope Beams	East Lansing	Ingham	\$82,684,000	Limited Obligation Revenue Bonds
04/17/14	2021	Lifecare Inc. dba Friendship Village	Kalamazoo	Kalamazoo	\$11,650,000	501(c)(3) refinancing and new
11/05/13	2043	Porter Hills Presbyterian Village Inc.	Grand Rapids	Kent	\$17,574,927	501(c)(3) refunding and new
03/06/14	2024	Sisters, Servants of the Immaculate Heart of Mary, Monroe, Michigan Inc.	Monroe	Monroe	\$23,910,000	501(c)(3) refunding
06/20/14	2041	Lourdes Senior Community	Waterford Charter Township	Oakland	\$14,055,000	501(c)(3) new
06/27/14	2034	YMCA of Metropolitan Detroit	Auburn Hills and Detroit	Oakland and Wayne	\$28,135,000	501(c)(3) refunding
05/29/14	2039	Sunset Manor Inc.	Georgetown Charter Township	Ottawa	\$19,275,000	501(c)(3) new
12/20/13	2033	Chelsea Area Wellness Foundation	Dexter	Washtenaw	\$12,000,000	501(c)(3) new
03/19/14	2022	Canton Renewables LLC	Canton Charter Township	Wayne	\$12,226,636	Solid waste refinancing and new
Total					\$221,510,563	

21ST CENTURY INVESTMENT FUND PROGRAM

The Michigan 21st Century Investment Fund (21st CIF) was created, pursuant to 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.

FY 2014 Michigan investments include:

- ArborMetrix is the leader in performance measurement for acute and specialty care.
- HistoSonics develops Histotripsy, a tool that uses focused sound waves to non-invasively break-up tumors and lesions.

- NeuMoDx Molecular operates as a molecular diagnostics company. The company develops solutions for molecular diagnostic (MDx) testing.
- Varsity News Network is a mobile application to help college students discover events, clubs, and classes based on their interests.

As of September 2014, as reported by Grosvenor, the Michigan 21st CIF managers have invested close to \$211 million into 33 Michigan-based portfolio companies which have 851 Michigan employees. Overall, close to \$814 million of equity has been invested into these 33 portfolio companies by all syndicate partners. This represents a 8.78x leveraging 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.

21ST CIF AWARDS as of September 30, 2014							
Entity receiving funding	Municipality	County	Type of funding	Amount committed ¹	Capital called for investment ²	Total private commitment	Jobs created/retained
Midwest Mezzanine IV	Grand Rapids	Kent	Mezzanine	\$10,000,000	\$9,552,665	\$100,700,000	0
Microposite, Inc.	Auburn Hills	Oakland	Direct investment	\$1,650,000	\$1,567,293	\$1,950,000	0
Arsenal Venture Partners II	Birmingham	Oakland	Venture capital	\$5,000,000	\$1,669,343	\$49,000,000	30
Maranon Mezzanine	Birmingham	Oakland	Mezzanine	\$7,500,000	\$10,525,101	\$196,700,000	166
Pegasus Fund V	Birmingham	Oakland	Private equity	\$10,000,000	\$7,982,699	\$340,000,000	250
Relativity I	Bloomfield Hills	Oakland	Private equity	\$10,000,000	\$6,183,709	\$192,500,000	0
Quad Partners II	Madison Heights	Oakland	Private equity	\$10,000,000	\$9,665,153	\$72,300,000	0
Arboretum II	Ann Arbor	Washtenaw	Venture capital	\$7,500,000	\$6,726,000	\$65,900,000	38
Arboretum III	Ann Arbor	Washtenaw	Venture capital	\$10,000,000	\$6,650,000	\$128,200,000	118
Early Stage Partners II	Ann Arbor	Washtenaw	Venture capital	\$6,000,000	\$5,246,353	\$48,500,000	56

21ST CENTURY INVESTMENT FUND PROGRAM *continued*

21ST CIF AWARDS <i>continued</i> as of September 30, 2014							
Entity receiving funding	Municipality	County	Type of funding	Amount committed ¹	Capital called for investment ²	Total private commitment	Jobs created/retained
MK Capital II	Ann Arbor	Washtenaw	Venture capital	\$4,500,000	\$3,633,750	\$99,500,000	143
RPM Ventures II	Ann Arbor	Washtenaw	Venture capital	\$6,000,000	\$5,101,560	\$49,600,000	26
Venture Investors IV	Ann Arbor	Washtenaw	Venture capital	\$10,850,000	\$9,895,200	\$107,650,000	24
Nth Power IV	Detroit	Wayne	Venture capital	\$10,000,000	\$8,312,500	\$159,100,000	0
Total				\$109,000,000	\$92,711,326	\$1,611,600,000	851
<p><i>1 Represents amount committed by the partnership. MSF commitment constitutes 95 percent of the total and the commitment of the fund manager, Credit Suisse (now Grosvenor), constitutes 5 percent of the total.</i></p> <p><i>2 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.</i></p>							

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, 2014, the funds have leveraged an additional \$158.9 million from other private investors and have made a total of 41 investments into 13 early stage Michigan companies.

FY 2014 Michigan investments include:

- Metabolic Solutions, a biopharmaceutical company developing first in class oral therapeutics for the treatment of diseases associated with metabolic dysfunction, including NASH, polycystic kidney disease, neurodegenerative disease (e.g., Parkinson’s) and diabetes.

- Tissue Regeneration Systems, a medical device company commercializing a breakthrough skeletal reconstruction and bone regeneration technology platform licensed from the University of Michigan.

- Transcorp, a medical device company dedicated to developing unique, commercially viable, minimally invasive and tissue-saving products and procedures for the treatment of spinal pathologies.

- Vesteron, a company that designs environmentally friendly insecticides.

ACCELERATOR FUND AWARDS as of September 30, 2014									
Entity receiving funding	Municipality	County	Type of funding	Amount committed	Capital called for investment ¹	Initial private funds leveraged ²	New private funds leveraged ³	Companies invested in	Jobs created/retained in MI ⁴
Michigan Accelerator Fund I	Grand Rapids	Kent	Venture capital	\$6,000,000	\$4,457,313	\$9,128,270	\$127,418,080	7	51
Huron River Ventures	Ann Arbor	Washtenaw	Venture capital	\$6,000,000	\$3,318,506	\$5,091,667	\$31,484,164	6	81
Total				\$12,000,000	\$7,775,819	\$14,219,937	\$158,902,244	13	132
<p><i>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.</i></p> <p><i>2 This amount is the total additional private investment into funds by other limited partners.</i></p> <p><i>3 The amount invested into underlying portfolio companies in Michigan by other venture capital funds.</i></p> <p><i>4 Jobs are self-reported by portfolio companies, in which the funds invest, and the funds themselves.</i></p>									

PURE MICHIGAN VENTURE DEVELOPMENT FUND

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.

Since FY 2013, the MSF has committed up to \$6.75 million from the 21st Century Jobs Fund to split equally between three 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, 2014, these funds have leveraged an additional \$61.1 million from other private investors and have made investments into 23 early stage Michigan companies.

FY 2014 Michigan investments include:

- Duo Security, which provides advanced security solutions for organizations of all sizes.
- Accio, which is developing unique "turbine-less" wind energy generation technology to deliver lean, sustainable energy to people around the globe.

- Spirit Shop, the leading e-commerce platform for officially licensed kindergarten through high school custom apparel and merchandise.
- Are You A Human, the developer of PlayThru, a game-based human authentication tool for use on websites.
- UpTo, a modern calendar platform that transforms the way individual and organizations view, share and interact with the future.
- iRule, an app that converts a user's mobile device into a universal remote control for lights, audio/video, and other electric devices.
- Grand Circus, a training institute that provides customized training, co-working, and events for the tech community.
- Ginkgotree, a course content platform for teachers and trainers to build online curriculums.
- Marxent, the leading Augmented Reality custom apps developer for Android and iOS for retail, live events and 3-D products.

PMVDF AWARDS as of September 30, 2014									
Entity receiving funding	Municipality	County	Type of funding	Amount committed	Capital called for investment ¹	Initial private funds leveraged ²	New private funds leveraged ³	Companies invested in	Jobs created/retained in MI ⁴
Michigan eLab	Ann Arbor	Washtenaw	Venture capital	\$2,250,000	\$650,000	\$20,525,000	\$2,500,000	1	2
Resonant Venture Partners	Ann Arbor	Washtenaw	Venture capital	\$2,250,000	\$1,136,193	\$8,102,500	\$26,900,000	10	97
Detroit Venture Partners	Detroit	Wayne	Venture capital	\$2,250,000	\$1,308,179	\$48,997,996	\$31,748,135	12	122
Total				\$6,750,000	\$3,094,372	\$77,625,496	\$61,148,135	23	221
<p>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.</p> <p>² This amount is the total additional private investment into funds by other limited partners.</p> <p>³ The amount invested into underlying portfolio companies in Michigan by other venture capital funds.</p> <p>⁴ Jobs are self-reported by portfolio companies, in which the funds invest, and the funds themselves.</p>									

CAPITAL CONDUIT

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 1:1.

Designed to address growth and transition for small businesses, Grow Michigan LLC 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.

CAPITAL CONDUIT AWARDS as of September 30, 2014

Entity receiving funding	Municipality	County	Type of funding	Amount committed	Capital called for investment ¹	Total private investment ²	Companies invested in	Jobs created
Grow Michigan LLC ³	Plymouth	Wayne	Loan	\$500,000	\$500,000	N/A	N/A	N/A
Grow Michigan LLC ⁴	Plymouth	Wayne	Investment	\$9,500,000	\$3,444,798	\$131,700,000	15	185
Develop Michigan Inc. ³	Lansing	Ingham	Loan	\$500,000	\$500,000	N/A	N/A	N/A
Develop Michigan Inc. ⁵	Lansing	Ingham	Loan	\$19,500,000	\$4,853,966	\$25,093,933	4	N/A
Total				\$30,000,000	\$9,298,764	\$156,793,933	19	185

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 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. Total private investment reported in the FY 2013 annual report was the amount of committed capital from third party investors into DMI or GMI.

³ 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.

⁴ 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, 2014, Grow Michigan LLC could access up to \$7 million of the total MSF commitment based on its private investment subscriptions.

⁵ Develop Michigan Inc. received a loan from the MSF in the amount of \$19.5 million contingent upon raising at least \$25.5 million dollars 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 AND 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 \$2,000,000, 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 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 5:1.

MIPPGF AWARD							
Fiscal year 2014: 10/01/2013-9/30/2014							
Entity receiving funding	Municipality	County	Type of funding	Amount committed	Capital called for investment ¹	Total private investment	Companies invested in
Arctaris Michigan Partners	Grosse Pointe Farms	Wayne	Investment	\$4,500,000	\$1,125,000	\$1,280,000	1
Total				\$4,500,000	\$1,125,000	\$1,280,000	1
<i>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.</i>							

BUSINESS INCUBATORS AND ACCELERATORS

In February 2014, the MEDC issued a “Request for Proposals” for business incubators that have received prior MSF funding. Of the seven proposals that were submitted, three were approved by the MSF board for grants totaling \$2,250,000. Awardees are required to develop a dashboard of indicators to measure the effectiveness of the business incubator and accelerator program.

Results for FY 2014 are shown, sorted by county, on the following page. Columns for FY 2011, FY 2012, FY 2013 and FY 2014 awards are shown, pursuant to legislation 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 400 new companies, 2,428 jobs created, and \$707.4 million 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.

**BUSINESS INCUBATORS AND ACCELERATORS
DASHBOARD INDICATORS
Fiscal year 2014: 10/01/2013-9/30/2014**

													Types of capital received by client companies served by the incubator								
											For client companies served by incubators		Grant funding	Equity financing		Direct investment					
Business incubator	Municipality	County	FY 2011 award amount; End date	FY 2012 award amount; End date	FY 2013 award amount; End date	FY 2014 award amount; End date	Dollars leveraged (matching funds received due to MEDC grant) ¹	New companies launched ¹	Businesses expanded ²	Companies served		Direct jobs created ¹	Jobs retained ⁴	SBIR/ STTR/other federal ²	Venture Capital ²	Angel Funds ²	Bank/loan ²	Owner investment ²	New sales ²	Other ²	Total capital received ⁵
										(traditional) ³	(tech) ³										
TechWorks/Kettering University	Flint	Genesee		\$150,000 12/31/12			\$3,000,000	31	12	61	439	36.0	0.0	\$0	\$7,000	\$100,000	\$0	\$70,700	\$617,600	\$0	\$795,300
Michigan Tech Enterprise Corporation (MTEC) SmartZone	Houghton	Houghton	\$100,000 02/28/12	\$750,000 10/01/14	\$702,000 01/31/16		\$1,548,801	44	42	102	899	142.5	254.0	\$4,574,134	\$42,000	\$83,420	\$2,038,070	\$1,433,586	\$21,555,378	\$1,500	\$29,728,088
Lansing/East Lansing SmartZone/Lansing Economic Area Partnership (LEAP)	Lansing/East Lansing	Ingham	\$100,000 02/28/12	\$150,000 06/30/13	\$500,000 09/30/15	\$500,000 09/30/14	\$1,078,500	32	6	166	616	83.0	0.0	\$1,607,427	\$6,500,000	\$250,000	\$161,000	\$417,600	\$2,585,580	\$418,095	\$11,939,702
Central Michigan University Research Corporation (CMURC)	Mt. Pleasant	Isabella	\$100,000 02/28/12	\$350,000 12/31/13	\$500,000 04/01/15		\$0	36	103	312	1,055	186.5	487.0	\$2,240,000	\$5,060,500	\$17,283,416	\$25,516,511	\$10,669,440	\$19,433,843	\$205,750	\$80,409,460
Southwest Michigan Innovation Center (SMIC)	Kalamazoo	Kalamazoo	\$100,000 02/28/12	\$600,000 2/28/14			\$0	8	16	443	396	42.8	298.0	\$8,653,490	\$96,691,774	\$20,134,235	\$2,200,000	\$279,900	\$19,338,323	\$0	\$147,297,722
Grand Valley State University/West Michigan Science & Technology Initiative (WMSTI)/Grand Rapids SmartZone	Grand Rapids	Kent	\$100,000 06/30/12	\$500,000 03/31/15	\$840,000 03/31/17		\$667,732	43	24	100	878	92.0	117.0	\$2,000,000	\$6,484,000	\$4,407,800	\$310,000	\$528,550	\$1,850,693	\$1,698,309	\$17,279,352
Macomb Oakland University Incubator	Sterling Heights	Macomb	\$250,000 02/28/13	\$500,000 04/01/14	\$500,000 12/31/14		\$0	13	26	7	982	197.9	163.0	\$800,800	\$35,000	\$5,021,000	\$4,018,150	\$3,441,647	\$8,314,073	\$239,000	\$21,869,670
Mid-Michigan Innovation Center (MMIC)	Midland	Midland		\$500,000 04/01/13	\$500,000 12/31/14		\$589,610	6	8	740	790	162.0	171.0	\$50,000	\$901,975	\$9,498,123	\$248,800	\$1,007,660	\$26,642,427	\$53,000	\$38,401,985
Michigan Alternative and Renewable Energy Center (MAREC)	Muskegon	Muskegon	\$100,000 03/31/13				\$0	8	16	90	118	44.5	33.0	\$0	\$0	\$0	\$0	\$1,000	\$172,650	\$22,036	\$195,686
The Stream ⁶	Newaygo	Newaygo		\$250,000 09/30/14			\$671,500	7	88	1,230	14	4.0	24.0	\$0	\$0	\$0	\$0	\$0	\$60,000,000	\$0	\$60,000,000
Automation Alley ⁷	Troy	Oakland	\$250,000 08/31/12	\$625,000 02/28/15	\$2,000,000; 12/31/2015 \$500,000; 09/30/2015		\$450,000	6	24	10	1,153	750.0	3,905.0	\$2,608,330	\$22,081,742	\$5,721,400	\$1,134,000	\$3,129,718	\$6,466,223	\$899,345	\$42,040,758
The Starting Block ⁶	Hart	Oceana		\$250,000 9/30/14			\$0	11	11	335	0	28.0	22.0	\$0	\$0	\$0	\$0	\$90,840	\$10,000	\$0	\$100,840
Ann Arbor SPARK ⁸	Ann Arbor	Washtenaw	\$100,000 02/28/12	\$500,000 04/01/15	\$1,000,000 03/31/15		\$442,854	108	20	266	2,199	336.5	329.0	\$6,608,675	\$170,358,372	\$13,720,351	\$376,000	\$394,327	\$1,881,041	\$9,010,684	\$202,349,450
TechTown ⁹	Detroit	Wayne		\$875,000 12/31/13	\$1,000,000 04/15/15		\$8,136,853	47	64	3,652	1,468	323.0	261.5	\$6,423,689	\$9,575,000	\$3,699,000	\$1,412,000	\$3,202,325	\$27,402,272	\$3,293,315	\$55,007,601
Lakeshore Advantage	Holland	Allegan				\$1,300,000 12/31/14	\$0	1	0	0	5	1.0	0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Detroit Creative Corridor Center	Detroit	Wayne				\$450,000 09/30/16	\$0	0	12	8	4	9.0	5.0	\$0	\$0	\$31,500	\$4,814	\$25,080	\$215,148	\$0	\$276,542
Total			\$1,200,000	\$6,000,000	\$8,042,000	\$2,250,000	\$16,585,850	401	472	7,522	11,015	2,439	6,070	\$35,566,545	\$317,737,363	\$79,950,245	\$37,419,345	\$24,692,373	\$196,485,251	\$15,841,034	\$707,692,156

¹ These self-reported figures were collected from the incubators' semi-annual progress reports, which are submitted every April and October by the business incubators with active grant agreements. "Direct Jobs Created" are the cumulative totals to date, over the life of all grant(s) that a business incubator has received.

² These self-reported figures were collected from the incubators' monthly metrics, which are submitted to the MEDC every month, and are the cumulative totals to date over the life of all grant(s) that a business incubator has received.

³ The Companies Served (Tech) and Companies Served (Traditional) figures are the cumulative totals to date over the life of the Business Incubator award(s), collected from the monthly metrics submitted by the incubators.

⁴ "Jobs Retained" figures are taken from the last monthly metrics report for each fiscal year submitted by each business incubator.

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

⁶ The applicant, Newaygo County Economic Development Office (NCEDO), received one award of \$500,000 that is split it between The Stream and The Starting Block.

⁷ The applicant, Automation Alley, received two awards. The second award for \$500,000 is split between Automation Alley and Oakland University Incubator.

⁸ A portion of the FY 2012 funding was allocated to, and work performed by, the Ann Arbor SPARK East Business Incubator.

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.

EARLY STAGE FUNDING

Early stage, innovative companies require seed capital to help bridge critical stages of development. Through the Michigan early stage funding programs, the MSF seeks 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 start-up stage competitive edge technologies that require capital to transition from research to the earliest stages of the commercialization process.

In April 2011, the MSF board issued a "Request for Proposals" (RFP) soliciting proposals from non-profit entities in the state of Michigan that specialize in early

stage funding. After a Joint Evaluation Committee (JEC) reviewed all proposals, the MSF accepted the JEC's recommendation to fund Ann Arbor SPARK and the Biosciences Research and Commercialization Center (BRCC) with three year agreements.

In October 2013, the MSF board issued another early stage funding RFP in the amount of \$7,958,000, which sought proposals from non-profit organizations that make investments in pre-seed and early stage companies. After the JEC's review, the MSF accepted the JEC's recommendation to select Invest Michigan as the grant awardee.

EARLY STAGE FUNDING AWARDS Fiscal year 2014: 10/01/2013-9/30/2014					
Entity receiving funding	Municipality	County	Award amount	Funds to be leveraged	Project description
Ann Arbor SPARK	Ann Arbor	Washtenaw	\$1,000,000	\$750,000	Amendment to pre-existing Early Stage Funding grant with Ann Arbor Spark to increase grant amount and extend end date of grant from December 31, 2014, to September 30, 2019.
Invest Michigan	Detroit	Wayne	\$7,958,000	\$6,800,000	2013 awardee of the early stage funding RFP. Invest Michigan is to invest in pre-seed and early stage companies that require capital to transition from research to early stages of the commercialization process in competitive edge technology sectors.
Total			\$8,958,000	\$7,550,000	

MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM

Through the 21st Century Jobs Fund program, the MSF provides funding for entrepreneurship and innovation projects. Pursuant to 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 2014, the MSF approved \$1 million for innovation and entrepreneurship projects through the Michigan Translational Research and Commercialization (M-TRAC) program. M-TRAC 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. M-TRAC uses the nationally recognized Coulter Process to translate innovations into economic value.

The MSF board selected the University of Michigan’s Advanced Transportation Technology Translation program to receive an M-TRAC grant in the amount of \$150,000 in FY 2013 for a six-month pilot program with the option to award the full amount that was requested after the pilot program was successfully completed. The University of Michigan met the required milestones under the pilot program grant and in February 2014 the MSF board awarded the University of Michigan an additional \$1,000,000 over a three-year period.

M-TRAC AWARDS			
Fiscal year 2014: 10/01/2013-9/30/2014			
Program administrator	Program	Award amount	Funds to be leveraged
University of Michigan	Advanced Transportation Technology Translation	\$1,000,000	\$10,000,000
Total		\$1,000,000	\$10,000,000

PURE MICHIGAN VENTURE MATCH FUND

Created in 2012, the Pure Michigan Venture Match Fund (PMVMF) provides a match to Michigan companies that have received an equity investment commitment led by qualified venture funds for commercialization and growth purposes. The objective of the program 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.

In August 2013, the MSF board authorized companies which previously received an award under the PMVMF to apply for “Follow-On” or “Catch-Up” funding under the PMVMF.

Follow-On Fund award: To maximize the economic impact of the portfolio of investments, the MSF authorized companies which previously received

an award under the PMVMF to apply for follow-on funding. Companies are able to submit multiple applications as long as the combined follow-on investment does not exceed \$500,000.

Catch-Up award: Gives companies that did not receive the maximum investment amount under the initial PMVMF investment the opportunity to apply for the remaining balance.

In FY 2014, the MSF supported four PMVMF awards, including three follow-on investments, totaling \$1,473,500.

PMVMF AWARDS Fiscal year 2014: 10/01/2013-9/30/2014				
Company name	Municipality	County	Award amount	Project description
Larky	Ann Arbor	Washtenaw	\$500,000	Larky is an early stage corporation that has developed a simple, intuitive system that helps consumers receive all the perks they deserve, both online and offline. The company’s alleged unique solution leverages location aware technology, data warehousing and analysis, and proven transactional infrastructure to provide consumers with contextual reminders when they qualify for a discount.
Tissue Regeneration Systems Inc. ¹	Ann Arbor	Washtenaw	\$500,000	Tissue Regeneration Systems (TRS) is a start-up medical device company commercializing a breakthrough skeletal reconstruction and bone regeneration technology platform licensed from the Universities of Michigan and Wisconsin.
Amplifinity (uRefer Inc.) ¹	Ann Arbor	Washtenaw	\$286,000	Founded in August 2007, Amplifinity is an enterprise software company that helps companies create a network of “commission only” sales agents who drive referrals and create brand awareness through posting to social media sites.
Knew Deal Inc. dba Stik ¹	Detroit	Wayne	\$187,500	Knew Deal (Stik.com) is using Facebook to bring the offline small business referral process online. Stik helps small businesses build reputations and positive word-of-mouth and consumers discover businesses recommended by their friends who are known and authenticated. This trusted status makes these referrals enormously valuable.
Total			\$1,473,500	
<i>1 One of three companies to receive a follow-on investment.</i>				

UNIVERSITY TECHNOLOGY ACCELERATION COMMERCIALIZATION PROGRAM

In July 2011, the MSF created the University Technology Acceleration and Commercialization (UTAC) program. The objective of the program is to facilitate partnerships between universities and the private sector and accelerate the process whereby technology from universities is commercialized. The UTAC program was allocated \$3 million from the \$75 million appropriated to the 21st Century Jobs Fund by Public Act 59 of 2013.

Three responses were received in reply to the “Request for Proposals” that was released in March 2014. The proposals were reviewed by a Joint Evaluation Committee, and in May 2014, all three of the proposals were approved by the MSE. Funding is for one year.

UTAC AWARDS Fiscal year 2014: 10/01/2013-9/30/2014					
Entity receiving funding	Municipality	County	Award amount	Funds to be leveraged	Project description
PrecisEd	Ann Arbor	Washtenaw	\$175,000	\$500,000	Administration and maintenance of the Coulter process for the M-TRAC program. This includes the management, monitoring and coaching of stakeholders.
University of Michigan, Corporate Relations	Ann Arbor	Washtenaw	\$1,450,000	\$635,000	Continuation of the UTAC program. The program includes a statewide network of industry engagement offices at six public universities and five programs. The programs have been established across the state to encourage collaboration across Michigan universities, so that faculty and students can more readily connect to the business community.
University of Michigan	Ann Arbor	Washtenaw	\$1,375,000	\$400,000	The University of Michigan is the administrative lead of the Technology Transfer Talent Network. The network promotes increased cooperation and collaboration among the universities across Michigan in order to better leverage each other's expertise and resources.
Total			\$3,000,000	\$1,535,000	

ENTREPRENEURIAL SUPPORT SERVICES

In October 2013, the MSF issued a RFP to award grants to non-profit organizations that provide specialized entrepreneurial support services to companies and institutions in commercializing competitive edge technologies and building innovative businesses with the potential for high growth and job creation. The Entrepreneurial Support Services RFP allowed applicants to submit proposals under one or more of the following entrepreneurial gap service categories:

Business Accelerator Services fund: Administer a pool of capital that may be accessed by any of the SmartZones to assist a company with specialized business acceleration services and resources.

SBIR/STTR federal grant match: Administer a pool of capital that provides commercialization matching funds to companies receiving federal SBIR/STTR grants.

Consulting and business counseling services to technologies companies: Provide consulting and business counseling services to small and start-up competitive edge technology companies in Michigan.

After all the proposals were reviewed by a JEC, the MSF approved three grant awards in the amount of \$6.45 million to Grand Valley State University's Small Business Development Center to provide entrepreneurial support services in February 2014.

In March 2014, the MSF approved an \$8,954,672 RFP for Entrepreneurial Support Specialized

Services (ESSS). The ESSS RFP was open to non-profit organizations and public institutions of higher education that provide services that focus on one of the following program areas:

Talent programs: Provide support services to companies that are designed to promote the availability and quality of entrepreneurial talent in Michigan in the competitive edge technology sectors.

Enhancement to the entrepreneurial ecosystem: Provide enhancement programs and services to the entrepreneurial ecosystem, serving entrepreneurs as well as early stage and growth companies in Michigan in competitive-edge technology sectors.

Federal Grant Matching fund: Manage federal grant matching fund programs. These programs will provide commercialization matching funds to early stage technology companies that are working in collaboration with Michigan universities and/or federal labs and which receive federal awards for technology research and commercialization.

Loan enhancement programs for tech companies: Administer loan enhancement programs that work in collaboration with private lender, and/or provide alternative loan financing directly to early stage technology companies.

Of the 20 applications that were received in response to the ESSS RFP, nine proposals were approved by the MSF in June 2014.

ENTREPRENEURIAL SUPPORT SERVICES AWARDS Fiscal year 2014: 10/01/2013-9/30/2014

Entity receiving funding	Municipality	County	Award amount	Funds to be leveraged	Project description
Grand Valley State University MI-SBDC	Grand Rapids	Kent	\$1,733,248	\$11,750,000	Business Accelerator Services Fund
Grand Valley State University MI-SBDC	Grand Rapids	Kent	\$2,293,472	\$17,250,000	SBIR/STTR Federal Grant Match
Grand Valley State University MI-SBDC	Grand Rapids	Kent	\$2,423,280	\$72,500,000	Consulting and business counseling
Ann Arbor Spark: Angel Fund	Ann Arbor	Washtenaw	\$500,000	\$30,000,000	Michigan Angel Fund II
Biotechnology Business Consultants	Ann Arbor	Washtenaw	\$960,000	\$20,000,000	Entrepreneurial training and consulting
Inforum	Detroit/Grand Rapids	Wayne/Kent	\$367,281	\$10,000,000	inGAGE program

ENTREPRENEURIAL SUPPORT SERVICES *continued*

ENTREPRENEURIAL SUPPORT SERVICES AWARDS <i>continued</i>					
Fiscal year 2014: 10/01/2013-9/30/2014					
Entity receiving funding	Municipality	County	Award amount	Funds to be leveraged	Project description
Invest Detroit	Detroit	Wayne	\$1,350,000	\$4,200,000	Accelerate Michigan Innovation Competition
Invest Detroit	Detroit	Wayne	\$605,300	\$750,000	Michigan Hacker Fellowship
Michigan State University Foundation	East Lansing	Ingham	\$500,000	\$110,000	Spartan Innovations
Michigan Venture Capital Association	Ann Arbor	Washtenaw	\$987,850	\$6,600,000	Venture Upstart III
NextEnergy Center	Detroit	Wayne	\$800,000	\$10,000,000	Federal matching award
University of Michigan	Ann Arbor	Washtenaw	\$582,376	\$700,000	Center for Entrepreneurship
Total			\$13,102,807	\$183,860,000	

EXPORT PROGRAM

The MEDC export program is committed to increasing Michigan's exporting opportunities by helping businesses identify and enter key emerging foreign markets. 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 the State Trade Export Promotion (STEP) program, which is administered by the export team to assist companies with their exporting needs. The STEP program was launched in October 2011 to give Michigan companies a stronger competitive edge in the global marketplace. Funded by the 21st Century Jobs Fund in FY 2014, STEP connects companies 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 \$12,000). Export activities may include trade missions, international or domestic trade shows, foreign market sales trips and website or marketing material translation services. The program aims to increase the number of Michigan small businesses that export and increase the value of exports for small businesses that are currently exporting.

In addition to STEP, the MEDC has four foreign offices through a partnership with the Council of Great Lakes Governors. These centers provide export trade development services to small and medium-sized companies interested in expanding their sales to Canada, Mexico, China and Brazil.

In FY 2014, the Michigan export program assisted over 340 Michigan companies. Exports that came as a direct result of MEDC assistance (facilitated exports) totaled \$229.66 million to 90 countries. Since the program was established in FY 2012, companies have reported facilitated export sales of over \$383 million or 1,915 jobs (jobs formula of \$200,000 = one job).

EXPORT PROGRAM ACTIVITIES Fiscal year 2014: 10/01/2013-9/30/2014

Activity dates	Type of activity	Country/state	Details
October 13–19, 2013	Global Trade Days	Michigan	MEDC export team's annual road show throughout Michigan to promote exports. Country experts from Brazil, Canada, China, Mexico and UAE hosted 135 one-on-one company meetings
November 11–13, 2013	Queretaro Automotive Meetings	Mexico	18 companies participated; led by MEDC's export team
November 20–23, 2013	MEDICA	Germany	Six companies participated; led by MEDC's export team
January 27–30, 2014	Arab Health	United Arab Emirates (UAE)	Ten companies participated; led by MEDC's export team
March 24–27, 2014	Trade mission	Brazil	Ten companies participated; led by MEDC's export team
April 22–May 1, 2014	Trade mission	India	Two companies participated; led by Council of Great Lakes Governors (CGLG)
May 28–June 4, 2014	Trade mission	Indonesia and Singapore	Council of Great Lakes Governors (CGLG) multi-sector trade mission
June 1–6, 2014	Trade mission	Mexico	Seven companies participated; led by Automation Alley
June 10–12, 2014	Calgary Global Petroleum	Canada	Eight companies participated; led by NWMCOG
July 12–20, 2014	Farnborough Air Show	United Kingdom	Nine companies participated; led by Automation Alley
August 19–27, 2014	Trade mission	China	Eight companies participated; led by MEDC's export team

EXPORT PROGRAM *continued*

EXPORT REIMBURSEMENT ACTIVITIES				
Fiscal year 2014: 10/01/2013-9/30/2014				
MSF approval date	Company name	Municipality	County	Total reimbursed
08/11/14	MPF Acquisitions Inc.	Martin	Allegan	\$597
01/13/14	Koops Incorporated	Holland	Allegan	\$3021
02/26/14	Code Blue	Holland	Allegan	\$7,089
03/25/14	MPF Acquisitions Inc.	Martin	Allegan	\$745
03/25/14	MPF Acquisitions Inc.	Martin	Allegan	\$945
03/25/14	Koops Inc.	Holland	Allegan	\$2,572
04/28/14	MPF Acquisitions Inc.	Martin	Allegan	\$408
06/02/14	Kiss Technologies Inc.	Holland	Allegan	\$2,467
06/02/14	Kiss Technologies Inc.	Holland	Allegan	\$1,870
07/01/14	Kiss Technologies Inc.	Holland	Allegan	\$3,728
08/04/14	Lakewood Process Machinery	Holland	Allegan	\$3,365
09/30/14	Moderne Slate	Alba	Antrim	\$1,159
04/29/14	Armor Express Incorporated	Central Lake	Antrim	\$1,554
05/13/14	Armor Express Incorporated	Central Lake	Antrim	\$528
07/07/14	Vantage Plastics	Standish	Arenac	\$3,997
07/21/14	Vantage Plastics	Standish	Arenac	\$1,851
10/22/13	L'Anse Manufacturing & Technology Inc.	L'Anse	Baraga	\$1,650
04/07/14	L'Anse Manufacturing & Technology Inc.	L'Anse	Baraga	\$1,338
06/03/14	Pettibone Traverse Lift LLC	Baraga	Baraga	\$1,532
04/03/14	Gougeon Brothers Incorporated	Bay City	Bay	\$2,490
06/02/14	Owens Classic International	St. Joseph	Berrien	\$1,429
05/13/14	Viking Satcom LLC	Albion	Calhoun	\$12,000
11/13/13	Nexthermal Corporation	Battle Creek	Calhoun	\$12,000
04/14/14	Lyons Industries Inc.	Dowagiac	Cass	\$1,780
04/14/14	Lyons Industries Inc.	Dowagiac	Cass	\$3,925
06/02/14	Lyons Industries Inc.	Dowagiac	Cass	\$6,294
04/03/14	DCL Incorporated	Charlevoix	Charlevoix	\$3,044
10/13/14	DCL Incorporated	Charlevoix	Charlevoix	\$3,500
06/18/14	Moran Iron Works Incorporated	Onaway	Cheboygan	\$2,539
06/03/14	Superior Fabrication LLC	Kincheloe	Chippewa	\$1,400
06/03/14	Superior Fabrication LLC	Kincheloe	Chippewa	\$4,715
11/13/13	Superior Fabrication LLC	Kincheloe	Chippewa	\$670
09/30/14	Superior Fabrication LLC	Kincheloe	Chippewa	\$3,460
05/06/14	Ultraviolet Pure	Grand Ledge	Clinton	\$1,344
05/13/14	Ultraviolet Pure	Grand Ledge	Clinton	\$1,798
10/13/14	Hurley Marine Inc.	Escanaba	Delta	\$3,164
10/13/14	Hurley Marine Inc.	Escanaba	Delta	\$3,164
04/03/14	Engineered Machined Products Inc.	Escanaba	Delta	\$3,868

EXPORT PROGRAM *continued*

EXPORT REIMBURSEMENT ACTIVITIES <i>continued</i>				
Fiscal year 2014: 10/01/2013-9/30/2014				
MSF approval date	Company name	Municipality	County	Total reimbursed
10/13/14	Marble Arms	Gladstone	Delta	\$3,817
03/16/14	Pisces Fish Machinery Inc.	Gladstone	Delta	\$5,827
03/16/14	Pisces Fish Machinery Inc.	Gladstone	Delta	\$9,329
05/21/14	Brute Industries Inc.	Escanaba	Delta	\$1,148
11/13/13	Hurley Marine Inc.	Escanaba	Delta	\$3,590
03/24/14	Top Duck Products LLC	Lansing	Eaton	\$2,771
03/24/14	Top Duck Products LLC	Lansing	Eaton	\$730
04/02/14	Air Lift Company	Lansing	Eaton	\$2,752
04/02/14	Air Lift Company	Lansing	Eaton	\$9,247
10/28/14	Top Duck Products LLC	Lansing	Eaton	\$2,567
01/10/14	Petoskey Plastics Inc.	Petoskey	Emmet	\$4,500
01/07/14	Hougen Manufacturing Inc.	Swartz Creek	Genesee	\$1,524
01/27/14	Excel Medical Products	Fenton	Genesee	\$3,787
01/27/14	Hougen Manufacturing Inc.	Swartz Creek	Genesee	\$1,901
03/17/14	Genesee Packaging Inc.	Flint	Genesee	\$183
06/18/14	Hougen Manufacturing Inc.	Swartz Creek	Genesee	\$1,449
06/18/14	Hougen Manufacturing Inc.	Swartz Creek	Genesee	\$3,172
01/17/14	CFI Medical Solutions	Fenton	Genesee	\$360
07/07/14	AeroTrain Corp.	Flint	Genesee	\$12,000
07/07/14	Hougen Manufacturing Inc.	Swartz Creek	Genesee	\$3,544
07/07/14	CFI Medical Solutions	Fenton	Genesee	\$529
07/28/14	The Coffee Beanery Ltd.	Flushing	Genesee	\$1,100
07/01/14	Roll-Rite	Alger	Gladwin	\$9,337
07/07/14	Roll-Rite	Alger	Gladwin	\$2,500
02/05/14	Boride Engineered Abrasives	Traverse City	Grand Traverse	\$1,306
02/04/14	Boride Engineered Abrasives	Traverse City	Grand Traverse	\$1,391
02/20/14	ERG Foods LLC	Traverse City	Grand Traverse	\$780
04/07/14	Boride Engineered Abrasives	Traverse City	Grand Traverse	\$1,553
03/17/14	World Magnetics	Traverse City	Grand Traverse	\$3,097
03/17/14	World Magnetics	Traverse City	Grand Traverse	\$284
03/20/14	Collar Clinic	Traverse City	Grand Traverse	\$2,911
03/20/14	ERG Foods LLC	Traverse City	Grand Traverse	\$4,522
02/05/14	Boride Engineered Abrasives	Traverse City	Grand Traverse	\$1,610
02/05/14	Boride Engineered Abrasives	Traverse City	Grand Traverse	\$2,242
04/28/14	Boride Engineered Abrasives	Traverse City	Grand Traverse	\$1,610
11/13/13	North Bay Produce	Traverse City	Grand Traverse	\$4,674
02/05/14	Boride Engineered Abrasives	Traverse City	Grand Traverse	\$2,242
05/13/14	RJG Inc.	Traverse City	Grand Traverse	\$4,634
11/13/13	Jade Tool Inc.	Traverse City	Grand Traverse	\$506
11/13/13	Jade Tool Inc.	Traverse City	Grand Traverse	\$2,545

EXPORT PROGRAM *continued*

EXPORT REIMBURSEMENT ACTIVITIES <i>continued</i>				
Fiscal year 2014: 10/01/2013-9/30/2014				
MSF approval date	Company name	Municipality	County	Total reimbursed
06/03/14	Miniature Golf Services by Arne Lundmark dba Adventure Golf Services	Traverse City	Grand Traverse	\$4,497
06/18/14	Cone-Drive Operations Inc.	Traverse City	Grand Traverse	\$3,138
03/20/14	ERG Foods LLC	Traverse City	Grand Traverse	\$1,033
07/01/14	RJG Inc.	Traverse City	Grand Traverse	\$7,365
07/01/14	RJG Inc.	Traverse City	Grand Traverse	\$7,365
06/25/14	Jenkins Group Inc.	Traverse City	Grand Traverse	\$12,000
11/13/13	Plascon Group	Traverse City	Grand Traverse	\$12,000
11/13/13	Plascon Group	Traverse City	Grand Traverse	\$12,000
02/19/14	Powell Fabrication and Manufacturing	St. Louis	Gratiot	\$8,945
03/06/14	Powell Fabrication and Manufacturing	St. Louis	Gratiot	\$2,793
07/07/14	Aircraft Precision Products Inc.	Ithaca	Gratiot	\$2,500
11/8/13	Gonzalez Group LLC	Litchfield	Hillsdale	\$1,810
03/19/14	ThermoAnalytics Inc.	Calumet	Houghton	\$12,000
03/20/14	GS Engineering	Houghton	Houghton	\$1,792
02/25/14	Infrared (IR) Telemetrics Inc.	Hancock	Houghton	\$2,453
06/03/14	Infrared (IR) Telemetrics Inc.	Hancock	Houghton	\$2,258
06/03/14	REL Inc.	Calumet	Houghton	\$2,355
06/18/14	REL Inc.	Calumet	Houghton	\$1,625
10/15/14	GS Engineering	Houghton	Houghton	\$1,030
10/15/14	R E L Machine Inc.	Calumet	Houghton	\$1,500
1/30/14	Block Imaging International	Holt	Ingham	\$12,000
02/19/14	Applegate Insulation Manufacturing Inc.	Webberville	Ingham	\$3,967
03/24/14	Baker Drivetrain	Haslett	Ingham	\$918
03/24/14	Baker Drivetrain	Haslett	Ingham	\$3,037
04/14/14	Artemis Technologies Inc.	East Lansing	Ingham	\$2,112
04/14/14	Artemis Technologies Inc.	East Lansing	Ingham	\$8,409
04/14/14	Artemis Technologies Inc.	East Lansing	Ingham	\$126
06/18/14	Two Men and A Truck International	Lansing	Ingham	\$9,335
07/07/14	Cox North America	Haslett	Ingham	\$417
06/18/14	Two Men and A Truck International	Lansing	Ingham	\$681
11/13/13	Automated Process Equipment Corporation (APEC)	Lake Odessa	Ionia	\$7,209
05/13/14	BelleHarvest Sales Inc.	Belding	Ionia	\$1,618
05/13/14	Phoenix Composite Solutions	Oscoda	Iosco	\$4,452
01/02/14	Morbark Industries	Winn	Isabella	\$12,000
01/27/14	Burch Tank & Truck	Mt. Pleasant	Isabella	\$457
03/28/14	Tumbl Trak	Mount Pleasant	Isabella	\$1,263
04/02/14	Tumbl Trak	Mount Pleasant	Isabella	\$3,950
07/07/14	Bandit Industries	Remus	Isabella	\$1,461
09/30/13	Hapman Division of Prab Inc.	Kalamazoo	Kalamazoo	\$3,136

EXPORT PROGRAM *continued*

EXPORT REIMBURSEMENT ACTIVITIES <i>continued</i>				
Fiscal year 2014: 10/01/2013-9/30/2014				
MSF approval date	Company name	Municipality	County	Total reimbursed
04/14/14	Firstronic LLC	Grand Rapids	Kent	\$6,625
12/31/13	Viking Products Inc.	Grand Rapids	Kent	\$2,806
11/13/13	Walgren Company	Grand Rapids	Kent	\$1,872
02/26/14	Michigan Instruments Inc.	Grand Rapids	Kent	\$5,008
01/09/14	Michigan Instruments Inc.	Grand Rapids	Kent	\$5,651
01/13/14	Viking Products Inc.	Grand Rapids	Kent	\$1,193
01/13/14	SPINDEL Electronics	Grand Rapids	Kent	\$1,006
11/13/13	Baudville Inc.	Grand Rapids	Kent	\$5,774
01/21/14	Smart Living Network	Kentwood	Kent	\$5,005
01/23/14	Smart Bottoms Inc.	Grand Rapids	Kent	\$4,374
01/31/14	White's Bridge Tooling	Lowell	Kent	\$3,288
02/04/14	Unist Inc.	Grand Rapids	Kent	\$5,121
02/26/14	Morrison Industrial Equipment	Grand Rapids	Kent	\$222
03/19/14	Flow-Rite Controls Ltd.	Byron Center	Kent	\$3,237
03/19/14	Flow-Rite Controls Ltd.	Byron Center	Kent	\$957
03/19/14	Flow-Rite Controls Ltd.	Byron Center	Kent	\$3,112
03/19/14	Unist Inc.	Grand Rapids	Kent	\$1,060
03/19/14	Smart Living Network	Kentwood	Kent	\$2,716
06/02/14	Pi Optima Inc.	Grand Rapids	Kent	\$4,186
04/28/14	Unist Inc.	Grand Rapids	Kent	\$937
11/13/13	Unist Inc.	Grand Rapids	Kent	\$1,542
05/27/14	Oliver Packaging & Equipment Company	Walker	Kent	\$10,521
05/27/14	Carter Products Company Inc.	Grand Rapids	Kent	\$8,293
06/03/14	Great Lakes Label LLC	Comstock Park	Kent	\$4,828
06/18/14	Kamps Hardwoods	Dutton	Kent	\$1,970
06/18/14	Kamps Hardwoods	Dutton	Kent	\$5,745
07/01/14	Morrison Industrial Equipment	Grand Rapids	Kent	\$838
07/01/14	Morrison Industrial Equipment	Grand Rapids	Kent	\$193
07/01/14	Unist Inc.	Grand Rapids	Kent	\$2,930
07/14/14	RoMan Manufacturing Inc.	Grand Rapids	Kent	\$3,544
07/14/14	RoMan Manufacturing Inc.	Grand Rapids	Kent	\$1,644
07/10/14	Great Lakes Label LLC	Comstock Park	Kent	\$1,549
11/05/14	Interpower Induction USA	Almont	Lapeer	\$2,821
08/12/14	Baa Baa Zuzu	Lake Leelanau	Leelanau	\$4,908
08/12/14	Baa Baa Zuzu	Lake Leelanau	Leelanau	\$2,488
08/12/14	Baa Baa Zuzu	Lake Leelanau	Leelanau	\$602
10/13/14	Binsfeld Engineering Inc.	Maple City	Leelanau	\$8,502
07/10/14	Hardwoods of Michigan Inc.	Clinton	Lenawee	\$6,833
11/13/13	Blissfield Manufacturing Company	Blissfield	Lenawee	\$3,458
06/11/14	Joshua Tree Products	Pinckney	Livingston	\$3,667

EXPORT PROGRAM *continued*

EXPORT REIMBURSEMENT ACTIVITIES <i>continued</i>				
Fiscal year 2014: 10/01/2013-9/30/2014				
MSF approval date	Company name	Municipality	County	Total reimbursed
06/04/14	Joshua Tree Products	Pinckney	Livingston	\$1,709
06/18/14	Sunberry Limited	Brighton	Livingston	\$2,762
05/07/14	Energy Design Service Systems	Brighton	Livingston	\$1,053
06/04/14	Proper Group International	Warren	Macomb	\$3,067
06/18/14	HTI Cybernetics Inc.	Sterling Heights	Macomb	\$7,800
11/13/13	Ultimation Industries LLC	Roseville	Macomb	\$3,696
07/01/14	Rave Computer Association	Sterling Heights	Macomb	\$2,997
07/31/14	Gibbs Machine Company	Warren	Macomb	\$5,336
09/15/14	Hydra-Lock Corporation	Mount Clemens	Macomb	\$5,300
09/15/14	McKeon Products Incorporated	Warren	Macomb	\$2,327
11/26/13	Experi-Metal Incorporated	Sterling Heights	Macomb	\$3,382
02/24/14	Maelstrom Chemical Technologies LLC	Shelby Township	Macomb	\$1,470
12/16/13	RTS Cutting Tools	Clinton Township	Macomb	\$3,916
01/30/14	Gibbs Machine Company	Warren	Macomb	\$6,663
02/06/14	Graham Medical Technologies LLC d.b.a. GraMedica	Macomb	Macomb	\$4,841
02/28/14	Panagon Systems Inc.	Macomb	Macomb	\$12,000
03/20/14	Experi-Metal Inc.	Sterling Heights	Macomb	\$3,199
04/14/14	Offshore Spars	Chesterfield	Macomb	\$1,468
11/13/13	Complete Medical Services	Sterling Heights	Macomb	\$1,575
05/27/14	Gage Bilt Inc.	Clinton Township	Macomb	\$12,000
06/04/14	Ultimation Industries LLC	Roseville	Macomb	\$2,636
06/04/14	Prototype Cast Manufacturing Inc.	Shelby Township	Macomb	\$4,212
3/31/14	Argonics Inc.	Gwinn	Marquette	\$869
04/03/14	Argonics Inc.	Gwinn	Marquette	\$1,308
04/03/14	Argonics Inc.	Gwinn	Marquette	\$603
09/15/14	Argonics Inc.	Gwinn	Marquette	\$2,278
09/15/14	Argonics Inc.	Gwinn	Marquette	\$475
09/15/14	Enstrom Helicopter Corporation	Menominee	Menominee	\$9,290
03/13/14	Allis Information Management	Midland	Midland	\$2,449
03/13/14	Allis Information Management	Midland	Midland	\$3,195
03/24/14	Tannas Company	Midland	Midland	\$6,407
07/01/14	International Engineering and Manufacturing	Hope	Midland	\$6,000
07/01/14	International Engineering and Manufacturing	Hope	Midland	\$275
07/28/14	International Engineering and Manufacturing	Hope	Midland	\$5,725
06/18/14	Monroe Environmental Corporation	Monroe	Monroe	\$2,042
12/03/13	Oak Tree Consulting LLC	Monroe	Monroe	\$2,172
10/01/13	Monroe Environmental Corporation	Monroe	Monroe	\$9,957
05/27/14	MTS Seating	Temperance	Monroe	\$12,000
01/09/14	Greenville Tool & Die Company	Greenville	Montcalm	\$2,200
11/13/13	Noble Company	Spring Lake	Muskegon	\$11,412

EXPORT PROGRAM *continued*

EXPORT REIMBURSEMENT ACTIVITIES <i>continued</i>				
Fiscal year 2014: 10/01/2013-9/30/2014				
MSF approval date	Company name	Municipality	County	Total reimbursed
02/26/14	Five Peaks Technology	Muskegon	Muskegon	\$2,499
01/13/14	Motion Dynamics Corporation	Fruitport	Muskegon	\$2,940
01/13/14	Smart Vision Lights	Muskegon	Muskegon	\$6,996
01/31/14	Five Peaks Technology	Muskegon	Muskegon	\$5,190
03/03/14	M Argueso & Company Inc.	Muskegon	Muskegon	\$759
04/14/14	Five Peaks Technology	Muskegon	Muskegon	\$1,808
05/19/14	Smart Vision Lights	Muskegon	Muskegon	\$4,605
05/27/14	M Argueso & Company Inc.	Muskegon	Muskegon	\$1,153
05/27/14	Anderson Global	Muskegon Heights	Muskegon	\$12,000
06/02/14	Motion Dynamics Corporation	Fruitport	Muskegon	\$500
06/05/14	M Argueso & Company Inc.	Muskegon	Muskegon	\$1,180
06/18/14	M Argueso & Company Inc.	Muskegon	Muskegon	\$1,442
11/13/13	Noble Company	Norton Shores	Muskegon	\$587
11/18/13	Pilot Systems LLC	Farmington Hills	Oakland	\$1,551
06/18/14	Acme Manufacturing Company	Auburn Hills	Oakland	\$6,015
06/18/14	Automatic Valve Corp.	Novi	Oakland	\$3,461
07/31/14	Global Health Services Network	Farmington	Oakland	\$3,147
09/02/14	SRInergy LLC	Novi	Oakland	\$822
09/02/14	Magnetic Products Inc.	Highland Township	Oakland	\$1,412
11/13/13	Electro-Matic Products Inc.	Farmington Hills	Oakland	\$3,132
09/29/14	Facet International Marketing	Novi	Oakland	\$2,078
09/29/14	Orion Test Systems & Engineering	Auburn Hills	Oakland	\$2,188
10/08/14	OPS Solutions	Novi	Oakland	\$941
10/14/14	Sam Brown Sales Company dba Hi-Tech Industries	Southfield	Oakland	\$6,948
10/14/14	Electro-Matic Products Inc.	Farmington Hills	Oakland	\$2,768
11/13/13	Martin Fluid Power	Troy	Oakland	\$574
11/13/13	Electro-Matic Products Inc.	Farmington Hills	Oakland	\$3,173
11/13/13	Electro-Matic Products Inc.	Farmington Hills	Oakland	\$2,926
11/13/13	Dell Marking Systems Inc.	Rochester Hills	Oakland	\$2,308
10/22/13	Dell Marking Systems Inc.	Rochester Hills	Oakland	\$2,308
11/20/13	Testek Inc.	Wixom	Oakland	\$4,430
01/21/14	American Expedition Vehicles	Wixom	Oakland	\$125
11/13/13	AguaFina Gardens International	Keego Harbor	Oakland	\$2,347
01/13/14	SRInergy LLC	Novi	Oakland	\$2,950
01/31/14	Oxus America Inc.	Rochester Hills	Oakland	\$2,337
01/30/14	Global Health Services Network	Farmington	Oakland	\$4,819
02/26/14	Orion Test Systems & Engineering	Auburn Hills	Oakland	\$4,259
11/13/13	Afc-Holcroft LLC	Wixom	Oakland	\$12,000
04/03/14	Orion Test Systems & Engineering	Auburn Hills	Oakland	\$5,551

EXPORT PROGRAM *continued*

EXPORT REIMBURSEMENT ACTIVITIES <i>continued</i>				
Fiscal year 2014: 10/01/2013-9/30/2014				
MSF approval date	Company name	Municipality	County	Total reimbursed
02/28/14	Permawick Company Inc.	Birmingham	Oakland	\$2,585
03/10/14	Realtime Technologies Inc. (RTI)	Royal Oak	Oakland	\$5,950
03/10/14	Realtime Technologies Inc. (RTI)	Royal Oak	Oakland	\$5,950
03/05/14	Inspectron Inc.	Novi	Oakland	\$1,442
11/01/13	Acme Manufacturing Company	Auburn Hills	Oakland	\$5,985
03/17/14	M.A.K.S. Inc.	Troy	Oakland	\$5,922
03/20/14	Global Electronics Limited	Southfield	Oakland	\$5,222
03/20/14	Magnetic Products Inc.	Highland Township	Oakland	\$2,655
03/20/14	Magnetic Products Inc.	Highland Township	Oakland	\$5,222
03/24/14	Hosco Fittings LLC	Wixom	Oakland	\$1,525
11/13/13	OPS Solutions	Novi	Oakland	\$2,148
03/27/14	Permawick Company Inc.	Birmingham	Oakland	\$2,944
05/07/14	Martin Fluid Power	Troy	Oakland	\$758
05/07/14	Testek Inc.	Wixom	Oakland	\$1,416
05/06/14	Testek Inc.	Wixom	Oakland	\$1,416
05/06/14	Inspectron Inc.	Novi	Oakland	\$10,558
05/27/14	Intraco Corporation	Troy	Oakland	\$10,000
11/13/13	Dell Marking Systems Inc.	Rochester Hills	Oakland	\$3,230
05/28/14	ZeroBase Energy LLC	Ferndale	Oakland	\$3,962
06/04/14	Magnetic Products Inc.	Highland Township	Oakland	\$1,114
10/22/13	Mark One Corporation	Gaylord	Otsego	\$2,060
05/13/14	Mark One Corporation	Gaylord	Otsego	\$2,338
10/15/14	Purebacco USA	Gaylord	Otsego	\$3,918
01/09/14	Hortech Inc.	Spring Lake	Ottawa	\$7,013
01/23/14	The Holland Awning Group of Companies	Zeeland	Ottawa	\$10,219
11/13/13	Black Swamp Percussion LLC	Zeeland	Ottawa	\$2,030
01/21/14	Black Swamp Percussion LLC	Zeeland	Ottawa	\$3,418
11/13/13	Almost Heaven Saunas	Holland	Ottawa	\$10,123
02/26/14	Extol Inc.	Zeeland	Ottawa	\$1,603
02/19/14	Trendway Corporation	Holland	Ottawa	\$12,000
03/03/14	Fogg Filler Company	Holland	Ottawa	\$2,648
11/13/13	Fogg Filler Company	Holland	Ottawa	\$4,585
03/20/14	Underground Computers Inc.	Jenison	Ottawa	\$12,000
11/13/13	Fogg Filler Company	Holland	Ottawa	\$4,756
06/03/14	Encoris Group Corporation	Holland	Ottawa	\$2,301
11/13/13	Fullerton Tool Company Inc.	Saginaw	Saginaw	\$1,997
09/30/13	Wineman Technology Inc.	Saginaw	Saginaw	\$1,747
01/21/14	Amigo Mobility International	Bridgeport	Saginaw	\$7,548
03/24/14	Wineman Technology Inc.	Saginaw	Saginaw	\$4,440
03/25/14	Duperon Corporation	Saginaw	Saginaw	\$3,182

EXPORT PROGRAM *continued*

EXPORT REIMBURSEMENT ACTIVITIES <i>continued</i>				
Fiscal year 2014: 10/01/2013-9/30/2014				
MSF approval date	Company name	Municipality	County	Total reimbursed
04/02/14	Amigo Mobility International	Bridgeport	Saginaw	\$4,451
06/18/14	Duperon Corporation	Saginaw	Saginaw	\$1,300
06/18/14	Duperon Corporation	Saginaw	Saginaw	\$2,138
06/18/14	Duperon Corporation	Saginaw	Saginaw	\$2,537
07/01/14	Fullerton Tool Company Inc.	Saginaw	Saginaw	\$3,317
07/01/14	Wineman Technology Inc.	Saginaw	Saginaw	\$5,080
07/07/14	Fullerton Tool Company Inc.	Saginaw	Saginaw	\$1,147
07/07/14	Fullerton Tool Company Inc.	Saginaw	Saginaw	\$1,147
08/25/14	Fullerton Tool Company Inc.	Saginaw	Saginaw	\$2,041
09/02/14	Banner-Day Engineering	Saginaw	Saginaw	\$933
09/23/14	Duperon Corporation	Saginaw	Saginaw	\$2,841
09/29/14	Fullerton Tool Company Inc.	Saginaw	Saginaw	\$806
02/26/14	Online Engineering	Manistique	Schoolcraft	\$11,928
11/13/13	IQ Designs	Manistique	Schoolcraft	\$9,550
08/12/14	IQ Designs	Manistique	Schoolcraft	\$2,223
01/31/14	Crest Marine	Owosso	Shiawassee	\$10,417
03/28/14	Rugged Liner	Owosso	Shiawassee	\$12,000
09/29/14	Woodard Furniture	Owosso	Shiawassee	\$790
09/29/14	RWI Manufacturing	Owosso	Shiawassee	\$1,477
10/13/14	Tri-Mer Corporation	Owosso	Shiawassee	\$660
11/13/13	Dunn Papers Inc.	Port Huron	St. Clair	\$1,380
11/13/13	Biewer Lumber	St. Clair	St. Clair	\$514
11/13/13	Biewer Lumber	St. Clair	St. Clair	\$297
11/26/13	BioPro	Port Huron	St. Clair	\$4,178
01/13/14	On Duty Gear LLC	Port Huron	St. Clair	\$656
01/21/14	P.J. Wallbank Springs Inc.	Port Huron	St. Clair	\$5,258
07/07/14	Dunn Papers Inc.	Port Huron	St. Clair	\$1,230
01/21/14	P.J. Wallbank Springs Inc.	Port Huron	St. Clair	\$6,190
07/07/14	BioPro	Port Huron	St. Clair	\$8,120
07/07/14	P.J. Wallbank Springs Inc.	Port Huron	St. Clair	\$3,143
10/28/14	Dunn Papers Inc.	Port Huron	St. Clair	\$1,962
11/13/13	Sturgis Molded Products	Sturgis	St. Joseph	\$1,395
01/23/14	Midwest Tool and Cutlery Company	Sturgis	St. Joseph	\$9,078
05/27/14	Laser Marking Technologies LLC	Caro	Tuscola	\$10,792
05/27/14	Laser Marking Technologies LLC	Caro	Tuscola	\$1,207
03/03/14	Riveer Environmental	South Haven	Van Buren	\$1,874
06/02/14	Riveer Environmental	South Haven	Van Buren	\$4,187
06/02/14	Riveer Environmental	South Haven	Van Buren	\$3,704
06/02/14	Riveer Environmental	South Haven	Van Buren	\$1,606
06/12/14	A & B Packing Equipment Inc.	Lawrence	Van Buren	\$10,004

EXPORT PROGRAM *continued*

EXPORT REIMBURSEMENT ACTIVITIES <i>continued</i>				
Fiscal year 2014: 10/01/2013-9/30/2014				
MSF approval date	Company name	Municipality	County	Total reimbursed
06/04/14	ACTech North America Inc.	Ann Arbor	Washtenaw	\$3,212
06/04/14	OG Technologies	Ann Arbor	Washtenaw	\$713
07/01/14	Logic Solutions	Ann Arbor	Washtenaw	\$3,154
07/01/14	OG Technologies	Ann Arbor	Washtenaw	\$3,784
08/25/14	NuStep Inc.	Ann Arbor	Washtenaw	\$1,344
11/20/13	Nanosystems Inc.	Ann Arbor	Washtenaw	\$4,198
04/03/14	Rubicon Genomics	Ann Arbor	Washtenaw	\$8,654
04/08/14	OG Technologies	Ann Arbor	Washtenaw	\$2,524
04/14/14	Leon Speaker Corporation	Ann Arbor	Washtenaw	\$10,588
03/06/14	Logic Solutions	Ann Arbor	Washtenaw	\$1,273
03/19/14	OG Technologies	Ann Arbor	Washtenaw	\$1,615
03/24/14	Kee Safety Inc. LNA Solutions	Ann Arbor	Washtenaw	\$2,511
04/14/14	Logic Solutions	Ann Arbor	Washtenaw	\$759
04/14/14	OG Technologies	Ann Arbor	Washtenaw	\$1,909
05/27/14	Trenton Corporation	Ann Arbor	Washtenaw	\$3,839
05/27/14	Trenton Corporation	Ann Arbor	Washtenaw	\$2,369
11/27/13	MedTest Inc.	Canton	Wayne	\$12,000
06/18/14	Red Viking	Plymouth	Wayne	\$2,997
06/18/14	Pi Innovo	Plymouth	Wayne	\$3,104
07/01/14	SkyBlade Fan Company	Warren	Wayne	\$581
07/22/14	Red Viking	Plymouth	Wayne	\$3,123
8/11/14	Link Engineering Company	Plymouth	Wayne	\$1,302
09/02/14	RnD Engineering	Livonia	Wayne	\$982
11/12/13	JLI CO. LLC	Livonia	Wayne	\$2,429
02/19/14	Dongan Manufacturing	Detroit	Wayne	\$1,760
01/13/14	Logos Logistics Inc.	Taylor	Wayne	\$2,516
01/21/14	Pi Innovo	Plymouth	Wayne	\$1,799
01/30/14	Cleanetics	Canton	Wayne	\$6,392
04/14/14	Tyndell Photographic & Art Supplies	Livonia	Wayne	\$5,962
04/03/14	W.F. Whelan Co.	Canton	Wayne	\$5,490
04/03/14	Cincinnati RPT	Lincoln Park	Wayne	\$12,000
05/27/14	Red Viking	Plymouth	Wayne	\$4,448
05/27/14	Eagle Tugs	Taylor	Wayne	\$8,094
05/27/14	SkyBlade Fan Company	Warren	Wayne	\$3,500
05/22/14	Link Engineering Company	Plymouth	Wayne	\$7,059
06/03/14	B & P Manufacturing	Cadillac	Wexford	\$4,533
06/03/14	B & P Manufacturing	Cadillac	Wexford	\$750
06/03/14	B & P Manufacturing	Cadillac	Wexford	\$424
Total				\$1,330,078

PURE MICHIGAN BUSINESS CONNECT

Pure Michigan Business Connect (PMBC) is an initiative that matches global purchasers to qualified Michigan suppliers based on purchaser interest areas. In FY 2014, PMBC continued to attract new purchasers, such as Whirlpool, Meijer, General Motors, Chrysler and Whole Foods, to the program while existing partners, such as Consumers Energy, DTE Energy, Ford and Boeing continued to increase their involvement.

From October 2013 to September 2014, PMBC set up over 3,542 unique in-person meetings between Michigan companies and over 250 corporate procurement partners across more than 20 industries. PMBC matchmaking has facilitated over \$2 billion in contracts since the program started in 2011.

More than 20 matchmaking summits were held in FY 2014 which allowed Michigan suppliers to connect with key procurement decision makers. In addition, PMBC led multiple global purchasing teams on intensive tours of Michigan supplier facilities. Four visits were organized for Michigan suppliers to visit procurement officers in Atlanta, Georgia; Seattle, Washington; Queretaro, Mexico; and Montreal, Quebec, Canada.

In February 2014, PMBC hosted the state's largest aerospace matchmaking summit with Boeing and its aerospace suppliers. In total, 341 people representing 143 companies attended and were prescheduled for 195 meetings with purchasing teams from Boeing, KUKA Robotics, and Liebherr Aerospace. Within 24 hours of the summit, six "Request for Quotes" were sent to qualified Michigan suppliers. To date, \$100,000 in contracts have been awarded as a result of this summit.

In March 2014, PMBC worked the Michigan Department of Agriculture and Rural Development (MDARD) to host the state's largest agriculture matchmaking summit with in-state and out-state purchasers. In total, 326 people representing 132 companies attended, to meet with 13 agriculture and institutional buyers including Gordon Foods Service, Lipari Foods, Meijer, and Whole Foods. In addition to the 73 needs submitted by the buyers, Michigan suppliers contributed 108 open procurement needs on event day that they addressed through conversations with fellow summit attendees. MDARD has committed to host a similar summit in 2015.

In July 2014, PMBC, in partnership with the Detroit Three and 43 of their largest Tier 1 partners, held the Detroit Three Matchmaking Summit at COBO Center in Detroit. This event brought over 1,200 people representing over 400 companies together to meet directly with procurement agents from some of Michigan's largest and most influential companies. Nearly 800 pre-scheduled meetings between buyers and suppliers were facilitated to discuss 430 open procurement needs from OEM and Tier 1 teams. This summit marked the largest procurement initiative hosted by PMBC and offered a unique opportunity to highlight Michigan's immense manufacturing talent.

As a virtual extension to this increased procurement activity, PMBC now has almost 24,000 Michigan companies on puremichiganb2b.com, a dynamic online marketplace where companies can post and review new business opportunities.

The Pure Michigan Economic Gardening® program assists second-stage companies with the intent and capacity to grow. This nationally recognized growth service helps companies build strong teams and sharpen their competitive edge. It also provides strategic, action-oriented research information to assist CEOs in making critical business growth decisions. The MEDC has served 240 second-stage companies to date, with 90 companies receiving service during the fiscal year. A survey of program participants indicated 96 percent would recommend Economic Gardening to their peers, and 45 percent reported growth in sales outside of Michigan. The companies saw an average 10.3 percent increase in jobs and 6.8 percent increase in revenue.

In FY 2014, the PMBC services component of puremichiganb2b.com expanded from roughly 10 different service offerings to a broad suite of over 50 service offerings to connect Michigan companies of all sizes and industries to essential professional services, talent and capital. This included MEDC services such as Talent, Export, Capital Connect, Ombudsman, Economic Gardening and service offerings from strategic partners like the Small Business Development Centers (SBDCs), Michigan Manufacturing Technology Centers (MMTCs), and Procurement Technical Assistance Centers (PTACs). This segment continues to grow and add additional services.

MICHIGAN DEFENSE CENTER

The Michigan Defense Center (MDC) was created by statute, pursuant to Public Act 317 of 2006, in order to focus on job creation and business development opportunities associated with Department of Defense and Homeland Security contracts. In particular, the MDC was tasked with supporting the statewide network of Procurement Technical Assistance Centers (PTACs) and focusing its efforts on the communities most impacted by the contraction in the manufacturing sector. The MDC works in close partnership with Michigan defense companies, economic development partners, PTACs, and federal agencies to analyze defense sector purchasing trends and forecasting, attract defense and homeland security opportunities for Michigan, and assure the defense contracting pipeline continues to grow.

PTACs are a valuable partner of the MDC. They match the 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, helping companies through the entire procurement process from registering as a government contractor and finding bid opportunities through proposal preparation and post-award modifications. The MDC works closely with the PTACs on specific contracting opportunities and helps the PTAC offices assemble Michigan companies to meet the supply chain needs of prime contractors and federal agencies.

The PTACs of Michigan are not-for-profit organizations funded by the Defense Logistics Agency (DLA), the MEDC, and local funding partners. In FY 2014, the MEDC provided \$1.26 million to support 11 PTAC offices, an average of 36 percent of their annual operation budgets. The PTACs assisted Michigan companies to obtain federal, state and local contracts for a combined total of \$1.07 billion. The total Department of Defense spend in Michigan for FY 2013 (the most recent data available) was \$3.23 billion¹, with companies in 73 of Michigan's 83 counties being awarded defense contracts.

PTAC ANNUAL ACTIVITY REPORT ² Fiscal year 2014: 10/01/2013-9/30/2014										
PTAC name	Municipality	County	Award amount	New firms	Value of contracts (federal, state, local)	Number of jobs ³	Clients awarded first time contracts of all types	Clients awarded first time defense contracts	Number of contracts awarded	Number of defense contracts awarded
Flint and Genesee Chamber of Commerce	Flint	Genesee	\$85,000	57	\$92,596,237	463	4	0	1,325	614
Northwest Michigan Council of Governments	Traverse City	Grand Traverse	\$180,000	135	\$104,742,460	524	4	2	554	417
The Enterprise Group of Jackson Inc.	Jackson	Jackson	\$105,000	70	\$67,059,628	335	14	5	2,415	864
Southwest Michigan Technical Assistance Center	Kalamazoo	Kalamazoo	\$120,000	87	\$47,602,751	238	5	1	5,027	828
Macomb Community College Regional PTAC	Warren	Macomb	\$180,000	296	\$326,817,910	1,634	5	4	1,919	1,732
Muskegon Area First	Muskegon	Muskegon	\$85,000	68	\$105,867,516	529	0	0	928	750

MICHIGAN DEFENSE CENTER *continued*
PTAC ANNUAL ACTIVITY REPORT² *continued*
Fiscal year 2014: 10/01/2013-9/30/2014

PTAC name	Municipality	County	Award amount	New firms	Value of contracts (federal, state, local)	Number of jobs ³	Clients awarded first time contracts of all types	Clients awarded first time defense contracts	Number of contracts awarded	Number of defense contracts awarded
Northeast Michigan Consortium	Onaway	Presque Isle	\$75,000	69	\$22,003,314	110	0	0	205	108
Saginaw Future Inc.	Saginaw	Saginaw	\$105,000	46	\$19,105,409	96	2	1	770	640
PTAC of Schoolcraft College	Livonia	Wayne	\$150,000	345	\$227,048,982	1,135	6	2	1,104	746
Wayne State University PTAC	Detroit	Wayne	\$83,000	64	\$28,905,159	145	3	3	98	97
Downriver Community Conference	Southgate	Wayne	\$95,000	37	\$31,271,394	156	3	2	53	21
Total⁴			\$1,263,000	1,274	\$1,073,020,760	5,365	46	20	14,398	6,817

¹ The amount of Department of Defense spend in Michigan has dropped compared to previous years due to an overall drop in federal defense spending.

² Due to the PTACs' involvement in the Defense Logistics Agency (DLA) pilot program, the value of contracts for FY 2014 has decreased from FY 2013. The program affects client numbers because PTACs that are active in the program must begin the year with no active clients and must reactivate each of their previous clients as new. This results in lower reported contract dollar values and higher number of new firms as the PTACs regain their active client bases.

³ MEDC's research calculates that \$200,000 of facilitated contract revenues equals one job.

⁴ Results from the joint funding of U.S. Department of Defense, Defense Logistics Agency (DLA) (57 percent), the MEDC (36 percent), and local funding (7 percent); data pulled and compiled from Federal Procurement Data System (FPDS) and surveys of PTACs' active client base.

MICHIGAN ENERGY OFFICE

The Michigan Energy Office (MEO) is a U.S. Department of Energy (U.S. DOE) designated state energy office that offers energy efficiency and renewable energy assistance to public and private sector organizations for the purpose of reducing energy costs and eliminating waste. MEO receives annual funding from the U.S. DOE and operates under the umbrella of the MSF.

During FY 2014, the MEO state energy program provided over \$5.27 million in technical assistance and incentives in the form of grants and loans for equipment purchases, manufacturing upgrades, community energy projects, building retrofits, ag-energy projects and training which has leveraged significant private investment and created jobs in Michigan.

Other FY 2014 activities included:

- Partnered with NextEnergy and other technical strategic services providers to provide energy efficiency and renewable energy market analysis, venture capital support, technology demonstrations, and product commercialization services to Michigan businesses. The primary focus areas were in power electronics, energy storage, clean technology, next generation energy efficiency, and vehicle electrification and connectivity.
- Made available \$2 million in energy efficiency and renewable energy (EERE) loan funds for the manufacturing of EERE products and process improvements. Neuvokas Corporation, located in Calumet, was awarded a \$350,000 loan to purchase processing equipment components for the manufacturing of basalt fiber reinforced polymer (FRP) rebar, a replacement for steel rebar. The equipment has

been designed in a modular fashion so that it can be added easily and will increase production speeds 15 times more than the current technology. Preliminary data estimates that the FRP process will reduce energy use during production by more than 60 percent.

- Worked with state agencies in a statewide buildings benchmarking project to collect energy usage data, analyze and rank building energy usage on over 1,000 state-owned government buildings. The information is being used to drive energy efficiency in building operations and prioritize future investments.

- Increased collaboration on building energy efficiency improvements with the private sector and private investment firms. The MEO provided funding to the Great Lakes Capital Fund for energy efficiency improvements in multi-family residential properties. Funds also were awarded to five small businesses to make building energy efficiency upgrades which are expected to save over \$62,000 a year in energy costs collectively.

- Worked with Michigan’s agricultural sector to foster energy initiatives that demonstrate the use of cost-effective technologies and best practices to result in lower operating costs and increased food production.

- Helped Michigan communities capitalize on their solar assets through planning and zoning changes as a way to foster community vitality and new business investment.

A list of the FY 2014 awards are shown below. Awards have leveraged nearly \$30 million of private investment and another \$7 million in potential investment.

STATE ENERGY PROGRAM Fiscal year 2014: 10/01/2013-9/30/2014					
Company name	Municipality	County	Award amount	Type of funding	Source of funding
Nelson V&A Inc.	Traverse City	Grand Traverse	\$20,000	Grant	Federal
Great Lakes Capital—Capital Fund Services	Lansing	Ingham	\$114,000	Loan loss reserve	Federal
Michigan State University	East Lansing	Ingham	\$100,000	Grant	Federal
Westrate Greenhouses Inc.	Kalamazoo	Kalamazoo	\$17,961	Grant	Federal
R2M LLC	Wyoming	Kent	\$20,000	Grant	Federal
Neuvokas Corporation	Ahmeek	Keweenaw	\$350,000	Loan	Federal

MICHIGAN ENERGY OFFICE *continued*

STATE ENERGY PROGRAM <i>continued</i> Fiscal year 2014: 10/01/2013-9/30/2014					
Company name	Municipality	County	Award amount	Type of funding	Source of funding
Korson's Tree Farms	Sidney	Montcalm	\$13,735	Grant	Federal
Crockery Creek Turkey Farms	Allendale	Ottawa	\$20,000	Grant	Federal
Statewide State Building Benchmarking	Various	Various	\$400,000	Grant	State
Regional technical assistance (statewide)	Various	Various	\$21,000	Grant	State
Clean Energy Coalition	Ann Arbor	Washtenaw	\$39,930	Grant	Federal
NextEnergy Center	Detroit	Wayne	\$2,250,000	Grant	State
NextEnergy Center	Detroit	Wayne	\$1,500,000	Grant	State
NextEnergy Center	Detroit	Wayne	\$395,000	Grant	State
Retired Engineer Technical Assistance Foundation	Livonia	Wayne	\$10,000	Grant	Federal
Total			\$5,271,626		

TRIBAL BUSINESS DEVELOPMENT

In late 2010, the MEDC expanded into tribal business development to foster state/tribal relationships that encourage non-gaming business development and facilitate tribal economic diversification. Tribal business development staff works closely with Michigan's 12 federally recognized Indian tribes to achieve these goals in alignment with unique tribal pursuits using a customized approach to create jobs and investment in Michigan. In FY 2013, the team held 43 tribal meetings and another 35 conference calls with tribes.

Specific initiatives are designed to meet both community and business development needs by creating greater awareness and leveraging of resources, generating government and corporate supplier diversity contracting opportunities, facilitating tribal participation in core and emerging growth sectors of Michigan's economy, developing strategic partnerships and providing technical and funding assistance for project gaps and non-gaming business enterprise development.

The tribal business development unit hosts an annual tribal economic forum. This year the forum featured Michigan tribes several of which presented projects being pursued as a result of assistance from the MEDC. Many of the projects represented inter-governmental and/or public/private partnership endeavors; an inter-tribal economic development workgroup has emerged as a result of the forum.

Through MEDC corporate funding, 11 grants totaling \$1,035,140 were distributed to seven tribes, resulting in \$12,892,500 in private investment, 37 new jobs committed and 17 jobs retained. In addition, two tribes adopted non-gaming business development entities and two new tribal companies were formed or acquired. One tribe submitted an application to the Small Business Administration (SBA), under section 8(a) of the SBA Act which, if awarded, provides for preference in federal contracting for the tribally owned business. If successful, they will be the first tribe in Michigan to achieve certification.

MICHIGAN ECONOMIC GROWTH AUTHORITY

The Michigan Economic Growth Authority (MEGA) offers 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 new CIT eliminates almost all tax credits, including MEGA credits; however, any taxpayer that had an existing tax credit (“certificated credit”) approved and executed before January 1, 2012, will have 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 the MBT for the duration of their credits.

With the repeal of the MBT and the transfer of the MEGA to the MSF by Executive Order 2012-09, there were no MEGA agreements executed in FY 2014, and

no authority exists to award new tax credits against the MBT. Amendments to previously awarded MEGA tax credits were approved by the MSF board in FY 2014; these amendments are listed below.

In the FY 2014 reporting year, the MEGA received 187 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.

The MSF and MEDC now administer the appropriation-based Michigan Business Development Program and Michigan Community Revitalization Program which provides incentives for highly competitive projects in Michigan.

MEGA AMENDMENTS							
Fiscal year 2014: 10/01/2013-9/30/2014							
MSF approval date	Company name	Municipality	County	Original max incented jobs created	Amended max incented jobs created	Previous approved amount ¹	Amended approved amount
07/22/14	Brembo North America, Incorporated ²	Homer	Calhoun	218	622	\$5,391,094	\$12,098,851
07/22/14	Yanfeng (USA) Automotive Trim Systems Inc.	Harrison Township	Macomb	131	650	\$1,106,000	\$6,606,000
06/24/14	Systems in Motions	Ann Arbor	Washtenaw	1085	600	\$7,498,000	\$6,712,007
07/22/14	General Motors LLC	Detroit	Wayne	33,000	34,750	\$2,017,814,470	\$2,114,093,875
02/25/14	McLaren Performance Technologies	Livonia	Wayne	34	109	\$1,180,000	\$2,579,260
02/26/14	AVL Powertrain Engineering Inc.	Plymouth	Wayne	125	225	\$4,165,000	\$5,515,000
04/22/14	BASF Corporation	Wyandotte	Wayne	175	331	\$6,465,000	\$8,365,000

¹ This amount reflects the last amended approved amount. Brembo North America, Incorporated and General Motors LLC have had amendments to their MEGA tax credits prior to FY 2014 but after the original amounts were approved.

² This amendment increases the maximum qualified new jobs from 218 to 368 for 2013 and 2014, then increases the maximum qualified new jobs from 318 to 622 for 2015 through 2021

MICHIGAN RENAISSANCE RECOVERY 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.

MICHIGAN RENAISSANCE ZONE ACTIVITY Fiscal year 2014: 10/01/2013-9/30/2014

MSF approval date	Company or renaissance zone	Municipality	County	MSF board action
12/18/13	Johnson Controls APS Production Inc.	Holland	Allegan	MSF-Designated Renaissance Zone Amendment: Compliance issues resolved by approving modified project milestones in exchange for a reduced term
10/23/13	Grand River Tower LLC	Lansing	Ingham	Geographic Renaissance Zone Subzone Revocation: Failure to comply with terms of the granting MSF resolution
10/23/13	Via Design Inc.	Grand Rapids	Kent	Time-Extended Geographic Renaissance Zone Amendment: Resolved development agreement compliance issue and modified terms of original granting MSF resolution
10/23/13	Genesee Packaging Inc.	Grand Rapids	Kent	Time-Extended Geographic Renaissance Zone Amendment: Resolved development agreement compliance issue
12/18/13	Wealthy Street Historic Development LLC	Grand Rapids	Kent	Time-Extended Geographic Renaissance Zone Amendment: Resolved development agreement compliance issue and modified terms of original granting MSF resolution
11/20/13	Oshkosh Corporation	Warren	Macomb	Time-Extended Geographic Renaissance Zone Revocation: Failure to comply with terms of the development agreement
12/18/13	Specialty Lifting Equipment Inc.	Edmore	Montcalm	Time-Extended Renaissance Zone Transfer: Designation was transferred from A&O Forklift Inc. to company that acquired the business, Specialty Lifting Equipment Inc.
12/18/13	Ryan's Equipment Inc.	Edmore	Montcalm	Time-Extended Renaissance Zone Revocation: Failure to comply with terms of the development agreement
06/24/14	Sietsema Farms Feeds LLC	Pierson Township	Montcalm	Time-Extended Geographic Renaissance Zone Revocation: Failure to comply with terms of the development agreement
07/22/14	Saginaw Cooperative Hospitals Inc.	Saginaw	Saginaw	Time-Extended Renaissance Zone Transfer: Designation transferred from Midwestern Surgical Associates P.C. to company that acquired the business, Saginaw Cooperative Hospitals Inc.

MICHIGAN RENAISSANCE RECOVERY ZONE PROGRAM *continued*

MICHIGAN RENAISSANCE ZONE ACTIVITY <i>continued</i>				
Fiscal year 2014: 10/01/2013-9/30/2014				
MSF approval date	Company or renaissance zone	Municipality	County	MSF board action
07/22/14	Hamilton Street Development LLC	Saginaw	Saginaw	Time-Extended Renaissance Zone Transfer and Amendment: Transferred designation from SSP Associates, Inc. to related development entity and approved modifications to the development agreement and original granting MSF resolution in order to accommodate an altered project scope
10/23/13	Detroit Chassis LLC	Detroit	Wayne	Time-Extended Geographic Renaissance Zone Amendment: Resolved development agreement compliance issue by approving modified project milestones in exchange for a reduced term
10/23/13	James Group International Inc.	Detroit	Wayne	Time-Extended Geographic Renaissance Zone Revocation: Failure to comply with terms of the development agreement

MICHIGAN TOOL & DIE RENAISSANCE RECOVERY ZONE PROGRAM

Michigan 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 2014: 10/01/2013-9/30/2014				
MSF approval date	Company or renaissance zone	Municipality	County	MSF board action
07/22/14	Eclipse Tool & Die Inc.	Leighton Township	Allegan	Revocation of existing Tool & Die Recovery Zone property; member of the West Michigan Tooling Coalition
09/17/14	Albion Machine & Tool Company	Albion	Calhoun	Revocation of existing Tool & Die Recovery Zone property; member of the Great Lakes Tool & Die Collaborative
07/22/14	Wiesen Inc.	Otisco Township	Ionia	Revocation of existing Tool & Die Recovery Zone property; member of the West Michigan Tooling Coalition
07/22/14	Wolverine Tool & Engineering Co.	Plainfield Township	Kent	Revocation of existing Tool & Die Recovery Zone property; member of the West Michigan Tooling Coalition
09/17/14	The POM Group Inc.	Auburn Hills	Oakland	Revocation of existing Tool & Die Recovery Zone property; member of the Great Lakes Tool & Die Collaborative
05/27/14	Precision Design and Manufacturing Inc.	Hudsonville	Ottawa	Revocation of existing Tool & Die Recovery Zone property; member of the Michigan Coast to Coast Tool & Die Collaborative
07/22/14	American Tool & Die Inc.	Manton	Wexford	Revocation of existing Tool & Die Recovery Zone property; member of the Northwest Michigan Tooling Coalition

COMMUNITY ASSISTANCE AND DEVELOPMENT

The MEDC community development focus is on creating vibrant, sustainable and unique places by providing economic development services and programs to attract and retain talent in Michigan communities. Customers are communities with a traditional downtown. Community development focuses on transformational projects from a local and regional perspective that drive private investment, downtown space revitalized and public space reactivated.

The community assistance team (CA Team) serves as the primary contact for all projects that are eligible for the Michigan Community Revitalization program, the federal Community Development Block Grant program and state Brownfield Tax Increment Financing tool. The CA Team tracks over 20 programs that can be implemented at the local level and has the ability to provide expertise upon implementation. In FY 2014, the CA Team made 1,205 in-person visits, which include community visits, project scoping, presentations and other meetings. Community development projects generated over 1,771 jobs and \$890,231,517 in private investment.

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 early January 2014, the RRC program held the second open application round. Forty applications were received and the top scoring 17 communities were selected to formally engage in the program. A series of training sessions were held for other applicants and

open to any community in Michigan. A total of 265 individuals were trained on building capacity of local governments in communities eager to work toward and adopt RRC best practices.

In July 2014, the MEDC announced an innovative matching grant initiative to help drive public space projects in Michigan communities. Public Spaces Community Places was created by the MEDC in partnership with the Michigan Municipal League and the Detroit-based crowdfunding platform Patronicity. It is the first program of its kind in the country where local residents, businesses, and others can pool resources and actively engage to transform public spaces in their communities. Communities, non-profits, and other business entities can submit projects and apply for a crowdfunding campaign through Patronicity with online donations being raised from community members, residents, and general supporters. Projects that meet fundraising goals will be backed by a matching grant of up to \$100,000 from MEDC. Crowdfunding is an easy and innovative way for community projects to gain public interest and raise money by being able to leverage donations of all sizes.

The pilot project spearheaded by Midtown Detroit Inc. (MDI) was successful in its efforts to raise money to transform a blighted alley into an attractive sustainable green alley that will provide passageway for pedestrians and bicyclists to surrounding residential areas, restaurants, and businesses. MEDC awarded \$50,000 toward the Midtown Green Alley as a match to MDI's success in reaching and exceeding its goal.

The entire community development team has built partnerships within MEDC, neighborhood organizations, and regional agencies to assist the development or redevelopment of Michigan's downtowns. 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 Strategic Fund Act, as amended by PA 253 of 2011, requires the MSF to submit a report on the Michigan Community Revitalization Program (MCRP) activities that occurred in the previous fiscal year. This report shows cumulative activity as of September 30, 2014, pursuant to the legislative requirements in Section 125.2090d(4).

The program's purpose is 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. FY 2014 represents the third full year of the transition from Brownfield tax credits to MCRP, a grant and loan 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 incentive over \$1 million.

On the following pages is a detailed spreadsheet (Exhibit 1) showing the specifics of each approved project. During the fiscal year, 31 projects were approved by the MSF board or by delegated authority. Of the 31 projects that were approved, 22 projects were awarded grants, one project was awarded a loan originated by the MSF and no projects were awarded a combination of loan and grant funds. Additionally, the MSF authorized eight awards of other forms of

economic assistance as allowed by the statute. These awards include loan participations and collateral support in conjunction with a senior lender, as well as equity contributions through a partnership with the development entity. The members of the MSF board are notified of the delegated projects as they occur and all awards are posted on the MEDC's website.

The typical duration of a MCRP grant is 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 a MCRP loan or other investment loan 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 5–7 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.

The total administrative costs for MCRP in FY 2014 were \$1,567,561.

In the beginning of FY 2014 the program had 23 finalized written agreements; 32 agreements were executed during the reporting period.

As required to be reported under the statute, the details of three MSF-originated loans that have been approved by the MSF board are provided in Exhibit 2.

Additionally, no waiver to the MCRP guidelines was granted in FY 2014.

EXHIBIT 1
MICHIGAN COMMUNITY REVITALIZATION PROGRAM
 Legislative report for FY 2014 as of September 30, 2014

MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED

FY approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed total project investment ¹	Proposed private investment amount ²	Actual private investment attracted ³	Commercial (sq. footage revitalized/ added)	Residential (sq. footage revitalized/ added)	Retail (sq. footage revitalized/ added)	Number of residential units revitalized/ added	Projected return on investment ⁴	Actual return on investment ⁵
FY 2012	Woodward Theater LLC*	Detroit	Wayne	New	Loan participation	04/17/12	\$750,000	\$750,000	\$12,389,857	\$11,639,857	\$11,880,713	32,000	0	0	0	34%	0%
	Ellington WF LLC (GP Woodward Millennium)*	Detroit	Wayne	New	Grant	06/04/12	\$1,000,000	\$1,000,000	\$14,847,904	\$13,847,904	\$12,286,508	0	0	21,506	0	11%	5%
	Ionia Ventures LLC	Grand Rapids	Kent	New	Grant	06/11/12	\$361,500	\$361,500	\$6,499,500	\$6,138,000	\$6,576,914	12,500	24,000	5,000	25	12%	9%
	Arcadia Brewing Company	Kalamazoo	Kalamazoo	New	Grant	06/25/12	\$575,000	\$0	\$2,300,000	\$1,725,000	\$4,020,000	25,500	0	4,500	0	-	-
	Enmar LLC	Kalamazoo	Kalamazoo	New	Grant	06/25/12	\$425,000	\$0	\$3,165,000	\$2,740,000	\$4,020,000	25,500	0	4,500	0	-	-
	313 East Grand River LLC (Michigan Historic Preservation Network)	Lansing	Ingham	New	Grant	09/24/12	\$68,187	\$68,187	\$682,284	\$614,097	\$639,324	1,859	0	450	0	1%	6%
	Uptown RDA LLC	Flint	Genesee	New	Grant	09/24/12	\$625,000	\$0	\$3,724,778	\$3,099,778	\$3,431,048	22,116	0	0	0	-	-
	Sherbrooke Land Company LLC	Detroit	Wayne	New	Grant	09/26/12	\$599,412	\$599,412	\$3,509,615	\$2,910,203	\$3,126,220	0	19,260	0	14	10%	9%
FY 2013	Shiawassee Center (Owosso Community Players)*	Owosso	Shiawassee	New	Grant	10/23/12	\$446,000	\$0	\$7,385,496	\$6,939,496	\$6,739,000	16,830	0	0	0	-	-
	Detroit Mutt LLC ⁶	Detroit	Wayne	New	Grant	10/23/12	\$38,000	\$0	\$486,414	\$448,414	\$0	0	0	0	0	-	-
	614 First Street Partners LLC*	Grand Rapids	Kent	Relocation	Grant	11/14/12	\$1,000,000	\$1,000,000	\$7,935,000	\$6,935,000	\$7,422,959	68,283	0	0	0	4%	5%
	Veridea Group*	Marquette	Marquette	New	Loan participation	11/28/12	\$1,857,151	\$1,857,151	\$9,739,432	\$7,882,281	\$6,480,768	28,406	0	0	0	8%	92%
	Lofts on Monroe LLC	Grand Rapids	Kent	New	Grant	12/14/12	\$475,000	\$475,000	\$3,460,723	\$2,985,723	\$3,025,000	3,100	7,100	3,120	12	10%	-8%
	833 Michigan Street, LLC*	Grand Rapids	Kent	New	Grant	12/27/12	\$922,552	\$922,552	\$5,879,420	\$4,956,868	\$5,847,000	11,000	7,500	7,500	8	8%	5%
	Whitney Partners, LLC*	Detroit	Wayne	New	Loan; Grant	01/23/13	\$8,500,000	\$1,000,000	\$82,537,141	\$74,037,141	\$84,955,412	0	0	7,000	0	4%	60%
	Heart of Howell	Howell	Livingston	New	Grant	01/30/13	\$375,868	\$0	\$2,498,242	\$2,122,374	\$2,372,932	17,282	0	3,088	0	-	-
	1205 West Fulton LLC*	Grand Rapids	Kent	New	Grant	02/20/13	\$207,190	\$207,190	\$1,230,040	\$1,022,850	\$1,022,850	0	0	10,000	0	6%	16%
	521 LLC	Spring Lake	Ottawa	New	Grant	02/21/13	\$70,535	\$70,535	\$440,162	\$369,627	\$580,616	3,289	1,894	0	1	14%	1%
	Grand Rapids Downtown Market Holdings LLC*	Grand Rapids	Kent	New	Loan participation	02/27/13	\$3,000,000	\$3,000,000	\$30,165,835	\$27,165,835	\$26,618,594	137,200	0	1,200	0	0%	1%
	Blue Star 2 LLC	Benton Harbor	Berrien	New	Grant	03/05/13	\$823,250	\$823,250	\$3,763,000	\$2,939,750	\$4,751,800	5,000	9,845	4,845	8	3%	-2%
	Gulf Shore Investments LLC*	Bay City	Bay	New	Grant	03/27/13	\$1,000,000	\$0	\$7,727,593	\$6,727,593	\$7,522,226	14,114	34,928	0	24	-	-
	Corlin Builders Inc.	Fenton	Genesee	New	Grant	04/30/13	\$880,000	\$0	\$5,179,250	\$4,299,250	\$1,759,859	0	35,000	12,000	23	-	-
	The Historic Vogue Theatre of Manistee	Manistee	Manistee	New	Grant	04/30/13	\$503,592	\$0	\$2,354,824	\$1,851,232	\$1,122,371	0	0	6,931	0	-	-
	Eastern Market Corporation	Detroit	Wayne	Expansion	Grant	05/16/13	\$1,000,000	\$625,000	\$8,224,030	\$7,224,030	\$4,610,000	20,000	0	22,000	0	0%	0%
	1212 Griswold Street LLC*	Detroit	Wayne	New	Loan participation	05/22/13	\$6,000,000	\$6,000,000	\$37,619,260	\$31,619,260	\$29,020,315	0	0	0	0	120%	25%
	HWD Investors LLC (URC FJ LLC and Uptown Reinvestment Corporation Inc.) ⁷	Flint	Genesee	New	Equity investment	06/26/13	\$5,649,071	\$5,649,071	\$30,654,023	\$25,004,952	\$27,366,132	50,000	16,000	45,000	16	27%	N/A
	Kirco CH Distribution LLC and Henry Ford Health System*	Detroit	Wayne	New	Grant	06/26/13	\$1,000,000	\$0	\$29,866,172	\$28,866,172	\$26,103,012	0	0	0	0	-	-
	618 South Main LLC*	Ann Arbor	Washtenaw	New	Loan	07/24/13	\$3,000,000	\$0	\$37,047,208	\$34,047,208	\$38,226,685	0	0	0	0	-	-
	NewGAR LLC	Detroit	Wayne	New	Collateral support	07/24/13	\$660,000	\$660,000	\$4,439,000	\$3,779,000	\$3,750,567	0	0	0	0	12%	0%
	Harbor Village at Harbor Shores*	St. Joseph	Berrien	New	Grant	07/24/13	\$900,000	\$0	\$19,702,465	\$18,802,465	\$25,795,000	66,848	29,249	9,426	67	-	-
	Ben's 314 LLC	Port Huron	St. Clair	New	Grant	07/25/13	\$217,500	\$0	\$1,130,000	\$912,500	\$1,177,635	0	13,000	0	11	-	-
	609 E Kirby Lofts LLC* ⁸	Detroit	Wayne	New	Loan participation	07/26/13	\$1,000,000	\$1,000,000	\$6,562,627	\$5,562,627	\$5,950,340	0	0	0	0	0%	N/A
	Dwelling Place of Grand Rapids	Grand Rapids	Kent	New	Grant	08/27/13	\$293,659	\$293,659	\$1,487,510	\$1,193,851	\$1,577,908	14,500	0	0	0	4%	0%
	Herkimer Apartments LDHA LP	Grand Rapids	Kent	Expansion	Grant	08/27/13	\$305,157	\$0	\$17,065,769	\$16,760,612	\$17,193,102	10,346	67,675	0	55	-	-
Mid Towne Hospitality LLC*	Grand Rapids	Kent	New	Loan participation	8/28/13	\$3,000,000	\$3,000,000	\$27,018,173	\$24,018,173	\$26,137,461	0	0	0	0	11%	16%	
Woodward Brown Associates LLC	Birmingham	Oakland	New	Loan participation	09/25/13	\$3,278,890	\$3,278,890	\$27,790,284	\$24,511,394	\$22,028,194	0	0	0	0	24%	34%	
Parkland Muskegon LLC*	Muskegon	Muskegon	New	Loan	09/25/13	\$1,950,000	\$0	\$10,700,000	\$8,750,000	\$8,750,000	0	0	0	0	-	-	
Downtown Muskegon Development Corporation*	Muskegon	Muskegon	Relocation	Grant	09/27/13	\$710,000	\$0	\$3,971,900	\$3,261,900	\$3,143,774	0	0	4,400	0	-	-	

EXHIBIT 1—MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*
Legislative report for FY 2014 as of September 30, 2014

MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED

FY approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed total project investment ¹	Proposed private investment amount ²	Actual private investment attracted ³	Commercial (sq. footage revitalized/ added)	Residential (sq. footage revitalized/ added)	Retail (sq. footage revitalized/ added)	Number of residential units revitalized/ added	Projected return on investment ⁴	Actual return on investment ⁵
FY 2014	Harbortown Riverside LLC and Harbortown Riverside Financing Inc.*	Detroit	Wayne	New	Grant	09/27/13	\$1,000,000	\$0	\$19,936,653	\$18,936,653	\$18,936,653	0	196,425	0	134	-	-
	Hall Street Partners Inc.	Grand Rapids	Kent	New	Grant	10/09/13	\$310,000	\$310,000	\$1,380,234	\$1,070,234	\$1,537,498	6,000	2,400	6,000	2	12%	0%
	CWD 50 Louis LLC	Grand Rapids	Kent	New	Grant	11/06/13	\$1,000,000	\$500,000	\$9,356,604	\$8,356,604	\$9,509,381	72,000	0	2,000	0	9%	2%
	3411 E. Michigan LLC	Lansing	Ingham	New	Grant	11/14/13	\$450,000	\$0	\$7,473,541	\$7,023,541	\$8,056,928	0	47,800	1,785	66	-	-
	Ashley Owner LLC and Ashley Developer Inc.*	Detroit	Wayne	New	Grant	02/25/14	\$1,000,000	\$0	\$8,248,415	\$7,248,415	\$4,000,000	0	55,000	5,000	0	-	-
	Midland DTH LLC*	Midland	Midland	New	Loan	02/25/14	\$4,780,000	\$0	\$22,770,249	\$17,990,249	\$18,186,749	0	0	0	0	-	-
	Landmark Port Huron LLC*	Port Huron	St. Clair	New	Grant	03/6/14	\$100,000	\$0	\$1,043,763	\$943,763	\$104,000	0	6,300	9,060	0	-	-
	Bancroft Project Saginaw LLC	Saginaw	Saginaw	New	Grant	03/12/14	\$1,000,000	\$0	\$5,496,673	\$4,496,673	\$4,310,757	0	97,256	34,015	126	-	-
	Alex and Beck LLC	Detroit	Wayne	New	Grant	03/19/14	\$178,000	\$0	\$839,084	\$661,084	\$328,220	0	2,206	992	3	-	-
	Diamonds and Rifles LLC and Gold Cash Gold LLC	Detroit	Wayne	New	Grant	03/19/14	\$200,000	\$0	\$1,890,314	\$1,690,314	\$1,165,991	3,000	6,000	3,000	6	-	-
	Arena Place Development LLC	Grand Rapids	Kent	New	Loan participation	03/25/14	\$4,500,000	\$4,500,000	\$44,000,000	\$39,500,000	\$40,500,000	0	0	0	0	14%	0%
	Woodward Willis LLC	Detroit	Wayne	New	Grant	04/01/14	\$745,000	\$0	\$6,429,399	\$5,684,399	\$951,713	23,402	0	2,182	0	-	-
	Marquette Food Co-Op	Marquette	Marquette	New	Grant	04/28/14	\$615,000	\$0	\$3,375,416	\$2,760,416	\$4,623,509	11,230	0	9,000	0	-	-
	Ransom Real Estate LLC*	Kalamazoo	Kalamazoo	New	Grant	04/30/14	\$411,000	\$0	\$2,356,461	\$1,945,461	\$1,635,000	8,485	4,500	0	5	-	-
	Wesener LLC*	Owosso	Shiawassee	New	Grant	05/18/14	\$560,000	\$0	\$2,697,783	\$2,137,783	\$0	0	0	0	0	-	-
NY Jefferson LLC	Detroit	Wayne	New	Grant	06/20/14	\$834,800	\$0	\$5,189,853	\$4,355,053	\$3,300,000	0	0	58,700	0	-	-	
Lofts on Michigan LLC* ⁹	Grand Rapids	Kent	New	Loan participation	08/26/14	\$2,450,000	\$2,450,000	\$15,150,000	\$12,700,000	\$0	0	0	0	0	10%	0%	
Total							\$73,601,314	\$40,401,397	\$638,814,373	\$565,213,059	\$564,178,638	709,790	683,338	304,200	606		

MSF BOARD ACTION TAKEN: NO AGREEMENT EXECUTED

FY 2013	1145 Griswold Street LLC* ⁶	Detroit	Wayne	New	Loan participation	09/25/13	\$4,114,456	\$0	\$22,523,488	\$18,409,032	Not applicable						
	Hotel Sterling II LLC* ⁶	Wyandotte	Wayne	New	Grant	09/25/13	\$445,000	\$0	\$2,515,938	\$2,070,938							
FY 2014	Strathmore Apartments LDHA LLC	Detroit	Wayne	New	Equity investment	02/25/14	\$3,500,000	\$0	\$28,446,000	\$24,946,000							
	Detroit Economic Growth Corporation	Detroit	Wayne	New	Other	03/25/14	\$6,000,000	\$0	\$24,000,000	\$18,000,000							
	Wright Opera Block LLC* ¹⁰	Alma	Gratiot	New	Grant	06/24/14	\$1,000,000	\$0	\$6,703,829	\$5,703,829							
	Rivertown Phase I LLC*	Detroit	Wayne	New	Equity investment	08/26/14	\$7,610,000	\$0	\$61,035,220	\$53,425,220							
	Du Charme Place LLC*	Detroit	Wayne	New	Equity investment	08/26/14	\$5,700,000	\$0	\$38,463,308	\$32,763,308							
	1400 Wealthy LLC*	Grand Rapids	Kent	New	Grant	09/12/14	\$800,000	\$0	\$5,500,000	\$4,700,000							
	Lofts on 820 LLC	Grand Rapids	Kent	New	Loan participation	09/17/14	\$3,100,000	\$0	\$21,800,000	\$18,700,000							
	Hallmark Ventures LLC*	Dearborn	Wayne	New	Grant	09/17/14	\$1,000,000	\$0	\$8,641,020	\$7,641,020							
	Griswold Capitol Park LLC	Detroit	Wayne	Expansion	Equity investment	09/17/14	\$4,798,000	\$0	\$22,806,250	\$18,008,250							
	751 Griswold Detroit LLC	Detroit	Wayne	New	Grant	09/19/14	\$682,279	\$0	\$4,455,795	\$3,773,516							
	Artspace Projects Inc.	Dearborn	Wayne	New	Grant	09/22/14	\$1,000,000	\$0	\$15,807,762	\$14,807,762							
	West Fort Street Properties LLC and American Lightweight Materials Manufacturing Innovation Institute*	Detroit	Wayne	New	Grant	09/26/14	\$1,000,000	\$0	\$4,398,897	\$3,398,897							
	5734 Woodward LLC	Detroit	Wayne	New	Grant	09/26/14	\$240,625	\$0	\$1,565,200	\$1,324,575							
Stocking Street Properties LLC	Grand Rapids	Kent	New	Grant	09/29/14	\$89,574	\$0	\$1,165,193	\$1,075,619								
TFG Building LLC	Grand Rapids	Kent	New	Grant	09/30/14	\$136,527	\$0	\$1,289,182	\$1,152,655								
Total							\$41,216,461	\$0	\$271,117,082	\$229,900,621							
Grand total							\$114,817,775	\$40,401,397	\$909,931,455	\$795,113,680	\$564,178,638	709,790	683,338	304,200	606		

EXHIBIT 1—MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*
Legislative report for FY 2014 as of September 30, 2014

Total projects: 72
Total written agreements: 55
Aggregate increase in taxable value: \$17,505,388

1 "Proposed Total Project Investment" is the total cost of the project, not factoring in source of funds, that is taken from the original application.

2 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 CRP contribution.

3 If a project that is approved for a grant meets all of its contractually obligated milestones and the proposed investment is reached, the grantee will receive its CRP incentive to reimburse costs. Therefore, reported "Actual Private Investment Attracted" may decrease once the project is complete, after the grantee has been reimbursed for its expenses. "Actual Private Investment Attracted" for direct loans, loans participations, collateral support and equity equals total funds secured for the project as a whole, not just paid to date, less the CRP amount.

4 The "Projected Return on Investment" to the taxpayer (developer) is calculated as follows: Net operating income after debt service divided by the projected developer equity, including value of land.

5 The "Actual Return on Investment" to the taxpayer (developer) is calculated as follows: Net operating income after debt service divided by the actual developer equity, including value of land.

6 This incentive was dismissed in FY 2014.

7 The company reported actual net operating income (NOI) of \$28,000 and actual developer equity of \$0. As the calculation for actual ROI divides actual NOI by actual developer equity, ROI is N/A given the denominator of \$0.

8 The company reported net operating income of \$22,946 and actual developer equity of \$0. As the calculation for Actual ROI divides actual NOI by actual developer equity, ROI is N/A given the denominator of \$0.

9 The original incentive approved in April 2014 was rescinded and re-approved in August 2014 to replace the senior lender and change several items under the original loan participation terms. The loan participation agreement is dated September 18, 2014, but was actually executed in October 2014; therefore, no progress report was filed for the year. MSF funds were disbursed prior to project completion. As such, actual ROI has been entered as zero percent.

10 This project was terminated and dismissed subsequent to the reporting period.

** Project has been approved for additional incentives such as Brownfield TIF, Brownfield MBT or CDBG.*

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*

EXHIBIT 2
MSF LOAN SUMMARY
Fiscal year 2014: 10/01/2013– 9/30/2014

MSF LOAN SUMMARY	
PROJECT¹: 618 South Main	
Borrower	618 South Main LLC (Urban Group Development Company)
Senior lender	P/R Mortgage & Investment Corp
MSF loan amount	Up to \$3,000,000 not to exceed 25% of eligible investment
Interest rate	0%
Annual loan fee	1% of the original principal amount
Closing fee	\$25,000
Collateral	Real estate mortgage and assignment of leases and rents; subject to subordination non-disturbance agreement.
Guarantee	Non-recourse to match senior lender.
Term	Not to exceed 40 years to match senior lender.
Funding	Certificate of Occupancy and other performance criteria to be contained in final loan documents.
PROJECT: Parkland Muskegon	
Borrower	Parkland Muskegon LLC
Senior lender	Community Foundation for Muskegon County
MSF loan amount	Up to \$1,950,000 not to exceed 25% of eligible investment
Forgivable portion	Up to \$390,000
Interest rate	0%
Closing fee	1%
Collateral	Assignment of Brownfield Tax Increment Financing
Guarantee	Full recourse to Johnathan Rooks
Term	Not to exceed 25 years
Funding	Certificate of Occupancy and other performance criteria to be contained in final loan documents.
Repayment	Annual payment of tax increment revenues or \$40,000, whichever is greater.
PROJECT: Downtown Midland Project	
Borrower	Midland DTH LLC
Senior lender	Chemical Bank
MSF loan amount	Up to \$4,780,000 not to exceed 25% of eligible investment
Forgivable portion	Up to \$1,000,000
Interest rate	0%
Annual loan fee	1% of the original principal amount
Closing fee	1%
Collateral	Assignment of Brownfield Tax Increment Financing
Guarantee	Unlimited corporate guarantee of SSP Associates Inc. and personal guarantees of Dr. Samuel Shaheen, Peter Shaheen, Sabrina Shaheen-Cronin, and any 100% controlled living trusts
Term	Not to exceed 180 months
Funding	Certificate of Occupancy and other performance criteria to be contained in final loan documents.
Repayment	50% of the semi-annual TIF reimbursement payments.
<i>1 Project is utilizing mortgage insurance through the HUD 221(d)4 program. Under the program, all loans are non-recourse to borrower and sponsors. These loans are construction to permanent lending not to exceed 40 years in total length. The MSF included a provision for acceleration of the MSF payments shall the borrower, and/or the ownership of the borrower sell or transfer their interest in the property.</i>	

MICHIGAN COMMUNITY REVITALIZATION PROGRAM SECTION 1007(2) PROGRAM PERFORMANCE METRICS

Section 1007(2) of Public Act 252 of 2014, the General Government Omnibus Budget, requires the MSF to submit a report updating the legislature on the MCRP performance metrics. The following report shows activity as of September 30, 2014.

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, 2014, is \$795,113,680. The actual private investment is \$564,178,638.

The tables below include listings of MCRP amendments and revocations in FY 2014. For further detail, including more information on estimated ROI as well as a breakdown of private investment for each MCRP project, please see the FY 2014 MCRP annual report on Page 57–61.

MCRP PROJECT AMENDMENTS Fiscal year 2014: 10/01/2013–9/30/2014		
Company name	Amended date	Amendment description
609 E Kirby Lofts LLC	10/04/13	Amended to change the structure to allow the MSF to participate in a single \$2,050,000 loan with NCB Capital Impact. The MSF share will remain at \$1,000,000 with \$300,000 principle still forgiven upon completion terms outlined in the agreement.
Shiawassee Center (Owosso Community Players)	10/15/13	Amended to assign the rights regarding grant disbursement to Owosso Community Players.
Uptown RDA LLC	11/15/13	Amended to add a co-applicant to the agreement.
1212 Griswold Street LLC	11/20/13	Amended to “reauthorize” or provide additional time to execute the agreement and recognize that the senior loan will be \$9 million, with a \$6 million participation by MSF and \$3 million to a bank.
Arcadia Brewing Company	01/09/14	Amended project description and extended milestone due date.
833 Michigan Street LLC	01/09/14	The MSF board signed a second approval of project; this was due to expiration of the original funding commitment approval.
Enmar LLC	01/09/14	Amended to extend the milestone due date.
Gulf Shore Investments LLC	01/13/14	Amended to change the minimum bank loan required on the milestone.
Sherbrooke Land Company LLC	01/15/14	Amended to add a co-applicant to the agreement.
521 LLC	01/24/14	Amended to extend the milestone due date.
City of St. Joseph	01/24/14	Amended to extend the milestone due date.
Edgewater Resources LLC	01/24/14	Amended to extend the milestone due date.
Eastern Market Corporation	02/10/14	Amended to extend the milestone due date.
Corlin Builders Inc.	02/11/14	Amended to change the requirement of milestone one.
Urban Group Development Company	02/25/14	Amended to extend the milestone due date.
Enmar LLC	04/15/14	Amended to extend the milestone due date.
Arcadia Brewing Company	04/15/14	Amended to extend the milestone due date.
Heart of Howell	04/25/14	Amended to extend loan end date, milestone due date, and pre-grant disbursement date.

MICHIGAN COMMUNITY REVITALIZATION PROGRAM SECTION 1007(2) PROGRAM PERFORMANCE METRICS *continued*

MCRP PROJECT AMENDMENTS <i>continued</i> Fiscal year 2014: 10/01/2013-9/30/2014		
Company name	Amended date	Amendment description
Bancroft Project Saginaw LLC	06/27/14	Amended to extend milestone due dates, pre-grant disbursement due diligence conditions due date, and delete the third requirement of milestone one.
Grand Rapids Downtown Market Holdings LLC	07/29/14	Amended to waive the default resulting from the project not obtaining a New Market Tax Credits structure and not implementing an amortization schedule; to allow interest only payments to continue through June 30, 2016; and to allow the borrower to finance an additional \$200,000 for tenant improvements.
Corlin Builders Inc.	07/29/14	Amended to add a section to the agreement which allows the owner to sell a portion or all of the property.
Herkimer Apartments LDHA LP	08/08/14	Amended to extend milestone due dates and change project description.
Downtown Muskegon Development Corporation	09/25/14	Amended project address and project description.

MCRP PROJECT REVOCATIONS Fiscal year 2014: 10/01/2013-9/30/2014	
Company name	Reason for dismissal
Lofts on Michigan LLC	The original incentive approved in April 2014 was rescinded and re-approved in August 2014 to replace the senior lender and change several items under the original loan participation terms.
1145 Griswold LLC	The incentive was dismissed as Develop Michigan Inc. will take the place of the MSF as the senior lender on the project.
Hotel Sterling LLC	The development team decided not to move forward with the project.
Detroit Mutt LLC	The company was unable to meet milestone requirements.

COMMUNITY DEVELOPMENT BLOCK GRANT PROGRAM

The Community Development Block Grant (CDBG) program is a federal grant program utilizing funds received from the U.S. Department of Housing and Urban Development. 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. The MSE, in cooperation with the MEDC, administers the economic development and community development portions of the program. Listed below are the communities that have submitted a full application and have been authorized by the MSF board to execute a grant agreement.

CDBG GRANT AWARDS Fiscal year 2014: 10/01/2013-9/30/2014				
MSF approval date	Pass-thru grantee	County	Project description	Award amount
Various	Statewide	Various	Funding for the Housing County Allocation program and Downtown Rental Rehabilitation program	\$7,505,638
02/28/14	Village of Bellaire	Antrim	Short's Brewing Company: Acquisition	\$309,000
10/23/13	City of Watervliet	Berrien	Arclight Brewing Company: Façade improvement	\$115,800
02/24/14	City of Coldwater	Branch	JMWingard LLC: Blight elimination	\$403,000
07/22/14	Calhoun County	Calhoun	Brembo North America Inc.: Job training grant	\$1,500,000
08/05/14	Village of Cassopolis	Cass	Postle Aluminum Company: Job training grant	\$550,000
02/25/14	City of Boyne City	Charlevoix	Downtown Infrastructure Grant	\$583,519
10/23/13	Township of Marion	Charlevoix	ACAT Global LLC: Job training grant	\$500,000
04/17/14	City of East Jordan	Charlevoix	Burnette Foods: Planning study	\$15,000
01/31/14	City of Sault Sainte Marie	Chippewa	Aggressive Manufacturing Innovations Inc. (AMI): Expansion	\$250,000
09/17/14	City of Sault Sainte Marie	Chippewa	Multi-business/multi-building: Façade improvement	\$497,615
02/25/14	City of Harrison	Clare	Downtown Infrastructure Grant	\$598,000
04/22/14	City of Clare	Clare	Northern Logistics Inc.: Infrastructure and job creation	\$599,940
12/18/13	Charter Township of DeWitt ¹	Clinton	Blight Elimination	\$183,425
02/25/14	City of Olivet	Eaton	Downtown Infrastructure Grant 2013	\$658,000
09/16/14	City of Petoskey	Emmet	Planning grant	\$12,500
04/21/14	Village of Kingsley	Grand Traverse	Uptown Development TC LLC: Blight elimination	\$81,655
07/22/14	Grand Traverse County	Grand Traverse	Uptown Development TC LLC: Blight elimination	\$352,846
07/22/14	Grand Traverse County	Grand Traverse	Blight elimination	\$527,154
02/25/14	City of Ithaca	Gratiot	Downtown Infrastructure Grant 2013	\$750,000
06/24/14	City of Alma	Gratiot	Wright Opera Block LLC: economic development parking lot infrastructure project	\$419,958
09/02/14	City of Hancock	Houghton	Blight elimination	\$250,000
04/08/14	City of Mason	Ingham	Blight elimination	\$446,000
08/19/14	Ingham County	Ingham	Orchid Orthopedic Solutions LLC: Job Training Grant	\$300,000

COMMUNITY DEVELOPMENT BLOCK GRANT PROGRAM *continued*

CDBG GRANT AWARDS <i>continued</i>				
Fiscal year 2014: 10/01/2013-9/30/2014				
MSF approval date	Pass-thru grantee	County	Project description	Award amount
08/18/14	Village of Lake Odessa	Ionia	Feasibility study	\$27,500
02/25/14	Village of Kalkaska	Kalkaska	Downtown Infrastructure Grant 2013	\$750,000
01/06/14	Village of Metamora	Lapeer	Metamora Systems Inc.: Façade	\$570,000
02/25/14	City of Lapeer	Lapeer	Downtown Infrastructure Grant 2013	\$749,999
05/31/14	Marquette County	Marquette	Multi-business/multi-building: Façade improvement	\$413,490
02/25/14	Township of Michigamme	Marquette	Downtown Infrastructure Grant 2013	\$258,581
07/07/14	City of Milan	Monroe	Jaytec LLC: Job training	\$225,000
09/17/14	City of Greenville	Montcalm	Dicastal North America Inc.: Acquisition	\$5,000,000
02/25/14	City of West Branch	Ogemaw	Downtown Infrastructure Grant 2013	\$244,986
02/25/14	City of Evart	Osceola	Downtown Infrastructure Grant 2013	\$623,556
04/04/14	City of Gaylord	Otsego	Aggressive Manufacturing Innovations Inc. (AMI): Job training	\$650,000
05/27/14	City of Coopersville	Ottawa	Fairlife LLC: Expansion	\$2,400,000
02/25/14	City of Durand	Shiawassee	Downtown Infrastructure Grant 2013	\$750,000
02/25/14	City of Owosso ²	Shiawassee	Downtown Infrastructure	\$695,264
02/25/14	Village of Constantine	St. Joseph	Downtown Infrastructure Grant 2013	\$242,182
09/17/14	City of Sturgis	St. Joseph	Wings Etc. Inc.: Façade	\$1,088,337
03/03/14	City of Sturgis	St. Joseph	Blight elimination	\$170,275
09/17/14	City of Sturgis	St. Joseph	Sturgis Molded Products: Job training	\$442,000
02/25/14	Village of Mattawan	Van Buren	Downtown Infrastructure Grant 2013	\$285,885
Total				\$32,996,105

1 The award was originally approved for \$183,425, but the project only used \$163,304 of the award.
2 The award was subsequently dismissed in FY 2014.

CDBG GRANT AMENDMENTS					
Fiscal year 2014: 10/01/2013-9/30/2014					
MSF approval date	Pass-thru grantee	County	Project description	Original award amount	New total award amount
08/11/14	City of Big Rapids ³	Mecosta	Downtown Infrastructure Grant	\$410,204	\$703,996
Total				\$410,204	\$703,996

3 The original award was approved by the MSF on 02/25/14

CORE COMMUNITY FUND

Public 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. At the end of FY 2014, one Core Community Fund loan was in active repayment with an outstanding principal balance of

approximately \$243,000. Two loans with the city of Detroit had loss provisions recorded totaling just over \$5,400,000 due to the city of Detroit bankruptcy in July 2013.

There were two new projects approved in FY 2014. As of September 30, 2014, approximately \$700,000 in uncommitted funds was in the Core Community Fund.

CORE COMMUNITY FUND GRANT AWARDS				
Fiscal year 2014: 10/01/2013-9/30/2014				
MSF approval date	Pass-thru grantee	County	Award amount	Project description
09/30/14	City of Munising	Alger	\$250,000	The Bayshore Marina project would facilitate an expansion off of the current city dock facility. The expansion would occur along the northwest portion of the current L-dock, therefore increasing the usable linear feet of the existing facility by an estimated 200 feet, creating useable broadside dockage space for Pictured Rock Boat Cruises and the community. Projected private investment for the project is \$425,000 and could result in the creation of eight jobs.
09/30/14	City of Kalamazoo	Kalamazoo	\$300,000	The Riverview Launch project is a community-based effort to redevelop a formerly abandoned and tax-foreclosed site on the Kalamazoo River and Kalamazoo River Valley Trail. This transformational project creates greener, safer, and smarter use of public space; provides outdoor activities and youth programming; and improves the quality of life on the northeast side of Kalamazoo. Projected private investment for the project is approximately \$558,000.
Total			\$550,000	

URBAN LAND ASSEMBLY

The Michigan Urban Land Assembly (ULA) program provides financial assistance in the form of loans to eligible municipalities for the acquisition of certain real property for economic development purposes, including industrial and commercial projects. The MEDC has administrative responsibility for the ULA program. The program is directed toward revitalizing the economic base of cities experiencing economic distress and decline. The program is used to assemble land for the strategic uses of these communities. Sometimes this results in jobs in the short term, but sometimes the time period for job creation is much longer, especially on larger projects.

As of September 30, 2014, the fund's available balance was \$4,162,785. No new grants or loans

were approved during FY 2014. MEDC continues to collect on outstanding loans. During the fiscal year, MEDC collected receivables and interest revenue in the amount of \$125,801. Since the inception of the ULA program, 32 projects have been approved. Three projects were open at the end of FY 2014.

The ULA program continues to provide important support for projects that contribute to the revitalization of urban centers. The financial situations many communities found themselves in due to the recent Michigan recession likely prevented them from incurring any additional obligations. The MEDC recommends continuation of the ULA program.

ULA LOANS							
Fiscal year 2014: 10/01/2013-9/30/2014							
MSF approval date	Borrower	Loan amount	Loan balance	Loan terms	Loan status	Use of funds	Jobs created to date
07/09/01	Detroit ¹	\$2,000,000	\$2,000,000	—	Not current	Being used to assemble 183 acres for the I-94 Industrial Park	0
08/27/04	Sturgis	\$200,000	\$0	10 years 0% int	Paid	Used to assemble three acres of land for Americraft Carton	110
04/07/05	White Cloud	\$160,000	\$0	10 years 0% int	Paid	Used to assemble commercial property in DDA for medical facility	0
10/10/05	Corunna	\$450,000	\$120,000	10 years 0% int	Current	Being used to acquire property in DDA for Chemical Bank and county development	3
11/04/10	Cornerstone Alliance, Benton Harbor	\$3,000,000	\$2,999,973	10 years 1% int	Current	Being used to acquire approximately 12 acres by DDA for Whirlpool office project	0
Total:		\$5,810,000	\$5,119,973				113

¹ The city of Detroit filed for bankruptcy in July 2013. Due to the bankruptcy, accuracy of job creation cannot be determined. In light of this filing, MEDC has recorded loss provisions for the full loan amount.

BROWNFIELD REDEVELOPMENT PROGRAM

The Brownfield Redevelopment program promotes the redevelopment of contaminated and under-utilized property in Michigan to bring that property back to productive use. The program, administered by the MEDC, commenced in 2000 under two major statutory elements—tax increment financing (TIF) under the Brownfield Redevelopment Act and a Michigan Brownfield Tax Credit program. Tax credits or TIF assistance is given to companies, developers, or businesses for the redevelopment of brownfield property. The MEDC and Michigan Department of Environmental Quality coordinate incentives to get challenged sites redeveloped.

On January 1, 2012, the Brownfield Tax Credit program was replaced with the implementation of the

CIT. Although, the new CIT eliminates almost all tax credits, any taxpayer that had an existing tax credit (“certificated credit”) approved and executed before January 1, 2012, will be able to realize the full benefits of their credit. The new business tax system allows taxpayers to receive the benefits of their certificated credits by electing to continue to file the MBT for the duration of their credits. TIF incentives will continue under the CIT.

The MSF, with administrative assistance from the MEDC, now operates under the appropriation-based Michigan Business Development Program and Michigan Community Revitalization Program which provides incentives for highly competitive projects in Michigan.

BROWNFIELD MBT CREDIT AMENDMENTS¹ Fiscal year 2014: 10/01/2013–9/30/2014

MSF approval date	Company name	Municipality	County	Original estimated credit amount	New estimated credit amount
09/12/14	Spartan Motors Chasis Inc.	Charlotte	Eaton	\$465,500	\$219,125
11/05/14	Rifkin Scrap Iron and Metal Co.	Saginaw	Saginaw	\$1,250,000	\$1,096,875
12/27/13	American Photo Marketing Inc.	Ypsilanti	Washtenaw	\$354,250	\$258,407
09/11/14	Rivertown Phase I LLC	Detroit	Wayne	\$9,708,960	\$6,983,874
Total				\$11,778,710	\$8,558,281
<i>1 Amendments are only reported when the credit amount has increased or decreased.</i>					

BROWNFIELD TAX INCREMENT FINANCING

BROWNFIELD TIF PROJECTS					
Fiscal year 2014: 10/01/2013-9/30/2014					
MSF approval date	Brownfield authority	Project name	Municipality	County	TIF amount
07/22/14	County of Grand Traverse	Uptown Development Project	Traverse City	Grand Traverse	\$1,977,160
07/02/14	County of Grand Traverse	Old Towne Corners Redevelopment Project	Traverse City	Grand Traverse	\$308,044
04/24/14	County of Grand Traverse	Graetz Redevelopment Project	Traverse City	Grand Traverse	\$229,841
05/02/14	City of Lansing	High Grade Materials Redevelopment Project	Lansing	Ingham	\$274,928
04/22/14	City of Kalamazoo	West Michigan Avenue Development Project	Kalamazoo	Kalamazoo	\$1,403,604
04/30/14	City of Kalamazoo	Norbridge Building Redevelopment Project	Kalamazoo	Kalamazoo	\$120,009
04/22/14	City of Grand Rapids	JB Attorney Holdings Clancy 2 LLC Redevelopment Project	Grand Rapids	Kent	\$1,376,375
04/22/14	City of Grand Rapids	Lofts on Michigan LLC Development Project	Grand Rapids	Kent	\$3,151,225
09/12/14	City of Grand Rapids	1400 Wealthy, LLC and 1415 Wealthy LLC Redevelopment Project	Grand Rapids	Kent	\$191,700
06/20/14	City of Walker	Fairview Elementary School Repurposing Project	Walker	Kent	\$341,874
06/24/14	County of Macomb	Macomb Mall Partners LLC Redevelopment Project	Roseville	Macomb	\$1,592,970
02/25/14	City of Midland	Downtown Midland Redevelopment Project	Midland	Midland	\$8,329,487
03/25/14	City of Ferndale	965 Wanda Redevelopment	Ferndale	Oakland	\$717,829
07/22/14	County of Oakland	Challenge Manufacturing Redevelopment Project	Pontiac	Oakland	\$2,932,256
04/21/14	County of Washtenaw	Buchanan North Warehouse Renovation	Chelsea	Washtenaw	\$289,800
09/17/14	City of Dearborn	22324 Michigan Avenue Project	Dearborn	Wayne	\$943,700
09/29/14	City of Detroit	711 W. Alexandrine and 3971-3981 Third St. Redevelopment Project	Detroit	Wayne	\$344,180
02/25/14	City of Detroit	Ashley Redevelopment Project	Detroit	Wayne	\$482,075
07/22/14	City of Detroit	3800 Woodward Medical Building	Detroit	Wayne	\$8,033,979
08/26/14	City of Detroit	Comprehensive Logistics Redevelopment Project	Detroit	Wayne	\$949,562
08/26/14	City of Detroit	Orleans Landing Development Project	Detroit	Wayne	\$6,495,862
08/26/14	City of Detroit	El Moore Greens Redevelopment Project	Detroit	Wayne	\$762,960
08/26/14	City of Detroit	DuCharme Place Redevelopment	Detroit	Wayne	\$4,759,351
09/17/14	Charter Township of Northville	Former Psychiatric Hospital Property Redevelopment Project	Northville	Wayne	\$23,443,127
08/26/14	Charter Township of Redford	George Matick Automotive Campus Redevelopment Project	Redford	Wayne	\$719,528
Total					\$70,171,426

BROWNFIELD TAX INCREMENT FINANCING *continued*

BROWNFIELD TIF AMENDMENTS' Fiscal year 2014: 10/01/2013-9/30/2014						
MSF approval date	Brownfield authority	Project name	Municipality	County	Original TIF amount	Amended TIF amount
01/16/14	City of Hastings	Geenen DeKock Group I LLC Redevelopment Project	Hastings	Barry	\$221,125	\$384,175
11/20/13	County of Washtenaw	Packard Square Redevelopment	Ann Arbor	Washtenaw	\$2,040,149	\$3,389,799
Total:					\$2,261,274	\$3,773,974
<i>1 Amendments are only reported when the credit amount has increased or decreased.</i>						

MICHIGAN COUNCIL FOR ARTS AND CULTURAL AFFAIRS

The Michigan Council for Arts and Cultural Affairs (MCACA) serves as the state agency that administers matching grants and appropriations, facilitates communication networks, and develops funding resources for arts and cultural activities. The 2014 grantees of MCACA grants reported over 27 million individuals—including over six million youth—benefitted from MCACA grants. The grantees also report contracting with 59,472 Michigan artists.

Not reflected in the direct numbers summarized below are the grants made with MCACA monies

through re-granting agencies, the Touring Arts program administered for MCACA by the Michigan Humanities Council, and the Bus Grant program administered for MCACA by Michigan Youth Arts Association:

Touring arts: 197 grants awarded totaling \$60,806

Bus grants: 136 grants awarded totaling \$43,766

Regional re-granting: 228 awards totaling \$475,959

Therefore, funds appropriated for MCACA in FY 2014 resulted in 979 grants being made across the state for arts and cultural activities.

MCACA GRANTS ¹				
Fiscal year 2014: 10/01/2013-9/30/2014				
Grant type	Number of awards	Individuals benefiting	Award amount	Overall match ²
Arts in Education residencies	22	10,248	\$209,722	\$364,480
Capital Improvements Program	48	4,115,509	\$1,874,171	\$4,154,172
New Leaders Program	33	343,973	\$66,233	\$168,519
Operational and project support	266	18,596,404	\$4,367,520	\$29,812,606
Regional Re-granting Mini-grant program	38	443,795	\$702,353	\$1,294,356
Services to the field	11	3,786,883	\$527,582	\$8,081,439
Total	418	27,296,812	\$7,747,581	\$43,875,572

1 Includes all grants awarded in FY 2014 and financial activity through January 10, 2015.

2 For FY 2014, arts and cultural organizations that received funding were only required to report their required match to MCACA. Previously, grantees reported their full operation amounts for the "overall match."

MICHIGAN FILM INCENTIVES

The Michigan Film and Digital Media Production Incentive provides qualified production companies up to a 32 percent incentive for qualifying Michigan expenditures with the opportunity to earn an additional 3 percent for filming in one of Michigan's qualified production or post-production facilities.

The MEDC film review committee, comprised of senior MEDC staff including the Michigan film commissioner, reviews all completed applications using the statute to guide approval decisions and makes recommendations on whether to approve or deny a project. All projects are required to be approved in concurrence with the president of the MSF.

In FY 2014, 27 projects were approved. More than two-thirds of these were independent projects, including many from Michigan-based filmmakers. The film office has also continued to support local film

festivals, including the Traverse City Film Festival, Waterfront Film Festival, Cinetopia, the Ann Arbor Film Festival, and Meaningful Play as a way to promote Michigan's filmmakers, developers and projects.

Per statute, 5 percent of allocated incentive funding must be spent on digital media projects in the state. In FY 2014, \$2,923,371 was awarded to digital media projects (including post-production and video game development) with a total of \$2,747,141 dedicated to digital media funding carrying over into FY 2015.

The figures in this report are based on applications approved by the Michigan Film Office and therefore are estimates. The film office online dashboard can be found at www.michiganfilmoffice.org/the-film-office/mfo-dashboard and is updated quarterly with actual data from approved "Certificate of Completion Requests."

MICHIGAN FILM AND DIGITAL MEDIA PRODUCTION INCENTIVES						
Fiscal year 2014: 10/01/2013-9/30/2014						
Project title	Effective date	End date	Total Michigan spend	Award amount	Description	Locations
Sage & Milo (Batman v. Superman) ¹	07/15/13	up to 3 year maximum	\$131,419,947	\$34,000,000	Feature film	Detroit, East Lansing, Pontiac
12 Monkeys (pilot)	10/15/13	up to 3 year maximum	\$5,356,935	\$1,546,063	TV pilot	Metro Detroit
Eloise	11/01/13	up to 3 year maximum	\$7,217,980	\$1,950,000	Feature film	Metro Detroit
Northern 48	12/16/13	up to 3 year maximum	\$14,859,813	\$3,900,000	Feature film	Metro Detroit, Point Aux Barques
Beverly Hills Cop	12/20/13	up to 3 year maximum	\$56,644,792	\$13,500,000	Feature film	Metro Detroit
Crash Course	12/31/13	up to 3 year maximum	\$282,649	\$73,995	Documentary	Metro Detroit, Flint
American Muscle	12/31/13	up to 3 year maximum	\$1,253,682	\$308,869	TV series	Plymouth Township
The Middle Distance	01/07/14	up to 3 year maximum	\$145,361	\$39,386	Feature film	Grand Beach, New Buffalo, Three Oaks
The End of the Tour	01/15/14	up to 3 year maximum	\$2,105,652	\$495,380	Feature film	Grand Rapids
Ask Dr. Nandi (Season 3)	02/01/14	up to 3 year maximum	\$6,437,789	\$1,582,898	TV series	Farmington Hills
Moontrap: Target Earth	02/04/14	up to 3 year maximum	\$607,721	\$192,347	Feature film	Metro Detroit, Troy
Paid in Full	02/21/14	up to 3 year maximum	\$157,373	\$48,457	Feature film	Novi

MICHIGAN FILM INCENTIVES *continued*

MICHIGAN FILM AND DIGITAL MEDIA PRODUCTION INCENTIVES <i>continued</i>						
Fiscal year 2014: 10/01/2013-9/30/2014						
Project title	Effective date	End date	Total Michigan spend	Award amount	Description	Locations
A Craftsman's Legacy	03/01/14	up to 3 year maximum	\$345,652	\$102,414	TV series	Auburn Hills, Detroit, Ferndale, Flint, Grand Rapids, Marquette, Munising, Pontiac, Royal Oak, Saginaw, St. Ignace
Scrap Yard	03/19/14	up to 3 year maximum	\$711,316	\$192,055	Video game	Saline
Santa & His Elves	03/25/14	up to 3 year maximum	\$177,677	\$59,682	Interactive website	Bloomfield Hills
Health Games for Kids	04/01/14	up to 3 year maximum	\$138,877	\$48,261	Interactive game	Southfield
ISRA 88	04/04/14	up to 3 year maximum	\$392,971	\$110,357	Feature film	Oxford, Romeo
Heartlock	04/04/14	up to 3 year maximum	\$503,150	\$139,568	Feature film	Jackson, Standish
Sage & Milo (post)	05/06/14	up to 3 year maximum	\$8,959,926	\$2,113,671	Post-production	Pontiac
Mickey Matson & The Helm of Darkness	05/13/14	up to 3 year maximum	\$733,078	\$222,613	Feature film	Ludington, Mackinac Island, Manistee
Grain	06/09/14	up to 3 year maximum	\$727,406	\$238,588	Feature film	Detroit
1-to-1 Fan	07/01/14	up to 3 year maximum	\$174,635	\$61,001	Interactive game	Southfield
ONU	07/01/14	up to 3 year maximum	\$1,206,724	\$413,701	Interactive website	Southfield
Believe	07/31/14	up to 3 year maximum	\$2,292,028	\$657,142	Feature film	Grand Rapids, Manistee, Muskegon
Preachers of Detroit	08/26/14	up to 3 year maximum	\$1,393,255	\$405,811	TV series	Bloomfield Hills, Detroit, Highland Park, Ypsilanti
Tommy battles the Silver Sea Dragon	09/09/14	up to 3 year maximum	\$376,976	\$102,855	Feature film	Detroit, Novi, Wayne
Destined	09/25/14	up to 3 year maximum	\$875,072	\$256,018	Feature film	Detroit
Total			\$245,498,437	\$62,761,132		

1 This project was approved in FY 2013 for up to \$35 million, which is to be split between \$1 million spent in FY 2013 and \$34 million spent in FY 2014. The initial \$1 million to be spent in FY 2014 was reported in the FY 2013 annual report.

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 has the ability to approve new film tax credit applications under Section 455 of the MBT Act. However, previously approved projects may be issued a post-production tax credit certificate after the project is complete. The projects that were issued post-production certificates in calendar year 2014 are reported below. The Michigan Film Office is not aware of other non-state incentives that were provided to a qualified project.

In 2014, one post-production certificate of completion was signed and issued by the film office. The post-production certificate signed in 2013 was for the project *Sparkle*, which was in production in 2011. The anticipated amount of redemption fees to be collected by the film office from this signed post-

production certificate is \$15,522. The final tax credit issued to this project can not be reported under the constraints of the Revenue Act.

A total of \$1,666,084 in film tax credits were claimed from the Department of Treasury in 2014. As of December 31, 2014, a total of \$228,574,454 in film tax credits have been paid out by the state with \$91,172,824 in potential film tax credits that remain eligible to be claimed under the tax credit program.

In FY 2014, 12 projects were issued an approved Certificate of Completion Request (COCR) under the new film incentive program. These are listed in the table below. Under Section 29 of the MSF Act, projects approved in 2012 and thereafter are reported in an online dashboard found at www.michiganfilmoffice.org/the-film-office/mfo-dashboard. The dashboard is updated with actual data on a quarterly basis as COCRs are approved.

APPROVED POST-PRODUCTION CERTIFICATES ISSUED Calendar year 2013	
Production	Sparkle
Locations	Detroit, Hamtramck
Total Michigan spend	\$9,301,440
Goods	\$1,589,381
Services	\$750,674
Salaries and wages	\$6,961,415
BTL crew employed in state	334
BTL crew residents of state	285
Total hours worked on production	7,329
ATL personnel employed in state	37
ATL personnel residents of state	14
Persons employed in state who earned over \$250,000	0
\$250,000 residents of state	0
Temporary jobs created	299
Permanent jobs created	0
Persons employed in state as FTE	58

MICHIGAN FILM INCENTIVES – TAX CREDIT PROGRAM *continued*

APPROVED CERTIFICATES OF COMPLETION REQUESTS											
Fiscal year 2014: 10/01/2013-9/30/2014											
Production	Locations	Direct Production Expenditures Incentive awarded	Michigan Personnel Expenditures Incentive awarded	Crew Personnel Expenditures Incentive awarded	Qualified Personnel Expenditures Incentive awarded	Post-production Expenditures Incentive awarded	Qualified facility or infrastructure expenditures incentive awarded	Program administration spend	Temp jobs created	Permanent jobs created	Persons employed in state as FTE
Rumors of Wars	Grand Rapids	\$12,398	\$17,050	\$1,998	\$9,653	\$0	\$0	\$0	26	0	1
Black Sky	Armada, Auburn Hills, Brighton, Detroit, Lake Orion, Oakland Township, Orion Township, Pontiac, Ray, Washington, Woodhaven	\$3,178,142	\$2,941,549	\$1,853,651	\$876,473	\$0	\$628,897	\$0	470	0	143
Detroit Rubber	Detroit, Royal Oak	\$17,165	\$19,320	\$0	\$1,674	\$0	\$0	\$0	18	0	1
Parts Per Billion	Berkley, Bloomfield Hills, Detroit, Rochester, Royal Oak	\$73,500	\$79,824	\$32,348	\$24,152	\$0	\$0	\$0	54	0	5
Don Cheto Cycle 1	Southfield	\$0	\$0	\$0	\$0	\$57,158	\$5,238	\$0	17	0	3
Blue Goji Mobile Arcade	Southfield	\$0	\$0	\$0	\$0	\$36,741	\$3,460	\$0	18	0	2
Misled	Dearborn, Detroit, Hamtramck, Plymouth	\$18,048	\$28,425	\$0	\$2,817	\$0	\$0	\$0	85	0	2
Division 19	Detroit, Hamtramck, Highland Park	\$75,013	\$78,528	\$9,685	\$18,483	\$0	\$15,697	\$0	82	0	5
Fractured	Detroit	\$16,401	\$13,381	\$0	\$832	\$0	\$0	\$0	28	0	0
Need for Speed	Detroit	\$272,462	\$173,229	\$235,549	\$152,697	\$0	\$0	\$0	108	0	10
Transformers 4	Detroit, Fairfield Township, Lansing, Milford, River Rouge, Troy, Warren	\$6,150,428	\$3,019,571	\$4,776,762	\$1,997,655	\$0	\$825,247	\$0	481	0	179
How to Catch a Monster (Lost River)	Detroit, Shelby Township	\$478,517	\$622,429	\$233,017	\$198,424	\$0	\$111,522	\$0	110	0	37

MICHIGAN FILM OFFICE SECTION 1007(2) PROGRAM PERFORMANCE METRICS

Section 1007(2) of Public Act 252 of 2014, the General Government Omnibus Budget, requires the Michigan Strategic Fund to submit a report updating the legislature on the Michigan Film Office (MFO) performance metrics. The following report shows activity as of September 30, 2014. During FY 2014, there were no revocations.

Fiscal year	Total committed jobs	Total verified jobs ^{1,2}	Total projected private investment	Total actual private investment ²	Estimated return on investment ²
FY 2012	1,072	934	\$57,793,562	\$43,163,192	\$0.50
FY 2013	2,315	999	\$143,424,801	\$69,281,304	\$0.33
FY 2014	2,181	0	\$245,498,437	N/A	N/A

1 Jobs created during production are required to be reported on the "Certificate of Completion Request" form, which legislatively mandates an independent CPA audit prior to submission to the Michigan Film Office.

2 These figures are based only on projects with approved "Certificate of Completion Request" forms.

MFO PROJECT AMENDMENTS Fiscal year 2014: 10/01/2013-9/30/2014	
Film	Description of amendment
How to Catch a Monster (Lost River)	Amended to reflect incentive award increase of \$122,148 due to change of facility status from "non-qualified" to "qualified"
Eloise	Amended to reflect BPH Productions 1 LLC rather than its predecessor SLAM Eloise LLC as the applicant entity.

TALENT ENHANCEMENT

During FY 2014, MEDC talent enhancement continued its efforts to attract, retain and develop talent to support business attraction, economic gardening and entrepreneurship efforts. To accomplish this, the talent enhancement team developed and implemented key statewide programs and initiatives, supported local talent partners with a variety of tools and resources, and helped employers to connect with qualified talent. By partnering closely with local Michigan Works! agencies, colleges/universities, local economic development organizations and others, the team strives to continuously improve Michigan's talent system.

The following programs and initiatives were supported in FY 2014:

The **Michigan Advanced Technician Training (MAT²)** program, modeled after Germany's dual-education system, connects employers with talent who will learn and earn while becoming skilled in a high-demand trade. Employers hire students into the program, wherein students alternate between classroom training at a participating community college and on the job training with an employer for a total of three years. Through the program, MAT² provides students with:

- College tuition paid for by the employer
- On-the-job training with pay
- Associate degree in a high-tech, in-demand field
- Guaranteed job upon successful completion of the program

MAT² was also created in order to address two critical issues facing manufacturing and technology employers in Michigan: a widening skills gap and an aging workforce. MAT² provides employers with a highly skilled and capable young workforce, while enabling companies to become more involved in the education and training of their employees.

Initially launched with one program and two colleges in 2013, the program expanded quickly in FY 2014 to include an additional three Mechatronics cohorts and two new occupational programs: information technology and technical product design. As of September 2014, MAT² had a total of 98 participating students and 28 companies involved in the program. Two additional cohorts were developed in FY 2014 and will launch in January 2015, adding an additional 30 students. MAT² has established Michigan as both an educational innovator and global competitor in the key industries of manufacturing and technology.

Michigan Shifting Gears is a three-month career transition program that focuses on connecting Michigan's mid- and late-career professional talent with "new economy" (small start-up and early stage) companies and opportunities around the state. The program incorporates multiple elements over a three month period including one-on-one mentoring, facilitation sessions, three-day small business simulation, completion (by each participant) of at least one 80-hour pro bono internship with a small business or non-profit, mock job interviews, résumé reviews, networking, peer support, and a graduation showcase at the end of the program. Michigan Shifting Gears ultimately has a two-pronged purpose: to support experienced professionals by providing them with the tools and skills necessary to help make them successful in finding their next job; and to support the growth and success of Michigan's small companies by providing a means of connecting them with the type of talent they need to help move them forward and keep them growing and investing in Michigan. The current statistics for job landings for the lifetime of the program show that, following graduation, 53 percent are landing within three months; 64 percent are landing within six months; and 82 percent are landing within nine-plus months. In FY 2014, there were 139 Michigan Shifting Gears participants, 46 of which landed in positions.

Pure Michigan Talent Connect is a program that encompasses MEDC's efforts to connect employers with qualified talent. It includes the following tools and tactics:

MiTalent.org is the State of Michigan's official labor exchange system, and is designed to be a one-stop website for job seekers, employers and career explorers. MiTalent.org saw over three million employer, job seeker and workforce professional visitors in FY 2014. With a focus on both retaining and attracting talent, many of these visitors were from outside of the state of Michigan (16 percent on average), indicating an interest across the country to live and work in Michigan. Pure Michigan Talent Connect program efforts led to more than 11,000 employer account creations and over 230,000 job seeker account creations this year alone. In addition, the talent attraction and retention strategy efforts listed below led to significant increases in out-of-state, college student and highly skilled talent account creations. The mitalent.org website includes a job board, career assessment tools,

TALENT ENHANCEMENT *continued*

job seeker and employer newsletters, and specialized content geared toward key employer needs and specific job seeker populations. In FY 2014, 1,044,871 jobs were posted on Mitalent.org, with an average of 80,000 available at any given time. In an effort to provide exemplary service to Michigan employers, Talent Enhancement provides employer-escalated services to employers in need of additional assistance filling hard-to-fill positions. This may include specialized candidate search activities, social media promotion, connection to local Michigan Works! Agency offices and promotion in talent e-newsletters. In FY 2014, approximately 300 employers were assisted through this process, with qualified candidates provided to employers 99 percent of the time.

MiVirtualCareerFair is an on-line career event where job seekers and employers can interact with each other in a live, virtual environment. Four events were held in FY 2014, through which more than 13,000 job seekers interacted with over 100 unique employers. This was a significant increase over the employer and job seeker participation rates in the program in FY 2013. This program continues to grow and has become a great way for employers and talent to connect without the barriers of increased cost, time and travel.

Talent enhancement's **college attraction and retention strategy** aims to address issues of Michigan's aging workforce and the limited availability of talent, particularly in the science, technology, engineering and mathematics (STEM) fields. Talent enhancement staff assist in retaining and attracting talent by promoting the state of Michigan as a place to live and work and promoting Pure Michigan Talent Connect tools and resources to connect young talent to hiring employers. Staff accomplishes this through outreach at in-state and select out-of-state college career fairs. Employers are offered space at the MEDC table or the opportunity to send company materials with MEDC staff to distribute. Additionally, talent enhancement offers career networking events that showcase the live, work and play aspects of a region or city. Staff made contact with over 5,800 career fair participants in FY 2014, approximately 73 percent of which indicated that they now had a high level of interest in living in Michigan communities and that talent connect

resources influenced their decision to live and work in Michigan. The Pure Michigan Student Ambassador program supports college talent attraction and retention efforts on 31 campuses both in Michigan and out-of-state through the promotion of Pure Michigan Talent Connect resources and events to their peers on campus. FY 2014 saw the participation of 113 student ambassadors. Talent Enhancement also provides funding and support to the LiveWorkDetroit! program, administered by Detroit's D:Hive in order to promote the city of Detroit as a viable, exciting place to experience urban living and a sustainable career, as well as highlight Detroit's revitalization.

MEDC talent enhancement's **experienced out-of-state talent attraction** strategy is designed to connect Michigan employers needing highly skilled workers with talent workers who are looking to move (back) to Michigan. Through focused, target alumni and industry association partnerships/outreach and career fair networking across the country, the team spread Michigan's message to over 8,500 career fair participants and gathered contact information for over 400 individuals interested in living and working in Michigan.

Pure Michigan DREAMJOB was a new venture in FY 2014. This one-of-a-kind career matchmaking event was unlike any of its kind with an invite-only approach to providing employers with pre-qualified candidates. The event, which highlighted top Michigan jobs and employers and the quality of life in Michigan, took place at Ford Field in Detroit on June 13, 2014. Over 133 participating employers offered nearly 1,200 positions, most of which were part of a pre-application process. All candidate applications were reviewed and only those that at least minimally qualified for a position to which they applied were invited. Many of those invited also had pre-scheduled interviews with employers on Ford Field. This event, which also showcased what it is like to live in and experience Detroit, received great attention through a national marketing campaign. Over 4,000 candidates from around the world created accounts on the DREAMJOB website, with over 3,300 candidates applying to attend and approximately 2,700 invited. At the event, 918 high-quality candidates interacted with Michigan employers.

COMMUNITY VENTURES

Launched in FY 2013, Community Ventures is an economic development initiative that promotes employment and social enterprise. The initiative was announced in the governor’s public safety message on March 7, 2012, to address crime and poverty in Michigan’s most economically distressed communities.

The mission of Community Ventures is to alleviate poverty and promote safe and vibrant communities in Michigan’s four highest crime cities: Detroit, Pontiac, Flint and Saginaw. The goal of the program is to place 1,000 structurally unemployed residents of those communities into full-time, long-term employment each year. In order to achieve those goals, performance-based grants and a network

of partners are used to form sustainable public/private partnerships that promote job creation and employment in economically distressed communities, improve job retention rates and employee productivity, and promote community partner engagement and connectivity. Since its inception in FY 2013, the Community Ventures initiative has connected over 2,600 structurally unemployed persons to employment with over 100 companies. The average 12 month retention rate is 69 percent and average wage is over \$11 hour. In FY 2014, 1,380 participants have been placed into jobs; 1,111 of these participants placed are still employed.

PUBLIC/PRIVATE PARTNERSHIPS LAUNCHED Fiscal year 2014: 10/01/2013-9/30/2014

CV employer partnerships: Partnerships have been established with over 100 businesses that have hired Community Ventures eligible persons.
Great Lakes Bay Employer Resource Network (ERN): A partnership in Saginaw with Nexteer, Morley and Merrill, that promotes employee job retention, productivity and engagement.
Employer Collaborative in Saginaw (ECHO): A partnership in Saginaw with two faith-based entities and Department of Human Services (DHS) to improve access to resources and connect community residents to employment.
DHS Pathways school partnerships: A partnership in Saginaw and Flint to connect DHS Pathway parents to employment and explore utilizing the schools as neighborhood “hubs.”
“Adopt-a-School” initiative: A partnership in Detroit to promote career inspiration and pipeline DHS Pathways students into in-demand jobs with regional employers.
Social enterprise competitions: Statewide and local competitions to establish a social enterprise eco-system to create jobs in economically distressed communities.
Social enterprise partnerships: A partnership with three social enterprises to help them grow and hire structurally unemployed residents (New Life Enterprises in Flint, The Empowerment Plan and Rebel Nell in Detroit).
CV program evaluation: A partnership with the University of Michigan’s Ford School to collect and validate data, drive program improvements, and produce an annual report for the program.

COMMUNITY VENTURES AWARDS¹ Fiscal year 2014: 10/01/2013-9/30/2014

MSF approval date	Company name	Municipality	County	Award amount
11/3/13	Michigan Brand	Bay City	Bay	\$25,000
10/09/13	Universal Ambulance Response Services Inc. dba Universal EMS	Burton	Genesee	\$105,000
06/19/14	Thompson I.G. LLC	Fenton	Genesee	\$50,000
10/15/13	Action Management Corporation	Flint	Genesee	\$80,000
11/27/13	Food Bank of Eastern Michigan Inc.	Flint	Genesee	\$30,000
04/11/14	Holistic Health Center PLLC	Flint	Genesee	\$35,000
05/04/14	Mass Transportation Authority	Flint	Genesee	\$250,000

COMMUNITY VENTURES *continued*

COMMUNITY VENTURES AWARDS ¹ <i>continued</i>				
Fiscal year 2014: 10/01/2013-9/30/2014				
MSF approval date	Company name	Municipality	County	Award amount
10/09/13	New Jerusalem Enterprise Inc. dba Rocket Express Transportation	Flint	Genesee	\$40,000
04/21/14	L & L Machine Tool	Grand Blanc	Genesee	\$65,000
10/09/13	Serious Trucking Inc.	Grand Blanc	Genesee	\$15,000
12/16/13	Avalon & Tahoe Mfg. Inc. ³	Alma	Gratiot	\$100,000
04/17/14	Merrill Institute	Alma	Gratiot	\$80,000
05/04/14	Albar Industries Incorporated	Lapeer	Lapeer	\$150,000
10/03/13	ChemicoMays LLC	Chesterfield	Macomb	\$50,000
03/04/14	Hicks Plastics Company Inc. ³	Macomb	Macomb	\$110,000
05/29/14	CLAW Logistics LLC	Sterling Heights	Macomb	\$35,000
05/30/14	Air International Thermal Systems	Auburn Hills	Oakland	\$80,000
12/16/13	Custom Service & Design Inc.	Auburn Hills	Oakland	\$15,000
03/10/14	Norma Group Americas	Auburn Hills	Oakland	\$25,000
05/05/14	Alpha Care LLC	Birmingham	Oakland	\$75,000
09/29/14	LSG Recovery LLC	Farmington Hills	Oakland	\$75,000
04/08/14	Garden Fresh Salsa Company Inc.	Ferndale	Oakland	\$25,000
05/06/14	Electronic Restoration Services Inc.	Livonia	Oakland	\$100,000
04/14/14	All Pro Color Web Design Inc.	Oak Park	Oakland	\$25,000
10/03/13	Heat Treating Services	Pontiac	Oakland	\$20,000
03/18/14	Ladlas Prince	Pontiac	Oakland	\$25,000
07/23/14	Strainrite	Pontiac	Oakland	\$50,000
08/15/14	NEMO Capital Partners LLC	Southfield	Oakland	\$25,000
11/22/13	Crystal Employment Services	Troy	Oakland	\$50,000
06/19/14	Magna Services of America	Troy	Oakland	\$280,000
05/23/14	U.S. Foodservice Inc.	Wixom	Oakland	\$25,000
04/03/14	Community Hospital Services ²	Saginaw	Saginaw	\$20,000
11/08/13	Covenant HealthCare	Saginaw	Saginaw	\$75,000
10/31/13	Dynamic Auto Center (Community Ventures)	Saginaw	Saginaw	\$10,000
04/25/14	Glastender Incorporated	Saginaw	Saginaw	\$35,000
07/10/14	Heavenly Realm Family Services ³	Saginaw	Saginaw	\$25,000
04/11/14	Hidden Harvest	Saginaw	Saginaw	\$5,000
01/23/14	Little Peoples Day Care	Saginaw	Saginaw	\$100,000
11/15/13	New Hope Partners LLC	Saginaw	Saginaw	\$25,000
08/15/14	Duo Gard Industries Incorporated	Canton	Wayne	\$10,000
01/22/14	Information Systems Resources	Dearborn	Wayne	\$50,000
03/03/14	5r Processors Ltd. ³	Detroit	Wayne	\$225,000
05/09/14	Bless House LLC ³	Detroit	Wayne	\$125,000
10/03/13	Community Health and Social Services Center Inc.	Detroit	Wayne	\$15,000

COMMUNITY VENTURES *continued*

COMMUNITY VENTURES AWARDS ¹ <i>continued</i> Fiscal year 2014: 10/01/2013-9/30/2014				
MSF approval date	Company name	Municipality	County	Award amount
08/15/14	Comprehensive Logistics	Detroit	Wayne	\$375,000
08/15/14	Edibles Rex	Detroit	Wayne	\$5,000
08/18/14	EKS Services Inc.	Detroit	Wayne	\$25,000
06/17/14	FutureNet Group Inc.	Detroit	Wayne	\$100,000
08/15/14	G & J Mechanical Engineering LLC ²	Detroit	Wayne	\$75,000
11/19/13	Hart and Associates Construction LLC	Detroit	Wayne	\$25,000
03/28/14	Inclusive Solutions LLC	Detroit	Wayne	\$60,000
01/22/14	J & G Pallets and Trucking	Detroit	Wayne	\$50,000
08/15/14	Lakeshore Rickman JV LLC	Detroit	Wayne	\$375,000
08/15/14	Lakeshore Technologies LLC	Detroit	Wayne	\$150,000
03/04/14	Lebanon Baking Company	Detroit	Wayne	\$50,000
01/18/14	New Center Stamping Inc. ³	Detroit	Wayne	\$250,000
07/01/14	Prosperous Transportation LLC	Detroit	Wayne	\$100,000
08/15/14	Public Lumber Company	Detroit	Wayne	\$15,000
07/17/14	Rebel Nell L3C	Detroit	Wayne	\$30,000
04/25/14	The Crown Group ³	Detroit	Wayne	\$250,000
04/02/14	The Empowerment Plan ³	Detroit	Wayne	\$125,000
12/13/13	Whole Foods Market	Detroit	Wayne	\$125,000
08/03/14	Jungle Juice Bar Inc.	Grosse Pointe Park	Wayne	\$15,000
08/13/14	Integrated Manufacturing & Assembly LLC	Highland Park	Wayne	\$500,000
05/05/14	Recycling Revolution LLC	Highland Park	Wayne	\$25,000
08/11/14	International Building Products	Livonia	Wayne	\$10,000
09/19/14	Roush Industries Inc.	Livonia	Wayne	\$75,000
05/13/14	B &K Collision Inc.	Melvindale	Wayne	\$10,000
			Total	\$5,655,000
<i>1 Dismissed projects and contract amendments are adjustments based on the real performance of participating companies.</i>				
<i>2 This project has been dismissed.</i>				
<i>3 This project was approved in FY 2014 and later amended.</i>				

SKILLED TRADES TRAINING FUND

The Skilled Trades Training Fund (STTF) program provides competitive awards for the development and implementation of employer-responsive training to enhance talent incomes, productivity, and employment retention as well as increase the quality and competitiveness of Michigan's businesses. The STTF program ensures Michigan's employers have access to the talent they need to compete and that program participants have the skills they need for in-demand jobs. The program creates and expands collaboration between local workforce, economic development

and educational agencies by funding demand-driven training that addresses talent shortages impeding the growth of Michigan's businesses.

Training is aimed at new or incumbent workers and provides classroom learning, on-the-job training, customized company training and/or U.S. Department of Labor-registered apprenticeships. As of September 30, 2014, the STTF program awarded 169 grants totaling \$8,109,051, benefitting 192 companies throughout all 10 prosperity regions.

Prosperity region	Applications received	Applications approved
Region 1	7	7
Region 2	6	5
Region 3	7	6
Region 4	86	73
Region 5	6	5
Region 6	14	14
Region 7	31	19
Region 8	13	10
Region 9	26	14
Region 10	31	16

As of January 10, 2015, the companies that received funding had leveraged over \$44 million in other funds being committed to the projects. The Skilled Trades Training Fund has enrolled 10,731 workers in training in FY 2014. A total of 7,994 workers have completed training and were hired or retained by the employer. The average cost of training is \$766 per person. The STTF program has an outstanding training completion rate of 98 percent and a six-month employee retention rate of 90 percent.

FY 2014 awardees included:

- **Reed City Tool Inc.** was awarded \$15,000 to restart its apprenticeship program after several previous Trade Act dislocations required downsizing of the company. Five employees began training at Ferris State University to become certified mold makers, allowing the company to take on more customers and improve lead times.

- **Superior Fabrication**, a Kincheloe-based master fabricator of heavy duty steel components and assemblies, was awarded \$10,600 to upskill eight employees. The company was able to increase production, promote current staff and hire an additional six workers.

- **Superior Cutting Services**, a small laser cutting/fabrication and Wire EDM shop in Holland, was awarded \$21,000 to train 14 current employees in MIG welding, AutoCad, and BOBCAD. The business has grown due to higher quality work from the training and created three new jobs.

- **Automatic Spring Products Corporation**, a family-owned business in Grand Haven, was awarded \$35,842 to provide on-the-job training for 26 new hires. The company began an on-site training program to address the challenge of finding qualified candidates for open engineering and machine set-up positions. Of the 26 new hires trained as a result of the grant, five have received promotions.

Of the \$10 million appropriated to the program in FY 2014, \$1 million was used to fund curriculum development for the Michigan Advanced Technology Training (MAT²) program, a three-year training program that provides students with on-the-job training and an advanced associate degree in a high-tech, in-demand field such as mechatronics.

SKILLED TRADES TRAINING FUND
Legislative report for FY 2014 as of September 30, 2014

Company name	Municipality	County	Approval date	Award amount for training	Award amount for admin	Total award amount	Funds leveraged	Enrolled in training	Completed training (hired or retained)	Training models	
AGRICULTURE, FORESTRY, FISHING AND HUNTING											
Bayside Best Beans	Sebewaing	Huron	07/23/14	\$3,100	\$155	\$3,255	\$3,700	13	26	Confined space rescue training	
MINING, QUARRYING AND OIL AND GAS EXTRACTION											
Eagle Mine LLC *	Champion	Marquette	11/20/13	\$211,727	\$10,586	\$222,313	\$719,774	162		Defensive driving; welding; conveyor maintenance; pump repair; bearing and power transmission; manual alignment; laser alignment; hydraulics; excel; visible emissions certification; hazardous materials; traicustoms; TRN MV, LV SWGR; Safe lifting; transmitters	
CONSTRUCTION											
Ryba Marine	Cheboygan	Cheboygan	11/15/13	\$37,370	\$1,868	\$39,238	\$34,000	30	32	Crane operators; hydraulic training; able seaman/lifeboatman; hazwoper training	
Architectural Metals	Portland	Ionia	11/20/13	\$1,000	\$50	\$1,050	\$2,650	2	2	Construction/duct work	
Pro Services	Portage	Kalamazoo	12/19/13	\$56,500	\$2,825	\$59,325	\$268,730	43	43	Multi-craft maintenance technician; electrical/instrumentation technician; instrumentation/controls systems technician; facility/building maintenance technician; machinist/tool die maker; safety courses for LOTO; confined space; fall protection; OSHA compliance	
MANUFACTURING											
Viking Corporation	Hastings	Barry	01/10/14	\$32,000	\$1,600	\$33,600	\$54,549	340	295	Machine repair apprenticeship; chain drives; clutches and brakes; couplings; flat belt drives; blueprint reading; power transmissions; V-belt drives; excel training	
L'Anse Manufacturing & Technology Inc.	L'Anse	Baraga	01/10/14	\$7,520	\$376	\$7,896	\$19,480	4	4	GibbsCam training; shop essentials; inspection; CNC	
Tooling cluster				01/10/14	\$2,269	\$47,641		47	47	Engineering design and graphics; AC electricity; intro to CNC; industrial safety; CNC programming II; geometric dim and tool; hydraulics and pneumatics; machine tool I; shielded metal arc welding; machine tool II; CNC programming I; electrical motor controls; semiconductors; electrical motor controls II; Machine tool II; technical math; metallurgy; DC electricity; transformers and motor controls; welding; 2-D/3-D machining; precision inspection	
Accu Die & Mold	Stevensville	Berrien	\$2,340								\$23,040
Ausco Products Inc.	Benton Harbor	Berrien	\$1,815								\$7,680
C & S Machine Products	Buchanan	Berrien	\$10,058								\$76,800
Dane Systems LLC	Stevensville	Berrien	\$5,099								\$23,040
Dura Mold	Stevensville	Berrien	\$1,365								\$23,040
Gaishin Manufacturing	Benton Harbor	Berrien	\$1,825								\$15,360
Great Lakes Precision Machine	Niles	Berrien	\$2,928								\$23,040
Hanson Mold Inc.	St. Joseph	Berrien	\$8,698								\$99,840
Kelm Acubar LLC	Benton Harbor	Berrien	\$1,664								\$7,680
Mach Mold Inc.	Benton Harbor	Berrien	\$3,564								\$15,360
Niles Precision Co. Inc.	Niles	Berrien	\$6,017								\$53,760
Paragon Metals Inc. *	Quincy	Branch	12/11/13								\$75,000
Denso Manufacturing Michigan Inc. *	Battle Creek	Calhoun	09/05/14	\$115,500	\$5,775	\$121,275	\$500,607	75		Geometric dimensioning and tolerancing; motor winding; skilled trades apprenticeship; production processes	
Precision Edge	Boyne City	Charlevoix	10/30/13	\$67,774	\$3,389	\$71,163	\$118,318	51	51	Machinist apprenticeship; lean manufacturing; geometric dimensioning and tolerance; grinding training; internal auditor training; root cause; process improvement	
ACAT Global	Charlevoix	Charlevoix	04/07/14	\$6,000	\$300	\$6,300	\$23,000	4	2	Machine theory and operation; precision machining method; CNC operation	
Superior Fabrication	Kincheloe	Chippewa	11/6/13	\$10,620	\$531	\$11,151	\$29,923	8	8	Robotics maintenance; mill operation and programming; lathe operation and programming; advanced program and systems operations; comprehensive maintenance	
Weyerhaeuser	Grayling	Crawford	11/20/13	\$12,000	\$600	\$12,600	\$22,320	8	7	1G-flat welding; 2G-horizontal welding; 3G-vertical welding	
Moeller Aerospace Technology	Harbor Springs	Emmet	10/09/13	\$155,641	\$7,782	\$163,422	\$597,222	172	165	Publisher for manufacturing; instructional design; geometric dimensioning and tolerancing; CNC–Moeller aerospace; lean manufacturing; geometric dimensioning and tolerancing for aerospace; SolidWorks; HR management; robotics; COMM PCDMIS; CMM Camio; Mastercam	
Petoskey Plastics	Petoskey	Emmet	10/30/13	\$23,100	\$1,155	\$24,255	\$135,007	48	47	Blown film technician training; blueprint reading (MSTTF)	
Android Industries	Flint	Genesee	01/10/14	\$10,500	\$525	\$11,025	\$12,003	18	8	Scuffing training 3 TM; Painting training (powder coating); welding training 4 TM	
Skilled Manufacturing	Traverse City	Grand Traverse	11/06/13	\$13,500	\$675	\$14,175	\$33,099	9	9	Geometric dimensioning and tolerancing	
TentCraft	Traverse City	Grand Traverse	11/15/13	\$13,500	\$675	\$14,175	\$55,297	9	9	Lean champion training	
Martinrea	Jonesville	Hillsdale	11/15/13	\$52,253	\$2,608	\$54,861	\$86,929	55	55	Welding; root cause analysis	

SKILLED TRADES TRAINING FUND *continued*
Legislative report for FY 2014 as of September 30, 2014

Company name	Municipality	County	Approval date	Award amount for training	Award amount for admin	Total award amount	Funds leveraged	Enrolled in training	Completed training (hired or retained)	Training models
MANUFACTURING <i>continued</i>										
Tenneco	Litchfield	Hillsdale	11/06/13	\$12,000	\$600	\$12,600	\$9,373	16	16	Robotic welding
Metaldyne			11/06/13	\$12,000	\$600	\$12,600	\$8,806			
Ventra	Ionia	Ionia	10/09/13	\$11,050	\$553	\$11,603	\$57,378	12	10	Powerflex DC drive
RSDC	Holt	Ingham	11/15/13	\$12,000	\$600	\$12,600	\$33,056	8	8	Warehousing/distribution training
Franchino Mold & Engineering Company	Lansing	Ingham	10/10/13	\$7,200	\$360	\$7,560	\$91,600	19	13	Lemoine TRM; CNC; molds
Cameron Tool Corporation	Lansing	Ingham	10/09/13	\$22,500	\$1,125	\$23,625	\$98,000	8	8	Machine applications; tool and die construction
Demmer Corporation	Lansing	Ingham	10/09/13	\$34,500	\$1,725	\$36,225	\$210,500	23	23	Blueprint reading; manufacturing skills; metrology
Alliance Interiors	Lansing	Ingham	10/22/13	\$9,800	\$490	\$10,290	\$8,120	7	7	ISO/TS internal auditing
Symmetry Medical	Lansing	Ingham	11/01/13	\$68,005	\$3,400	\$71,405	\$150,065	63	53	Press operator apprenticeship; geometric dimensioning and tolerancing; lean
Woodbridge	Lansing	Ingham	11/20/13	\$21,850	\$1,093	\$22,943	\$38,492	21	21	PLC troubleshooting; internal audit; robotics–advance motion; skilled labor training
Bridgewater Interiors *	Lansing	Ingham	01/10/14	\$29,000	\$1,450	\$30,450	\$38,140	29		Maintenance apprenticeships
Niowave Inc.	Lansing	Ingham	01/10/14	\$8,000	\$400	\$8,400	\$41,150	6	6	Operations training; maintenance training; service training; niowave basic training; service - robofil 290 milling equipment
Gestamp	Mason	Ingham		\$70,572	\$3,529	\$74,101	\$183,992	69	69	Excel; CQI associate; welding; manufacturing process training
Williamston Products	Williamston	Ingham	10/30/13	\$28,257	\$1,413	\$29,670	\$34,960	20	20	Maintenance; practical electricity; CQE workshop; Six Sigma Green Belt; blueprint reading; machine control
Fabri-Kal	Kalamazoo	Kalamazoo	11/15/13	\$21,000	\$1,050	\$22,050	\$33,878	14	16	Industrial electricity; programmable control
Bowers Manufacturing Company	Portage	Kalamazoo	02/19/14	\$23,000	\$1,150	\$24,150	\$130,434	23	25	CNC set-up technician; blueprint reading; metrology
Advance Tooling Systems	Comstock Park	Kent	12/05/13	\$24,000	\$1,200	\$25,200	\$68,120	9	9	Tool and die apprenticeship; die design; machine shop operation; CNC machinist apprenticeship; millwright apprenticeship
Commercial Tool & Die Inc.	Comstock Park	Kent	01/01/14	\$3,000	\$150	\$3,150	\$17,980	2	2	Mold maker training; CNC machinist training
Pridgeon & Clay *	Grand Rapids	Kent	11/20/13	\$153,000	\$7,650	\$160,650	\$451,714	102		Maintenance technician; material review auditor; machine operator; automatic press operator; welding technician; quality engineer; shipping/receiving; operating and quality systems; forklift operator
Bucher Hydraulics	Grand Rapids	Kent	11/06/13	\$46,214	\$2,311	\$48,525	\$253,704	161	114	Blueprint reading; excel; geometric dimensioning and tolerancing
Dennen Steel	Grand Rapids	Kent	11/08/13	\$5,800	\$290	\$6,090	\$23,952	12	12	MIG welding
Custom Profile *	Grand Rapids	Kent	11/15/13	\$32,847	\$1,642	\$34,489	\$56,829	54		Microsoft Office; MS Office crystal reports; machine operations; PLC welding; machining technology; line operation training; manufacturing engineer training; manufacturing quality engineer training
Firstronic *	Grand Rapids	Kent	11/15/13	\$250,550	\$12,528	\$263,078	\$985,800	182		IPC solder repair; IPC 610 standards; quality systems procedures; process engineering; new product launches; conformal coating processes; assembly process flow; kanban system; material flow; maintenance; EE technician; hand soldering training; production supervisor training; human resource rep training; process technician training; quality engineer training; electronic assembly training; coating/product assembly training
The DECC Company	Grand Rapids	Kent	11/15/13	\$4,948	\$260	\$5,208	\$8,561	8	7	Automotive phosphating tech and app; MCSA Windows Server 2012; Adobe InDesign; Adobe Photoshop; ISO 9001 internal auditor
Artiflex Manufacturing	Grand Rapids	Kent	01/07/14	\$11,500	\$575	\$12,075	\$68,765	10	10	Tool and die apprenticeship; metallurgy; industrial safety
Butterball *	Grand Rapids	Kent	11/27/13	\$101,587	\$5,079	\$106,666	\$46,920	102		SPC/technical math; LEAN Bootcamp; PLC training; Control Logix; Excel; Pronto Xi Training; Pronto Trueforms training; Cognos reporting; HAACP manager training; variable frequency drives; inventory attendant training; machine operator training; technician training; social media marketing specialist training
Agape Plastics *	Grand Rapids	Kent	01/07/14	\$33,950	\$1,698	\$35,648	\$136,700	27		Mold process technician; blueprint reading; machinist training; CAD; Fanuc 6-Axis robot training
Grand Rapids Spring and Stamping *	Grand Rapids	Kent	01/27/14	\$3,000	\$150	\$3,150	\$27,000	2		Tool and die apprenticeships
Valley Truck Parts *	Grand Rapids	Kent	01/10/14	\$10,500	\$525	\$11,025	\$39,452	7		Excel; Allison transmission overhaul and maintenance; gas metal/flux cored arc welding; SQL; Vsphere training; lean manufacturing
Action Mold and Machining *	Grand Rapids	Kent	01/21/14	\$3,000	\$150	\$3,150	\$124,442	2		EDM software; CMM software; mold maker apprenticeship; QuickBooks training
RoMan Manufacturing Inc. *	Grand Rapids	Kent	01/21/14	\$7,500	\$375	\$7,875	\$141,254	5		Lean enterprise; geometric dimensioning and tolerancing; variation and quality; scientific method; Gemba Walk; Toyota Kata; Kanban/pull systems; welder training; receiver training; quality engineer training; engineer training
Wealthy Street Corporation *	Grand Rapids	Kent	01/07/14	\$45,000	\$2,250	\$47,250	\$328,750	45		Quality inspection; racking; packing; forklift operation; lab technician; scale operation
Paragon D&E *	Grand Rapids	Kent	01/10/14	\$39,570	\$1,979	\$41,549	\$118,180	77		Essentials for NX designers; powermill; Delcam Powermill
Thierica *	Grand Rapids	Kent	01/07/14	\$54,000	\$2,700	\$56,700	\$143,690	54		Geometric dimensioning and tolerancing; manufacturing process training

SKILLED TRADES TRAINING FUND *continued*
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MANUFACTURING <i>continued</i>										
Pearson Foods *	Grand Rapids	Kent	01/10/14	\$36,000	\$1,800	\$37,800	\$68,000	24		Crown lift truck training; warehouse sanitation; lean manufacturing; SQF; GMP; HACCP; food defense; internal auditing; USDA produce inspection; packaging machine operations and maintenance; basic sanitary welding; maintenance engineering; Markem-Imaje
General Die & Engineering *	Grand Rapids	Kent	01/10/14	\$3,000	\$150	\$3,150	\$41,650	2		Machinist apprenticeship; moldmaker apprenticeship; design engineer apprenticeship; blueprint reading
Gill Industries *	Grand Rapids	Kent	01/10/14	\$79,500	\$3,975	\$83,475	\$150,042	53		PLC maintenance and troubleshooting; RSLogix and SLC500; Genesis/Fanuc robotic weld; IQMS; VNX training; enterprise vault; project management; welding; machining; TS 16949 lead auditor training; lean certification; IMDS system training; team leader training; assembly operator training; QC technician training; material handler training
Cascade Engineering *	Grand Rapids	Kent	07/17/14	\$12,650	\$633	\$13,283	\$42,465	23		Certified mold change; injection molding
Proos Manufacturing *	Grand Rapids	Kent	06/27/14	\$9,000	\$450	\$9,450	\$101,760	6		Quality technician training; supervisor training; quality manager training; manufacturing engineer training; scheduler training; cnc programmer training; material manager training; material handler training; direct labor training
Dematic Corporation *	Grand Rapids	Kent	09/23/14	\$21,000	\$1,050	\$22,050	\$227,950	14		SQL Server 2012 Querying; administering a SQL Server 2012 database; statistical process control; measuring system analysis/ Gage RandR; basic metrology
Michigan Fluid Power *	Grandville	Kent	11/27/13	\$49,110	\$2,456	\$51,566	\$385,836	55		Trulinx training; pneumatic products; lean process training; sales engineer training; shipping and receiving training; hose assembler training
Digital Tool & Die *	Grandville	Kent	01/10/14	\$6,000	\$300	\$6,300	\$32,160	4		Tool and die apprenticeship; machinist training
Enterprise Tool and Die *	Grandville	Kent	01/10/14	\$6,000	\$300	\$6,300	\$49,402	4		Labor apprenticeships
Hadley *	Grandville	Kent	01/10/14	\$13,500	\$675	\$14,175	\$178,230	9		SLC 500/RS Logix programming; SLC 500/RS Logix maintenance and troubleshooting; SolidWorks Composer; Factory Talk View ME and Panelview Plug programming; FARO arm training; lean enterprise and scientific thinking; quality at the source; SolidWorks Electrical 2-D and 3-D
Swoboda Inc. *	Kentwood	Kent	01/7/14	\$23,000	\$1,150	\$24,150	\$226,020	21		Technical math; machinery's handbook; blueprint reading; tooling technician apprenticeship; inspector training; technician training
Haerter Stamping LLC	Kentwood	Kent	01/21/14	\$1,500	\$75	\$1,575	\$81,000	1	1	Lean enterprise operations
CTH *	Lowell	Kent	11/15/13	\$9,000	\$450	\$9,450	\$59,060	6		Waste water treatment; reverse osmosis; membrane technologies; refurbishment of equipment
Brighton NC *	Brighton	Livingston	12/12/13	\$33,000	\$1,650	\$34,650	\$161,737	43		Lean principles and techniques
Eberspaecher *	Brighton	Livingston	01/07/14	\$154,960	\$7,748	\$162,708	\$319,890	177		Auto CAD; welding certification; electrical training; blueprint reading; SPC theory; geometric dimensioning and tolerancing; DX 100 programming; NX 100 programming; S7 TIA programming; power inspect (CMM operator)
Total Security Solutions	Fowlerville	Livingston	11/08/13	\$17,935	\$897	\$18,832	\$52,890	14	15	CNC machine; Techni Waterjet; CQI certificate
CRW Plastics *	Howell	Livingston	10/30/13	\$95,000	\$4,750	\$99,750	\$435,000	224		TS 16949 internal auditor; mistake proofing and Poka Yoke; value stream mapping; single minute exchange of die (SMED); problem solving; lean overview; Kaizen; SPC intermediate; 5 S briefing–workplace organization
Thai Summit America Corporation *	Howell	Livingston	11/20/13	\$90,035	\$4,502	\$94,537	\$172,729	70		Productive maintenance; machine tool technology; skilled trades training
AA Gear & Manufacturing *	Howell	Livingston	12/19/13	\$35,000	\$1,750	\$36,750	\$70,752	43		CNC training
Key Plastics LLC *	Howell	Livingston	06/27/14	\$30,000	\$1,500	\$31,500	\$82,796	25		Molding operator training; assembly operator training; paint loader and unloader training
Toyoda Gosei Fluid Systems *	Brighton	Livingston	06/27/14	\$40,000	\$2,000	\$42,000	\$177,950	30		Industrial truck certification; ISO 14001; assembly technician training; skilled trades technician training; team leader training; supervisor training
Kuhnhehn	Warren	Macomb	01/07/14	\$6,000	\$300	\$6,300	\$16,470	4	4	Craft distilling operations and technology; web-based beer production and quality control
Hastings Tool & Machine	Free Soil	Mason	11/15/13	\$1,238	\$62	\$1,300	\$2,520	1	1	CNC training
Whitehall Industries	Ludington	Mason	10/16/13	\$17,200	\$860	\$18,060	\$28,744	18	17	Mechatronic program
Carron Company	Ludington	Mason	11/20/13	\$21,000	\$1,050	\$22,050	\$31,000	17	22	CNC maintenance training; blueprint reading; value stream/process mapping
FloraCraft Corporation	Ludington	Mason	01/10/14	\$1,371	\$69	\$1,440	\$2,091	6	6	Basic electronics circuits; basic electrical circuits; electrical measurements; circuit analysis; control logic; solid state speed and control; introduction to electric motor control; control relays and motor starters; trouble shooting
Leprino Foods	Remus	Mecosta	11/27/03	\$30,340	\$1,517	\$31,857	\$737,640	121	143	SAP computer training
REAU	Dundee	Monroe	11/27/13	\$9,662	\$483	\$10,145	\$71,540	8	8	Mechanical blueprint reading; AutoCAD; V85 Series Trumpf press brake
AMI Hose Inc.	Lewiston	Montmorency	11/27/13	\$4,800	\$240	\$5,040		3	3	Manufacturing process
Anderson Global	Muskegon	Muskegon	12/12/13	\$22,009	\$1,100	\$23,110	\$122,440	26	25	Machine operation; CAM programming; drafting; blueprint reading; product design; cast metals; patternmaking, gaiting and riser; machining; numerical control; computer numerical control; 2-D CAD/CAM machining

SKILLED TRADES TRAINING FUND *continued*
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MANUFACTURING <i>continued</i>										
Peterson American Corporation *	Southfield	Oakland	12/19/13		\$1,250	\$26,250	\$89,900	25		Quality training; spring maker training; engineering training; environmental training
Three Rivers plant				\$15,000						
Oakland County facilities				\$10,000						
Reed City Tools	Reed City	Osceola	10/09/13	\$15,000	\$750	\$15,750	\$9,054	5	5	Blueprint reading; solid modeling
General Mills	Reed City	Osceola	10/30/13	\$81,000	\$4,050	\$85,050	\$82,000	54	54	Pneumatics; theory of electricity; proximity sensor operation and application; troubleshooting
GHSP *	Grand Haven	Ottawa	11/06/13	\$138,514	\$6,926	\$145,440	\$158,948	172		Lean culture; geometrical dimensioning and tolerancing; basic electrical print/hydraulics; problem solving facilitator; mechanical reasoning; coordinator training; Studio 500/Controllogix; master molder; solder training IPC; statistical process control; systematic molding; blueprint reading; platform program; faculties management
Automatic Spring Products	Grand Haven	Ottawa	01/10/14	\$36,028	\$1,773	\$37,801	\$80,476	24	24	HAZCOM; electrical safety; lockout tagout; QJI training; blueprint reading; PAN card; quality/containment; basic SPC; measurement tools; material systems training; geometric dimensioning and tolerancing; materials inventory guidelines; water waste
Koops Inc.	Holland	Ottawa	11/09/13	\$17,256	\$863	\$18,119	\$151,560	8	8	Machine assembler apprenticeship; machinist apprenticeship; blueprint reading
Genzink Steel	Holland	Ottawa	11/08/13	\$20,700	\$1,035	\$21,735	\$13,590	42	42	Machine operations training; blueprint reading
KAM Plastics	Holland	Ottawa	11/15/13	\$20,470	\$1,024	\$21,494	\$15,461	21	26	Material handling; SPC; mold process technician
Superior Cutting Service Company	Holland	Ottawa	11/27/13	\$21,000	\$1,050	\$22,050	\$654,600	14	14	MIG welding training; AutoCAD training; EDM Wire/CNC programming training
Starbuck Machining	Holland	Ottawa	11/27/13	\$11,750	\$588	\$12,338	\$86,138	8	14	CNC lathe; CNC mill; blueprint reading; geometric dimensioning and tolerancing
EBW Electronics	Holland	Ottawa	12/19/13	\$16,965	\$848	\$17,813	\$63,169	29	26	Lean systems; quality core tools training
Metal Flow Corporation	Holland	Ottawa	12/19/13	\$22,238	\$1,112	\$23,349	\$825,176	17	21	Sheet metal apprenticeship; quality process
Porter Corporation	Holland	Ottawa	12/19/13	\$37,338	\$1,867	\$39,205	\$156,536	58	42	Certified infrared camera; Mazak programming; SolidWorks modeling; SolidWorks fundamental; Visual Basic; lean manufacturing; Dietrick software training; PHR; construction; blueprint reading; CNC; GMAW welding; AutoCAD; Impanel
Lakewood Process Machinery	Holland	Ottawa	01/10/14	\$42,753	\$2,134	\$44,888	\$57,281	38	31	Lean manufacturing; foundation; framework and tools; lean application; 5s and QRM training
Topcraft Metal Product	Hudsonville	Ottawa	11/08/13	\$19,696	\$985	\$20,681	\$45,571	26	26	Lean manufacturing; blueprint reading; SPC 1and2; metrology; geometric dimensioning and tolerancing; CNC training
DeWys Manufacturing *	Marne	Ottawa	01/07/14	\$12,000	\$600	\$12,600	\$645,380	12		Welding; press brake training
PolyCem	Spring Lake	Ottawa	12/12/13	\$1,500	\$75	\$1,575	\$2,800	1	0	CNC programming; operations course
Baumann Tool & Die	Zeeland	Ottawa	10/22/13	\$1,050	\$53	\$1,103	\$5,450	1	1	Mastercam mill-3-D training
Gentex Corporation	Zeeland	Ottawa	11/08/13	\$236,635	\$11,832	\$248,467	\$1,855,988	227	241	RSLogix 5000; technical writing; root cause analysis; PLC basics; certified ScrumMaster training; Fundamentals of agile certification; product owner certification; precision machine design; CamWorks training; V-207 Op maintenance of vacuum; C-208 sputter deposition; C-314 plasma modification of polymers; C-214 pulsed plasma processing; SolidWorks
Contour Tool & Engineering	Zeeland	Ottawa	11/08/13	\$8,001	\$400	\$8,401	\$267,822	6	7	Tool and die apprenticeship; CAD/CAM software training
Innotec	Zeeland	Ottawa	11/27/13	\$106,565	\$5,328	\$111,893	\$150,520	71	71	Lean and quality; design for molding; process optimization; RAB ISO/TS 16949 IA; implementing ADQP, control plan and PPAP; measurement systems analysis
Herman Miller	Zeeland	Ottawa	11/27/13	\$203,727	\$10,186	\$213,913	\$475,000	333	327	Core solutions of Microsoft Lync Server 2013; digital media certified engineer; AV design: environment; IUPC14-All About Audio; power systems for AIX iLPAR; 55035 Microsoft SharePoint Server; 20412 Configuring Advanced Window Server; machine operator blueprint reading; records for EDiscovery in SharePoint 2013; Panasonic machine operator training; SQL Server 2012 integrations service; SharePoint; team foundation server training
Ventura Manufacturing	Zeeland	Ottawa	11/27/13	\$102,300	\$5,115	\$107,415	\$59,520	93	94	lean manufacturing; methods and motion
Moran Iron Works	Onaway	Presque Isle	10/24/13	\$10,600	\$530	\$11,130	\$2,021,509	12	12	blueprint reading
Hemlock Semiconductor	Hemlock	Saginaw	10/30/13	\$105,000	\$5,250	\$110,250	\$667,202	70	73	HSC polysilicon process overview; tower walkthrough and equipment training; process controls and strategies
Nexteer	Saginaw	Saginaw	11/01/13	\$162,540	\$8,127	\$170,667	\$453,500	110	123	Siemens (robotics and controller); FANUC
Rugged Liner	Owosso	Shiawassee	10/22/13	\$14,597	\$730	\$15,327	\$42,470	27	27	Internal audit training; Gauge RandR; TS controls/inventory management; corrective action and process control; TS awareness; TS corrective action requirements; melt flow and shrink orientation
Crest Marine	Owosso	Shiawassee	10/24/13	\$5,200	\$260	\$5,460	\$12,625	20	10	Effective quality planning; lean practices; mistake proofing and problem solving
Midwest Bus Corporation	Owosso	Shiawassee	04/25/14	\$14,250	\$713	\$14,963	\$14,869	18	13	Lean practices; lean manufacturing; Kaizen; standardized work; HVAC mechanics and troubleshooting; auto electrical systems
Clark Engineering	Owosso	Shiawassee	04/29/14	\$9,450	\$473	\$9,923	\$58,327	7	16	Value stream mapping; OSHA training; 5S overview; hydraulic and pneumatic controls; lean manufacturing tools; introduction to PLCs; introduction to electricity; troubleshooting PLC programs; DC and AC circuits; wiring diagrams

SKILLED TRADES TRAINING FUND *continued*
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MANUFACTURING <i>continued</i>										
Sonoco Protective Solutions	Owosso	Shiawassee	10/30/13	\$18,195	\$910	\$19,105	\$93,862	29	29	TS 16949 with core tools overview; AIAG; internal audit; quality auditor; inspector/packer; industrial storm water exam; fill gun training; bead specialist training; mold setter; tech training; storm/water and environment; material handler; press operator; manufacturing supervision; industrial truck operator; TS 16949 quality rules; EPP molding
Owosso Composite	Owosso	Shiawassee	11/08/13	\$3,000	\$150	\$3,150	\$10,449	2	2	tool builder training; gel gun operator training; lamination specialist training
Vaupell Midwest	Constantine	St. Joseph	11/15/13	\$30,014	\$1,501	\$31,515	\$64,450	30	30	Design of experiments for scientific molding; advanced scientific molding; Flow Manufacturing Design Kaizen; Six Sigma Black Belt; mold repair certification
Walbro Engine Management	Cass City	Tuscola	07/28/14	\$9,290	\$465	\$9,755	\$14,150	125	125	Blueprint reading; manufacturing measuring tools
DTE Energy *	Detroit	Wayne	12/11/13	\$385,000	\$19,250	\$404,250	\$9,338,927	321		Gas fitter; gas control room operators; assistant operators; cable splicer; field service representatives; lineman; system supervisors; customer care representatives; financial consultant–ADDP; IT technical analyst; gas blend of fitters; gas maintenance control technician; financial consultant–ADDP
Ford Motor Company	Flat Rock	Wayne	10/24/13	\$500,000	\$25,000	\$525,000	\$1,748,769	2,690	2,690	3G mechanical overview maintenance; CD 391 press action hem die repair; CD 391 press action hem process; Emhart Studweld; FANUC F100 robot; FLIR-infrared training level certification; Servo Kyoto tip dressers; Ford EIS information systems; INOS/trendsetter; IPG Photonics; Laserline Laser, Type LDF 4000-100 Chiller; Laserline Laser, Type LDF 4000-100 Laser; Mitsubishi PLC training; Highyad Laser Head; NextGen Controls; Nordson Prometer Dispensing training; Perceptron Auto Gauge TC 6200; Perceptron Vector Sensor installation and setup; Perceptron Vector System Use and Data TC 6300; Perceptron system performance monitoring; Perceptron vector electrical maintenance TC; Perceptron correlation utility technical TC; Henrob Riveters electrical; Henrob Riveters software; Henrob Riveters mechanical; Vision System Cognex; SRT metal/paint repair; Dominion brake fill and tracking; NES Scissor Lift and JLG; Knight Ind/Pneumatics; MIG; Sick (light curtains)
J.C. Gibbons Manufacturing	Livonia	Wayne	04/17/14	\$5,754	\$288	\$6,042	\$11,984	12	14	Davenport machine training; AutoCAD; Excel; ISO 9001: 2000; internal auditor; problem solving; root cause analysis
NYX	Livonia	Wayne	01/10/14	\$9,820	\$491	\$10,311	\$215,006	20	20	8D problem solving; EDI; Engineering BOM; ERP Systems 1-6; geometric dimensioning and tolerancing; hilo safety; intro to plastics materials and processing; Excel; NYX material handling training; project management; quality systems; TS/ISO/APQP
Durr Systems	Plymouth	Wayne	11/27/13	\$22,718	\$1,129	\$23,847	\$32,463	30	26	EPLAN P8; Excel 2010; AutoCAD 3-D drawing and modeling; advanced AutoCAD
Globe Tech	Plymouth	Wayne	12/05/13	\$7,500	\$375	\$7,875	\$47,786	5	5	NX8.5 Basic User; NX8.5 CAM User; NX Industrial Design and Shape Studio; SolidWire operator
Exel North America	Plymouth	Wayne	06/12/14	\$11,155	\$558	\$11,713	\$16,200	28	34	Basic electricity; problem solving, root cause analysis; SolidWorks Essentials; SolidWorks Weldments; Thor Pumps; PU 3000
Piston Automotive	Redford	Wayne	04/17/14	\$16,125	\$806	\$16,931	\$144,979	18	20	A3 problem solving; cellular manufacturing and plant floor layout; core tools: APQP, FMEA, PPAP; Poke-Yoke; TPM/QCO productive maintenance/quick; 5S/visual management and pull systems
Chrysler *		Wayne; Macomb	01/10/14	\$73,500	\$3,675	\$77,175	\$3,858,400	25		Electrician apprenticeship; millwright apprenticeship; pipefitter apprenticeship; toolmaker apprenticeship; machine repair apprenticeship; tool and die apprenticeship; computer applications for skilled trades; industrial safety awareness
General Motors			11/20/13		\$20,000	\$419,997	\$734,576	299	306	A-6000 Control Logix; A-6300 Control Logix Communication; A-6110 Guard Logix; Static Stepless/Saturable Reactor Control; Powerflex 700 and 750 with Armorstart; CNC–mechanical; Cognex Vision Systems, Dalsa Vision Camera; Fanuc Controls CNC, Siemens; Control Drives ES, Siemens Control HMI; maintenance, Siemens Controls 840 D CNC; system maintenance, Siemens Controls S7; tools and trouble shooting, Siemens; Controls–Profibus, Siemens Controls; ethernet/profinet, Hydraulics Adv; troubleshooting; Siemens S7 Safety PLC; Unico Systems Control Training; ICR robot training; Leoni Robot Applied Technology; FANUC Global 2
Lansing Regional Stamping	Lansing	Ingham		\$25,460						
Bay City	Bay City	Bay		\$61,500						
Saginaw Metal Castings	Saginaw	Saginaw		\$76,874						
Lansing Delta Township	Lansing	Ingham		\$25,000						
Flint Assembly	Flint	Genesee		\$30,350						
Flint Stamping	Flint	Genesee		\$7,500						
Warren Transmission	Warren	Macomb		\$30,000						
Romulus	Romulus	Wayne		\$70,313						
Lansing Grand River	Lansing	Ingham		\$73,000						

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MANUFACTURING <i>continued</i>											
Manufacturing cluster			11/27/13		\$868	\$18,218		29	28	Computer aided manufacturing for turning and milling machines; computer numerical control set-up and operation; mastercam	
Sturgis Molded Products	Sturgis	St. Joseph		\$1,735			\$3,565				
Weber Specialties Co.	Schoolcraft	Kalamazoo		\$1,350			\$1,904				
Parker Hannifin-Hydraulics Systems	Kalamazoo	Kalamazoo		\$2,120			\$3,986				
XL Machine	Three Rivers	St. Joseph		\$2,120			\$4,490				
Accro-Seal	Vicksburg	Kalamazoo		\$3,180			\$3,633				
Schupan & Sons, Inc.	Kalamazoo	Kalamazoo		\$2,795			\$3,320				
Stryker Instruments & Medical	Kalamazoo	Kalamazoo		\$4,050			\$5,600				
Magna			01/10/14		\$10,736	\$225,456	\$84,706	178	163	Industrial hydraulics; risk management of high voltage electric; vehicle battery system; measurement systems analysis/Gage RandR; Minitab; Bar Code-4M, ZM400, ZT200 and 400; printer technician maintenance and Xi, 105SL; RJG Systematic Molding; CCP 146 Studio 5000 Logix designer; ControlLogix System fundamentals; ARC tool operations and programming; Excel; IPC 7711 and 7721 CIS certification; IRC5 programming; FaciliWorks 8l CMMS; Rockwell ControlLogix and programming; master molder; handling tool features/ARC tool operations and programming; robot preventative and periodic maintenance; Studio 5000 RS Logix; PolyWorks-Faro Arm Training; PLC-5 SLC 5000 RS Logix; Lean Six Sigma Black Belt; injection/efficient mold settings; internal EMS/internal auditing to ISO 14001	
Troy	Troy	Oakland		\$6,300							
Benzonia	Benzonia	Benzie		\$2,380							
Auburn Hills	Auburn Hills	Oakland		\$10,500							
China Township	China Township	St. Clair		\$48,465							
Holly	Holly	Oakland		\$29,520							
Newaygo	Newaygo	Newaygo		\$50,190							
Holland Township	Holland	Ottawa		\$67,365							
Lumber cluster			12/20/13				\$21,000	15	15	Lumber inspector training	
Monarch Millwork	Grayling	Crawford		\$2,000	\$100	\$2,100	\$6,160				
Springs Window Fashions LLC	Grayling	Crawford		\$4,000	\$200	\$4,200	\$11,336				
Paris North Hardwood	Elmira	Antrim		\$4,000	\$200	\$4,200	\$12,920				
Maeder Brothers Inc.	Weidman	Isabella		\$6,000	\$300	\$6,300	\$26,080				
Devereaux	Pewamo	Ionia		\$4,000	\$200	\$4,200	\$18,878				
Banks Hardwoods Inc.	White Pigeon	St. Joseph		\$6,000	\$300	\$6,300	\$36,240				
AJD Forest Products	Grayling	Crawford		\$4,000	\$200	\$4,200	\$14,120				
WHOLESALE TRADE											
Velocity Wheels	Grand Rapids	Kent	11/08/13	\$3,000	\$150	\$3,150	\$6,030	2	2	Wheel builder training	
Behler-Young Company *	Grand Rapids	Kent	01/07/14	\$16,970	\$849	\$17,819	\$108,946	35		EHCK: intermediate report writer; SharePoint Server 2013-site owner; admin-Windows Server 2012; VMware/vSphere Fast Track V5	
Spartan Nash Company *	Grand Rapids	Kent	09/23/14	\$28,500	\$1,425	\$29,925	\$22,115	19		Excel; Citrix Xen application; help desk support Citrix Xen application	
Hornet Manufacturing	Hudson	Lenawee	10/15/13	\$3,870	\$194	\$4,064	\$5,496	6	6	Welding	
AHB Tooling & Machinery Inc.	Saginaw	Saginaw	02/19/14	\$1,500	\$75	\$1,575	\$2,922	1	1	Lync; SharePoint; security management and configuration; Yammer for Enterprise for Collaboration	
RETAIL TRADE											
Senderra RX	Flint	Genesee	11/01/13	\$39,280	\$1,964	\$41,244	\$25,613	55	53	URAC training certification; patient care coordinator training; prior authorization specialist training	
Superior Growers Supply	Lansing	Ingham	01/10/14	\$32,760	\$1,638	\$34,398	\$72,424	33	33	Lean processes 5-S; POS	
Metalution	Holland	Ottawa	10/24/13	\$11,560	\$578	\$12,138	\$31,706	8	8	CNC; SolidWorks essentials; VISI modeling; VISI machining	
Zeeland Lumber Holdings	Zeeland	Ottawa	01/10/14	\$17,235	\$862	\$18,097	\$188,192	19	19	Multi-family project coordinator training; material handler training; truss assembler training	
Morley Companies	Saginaw	Saginaw	06/16/14	\$105,495	\$5,275	\$110,770	\$319,792	80	152	ARS; CAC T1; DBC aftersales service; DBC presales; GM Core; MS Webchat; Partech; PQC/PRT; retail; TAC	
S Group Automotive	Owosso	Shiawassee	11/27/13	\$26,000	\$1,300	\$27,300	\$10,800	18	22	Electrical and machine maintenance; lean (Kaizen) leaders	
TRANSPORTATION AND WAREHOUSING											
Ryder Integrated Logistics	Lansing	Ingham	10/24/13	\$15,000	\$750	\$15,750	\$30,608	10	10	Maintenance technician training; warehouse certification; forklift operation	
Indian Trails Inc.	Owosso	Shiawassee	02/19/14	\$13,766	\$688	\$14,454	\$32,686	16	14	CDL training for motorcoach and bus operations	

SKILLED TRADES TRAINING FUND *continued*
Legislative report for FY 2014 as of September 30, 2014

Company name	Municipality	County	Approval date	Award amount for training	Award amount for admin	Total award amount	Funds leveraged	Enrolled in training	Completed training (hired or retained)	Training models
TRANSPORTATION AND WAREHOUSING <i>continued</i>										
LaBudde Group Inc.	Akron	Tuscola	01/10/14	\$4,400	\$220	\$4,620	\$4,500	28	26	Good manufacturing principles certification
Pak-Rite Industries Inc.	Ecorse	Wayne	11/27/13	\$24,423	\$1,221	\$25,644	\$45,378	20	22	ISO 9001 internal auditor; TIPPS; lean office champion; lean champion
PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES										
Driesenga	Holland	Ottawa	11/08/13	\$20,515	\$1,026	\$21,541	\$96,000	19	20	Concrete technician; concrete strength technician certification; aggregate technician certification; Bituminous QA/QC Technician certification; computerized office technician certification; density technician certification; fieldmanager certification
Disher Design & Development	Zeeland	Ottawa	11/20/13	\$36,418	\$1,821	\$38,239	\$118,265	22	22	Green Belt certification; principles of market research; business process mapping; product design and development courses; LabVIEW Core 1 training; project management; automotive plastic part design
GS Engineering Inc.	Houghton	Houghton	01/10/14	\$7,800	\$390	\$8,190	\$5,129	6	6	Electrical engineer training; AS9100
Spicer Group Inc.	Saginaw	Saginaw	10/15/13	\$10,500	\$525	\$11,025	\$77,650	7	7	LiDar training
Adaptive Materials Inc.	Ann Arbor	Washtenaw	11/01/13	\$23,817	\$1,191	\$25,008	\$45,295	13	13	J-STD-001 soldering; 6S Green Belt training; DOE for engineers; IPC/WHMA-A-620 (wire harness); Epicor ERP training
Systems in Motion *	Ann Arbor	Washtenaw	04/02/14	\$19,800	\$990	\$20,790	\$34,223	20		Leadership training; automation tools for QA; Java training; mobile APP development training; PHR certification training
MANAGEMENT OF COMPANIES AND ENTERPRISES										
Spartan Motors *	Charlotte	Eaton	06/12/14	\$29,071	\$1,454	\$30,525	\$57,705	61		ISO 9001 lead auditor; APQP/PPAP; project management; safety; print reading; SolidWorks; supply chain management; lean supply chain management
ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES										
Classic Carpet Care & Restoration	Iron Mountain	Dickinson	12/19/13	\$3,000	\$150	\$3,150	\$7,560	3	3	Upholstery and fabric cleaning; carpet cleaning; water damage restoration; applied structural drying
HEALTH CARE AND SOCIAL ASSISTANCE										
Starr Commonwealth	Albion	Calhoun	10/30/13	\$13,500	\$675	\$14,175	\$14,960	18	18	CRM functional introduction/system architecture overview; customizing CRM; CRM Data Model; customizing account fields; building a custom entity and entity relationships; CRM UI; customizing forms; building and running a report; firing script from form and field events; implementing a custom JavaScript function; advanced find, personal views, and system views; personal views and system views; charts and dashboards; workflow management and best practice; building and running a workflow; building a dashboard with charts; CRM security model; customizing a security role; CRM processes
Genesys Regional Medical Center	Grand Blanc	Genesee	01/10/14	\$43,500	\$2,175	\$45,675	\$147,136	29	37	"Catering to You" training
Burcham Hills	East Lansing	Ingham	10/22/13	\$32,010	\$1,601	\$33,611	\$60,930	63	63	behavior interventions; persons with dementia; Lean Healthcare applied
Peckham	Lansing	Ingham	11/15/13	\$196,936	\$9,847	\$206,783	\$636,350	171	171	Lean champion; Forklift; CompTIA A+/Security +; Six Sigma Green Belt; expert selling
Spectrum Health *	Grand Rapids	Kent	11/15/13	\$67,609	\$3,380	\$70,989	\$58,916	109		ICD 10 CM training; coder training
Porter Hills Retirement Community Services	Grand Rapids	Kent	01/13/14	\$22,500	\$1,125	\$23,625	\$80,280	15	15	Clinical systems analyst training; sales associate training; senior accountant training; hospital liaison training; social services coordinator training; registered nurse training; senior director of health services training; MDS coordinator training; LPN training; medical records training; program assistant training; CNA training
William Beaumont Hospital	Royal Oak	Oakland	10/16/13	\$109,932	\$5,497	\$115,429	\$1,646,477	124	120	3M ICD-10
Crossroads Industries Inc.	Gaylord	Otsego	11/20/13	\$4,905	\$245	\$5,150	\$6,599	8	8	Salesforce software training
Henry Ford Health System	Detroit	Wayne	12/11/13	\$228,525	\$11,426	\$239,951	\$938,711	375	323	ICD-10
Trinity Health	Livonia	Wayne	11/01/13	\$9,130	\$456	\$9,586	\$1,565,280	329	329	TH ICD-10 training
OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION)										
Roberts Sinto	Lansing	Ingham	10/22/13	\$35,733	\$1,783	\$37,517	\$79,053	52	55	Blueprint reading; PLC troubleshooting; professional writing; work; Excel; welding; lean processes; 5 S training and safety
Farm Bureau Mutual *	Lansing	Ingham	11/27/13	\$108,719	\$5,436	\$114,155	\$176,344	75		Comp TIA A+; Comp TIA security; installing/configuring Windows; Core Solutions Exchange Server; automating administration; A+; Network +; business analyst; organizational behavior; reporting applied data analytics; ITIL Foundation; computer programming; JAVA; communications/human relations
Sand Mold Systems	Newaygo	Newaygo	10/22/13	\$11,748	\$587	\$12,335	\$35,833	38	38	Autodesk Inventor; intro to metal casting; project management; quick response manufacturing; 5S and safety; lean processes; QRM implementation
Sybesma's Electronics	Holland	Ottawa	11/27/13	\$10,345	\$517	\$10,862	\$109,590	7	6	Solar cells; batteries; solar fuels; planning for a sustainable future with wind, water, and sun; project management mastery; foundations of management; battery management and safety for electric vehicles; introduction to electrical energy storage; engineering software intensive systems; hybrid vehicles
Total				\$7,722,938	\$386,113	\$8,109,051	\$44,294,247	10,731	7,994	

* Company has been approved for an award, but training is still in process. "Enrolled in Training" is a projected figure and "Completed Training" is not available until training is complete. Actual figures for "Enrolled in Training" and "Completed Training" will be reported after completion of the training in the next legislative report.

WORKFORCE DEVELOPMENT AGENCY

Workforce Development Agency (WDA) is recognized as an innovative and effective talent system supporting a healthy, resilient economy for employers that improves the quality of life in Michigan. Through partnerships, the WDA provides a demand-driven talent system that supports business growth and a diverse skilled workforce.

All reporting for programs under the authority of the U.S. Department of Labor (with the exception of trade) and the U.S. Department of Education are based on a program year cycle that runs from July 1 to June 30 annually and are reported as of June 30, 2014. All other programs are reported for FY 2014 ending September 30, 2014.

EDUCATIONAL PROGRAMS

To provide a more skilled workforce the WDA works in concert with Michigan community colleges to promote access to, retention in and completion of individual student goals in quality, comprehensive postsecondary education. By improving postsecondary education programs students are provided with the work skills needed in a technological and advanced society. These goals are accomplished by allocating federal funds and providing technical assistance to develop new occupational programs; improve career guidance and counseling activities; upgrade the skills and competencies of occupational faculty and staff; and improve the transition of students between secondary schools, community colleges, four-year institutions and the workplace. For the program year 2014, 219,992 students were enrolled in these occupational programs and courses and 37,246 awards were conferred.

The federal Carl D. Perkins Vocational and Technical Education Program provides career-focused educational services within the community college system while the WDA provides program oversight.

During the program year 2014, Carl D. Perkins funds were awarded to Delta, Grand Rapids, Lansing, Montcalm, and Mott community colleges for the development of the Automotive Articulation Agreement. This agreement, signed by all participating college presidents and effective through 2016, allows students in automotive technology programs to have a seamless transition among the five colleges if they choose to relocate. The Automotive Technology programs adhere to nationally recognized automotive technician training standards.

ADULT EDUCATION PROGRAMS

Adult education programs provide an opportunity for mature students to achieve high school diploma education levels or equivalent to those of high school graduates. More than 40,000 students are enrolled in Adult Basic Education, English as a Second Language, General Education Diploma (GED®) preparation, or High School Completion each year in Michigan. In 2013–2014, more than 28,625 adults received at least 12 hours of adult education services. Approximately 150 adult education programs are located throughout Michigan with roughly 50 percent of public school systems operating an adult education program. Community colleges, faith-based organizations and community-based organizations also may provide adult education services, while the WDA provides program oversight.

GED®

The GED® is a second chance for individuals to obtain a high school equivalency credential, which is critically needed to pursue additional career and college opportunities. In the program year 2014, Michigan improved its GED® passing rate by nearly six percentage points to a nationally competitive pass rate of 75.7 percent. Over 22,000 individuals tested in the Michigan GED® testing program with over 18,000 people completing all of the required exams. More than 13,000 people earned the employer-recognized equivalency credential.

Michigan also successfully implemented GED® Computer-Based-Testing (CBT) with over 90 CBT centers opening statewide. The Detroit Public Library implemented CBT, making it one of only a few public libraries in the country offering the GED® exam via computer.

Michigan's GED® program is self-funded by participants. School districts, community colleges, faith-based organizations and community-based organizations provide GED® services, while the WDA provides program oversight.

CAREER PATHWAYS INITIATIVE

Developing and implementing a comprehensive, quality career pathways system in Michigan is a priority for the Workforce Development Agency. The career pathway approach reorients existing education and workforce services from a myriad of disconnected programs to a framework that focuses on the workforce needs of

WORKFORCE DEVELOPMENT AGENCY *continued*

employers and individuals in need of education and training. The career pathway approach focuses on systemic change to provide clear transitions, strong support and other elements critical to participant success.

The career pathway system will be implemented regionally within the 10 prosperity regions in locally identified demand-driven and emerging sectors/occupations. The goal of the system is to partner state-level agencies, organizations, employers and industries to provide resources, leadership and aligned policies to provide quality, scale and sustainability.

The WDA Office of Adult Education is participating in Moving Pathways Forward: Supporting Career Pathways Integration, a three-year national initiative to assist states in advancing career pathways systems to transition low-skilled adults to postsecondary education and employment. The project is funded by the U.S. Department of Education's Office of Career, Technical, and Adult Education and seeks to further integrate adult education into career pathways system development at the state and local levels.

KING CHÁVEZ PARKS: GEAR UP

Established by the Michigan Legislature in 1986, the goal of the King Chávez Parks (KCP) Initiative is to increase the opportunities for Michigan's most educationally or economically disadvantaged citizens to complete college degrees and experience career success as active participants in a knowledge-based global economy. In the program year 2014, the KCP Initiative oversaw funding to 15 public and six private postsecondary institutions, supporting 55 programs. KCP programs include Select Student Support Services, Michigan College/University Partnership, Morris Hood, Jr. Educator Development, Future Faculty Fellowship, and Visiting Professors programs.

Gaining Early Awareness and Readiness for Undergraduate Programs (GEAR UP) is a federal program aimed at increasing college access for low-income students. In September 2011, the State of Michigan's KCP Initiative was awarded its third consecutive federal GEAR UP grant (MI GEAR UP) of \$23.5 million, which was matched by state and local partners, for a total of \$47 million in resources over the seven-year grant cycle. MI GEAR UP was designed to serve a cohort of approximately 10,000 students from seventh grade through their first year of college. The

Michigan GEAR UP cohort is currently in the 10th grade. MI GEAR-UP exceeded the proposed number of 10,000 students to be served. More than 11,000 students were served by MI GEAR-UP during the reporting period.

MI GEAR-UP also supported the following activities to increase student academic performance and help the state of Michigan's efforts to prepare its future workforce for careers in STEM fields:

- A STEM pilot project was launched in Wayne County in 2014 to improve student academic performance through STEM workshops. Sixty percent of the students that participated in the workshops gained new academic and professional interests in STEM areas as a result of their participation. Based on this data, the pilot is being expanded during the next program year.
- The KCP program at Lawrence Technological University partnered with the University of Michigan-Dearborn GEAR UP to provide STEM exploration opportunities at its campus. Students participated in STEM activities in university labs followed by a campus tour and college preparation activities.
- Central Michigan University GEAR UP partnered with the KCP program at Kettering University to provide ongoing STEM activities at Kettering's campus. Activities provided by Kettering included campus visits, career workshops, and interactive STEM activities such as a robotics and solar car building workshops.

Public universities and school districts provide MI GEAR UP services, while the WDA provides program oversight.

EMPLOYMENT PROGRAMS

EMPLOYMENT SERVICE

The Employment Service Program provides job seekers and employers with a variety of employment-related labor exchange services including job search assistance, assessment, job referral, placement for job seekers, re-employment services for unemployment insurance claimants, and recruitment services for employers. Specialized services are made available to veterans, migrant and seasonal farm workers and individuals with disabilities. All activities are provided directly by the Michigan Works! agencies, with the WDA providing program oversight.

WORKFORCE DEVELOPMENT AGENCY *continued*

WORKFORCE INVESTMENT ACT

The Workforce Investment Act (WIA) Adult, Dislocated Worker, and Youth programs provide a variety of employment and training services for eligible individuals, as well as employers who need assistance finding qualified workers to fill open positions. All three programs are driven by local labor market needs. All services are provided directly to participants through the Michigan Works! agencies, with the WDA providing program oversight.

The WIA Adult and Dislocated Worker programs offer a range of services designed to improve the educational attainment and employment outcomes of participants. Core services provide outreach, job search and placement assistance, and labor market information to all job seekers. Intensive services include more comprehensive assessments and development of individual employment plans, counseling, and career planning. Training services link customers to job opportunities in their communities by providing occupational and basic skill training. Additional services are available under certain circumstances.

The WIA Youth program is designed with a strong connection between academic and occupational learning and coordinates closely with other community youth programs and resources. Case managers facilitate intake, assessment, and development of an Individual Service Strategy (ISS) for WIA-eligible youth. Ten services are available to all WIA youth, and are delivered as appropriate. Additional services are available by referral to other partners.

During the program year, WIA programs served 26,891 adults, 9,648 dislocated workers, 12,564 youth, and 40,090 employers. WIA programs achieved customer satisfaction scores of 96 percent for job seekers and 85.1 percent for employers.

Also during the program year, 1,118 students participated in talent tours, which introduce youth, parents, and teachers to available career paths in their region by offering a behind-the-scenes look at in-demand industries and businesses. The majority of tours related to the manufacturing sector. Local Michigan Works! agencies worked in partnership with business and educational partners to facilitate the tours.

TRADE ADJUSTMENT ASSISTANCE

Trade Adjustment Assistance (TAA) is a federal program administered by the U.S. Department of

Labor. The program was created to provide benefits and support to U.S. workers whose employment has been adversely affected by the impact of international trade. The TAA program, with services provided through the Michigan Works! agencies, gives these workers the opportunity to obtain the skills, resources and support to become re-employed. Michigan frequently leads the nation in the number of workers covered under the TAA program and has worked to expand internal and external partnerships to bring the best opportunities to these workers.

The WDA staff and local partners have coordinated with business services staff to ensure the TAA program is connecting with companies to improve credentials for participants and increase employer-based training. The WDA has active partnerships with community colleges to assist in the administration of Trade Adjustment Assistance Community College and Career Training grants.

Partnering with the state's economic development agency has likewise provided an opportunity to use TAA as a business attraction strategy. There are a large number of TAA-certified individuals in the nation who were certified under TAA but have not utilized their training benefit. As TAA training is a lifetime benefit, individuals in Michigan were contacted and informed of their ability to use the TAA training benefit. Over 550 individuals were re-engaged in the TAA program due to these efforts. Twenty companies were certified in program year 2014, impacting 1,627 workers. A total of 2,426 active participants were enrolled in training and 590 participants completed training.

PARTNERSHIP.ACCOUNTABILITY. TRAINING.HOPE

Started in January 2013, the Partnership.Accountability.Training.Hope. (PATH) program seeks to provide Family Independence Program (FIP) applicants and recipients identified by the Michigan Department of Human Services (DHS) with employment-related services, training and supportive services to obtain and retain employment. PATH focuses on allowing FIP applicants/recipients to self-identify barriers to employment and assist the participants in eliminating those barriers so that they can successfully prepare themselves for long-term employment, therefore reducing the need for public assistance. The Michigan Works! agencies provide services to all FIP applicants

WORKFORCE DEVELOPMENT AGENCY *continued*

and recipients referred to the program by DHS, with the WDA and the DHS providing program oversight.

The work participation rate for the Temporary Assistance for Needy Families (TANF) program sharply increased from 22.8 percent in FY 2010 to 61.6 percent in FY 2014 (through August 2014, the latest month for which data is available). Reaching the 50 percent work participation rate has been a critical priority to avoid tens of millions of dollars in federal financial penalties.

FOOD ASSISTANCE EMPLOYMENT AND TRAINING

The Food Assistance Employment & Training (FAE&T) program helps establish a connection to the labor market for 18 to 49 year old Able Bodied Adults without Dependents (ABAWD) who participate in the Food Assistance Program through the Department of Human Services. Participants are assisted in gaining skills, training, work, or experience to increase their ability to obtain regular employment. Food assistance services are provided by the Michigan Works! Agencies, with the WDA and the DHS providing program oversight. In fiscal year 2014, the program saw 1,461 participants with 989 who exited the program. Of these exits, 418 had completed the program objectives and 467 found employment.

MIGRANT, IMMIGRANT & SEASONAL WORKER SERVICES: FOREIGN LABOR CERTIFICATION OFFICE

The Migrant, Immigrant & Seasonal Worker Services program is delivered by the WDA agricultural employment specialists in conjunction with the Michigan Works! agencies. These specialists are charged with providing the full range of employment services to workers who are predominantly Migrant and Seasonal Farm Workers (MSFW). There are fourteen full-time staff and two seasonal part-time staff, all of whom are fluent in Spanish and English.

The Foreign Labor Certification Office (FLCO) processes employer foreign labor application requests for the H-2A and H-2B visa programs. In FY 2014, FLCO assisted 67 employers with their application or job order.

The 2014 agricultural season (April–October) brought a challenge to many employers: an abundance of crops and a shortage of workers. Additionally, the number of migrant families who traditionally travel to Michigan decreased for several reasons, including stabilizing children in one place for a school year, retirement or better pay in other states. In spite of these challenges, the program year saw AES staff contacting 1,342 agricultural employers and approximately 10,000 MSFWs, making Michigan sixth in the nation for MSFW registrations. Under the H-2A and H-2B visa programs, 106 employers sought foreign labor to fill their workforce needs in FY 2014.

VETERAN SERVICES

The Veterans' Services Division is responsible for the execution of Michigan's Jobs for Veterans State Grant (JVSG) program, a noncompetitive five-year grant provided through the U.S. Department of Labor Veterans Employment and Training Service (USDOL-VETS). It is an employment program targeting qualified veterans and eligible spouses who have been identified by a Michigan Works! agency as possessing significant barriers to employment. JVSG staff work one on one with the veterans to overcome these barriers through case management and career counselling. Key partners for the program include the Michigan Works! Association, all 24 MWAs, the Michigan Veterans Affairs Agency (MVAA), and the USDOL-VETS. As a workforce program, JVSG is fully integrated into the MWA service delivery system.

In FY 2014, JVSG staff provided intensive employment services to 1,085 qualified veterans and eligible spouses. For the last complete program year, the JVSG program met eight of 13 outcome goals and all 13 outcomes improved over the previous program year. The program year saw 60 percent of veterans entering employment compared to 58 percent in the previous program year; disabled veterans entered employment at a rate of 50 percent compared to 45 percent in the previous program year.

**WORKFORCE TRAINING PROGRAMS
PARTICIPANT INFORMATION BY MICHIGAN WORKS! AGENCY
Fiscal year 2014: 10/01/2013-9/30/2014**

Michigan Works! agency (MWA)	Total WIA funding allocated	Total path funding allocated	Total TAA funding allocated	Total food assistance allocated	Total funding allocated ¹	Total participants enrolled ¹	Average duration of training ^{2,6}	Enrolled in remedial and literacy programs ³	Enrolled in 2-year institutions ³	Enrolled in 4-year institutions ³	Enrolled in proprietary schools/other technical training ³	Completed education/training	Employed within one year of completed training	Employed in related field ⁵	Average wages within one year of training ^{4,7}
ACSET	\$1,651,772	\$1,805,542	\$443,866	\$130,502	\$4,031,682	1,971	14.7	124	441	250	803	1,152	701	353	\$16.00
Berrien/Cass/Van Buren	\$2,101,047	\$2,103,876	\$332,498	\$131,857	\$4,669,278	904	40.6	32	557	50	83	530	217	107	\$15.34
Capital Area	\$1,493,562	\$996,293	\$453,113	\$56,156	\$2,999,124	1,252	16.9	339	264	79	360	528	452	258	\$14.15
Central Area	\$9,289,835	\$16,757,715	\$800,588	\$643,120	\$27,491,258	831	10.4	65	276	53	111	665	577	492	\$16.70
Detroit	\$437,791	\$422,924	\$0	\$12,212	\$872,927	5,153	15.2	618	1,097	428	1,819	2,487	257	56	\$10.04
Eastern U.P.	\$2,888,122	\$8,461,670	\$781,849	\$253,414	\$12,385,055	229	16.4	8	25	72	4	112	50	34	\$11.86
Genesee/Shiawassee	\$2,099,537	\$3,486,405	\$695,645	\$117,554	\$6,399,141	4,111	18.5	117	1,276	1,033	234	1,625	472	294	\$12.14
Great Lakes Bay	\$1,026,470	\$549,315	\$77,769	\$37,680	\$1,691,234	1,576	15.9	114	527	206	593	935	481	156	\$11.34
Job Force	\$2,396,654	\$4,569,261	\$768,790	\$189,039	\$7,923,743	353	22.6	2	112	74	2	227	119	78	\$15.45
Kalamazoo/St. Joseph	\$808,378	\$204,875	\$562,316	\$17,878	\$1,593,447	1,186	17.9	48	373	111	192	682	478	230	\$11.81
Livingston County	\$6,035,402	\$5,649,038	\$2,359,111	\$154,779	\$14,198,330	363	25.0	1	112	29	42	184	60	40	\$15.16
Macomb/St. Clair	\$1,257,587	\$3,683,129	\$118,016	\$74,489	\$5,133,221	5,125	35.5	234	1,906	944	1,113	2,367	577	320	\$15.08
Muskegon County	\$1,015,062	\$839,936	\$13,426	\$24,784	\$1,893,208	645	13.8	49	204	99	119	302	126	60	\$13.07
Northeast	\$1,810,747	\$1,004,705	\$758,315	\$65,827	\$3,639,594	220	13.9	21	61	6	1	157	56	25	\$11.39
Northwest	\$6,122,106	\$3,970,035	\$1,928,513	\$446,558	\$12,467,212	261	26.7	47	88	55	3	137	79	50	\$13.09
Oakland County	\$977,637	\$474,617	\$184,806	\$11,427	\$1,648,487	2,467	33.2	537	539	581	741	1,006	231	129	\$21.07
Ottawa County	\$1,015,058	\$1,335,252	\$108,506	\$82,220	\$2,541,036	345	60.2	3	82	88	92	175	101	67	\$14.55
Region 7B	\$5,191,857	\$7,981,927	\$894,447	\$240,212	\$14,308,443	434	23.1	23	221	22	37	284	161	108	\$12.90
SEMCA	\$1,707,570	\$2,708,354	\$166,609	\$36,769	\$4,619,302	2,872	29.0	34	962	354	1,156	1,599	575	315	\$15.05
South Central	\$1,509,128	\$1,071,464	\$128,843	\$0	\$2,709,435	1,404	13.0	35	359	128	307	701	192	113	\$16.86
Thumb Area	\$1,184,199	\$1,115,720	\$273,928	\$131,206	\$2,705,053	746	11.1	16	195	112	64	565	352	193	\$11.90
Washtenaw County	\$981,121	\$901,908	\$594,550	\$45,803	\$2,523,382	497	28.5	14	186	135	80	222	109	64	\$16.42
West Central	\$575,541	\$520,249	\$81,120	\$19,808	\$1,196,718	300	27.6	20	58	98	37	191	16	4	\$9.54
Western U.P.	\$56,858,278	\$74,786,568	\$14,109,437	\$2,943,319	\$148,697,602	87	28.3	0	32	15	0	43	16	6	\$12.36
MWA total	\$110,434,461	\$145,400,778	\$26,636,059	\$5,866,613	\$288,337,911	33,332	20.5	2,501	9,953	5,022	7,993	16,876	6,455	3,552	\$14.27

1 Includes WIA, PATH, TAA, and food assistance data.
2 Measured in weeks; calculated from the date training began to when training ended. This column only captures individuals who exited the program during the reporting period.
3 There may be a duplication in counts as participants move between programs or institutions.
4 The wage amount is captured at the time a participant exits the program.
5 Includes WIA and TAA data only.
6 The MWA total average is weighted by the number of participants included in the calculation for each MWA; it is not a simple average.
7 The statewide average is derived by taking the number of participants in each MWA multiplied by the wage earned by each participant.

MICHIGAN COMMUNITY COLLEGES AWARDS CONFERRED

AWARDS CONFERRED BY COLLEGE

Program year: 07/01/2013 - 06/30/2014

Community college	Non-resident alien		Hispanic		American Indian		Asian		Black, Non-Hispanic		Hawaiian/other Pacific Islander		White		Two or more		Unknown		Totals		Total
	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	
Alpena	0	0	1	0	4	3	1	1	1	0	1	0	202	209	0	0	0	1	210	214	424
Bay De Noc	0	0	1	0	0	13	1	1	1	0	0	0	127	248	2	4	47	47	179	313	492
Mott	13	18	24	47	10	32	12	23	127	265	0	0	691	1,101	12	13	142	238	1,031	1,737	2,768
Delta	2	0	38	40	7	1	5	10	43	142	0	1	726	1,013	5	19	14	14	840	1,240	2,080
Glen Oaks	0	0	3	7	0	1	1	4	0	3	0	0	46	172	1	1	0	5	51	193	244
Gogebic	0	1	1	0	4	4	0	2	1	1	0	0	76	148	0	0	9	6	91	162	253
Grand Rapids	1	1	59	76	7	8	22	28	61	107	0	0	605	869	3	1	36	42	794	1,132	1,926
Henry Ford	8	9	18	26	1	7	16	9	98	214	0	1	339	540	1	5	148	212	629	1,023	1,652
Jackson	0	0	13	17	2	3	5	6	21	23	0	0	349	569	3	8	23	30	416	656	1,072
Kalamazoo Valley	2	4	24	30	9	9	9	9	52	85	0	0	518	587	2	5	117	94	733	823	1,556
Kellogg	0	2	15	17	2	4	2	14	24	57	0	0	222	505	0	0	12	47	277	646	923
Kirtland	0	0	3	4	1	3	2	2	2	1	1	0	144	264	0	0	1	2	154	276	430
Lake Michigan	0	0	12	16	1	2	3	5	14	49	0	0	130	197	2	6	10	12	172	287	459
Lansing	5	17	71	154	4	16	35	46	98	151	7	13	975	1,512	25	35	124	194	1,344	2,138	3,482
Macomb	65	77	17	33	13	5	36	29	104	136	1	2	1,169	1,286	13	13	167	155	1,585	1,736	3,321
Mid Michigan	2	0	2	11	3	11	0	3	7	7	4	1	261	481	0	4	11	27	290	545	835
Monroe County	0	0	4	11	0	0	2	3	6	5	0	0	189	264	0	0	41	34	242	317	559
Montcalm	0	0	1	7	0	1	0	2	0	0	0	0	90	293	3	3	7	41	101	347	448
Muskegon	2	1	7	16	0	3	1	0	10	23	0	0	141	306	3	4	24	30	188	383	571
North Central Michigan	0	0	3	0	4	14	0	0	0	0	0	0	68	201	1	0	8	27	84	242	326
Northwestern Michigan ¹	3	2	3	9	5	7	2	3	2	4	0	0	330	400	6	10	19	24	370	459	829
Oakland	66	117	38	58	4	11	30	29	120	332	2	2	648	965	234	220	34	49	1,176	1,783	2,959
St. Clair County	2	1	6	10	3	3	1	0	3	11	0	0	218	370	0	4	9	10	242	409	651
Schoolcraft	7	17	29	30	3	7	25	35	48	96	1	4	561	822	7	11	65	103	746	1,125	1,871
Southwestern Michigan	1	6	6	15	2	8	2	6	15	16	0	0	174	335	9	10	11	18	220	414	634
Washtenaw	12	37	50	78	6	7	24	39	124	246	0	7	907	1,212	36	62	69	79	1,228	1,767	2,995
Wayne County	4	6	37	50	7	12	29	21	741	1,465	0	2	319	391	17	28	53	79	1,207	2,054	3,261
West Shore	0	0	5	8	0	3	1	1	0	0	0	0	80	122	0	0	3	2	89	136	225
Total	195	316	491	770	102	198	267	331	1,723	3,439	17	33	10,305	15,382	385	466	1,204	1,622	14,689	22,557	37,246

¹ Includes 31 bachelor's degrees awarded in marine science/merchant marine officer

MICHIGAN COMMUNITY COLLEGES AWARDS CONFERRED

AWARDS CONFERRED BY DEGREE/CERTIFICATE TYPE

Program year: 07/01/2013 - 06/30/2014

Degree/certificate type	Non-resident alien		Hispanic		American Indian		Asian		Black, Non-Hispanic		Hawaiian/other Pacific Islander		White		Two or more		Unknown		Totals		Total
	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	
< 1-year certificate	15	37	103	138	21	21	50	56	560	695	3	12	1,645	1,789	65	85	180	195	2,642	3,028	5,670
> 1-year but < 2-year certificate	23	39	71	105	20	24	30	54	168	255	4	0	1,353	2,419	39	53	127	214	1,835	3,163	4,998
Associate degree	141	226	308	516	61	152	182	218	984	2,468	10	20	7,166	10,898	264	313	886	1,203	10,002	16,014	26,016
> 2-year but < 4-year certificate	15	14	8	11	0	1	5	3	11	21	0	1	117	276	17	15	7	9	180	351	531
Bachelor's degree	1	0	1	0	0	0	0	0	0	0	0	0	24	0	0	0	4	1	30	1	31
Total	195	316	491	770	102	198	267	331	1,723	3,439	17	33	10,305	15,382	385	466	1,204	1,622	14,689	22,557	37,246

NORTH AMERICAN INDIAN TUITION WAIVERS

NORTH AMERICAN INDIAN TUITION WAIVERS 07/01/2013-06/30/2014					
Community college	Term 1	Term 2	Term 3	Term 4	Total
Alpena Community College					
Students enrolled	18	18	5	0	41
Number of waivers granted	5	6	3	0	14
Monetary value of waivers	\$11,138	\$11,948	\$3,641	\$0	\$26,727
Bay College					
Students enrolled	5	106	100	24	235
Number of waivers granted	3	34	34	16	87
Monetary value of waivers	\$1,896	\$59,509	\$50,580	\$12,362	\$124,347
C.S. Mott Community College					
Students enrolled	39	258	255	119	671
Number of waivers granted	3	20	16	5	44
Monetary value of waivers	\$2,110	\$20,467	\$16,825	\$3,528	\$42,930
Delta College					
Students enrolled	48	51	28	0	127
Number of waivers granted	12	12	7	0	31
Monetary value of waivers	\$8,432	\$10,284	\$2,871	\$0	\$21,587
Glen Oaks Community College					
Students enrolled	0	0	0	0	0
Number of waivers granted	0	0	0	0	0
Monetary value of waivers	\$0	\$0	\$0	\$0	\$0
Gogebic Community College					
Students enrolled	0	37	30	5	72
Number of waivers granted	0	15	13	2	30
Monetary value of waivers	\$0	\$25,122	\$19,574	\$840	\$45,536
Grand Rapids Community College					
Students enrolled	171	177	84	32	464
Number of waivers granted	69	68	33	1	171
Monetary value of waivers	\$129,309	\$111,323	\$35,334	\$10,778	\$286,744
Henry Ford Community College					
Students enrolled	49	165	193	63	470
Number of waivers granted	4	14	11	4	33
Monetary value of waivers	\$2,369	\$17,541	\$15,215	\$2,985	\$38,110
Jackson College					
Students enrolled	86	84	46	0	216
Number of waivers granted	15	19	8	0	42
Monetary value of waivers	\$35,590	\$36,681	\$14,110	\$0	\$86,381

NORTH AMERICAN INDIAN TUITION WAIVERS *continued*

NORTH AMERICAN INDIAN TUITION WAIVERS <i>continued</i> 07/01/2013-06/30/2014					
Community college	Term 1	Term 2	Term 3	Term 4	Total
Kalamazoo Valley Community College					
Students enrolled	79	71	27	0	177
Number of waivers granted	25	26	6	0	57
Monetary value of waivers	\$22,778	\$22,839	\$3,030	\$0	\$48,647
Kellogg Community College					
Students enrolled	43	49	19	0	111
Number of waivers granted	10	12	3	0	25
Monetary value of waivers	\$8,741	\$11,122	\$2,026	\$0	\$21,889
Kirtland Community College					
Students enrolled	33	33	14	0	80
Number of waivers granted	5	8	3	0	16
Monetary value of waivers	\$5,808	\$8,160	\$2,278	\$0	\$16,246
Lake Michigan College					
Students enrolled	9	75	66	21	171
Number of waivers granted	0	19	14	3	36
Monetary value of waivers	\$0	\$17,078	\$11,291	\$1,305	\$29,674
Lansing Community College					
Students enrolled	58	139	144	0	341
Number of waivers granted	17	49	50	0	116
Monetary value of waivers	\$11,922	\$58,506	\$67,018	\$0	\$137,446
Macomb Community College					
Students enrolled	48	130	114	0	292
Number of waivers granted	6	16	11	0	33
Monetary value of waivers	\$2,838	\$14,372	\$8,940	\$0	\$26,150
Mid Michigan Community College					
Students enrolled	43	42	12	0	97
Number of waivers granted	36	37	10	0	83
Monetary value of waivers	\$81,998	\$72,399	\$14,742	\$0	\$169,139
Monroe County Community College					
Students enrolled	4	2	0	0	6
Number of waivers granted	4	2	0	0	6
Monetary value of waivers	\$4,413	\$1,273	\$0	\$0	\$5,686
Montcalm Community College					
Students enrolled	3	3	2	0	8
Number of waivers granted	3	3	2	0	8
Monetary value of waivers	\$3,795	\$7,987	\$1,810	\$0	\$13,592

NORTH AMERICAN INDIAN TUITION WAIVERS *continued*

NORTH AMERICAN INDIAN TUITION WAIVERS <i>continued</i> 07/01/2013-06/30/2014					
Community college	Term 1	Term 2	Term 3	Term 4	Total
Muskegon Community College					
Students enrolled	32	29	11	0	72
Number of waivers granted	32	29	11	0	72
Monetary value of waivers	\$48,915	\$38,359	\$8,410	\$0	\$95,684
North Central Michigan College					
Students enrolled	129	118	19	0	266
Number of waivers granted	95	86	18	0	199
Monetary value of waivers	\$107,141	\$92,473	\$14,988	\$0	\$214,602
Northwestern Michigan College					
Students enrolled	99	93	15	0	207
Number of waivers granted	99	93	15	0	207
Monetary value of waivers	\$170,021	\$145,897	\$10,614	\$0	\$326,532
Oakland Community College					
Students enrolled	33	109	115	45	302
Number of waivers granted	1	22	21	11	55
Monetary value of waivers	\$428	\$16,848	\$15,610	\$7,706	\$40,592
Schoolcraft College					
Students enrolled	5	19	15	2	41
Number of waivers granted	5	19	15	2	41
Monetary value of waivers	\$2,608	\$22,149	\$18,621	\$2,868	\$46,246
Southwestern Michigan College					
Students enrolled	35	29	11	0	75
Number of waivers granted	16	21	7	0	44
Monetary value of waivers	\$21,814	\$25,434	\$6,534	\$0	\$53,782
St. Clair County Community College					
Students enrolled	3	39	35	7	84
Number of waivers granted	3	9	7	3	22
Monetary value of waivers	\$1,702	\$12,873	\$13,441	\$4,238	\$32,254
Washtenaw Community College					
Students enrolled	51	57	40	0	148
Number of waivers granted	13	15	10	0	38
Monetary value of waivers	\$12,266	\$12,227	\$7,866	\$0	\$32,359
Wayne County Community College					
Students enrolled	43	69	84	35	231
Number of waivers granted	9	15	14	5	43
Monetary value of waivers	\$5,214	\$13,331	\$9,681	\$2,637	\$30,863

NORTH AMERICAN INDIAN TUITION WAIVERS *continued*

NORTH AMERICAN INDIAN TUITION WAIVERS <i>continued</i>					
07/01/2013-06/30/2014					
Community college	Term 1	Term 2	Term 3	Term 4	Total
West Shore Community College					
Students enrolled	7	21	27	0	55
Number of waivers granted	7	21	27	0	55
Monetary value of waivers	\$2,809	\$20,007	\$28,715	\$0	\$51,531
State totals					
Students enrolled	1,173	2,023	1,511	353	5,060
Number of waivers granted	497	690	369	52	1,608
Monetary value of waivers	\$706,055	\$906,209	\$403,765	\$49,247	\$2,065,276

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, entrepreneurship, talent attraction, and retention. Pure Michigan is on the path to become one of America’s most powerful and recognizable state brands.

In FY 2014, the Pure Michigan tourism marketing campaign attracted visitors to the state via three major seasonal campaigns: winter, spring/summer, and fall. 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 \$17,087,109.

The total amount spent for the Pure Michigan campaign in FY 2014 was \$21,738,215. The types of tourism promoted, including both in-state and out-of-state advertising, were:

- Agriculture related: \$643,634
- Hunting/fishing related: \$830,381
- Other (cultural, vacation, recreational, leisure): \$20,264,200

The Travel Michigan media plan on the following page details the spending, types of media purchased, and markets for the FY 2014 winter, spring/summer and fall advertising campaigns.

The campaign continues to be recognized by peers in other states and the travel industry. In the annual marketing competition between state tourism offices around the country, Pure Michigan took home the 2014 Effie Award for “Sustained Success” in advertising, and 10 Adrian Awards for various public relations campaigns.

Co-branding relationships continued in FY 2014 with marketing partnerships that included the Detroit Tigers, the Chevrolet Belle Isle Grand Prix, Coca-Cola, Kroger, Wendy’s, Hudsonville Ice Cream, and Absopure. This year was the fourth year of the Pure Michigan 400, a collaboration between Travel Michigan, Michigan International Speedway, and NASCAR. This partnership will continue into 2015.

There were 10 new commercials produced in FY 2014, including eight new radio spots, one new television ad, and one new online video produced.

Regional markets for FY 2014 included:

Battle Creek, MI	Green Bay, WI
Bay City, MI	Indianapolis, IN
Chicago, IL	Kalamazoo, MI
Cincinnati, OH	Lansing, MI
Cleveland, OH	Milwaukee, WI
Columbus, OH	Saginaw, MI
Dayton, OH	South Bend, IN
Detroit, MI	Southern Ontario, Canada
Flint, MI	St. Louis, MO
Ft. Wayne, IN	Toledo, OH
Grand Rapids, MI	Toronto, Canada

In 2013, 28.8 million out-of-state, domestic visitors traveled in Michigan, of which 4.1 million trips are directly attributed to the award-winning Pure Michigan campaign. Since its launch in 2006, visitors have spent over \$5.3 billion at Michigan businesses, and paid \$374 million in Michigan taxes, primarily sales tax.

The campaign’s 2013 return on investment (ROI), the most recent data available, was \$6.66 in state revenue for each Pure Michigan advertising dollar spent—the best ROI to date for the campaign. The average ROI for 2006 through 2013 is \$4.50.

TRAVEL WEB ACTIVITY ON MICHIGAN.ORG AND E-NEWSLETTERS	
Fiscal year 2014: 10/01/2013-9/30/2014	
Month	Number of web visits
October	636,901
November	450,638
December	498,707
January	612,599
February	608,969
March	667,722
April	707,591
May	977,894
June	1,398,526
July	1,555,114
August	1,256,493
September	979,699
Total	10,350,853

TRAVEL MICHIGAN *continued*

There were 10,350,853 total michigan.org web visits in FY 2014. External clicks to Michigan tourism properties numbered 5,479,129. There were 542,221 subscribers to the Pure Michigan consumer e-newsletter; 311,925 subscribers to the featured deals e-newsletter; and 223,773 subscribers to the fall color reports.

Social media channels

Total fans/followers on the following channels as of September 30, 2014, were:

- Facebook: 698,014 likes
- Twitter: 128,214 followers
- Google+: 731,214 individuals have Pure Michigan in their circle
- Instagram: 131,202 fans
- Pinterest: 13,760 followers
- YouTube: 5,781 subscribers

MEDIA DOMESTIC FAMILIARIZATION TOURS Fiscal year 2014: 10/01/2013-9/30/2014	
Dates	Tour details
February 12–18, 2014	“Winter Adventure” press trip to the Upper Peninsula. Hosted regional and national travel/outdoor journalists from AOL, Action Hub, AmongMen.com/Huffington Post Canada, and Kidventuous.com
June 6–9, 2014	“Food & Culture” press trip that visited Traverse City, Charlevoix, and Petoskey. Seven attendees included writers from Chicago Sun-Times Splash, Details, Beer Advocate, Mommy Musings, Diaries of a Domestic Goddess, The Daily Meal, and Toti Media.
July 17–21, 2014	“Upper Peninsula Summer Adventure” press trip that visited Hancock, Copper Harbor, Houghton, and surrounding areas. Attendees included reporters writing for About.com, Matador Network, TravelingMom.com, Chicago Daily Herald, The Hamilton Spectator, Vacay.ca, Experience Michigan, and Metro Milwaukee Guide.
September 10–14, 2014	“Michigan Beach Towns” press trip that visited Grand Rapids, Holland, Saugatuck, South Haven, St. Joseph, and New Buffalo. Attendees included reporters writing for OutsideMag.com, Babble.com, AAA, Smarter Travel, New York Resident, Brooklyn Home Reporter, Examiner.com, NewJerseyNewsroom.com, and TravelingDad.com.

Golf writer familiarization tours

Three group press trips were held, highlighting numerous courses in and around Detroit, Ann Arbor, and Northern Michigan. Key media outlets included Golfchannel.com, *Midwest Golfing*, *Cleveland Plain Dealer*, *Newsweek*, *Golfweek*, *L.A. Daily News*, *Atlanta Journal Constitution*, Examiner.com, Yahoo.com, *African American Golfers Digest*, *Hooked on Golf*, Answers.com, *New England Golf*, *Arizona Fairways*, *Chicago Sun-Times*, *Chicagoland Golf*, *Crain’s Chicago Business*, *Travel Industry Today-Canada*, and *Traveling Golfer*.

Individual familiarization tours

An individual press trip was held February 21–23, 2014, at Boyne Highlands Resort for *Chicago Parent* magazine.

Other travel public relations efforts

- *Good Housekeeping’s* October 2014 issue featured Detroit-native Judy Greer that, through Pure Michigan PR efforts, included a travel integration section titled “48 hours in the Motor City” along with Judy’s favorite places.
- Weather Channel meteorologist Kait Parker took viewers on a journey through the Holland Tulip Festival during four live, on-location segments and multiple program teasers airing May 7, 2014, reaching 400,000 morning viewers and 35 million website unique visitors per month.
- The PR team hosted “Toronto Travel Massive” in July 2014, an event that was attended by more than 50 travel writers and bloggers from the Toronto area. Partners from Detroit and Great Lakes Bay region also participated in the event.

TRAVEL MICHIGAN *continued*

PARTNERSHIP PROGRAMS

The partnership program is intended to extend the marketing reach of Pure Michigan by leveraging private sector marketing dollars to promote Michigan and participating communities and businesses. All partnership advertising includes the Travel Michigan brand identity and creative strategy to keep the messages consistent. Program participants also receive value-added benefits including a featured web presence and public relations support.

Interest in the program has grown since this program's initial launch in 2002 with three convention and visitors bureau (CVB) partners. In FY 2014, 45 advertising partners committed \$6.4 million in private sector funds for television, radio, billboard, and online advertising. Travel Michigan matched the private sector partnerships dollar-for-dollar for a total partnership advertising budget of \$12.9 million.

PURE MICHIGAN PARTNERSHIPS Fiscal year 2014: 10/01/2013-9/30/2014	
National cable TV campaign advertising partners	Petoskey CVB
Ann Arbor CVB (\$1,000,000 contribution)	Sault Ste. Marie CVB
The Henry Ford (\$500,000 contribution)	St. Ignace CVB
Grand Rapids CVB (\$500,000 contribution)	Silver Lake Sand Dunes
Great Lakes Bay Region (Bay Run, Birch Run, Chesaning, Frankenmuth, Midland, and Saginaw) (\$500,000 contribution)	South Haven CVB
Mackinac Island CVB (\$500,000 contribution)	Sunrise Coast (Alpena, Au Gres, Au Sable/Greenbush/Oscoda, East Tawas/Tawas, Harrisville, and Rogers City/Presque Isle)
Traverse City CVB (\$500,000 contribution)	Tecumseh CVB
Out-of-state campaign advertising partners	In-state campaign advertising partners
Alpena CVB	Beachtowns (Grand Haven, Holland, Muskegon, St. Joseph, Saugatuck/Douglas, Silver Lake Sand Dunes, and South Haven)*
America's Golf Capital	Charlevoix CVB
Battle Creek CVB	Cheboygan CVB
Beachtowns (Grand Haven, Holland, Muskegon, St. Joseph, Saugatuck/Douglas, Silver Lake Sand Dunes, and South Haven)*	Coldwater/Branch County CVB
Blue Water Area CVB (Algonac, Harbor Beach, Lexington, Marine City, Port Austin, Port Huron, Port Sanilac, and St. Clair)	Escanaba CVB
Cadillac CVB	Frankenmuth CVB
Charlevoix CVB	Gaylord CVB
Cheboygan CVB	Holland CVB
Coldwater/Branch County CVB	Kalamazoo Air Zoo
Detroit CVB*	Ludington CVB and SS Badger
Escanaba CVB	Mackinaw City CVB
Flint CVB	Manistee CVB
Frankenmuth CVB	Marquette CVB
Gaylord CVB	Michigan Adventure
Greater Lansing CVB	Michigan Agriculture Council
Holland CVB	Michigan Apple Committee
Kalamazoo CVB	Michigan Department of Natural Resources
Keweenaw Peninsula	Michigan Snowsports Industries Association
Ludington CVB and SS Badger	Michigan Wine Council
Manistee CVB	Mt. Pleasant CVB
Michigan Apple Committee	Sault Ste. Marie CVB
Michigan Wine Council	South Haven CVB
Michigan Snowsports Industries Association	St. Ignace CVB
Muskegon CVB	Sunrise Coast (Alpena, Au Gres, Au Sable/Greenbush/Oscoda, East Tawas/Tawas, Harrisville, and Rogers City/Presque Isle)
Mt. Bohemia	Tecumseh CVB
Mt. Pleasant CVB	

* One of the first three partners in 2002

PURE MICHIGAN MEDIA PLAN: TRAVEL

TRAVEL MICHIGAN					
Fiscal year 2014: 10/01/2013-9/30/2014					
Out-of-state markets	Types of media purchased	Winter expense (Dec-Feb)	Spring/summer expense (March-July)	Fall expense (Sept-Oct)	Total expense
National cable	TV	\$0	\$10,000,000	\$0	\$10,000,000
Digital (western UP)	Digital	\$100,000	\$0	\$0	\$100,000
Digital (online video)	Digital	\$0	\$250,000	\$0	\$250,000
Digital OTA (online travel agency, e.g., Travelocity)	Digital	\$0	\$400,000	\$0	\$400,000
Bassmasters	Digital/TV	\$0	\$300,000	\$0	\$300,000
Hunting/fishing	Digital/TV	\$0	\$300,000	\$0	\$300,000
WJR sponsorship	Radio	\$0	\$69,488	\$0	\$69,488
Print (Brand USA, Midwest Living, PGA)	Print	\$83,921	\$178,174	\$48,500	\$310,595
Chicago total	TV/radio/outdoor	\$651,216	\$978,858	\$652,474	\$2,282,548
Indianapolis total	TV/radio/outdoor	\$128,308	\$162,214	\$127,961	\$418,483
Cincinnati total	TV/radio/outdoor	\$122,206	\$168,199	\$117,905	\$408,310
Cleveland total	TV/radio/outdoor	\$169,307	\$254,300	\$162,130	\$585,737
Columbus total	TV/radio/outdoor	\$115,031	\$111,976	\$152,817	\$379,824
Dayton total	TV/radio/outdoor	\$0	\$67,999	\$0	\$67,999
St. Louis total	TV/radio/outdoor	\$0	\$196,476	\$89,949	\$286,425
Milwaukee total	TV/radio/outdoor	\$90,580	\$84,722	\$67,821	\$243,123
Ft. Wayne total	TV/radio/outdoor	\$35,635	\$117,990	\$31,504	\$185,129
South Bend total	TV/radio/outdoor	\$33,312	\$90,775	\$29,161	\$153,248
Toledo total	TV/radio/outdoor	\$46,892	\$110,836	\$43,524	\$201,252
Green Bay total	TV/radio/outdoor	\$40,148	\$54,214	\$50,586	\$144,948
Out-of-state total		\$1,616,556	\$13,896,221	\$1,574,332	\$17,087,109

In-state markets	Types of media purchased	Winter expense (Dec-Feb)	Spring/summer expense (March-July)	Fall expense (Sept-Oct)	Total expense
Detroit total	Outdoor boards/radio	\$187,697	\$384,742	\$115,636	\$688,075
Flint total	Outdoor boards/radio	\$14,476	\$41,679	\$14,476	\$70,631
Lansing total	Outdoor boards/radio	\$38,268	\$91,652	\$19,751	\$149,671
Grand Rapids total	Outdoor boards/radio	\$68,225	\$146,131	\$34,348	\$248,704
Traverse City total	Outdoor boards/radio	\$9,000	\$45,515	\$1,951	\$56,466
In-state total		\$317,666	\$709,719	\$186,162	\$1,213,547

PURE MICHIGAN MEDIA PLAN: TRAVEL *continued*

TRAVEL MICHIGAN					
Fiscal year 2014: 10/01/2013-9/30/2014					
Canadian markets	Types of media purchased	Winter expense (Dec-Feb)	Spring/summer expense (March-July)	Fall expense (Sept-Oct)	Total expense
Ontario TV	TV	\$0	\$1,217,950	\$0	\$1,217,950
Digital	Digital	\$0	\$120,960	\$0	\$120,960
Digital OTA (online travel agency, e.g., Travelocity)	Digital	\$0	\$70,000	\$0	\$70,000
Radio	Radio	\$171,999	\$738,644	\$7,863	\$918,506
OOH (out-of-home, e.g., billboards)	Outdoor boards	\$0	\$165,143	\$0	\$165,143
Paid search	Paid search: digital	\$0	\$200,000	\$0	\$200,000
Canada total		\$171,999	\$2,512,697	\$7,863	\$2,692,559

	Types of media purchased	Winter expense (Dec-Feb)	Spring/summer expense (March-July)	Fall expense (Sept-Oct)	Total expense
Paid search: Google	Paid search: digital	\$0	\$0	\$0	\$745,000
Total		\$0	\$0	\$0	\$745,000

Grand total		\$2,106,221	\$17,118,637	\$1,768,357	\$21,738,215
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BUSINESS MARKETING

In January of 2011, the MEDC consolidated its marketing and communications program under the Pure Michigan brand. This brand is now used for the MEDC's corporate identity as well as to promote the state's tourism, business, talent, and programs.

Based on the business marketing campaign foundation launched in 2012, MEDC focused on delivering three key messages important to business marketing in FY 2014: brand attraction, talent attraction, and Pure Michigan Business Connect (PMBC). The largest is the business attraction marketing campaign, which seeks to improve perceptions of Michigan, promoting the state as a desirable place to do business in order to increase international, national, and in-state business development leads.

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.

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 MEDC's website puremichiganb2b.com. The media campaign drove 132,712 clicks/visits to the website, resulting in 71 PMBC registration sign-ups.
- The talent attraction and retention campaign, "Faces of Pure Michigan," drives people, both in-state and out-of-state, to mitalent.org to search for jobs. The media campaign drove 295,669 clicks/visits to the website, generating 8,044 job seeker account creations.
- To encourage michiganbusiness.org website traffic, a paid search campaign was used to support all the business initiatives outlined above with 5,054,416 impressions and 78,038 clicks served.

Rocketfuel, an advertising technology company, also conducted a survey of C-level executives and site selectors in the following business sectors: automotive, medical devices, food engineering, information technologies, logistics management, and defense. The purpose of the survey was to gather insights on key decision maker's perspective of the Michigan business environment in comparison to other states.

Key findings of the survey results found that:

- After being exposed to a Pure Michigan ad, users were 28.9 percent more likely to believe Michigan has a business-friendly environment.
- Michigan is gaining ground on other states in terms of responders likely to open a business location, ranking higher than states like Ohio.

BUSINESS PUBLIC RELATIONS

In FY 2014, the MEDC public relations and communications team worked to complement Pure Michigan business marketing efforts through a comprehensive PR and earned media strategy. The strategy focused on proactive outreach to local, statewide, and national business reporters and editors. These proactive efforts, in addition to daily reactive responses to media inquiries, resulted in 1,580 print, online, and broadcast impressions (articles, features, columns, opinion-editorials) mentioning MEDC and its economic development programs, initiatives, and tools. In all, 1,422 (90 percent) of these news stories were positive (favorably highlighting a MEDC program) with 112 (7 percent) neutral (mentions MEDC but without much context or an overall favorable view).

Coverage highlights include 51 positive impressions in the *Detroit Free Press*, 46 in the *Detroit News*, 176 in MLive publications (statewide, Bay City, Detroit, Flint, Grand Rapids, Jackson, Kalamazoo, Lansing, Grand Rapids, and Saginaw). In addition, MEDC scored 90 positive impressions in national publications, business journals, and trade publications like *Area Development*, *Bloomberg*, *Business Facilities*, *CNBC*, *Forbes*, *Inc.*, *NBC News*, *New York Times*, and *Wall Street Journal*.

MEDIA RESULTS

Several editorial and public relations opportunities were created to showcase Michigan's improved business climate, entrepreneurship, MEDC programs, and Michigan industries. Activities resulted in more than 270 million impressions in outlets including *Money Magazine*, *Entrepreneur*, *Bloomberg BusinessWeek*, *CNNMoney.com*, *Fox & Friends*, and *Forbes*. Leads from specific publications include:

- Water Environment & Technology (WE&T) magazine-digital
 - > February 2014 issue: three
 - > April 2014 issue: three
 - > April 10, 2014, e-newsletter: 53
- CNBC.com
 - > July 2014 issue: two
- Pure Michigan Business Connect/MLive contest: 38

INDIVIDUAL FAMILIARIZATION TOUR

An individual press trip was held in September 2014 during the ITS World Congress for an automotive tech editor.

BUSINESS MARKETING *continued*

**BUSINESS WEB ACTIVITY ON
MICHIGANBUSINESS.ORG
AND E-NEWSLETTERS
Fiscal year 2014: 10/01/2013-9/30/2014**

Month	Number of web visits
January	47,941
February	37,344
March	34,652
April	39,767
May	41,430
June	46,091
July	50,730
August	50,320
September	49,988
October	55,613
November	50,565
December	51,523
Total	555,964

There were 555,964 total web visits in FY 2014. There were 26,321 subscribers to the “MEDC Daily;” 33,067 subscribers to “This Just In;” 619,151 subscribers to “Job Connect;” 14,992 subscribers to “Now Hiring;” 1,643 subscribers to “Talent Network News;” 30,353 subscribers to “Talent Connect;” 124 subscribers to “Legislators;” 494 subscribers to “Site Selectors;” 507 subscribers to “Inside Edition;” and 70,089 subscribers to “Veteran Connect.”

Total fans/followers on the following channels as of September 30, 2014, were:

- Facebook: 9,365 likes
- Twitter: 7,971 followers
- LinkedIn: 5,149 followers
- YouTube: 377 subscribers

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 MEDC participated in during FY 2014 include:

- The Battery Show: Premier showcase of the latest advanced battery technology.
- Biotechnology Industry Organization (BIO) International 2014: Global event for biotechnology that brings together more than 15,000 industry leaders for partnering discussions and deal-making activities.
- DREAM JOBS: The state’s largest-ever job matchmaking summit held at Ford Field featuring more than 110 leading Michigan businesses.
- Governor’s Economic Summit: Business and economic development leaders gathered with Governor Snyder to collaborate and brainstorm best practices for creating and retaining talent according to regional needs across the state.

• Intelligent Transport Systems (ITS) 21st World Congress: Held in Detroit, the world’s largest transportation technology exhibition brings international and national officials together with global transportation innovators.

• North American International Auto Show (NAIAS): Detroit’s premier international automotive event is among the most prestigious auto shows in the world.

• South by Southwest (SXSW): Austin, TX, international music, film, and interactive technologies conference/festival.

The Pure Michigan brand, and MEDC’s support of it, spans across all consumer touch points, boosting awareness and driving business activity to Michigan.

PURE MICHIGAN MEDIA PLAN: BUSINESS

BUSINESS MARKETING CAMPAIGN¹		
Fiscal year 2014: 10/01/2013-9/30/2014		
BUSINESS ATTRACTION CAMPAIGN: October 2013 - September 2014		
Media partner	Tactic	Media cost
Forbes	Print	\$73,200
Forbes	Digital	\$98,934
Forbes	Event sponsorship	\$50,000
Fortune	Print	\$203,394
Fortune	Digital	\$24,000
Inc.	Print	\$157,500
Inc.	Digital	\$50,000
Bloomberg/Business Week	Digital	\$110,227
MSNBC/NBC/CNBC	Digital	\$211,364
Chief Executive	Print	\$40,000
Site Selection	Print	\$51,085
Site Selection	Digital	\$9,582
Business Facilities	Print	\$29,500
Business Facilities	Digital	\$10,392
Business Xpansion	Print	\$23,400
Business Xpansion	Digital	\$9,676
The Leader (Corenet)	Print	\$20,833
The Leader (Corenet)	Digital	\$10,392
Automotive News	Print	\$70,481
Automotive News	Digital	\$10,086
Automobilewoche	Print	\$101,412
Autonews Europe	Digital/e-magazine	\$1,108
ANW.com, ANE.com and ANChina.com	Digital	\$50,978
MDDI	Print	\$42,000
MDDI	Digital/e-newsletter	\$10,625
Food Engineering	Print	\$25,000
Food Engineering	Digital	\$6,200
Logistics Management	Print	\$29,000
Logistics Management	Digital	\$10,086
CIO	Print	\$64,000
CIO	Digital	\$10,086
Defense News	Print	\$23,539
Defense News	Digital	\$10,086
Water, Environment & Technology	Print	\$29,262
Water, Environment & Technology	Digital	\$8,472
Gamasutra	Digital	\$28,000
Game Developers Conference	Event sponsorship	\$9,000
Rocket Fuel	Behavioral targeted digital	\$140,909
Google	Paid search	\$225,000
Double Click	Ad serving	\$7,492
	Total	\$2,096,300

PURE MICHIGAN MEDIA PLAN: BUSINESS *continued*

BUSINESS MARKETING CAMPAIGN¹		
Fiscal year 2014: 10/01/2013-9/30/2014		
TALENT ATTRACTION/RETENTION CAMPAIGN: October 2013-September 2014		
Media partner	Tactic	Media cost
Adaptly (Facebook/LinkedIn)	Digital	\$185,827
AOL Career Network	Digital	\$176,136
Facebook	Digital	\$52,841
LinkedIn	Digital	\$88,068
Buzzfeed	Digital	\$92,308
Monster	Digital	\$92,308
Millennial Mobile	Mobile	\$49,318
Tim Hortons events	Events	\$0
Google	Paid search	\$145,833
Double Click	Ad serving	\$1,162
Total		\$883,801
MI DREAM JOB: March 10, 2014-May 5, 2014		
Media partner	Tactic	Media cost
AOL Career Network	Digital	\$50,000
Monster.com	Digital	\$50,000
Millennial Mobile	Mobile	\$50,000
e-Target	Email	\$13,590
LinkedIn	Email	\$5,000
Google	Paid search	\$25,000
Double Click	Ad serving	\$730
Total		\$194,320
PURE MICHIGAN BUSINESS CONNECT CAMPAIGN: May 1, 2014-September 2014		
Media partner	Tactic	Media cost
Real Times Media	Print/digital/event	\$39,909
Pandora	Streaming radio	\$87,097
e-Target	Email	\$16,895
MLive	Digital	\$44,994
MNI Business Network (<i>Bloomberg-Business Week, Entrepreneur, The Week, Forbes, Fortune, Money</i>)	Print	\$43,518
Double Click	Ad serving	\$290
Total		\$232,703
PAID SEARCH CAMPAIGN, BUSINESS GENERAL: October 2013-September 2014		
Media partner	Tactic	Media cost
Google	Paid search	\$150,000
Total		\$150,000
Grand total media expense		\$3,557,124
<p><i>1 No commercials were produced in FY 2014. A majority of business development marketing 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.</i></p>		

MSF AND MEDC EXPENDITURES

EXPENDITURES ¹				
Fiscal year 2014: 10/01/2013-9/30/2014				
Program administration	State FTEs	State expenditures	Corporate expenditures ²	Total expenditures
Business Development Attraction, Entrepreneurship (including CDBG & 21st Century Jobs Fund admin)	110	\$24,075,542	\$12,473,957	\$36,549,499
Talent enhancement	7	\$815,395	\$899,778	\$1,715,173
Workforce Development Agency	188	\$29,982,638	—	\$29,982,638
Film Office	4	\$719,789	—	\$719,789
Other (administration and non-program)	20	\$3,729,228	\$11,296,173	\$15,025,401
Sub-total programs	329	\$59,322,592	\$24,669,908	\$83,992,500
Grants and programs				
21st Century Jobs Fund Programs		\$32,704,292	—	\$32,704,292
Automotive projects		—	\$2,403,136	\$2,403,136
Business attraction/community revitalization		\$72,176,258	\$4,194,393	\$76,370,651
Business Growth and Supplier Diversification Program		\$13,190,242	\$20,616,794	\$33,807,036
Community Development Block Grant Program		\$24,761,560	—	\$24,761,560
Chaldean Community Foundation		\$200,000	—	\$200,000
Closing Fund		—	\$254,999	\$254,999
Community Ventures and talent enhancement programs		\$6,439,410	\$4,229,692	\$10,669,102
Detroit Rouge Park Improvements Grant		\$164,359	—	\$164,359
Economic Development Contingency Fund		—	\$3,299,636	\$3,299,636
Energy Office		\$1,991,953	—	\$1,991,953
Film incentives		\$29,500,867	—	\$29,500,867
Grand Rapids Public Museum grant		\$2,000,000	—	\$2,000,000
Holland Windmill Restoration grant		\$375,000	—	\$375,000
Kalamazoo Healthy Living Program grant		\$138,516	—	\$138,516
Marketing and communications (included Travel Michigan and business promotions programs)		\$34,553,016	\$4,647,105	\$39,200,122
Michigan Council for Art & Cultural Affairs		\$7,736,907	—	\$7,736,907
Michigan festivals and events		\$50,000	—	\$50,000
Michigan Match program		\$33,332	\$423,265	\$456,597
Pre-college—science and engineering grant		\$340,000	—	\$340,000
Regional collaborative agreements		—	\$302,303	\$302,303
Skilled trade training		\$9,090,460	—	\$9,090,460
Strategic service providers		\$2,131,644	\$2,881,044	\$5,012,688
Urban and rural economic development projects		—	\$649,016	\$649,016
Workforce Development Agency		\$238,641,183	—	\$238,641,183
Subtotal grants and programs		\$476,219,000	\$43,901,383	\$520,120,383
Grand total		\$535,541,592	\$68,571,291	\$604,112,883

¹ Cash and accrued expenditures incurred during FY 2014 including payments made against prior year encumbrances and work projects

² Includes MEDC corporate as well as use of other non-appropriated available funds e.g. SSBCI federal grant

JOBS FOR MICHIGAN INVESTMENT FUND— PERMANENT FUND AS OF SEPTEMBER 30, 2014

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 09/30/2013 **\$108,103,807**

Revenues to the Permanent Fund during FY 2013

21st Century loans and investment programs	\$28,954,583
Casino revenue (Firekeepers Casino)	\$16,565,604
Common cash earnings ¹	\$83,689
	\$45,603,877

Total funds from inception to 09/30/2014 **\$153,707,684**

Commitments and allocations since Permanent Fund inception

Accelerator Fund program	\$4,000,000
Business Incubator program	\$1,250,000
Capital Conduit program	\$30,172,028
Komodo and ISSYS award	\$1,160,473
Michigan Supplier Diversification Fund	\$31,550,204
Michigan Promotion program	\$5,700,000
M1 Rail	\$10,000,000
Pure Michigan Venture Development Fund	\$9,000,000
Pure Michigan Venture Match Fund	\$5,000,000
Small Business Capital Access Program	\$500,000
Community Revitalization Program	\$286,541
TechTown grant	\$36,579
	\$98,655,824

Available funds at 09/30/2014 **\$55,051,860**

1 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.