



## MICHIGAN STRATEGIC FUND

### MEMORANDUM

**DATE:** March 16, 2020

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

Members of the Michigan Legislature

**FROM:** Mark Burton, President  
Michigan Strategic Fund

**SUBJECT:** FY 2019 MSF-MEDC Annual Report

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

Attached you will find the annual report for the MSF and the Michigan Economic Development Corporation (MEDC) as required in Section 1004 of Public Act 56 of 2019 as well as the consolidated MSF Act reporting requirements found in Section 9 of the MSF Act (MCL 125.2009). Additionally, you will find an executive summary at the forefront of the report that provides a year-in-review snapshot of activities.

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

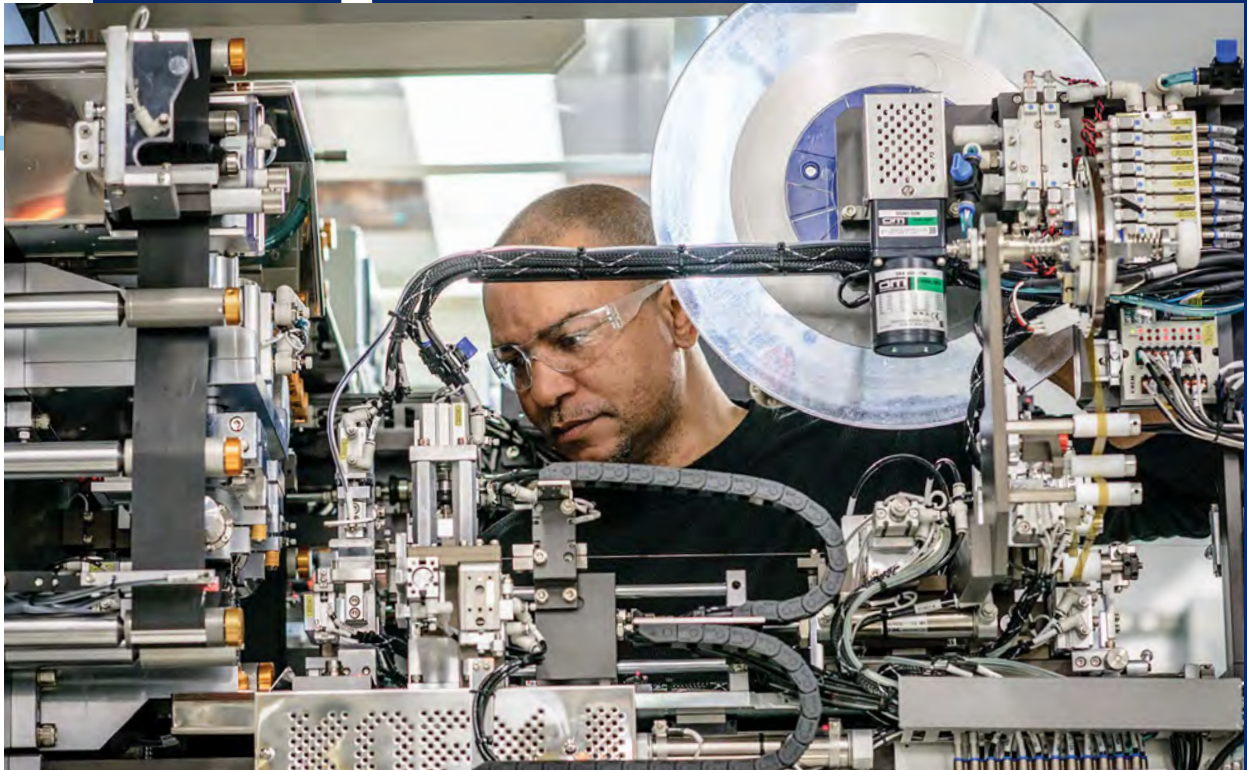
- Michigan Business Development Program and Michigan Community Revitalization Program amendments – Section 1006
- Corporate budget, revenue, expenditures/activities and state vs. corporate FTEs – Section 1007
- Jobs for Michigan Investment Fund – Section 1010
- Michigan Film incentives status – Section 1032
- Michigan Film & Digital Media Office activities – Section 1033
- Business incubators and accelerators annual report – Section 1034

Also included in the attachment is an annual status report for the Community College Skilled Trades Equipment Program (CCSTEP) which is now administered by Workforce Development in the Department of Labor and Economic Opportunity.

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

Attachment

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



# 2019 ANNUAL REPORT



**MICHIGAN ECONOMIC**  
DEVELOPMENT CORPORATION

PURE *M*ICHIGAN®



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# A Message from Our Leadership

**F**iscal Year 2019 brought some significant accomplishments for both the state of Michigan and the Michigan Economic Development Corporation (MEDC). Our state achieved a number of important national recognitions, including for our automotive manufacturing strength, our innovative tech and mobility leadership and our unparalleled four-season travel opportunities.

At the MEDC, we assisted businesses and communities across the state more than 10,000 times throughout Fiscal Year 2019. We attracted generational investments from global automotive companies like Fiat Chrysler Automobiles and Ford Motor Company, and high-tech innovators like Waymo and KLA, which altogether are creating thousands of jobs across the state with far-reaching impacts. Throughout the year, we have seen how a single job can provide a pathway for workers — to hope, to equity and to stronger families and communities. That impact — multiplied by the thousands of jobs Michigan created through support from the MEDC — is what drives our organization to continue advocating for greater economic opportunities throughout all corners of our state.

In Fiscal Year 2019, MEDC recognized our 20th anniversary, marking two decades of helping to transform Michigan's economy by building community, connecting businesses, supporting entrepreneurs, strengthening international relationships, promoting Michigan's tourism industry and driving the future of mobility. We also developed a new five-year strategic plan that reflects our commitment to enabling long-term economic prosperity for all Michiganders.

We recognize, however, that our accomplishments this year were only possible thanks to the collaboration and support we received from our state and local partners and regional service providers. Whether it was the feedback and input we gathered from local economic development experts on the Collaborative Development Council; the efforts of MEDC-funded service providers

in supporting economic growth at the Small Business Development Center of Michigan, Procurement Technical Assistance Centers or the Michigan Manufacturing Technology Center; or the relationships we fostered and strengthened with our corporate, regional and interlocal development partners, we know that MEDC's success is all of Michigan's success.

In this Fiscal Year 2019 annual report to the Legislature, we sought to provide a comprehensive reflection of the previous fiscal year's accomplishments and the impact MEDC is having to grow our state's economy. That is why you will find that this document is laid out differently than in past reports. In the coming pages, we will outline the MEDC's Fiscal Year 2019 strategic priorities and economic impact, along with a look ahead to our work and priorities in Fiscal Year 2020 and key information and data on the performance and status of MEDC and Michigan Strategic Fund (MSF) programs and tools, as is statutorily required.

We look forward to finding new opportunities to collaborate with all of you this year as we work together to create long-term economic opportunities for residents throughout our great state.

Sincerely,



Mark Burton  
CEO, MEDC



Awenate Cobbina  
Chair, MEDC Executive Committee

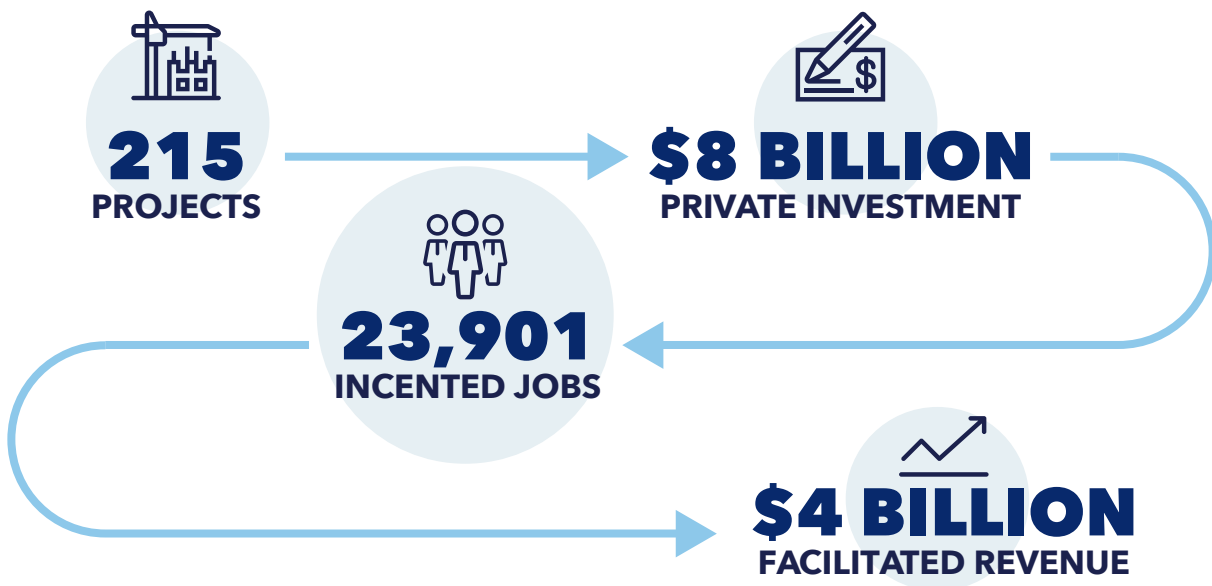
# MEDC Strategic Priorities in FY 2019

**T**hroughout the past year, MEDC team members traveled to every corner of the state, meeting with community leaders, business owners and entrepreneurs to discuss their ideas and vision for growth within Michigan. Team members marketed Michigan around the globe, from Israel to Canada and Singapore to Mexico and more, pursuing business leads and promoting Michigan's strengthened economy, robust talent pool and unmatched quality of life. Building on these attraction efforts, MEDC continued strengthening relationships with companies large and

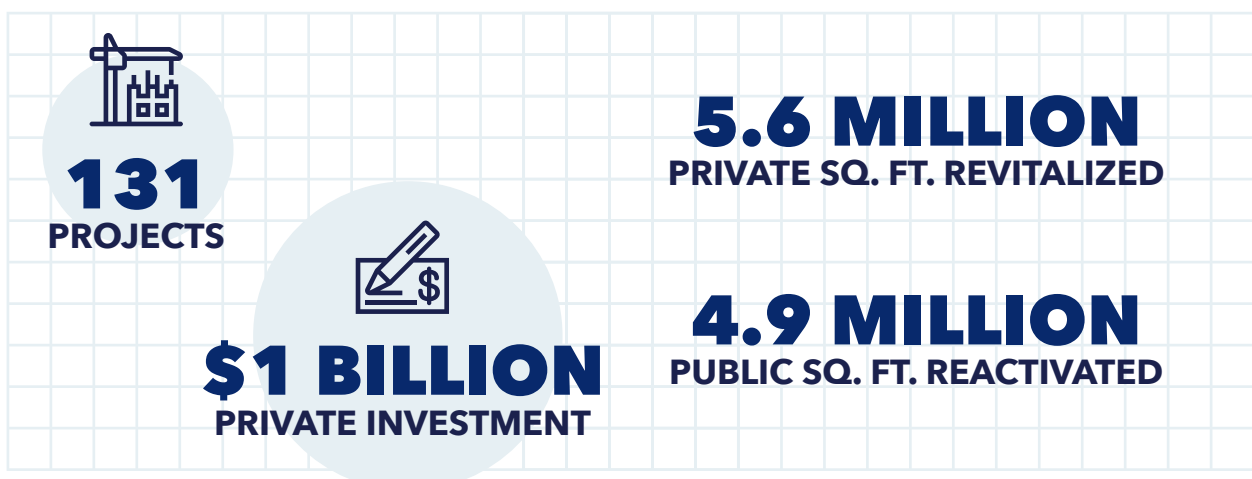
small within the state, recognizing that Michigan's healthy economy thrives thanks to those businesses that call our state home.

Through these efforts, MEDC worked to have a significant and holistic impact on the economic prosperity of Michigan communities. This resulted in more than \$9.2 billion of private investment into the state, helping Michigan businesses create nearly 24,000 jobs and reactivate more than 4.9 million square feet of public space throughout our state.

## BUSINESS INVESTMENT



## COMMUNITY VITALITY



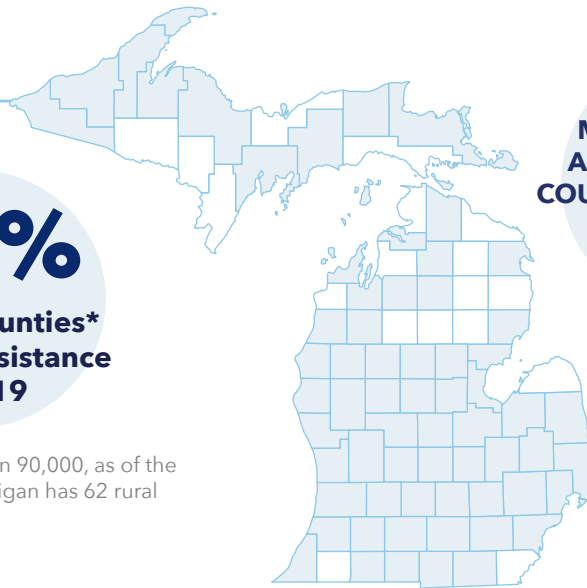
## REGIONAL IMPACT

**10 / 10**

**PROSPERITY REGIONS**

**73%**  
Of rural counties\*  
received assistance  
in FY19

**MEDC PROVIDED  
ASSISTANCE TO 65  
COUNTIES ACROSS THE  
STATE IN FY19**



\*Rural is defined as counties with a population of less than 90,000, as of the most recent decennial census. Under this definition Michigan has 62 rural counties and 21 non-rural counties.

## SERVICE PROVIDERS



**9,818 SERVICE INTERACTIONS**

(Procurement Technical Assistance Center, International Trade STEP Grants, Michigan Manufacturing Technology Center, Pure Michigan Business Connect, Small Business Development Center)

## IMAGE

**6.4 MILLION**



**PURE MICHIGAN  
VISITORS TO THE STATE**

**\$2.5 BILLION**



**PURE MICHIGAN-INFLUENCED  
SPENDING IN THE STATE**

# Looking Back: MEDC Creates Statewide Opportunities

Over the year, MEDC applied an inclusive approach to economic development through our business attraction and retention efforts, community revitalization support, and our work to promote Michigan as a place for talent to live, work, travel and play. In doing so, MEDC worked to ensure this holistic economic impact was experienced throughout all regions and key industries in the state.



# Detroit

Investments from FCA, Ford and GM ensure the next generation of transportation will be developed, tested and deployed from right here in Michigan



**\$9.5  
BILLION**  
Investment

**11,633**  
Jobs Created

**8:1**  
Job Chain  
Multiplier

In Fiscal Year 2019, Michigan further solidified its global leadership in developing the future of transportation and mobility through a series of transformational projects and announcements. Governor Gretchen Whitmer joined officials from Fiat Chrysler Automobiles (FCA) in May 2019 to announce FCA is investing \$4.5 billion and creating 6,433 good-paying jobs at a new state-of-the-art assembly plant in Detroit and five existing Michigan facilities, which will enjoy expanded production as well as the ability to build fully battery electric models in the future. This generational project represents the largest automotive assembly plant deal in the U.S. in a decade and is the first new automotive assembly plant in Detroit in more than 30 years. In January 2020, Business Facilities magazine recognized this project as the nation's 2019 Deal of the Year, highlighting its significant investment and high-wage direct and indirect spin-off jobs it will create.

Ford Motor Company also made headlines in when it announced its plans to transform the historic, long-vacant Michigan Central Station in Detroit's Corktown neighborhood into an innovation hub for the company's vision for future mobility solutions. The state-of-the-art facility will house Ford's efforts to develop autonomous and electric vehicles and design mobility services and solutions for urban environments.

Ford has also partnered with the city of Detroit and the state of Michigan's mobility initiative, PlanetM, to launch the City:One Michigan Central Station Challenge, a community engagement program designed as a collaborative process, offering local residents the opportunity to share their experiences and suggest ideas for how to solve their most pressing

mobility problems. The winning proposals included the Mercy Education Project; AbleLink Smart Living Technologies; and a team composed of Downtown Detroit Partnership, DTE and local artists. These winning solutions range from addressing the need for more inclusive transportation options to making the Corktown community more inviting for its residents to commute, including a responsive transit application, bridge art project and information kiosks – all in an effort to improve mobility for people living, working and visiting communities surrounding Michigan Central Station.

Ford doubled down even further on its efforts to develop future mobility innovations in the state when it indicated it would expand its operations at two key facilities and establish a new autonomous vehicle modification center in southeast Michigan. In doing so, Ford is extending Michigan's leadership in the design and production of autonomous and electric vehicles – all while creating 3,000 well-paying and skilled trades jobs and investing more than \$1.45 billion in the region.

These significant investments were followed up by General Motors doubling down on its commitment to developing future automotive design and manufacturing capabilities in Michigan by committing to invest at least \$3.5 billion in the state and creating more than 2,200 good-paying manufacturing jobs.

As the automotive industry continues to evolve and identify future mobility solutions, MEDC remains focused on securing transformational projects and investments like those by FCA, Ford and GM, ensuring the next generation of transportation will be developed, tested and deployed from right here in Michigan.







# Vicksburg

Building on recent investments from Pfizer and others to create economic opportunity and spaces where people want to live, work, play

In July 2019, MEDC announced the transformation of an abandoned historic paper mill, a former gravel pit, and surrounding undeveloped property in the village of Vicksburg and Schoolcraft Township into a new, mixed-use development. This multi-site project will involve the creation of hotel and residential space, incubator space for microbreweries, demo gardens, public green space and more. In doing so, this project is expected to generate a total private investment of nearly \$80 million and will create 221 permanent, full-time equivalent jobs for residents in the area.

As a result, the project received support through the state's Transformational Brownfield Program, which aims to strategically revitalize communities by supporting large-scale, transformational projects that redevelop challenging brownfield sites into new, vibrant

developments that bring jobs and economic growth. This project is not only helping revitalize the region, but it is contributing to an even stronger tourism industry by attracting visitors to stay in the hotel space, utilize the event space and enjoy the beer incubator and demo gardens that will be available.

The Mill at Vicksburg builds off recent investments in the Kalamazoo region, including investments by Stryker to expand capacity of its medical device products in the city, as well as by Pfizer to build a new manufacturing facility in nearby Portage. By investing in Michigan, Pfizer is creating 450 jobs with salaries paying 150% of the regional prosperity wage through support from the Good Jobs for Michigan program — representing exactly the sort of high-wage growth in an industry that will help ensure a more resilient economy and attract new talent to the state.



**221**  
JOBS CREATED

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**\$80**  
MILLION  
INVESTMENT

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The region's economic activity has also been supported by MEDC's service providers, including the Michigan Manufacturing Technology Center (MMTC), which between 2017 to 2019 supported Schupan & Sons Incorporated, a metals and plastics recycling business in Kalamazoo. By leveraging training and accreditation services from MMTC, in addition to state support, Schupan was able to expand at two locations in Kalamazoo, creating 80 new jobs for area residents and generating more than \$10.1 million in the region.

Taken together, these investments are increasing economic opportunities in the region and creating attractive spaces for residents and tourists alike.



**Transformational  
Brownfield Plan**

# Western Upper Peninsula

MEDC provides support for communities and companies of all sizes and in all corners of the state to create economic opportunities for all Michiganders



**M**EDC is proud to have supported a range of projects in all 10 of Michigan's Prosperity Regions throughout Fiscal Year 2019, including critical investments in Michigan's Upper Peninsula communities and businesses.

For example, MEDC facilitated a match between Wisconsin-based Waupaca Foundry, which was struggling to access the talent it needed in its home state, and the community of Ironwood, which was facing the closure of the region's largest employer. Thanks to this connection — as well as the region's robust talent pool and capacity to support the company's manufacturing processes — Waupaca Foundry decided to build its first Michigan-based manufacturing facility, helping fortify the region's economy and create new high-wage jobs. In July 2019, the company celebrated its grand opening, investing \$4.3 million in Ironwood, creating 61 high-wage jobs for Michiganders, and already anticipating further growth in the community.

Through MEDC support of a comprehensive, statewide network dedicated to supporting high-tech entrepreneurs and early-stage startups in bringing their ideas to life, a rocket science startup in the U.P. was able to take off. By leveraging opportunities available through an ecosystem MEDC has helped cultivate over the years — including SmartZone incubator space, the Tech Transfer Talent Network's Mentors-in-Residence program, and the Accelerate Michigan Competition — Houghton-based Orbion Space Technology raised \$10 million in an early round of venture capital funding last year to get its revolutionary Hall-effect plasma thruster system off the ground at a price that is within reach of commercial satellite companies.



Looking ahead to Fiscal Year 2020, MEDC continues to provide support for communities and companies of all sizes and in all corners of the state to ensure economic opportunities are available for all residents, regardless of their ZIP code.

**Waupaca  
Foundry:**

**61**  
Jobs Created

**\$4.3  
MILLION**  
Investment

# Grayling

By taking an integrated approach to economic development, Grayling is becoming a community where people of all ages want to live, work and play.

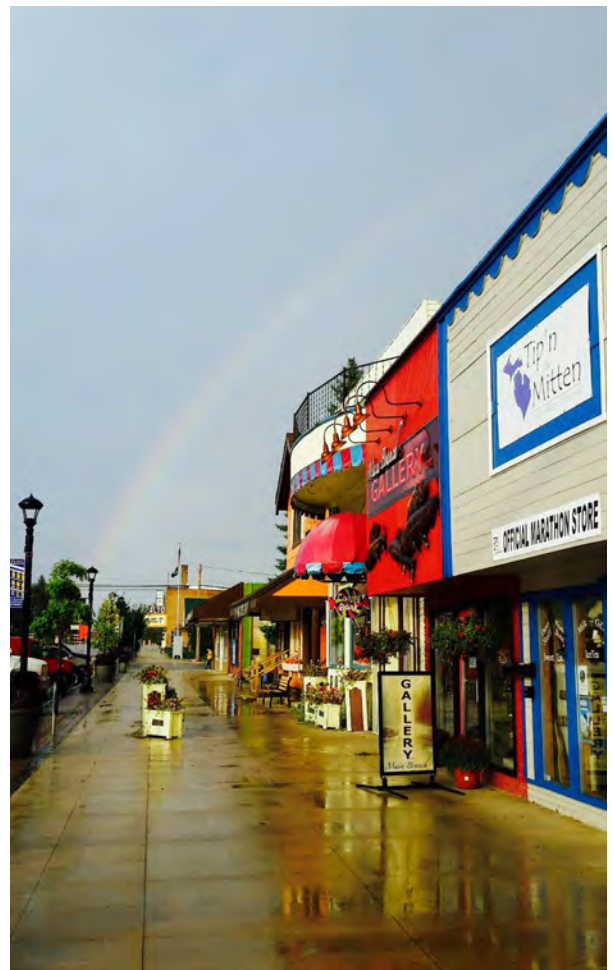
Last year, the Northern Lower Peninsula city of Grayling saw a major economic boost thanks in large part to the holistic economic development approach it has taken in recent years that has put it in a strong position for future growth. Grayling's success demonstrates how MEDC is helping build lively, sustainable and unique places through tailored technical assistance programs and resources that help communities thrive, while also making it a place that attracts new businesses to the area.

Firmly at the center of this business success is the opening in April 2019 of a new \$450 million particleboard facility by Arauco North America as a result of MEDC support. A Chile-based global leader in the development and production of sustainable products, Arauco's new manufacturing facility employs approximately 220 people in the region.

MEDC also partnered with the community to invest in local business with the development of The Grayling Curator through a Match on Main grant. Nestled in the heart of downtown Grayling, the new retail business will feature unique gifts, artisan products and décor that add to the community's growing allure for visitors and community members alike.

These investments — big and small — build on the community's dedicated efforts to establish a master plan aimed at making Grayling more development-friendly and better able to capitalize on tourism.

This included working with the MEDC Community Development team to become a certified Redevelopment Ready Community, signaling it is primed and ready for new development and investing in public access to natural resources utilizing the federal Community Development Block Grant program. The community is also a participant in the Michigan Main Street program, which helped it foster a downtown place-management set of best practices to support investment in their community.



Altogether, this community's commitment to economic development further builds on its foundation as an attractive place for visitors and residents to enjoy.

By taking a holistic approach to attracting business investments in addition to becoming a place where talent want to live and people want to visit, the city of Grayling's future remains bright for years to come.



**Arauco  
North  
America**

**\$450  
MILLION  
INVESTMENT**

**220  
JOBS CREATED**

# What's Next: A Look at FY 2020 and Beyond

**F**To ensure MEDC enables long-term economic opportunity for all Michiganders, last year the MEDC began a process of data gathering and analysis to guarantee our organization has the greatest economic benefit on all communities throughout Michigan. When we set out to identify a new strategic plan, we were focused on ensuring it was informed by research and current and future economic trends. By sourcing significant original third-party research studies, MEDC took a deep dive into the research to ensure the new strategic plan would position Michigan at the leading edge of economic development in the nation.

After internal review and a significant number of stakeholder meetings to collaborate and gather input, MEDC developed a new, forward-looking and realigned five-year strategic and operational plan. This plan presents a vision for making Michigan's economy the nation's fastest growing, most equitable and most resilient for years to come. It also involved developing

new strategic focus areas that reflect MEDC's continued commitment to approaching economic development holistically by ensuring community revitalization, business development and marketing efforts work hand-in-hand in Michigan to create economic prosperity for everyone.

Throughout the coming Fiscal Year, we look forward to continuing to identify opportunities where we can work together with members of the Legislature and our local partners to responsibly create long-term economic prosperity for residents, communities and businesses throughout all corners of our state. We know that often, the creation of a single job can provide workers and their families a pathway to a brighter future, with the promise of strong and steady benefits offering hope for a healthier economy for the next generation to enjoy. As we work to implement our new five-year strategic plan, the MEDC remains focused on building opportunities by creating new jobs and economic prosperity — and in doing so, changing the lives of Michigan families everywhere.

## Mission

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**Achieve long-term economic prosperity for Michiganders by investing in communities, enabling the growth of good jobs and promoting Michigan's strong image worldwide.**

## Vision

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**Make Michigan's economy the nation's fastest growing, most equitable and most resilient by:**



**Achieving 'Top 10' status for:**

- Job growth in targeted sectors
- Equitable job growth
- Real median household income growth



**Attaining the largest net gain of talent in the Midwest**



## Learn More

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[www.michiganbusiness.org](http://www.michiganbusiness.org)

[www.miplace.org](http://www.miplace.org)

[www.michigan.org](http://www.michigan.org)



# FISCAL YEAR 2019

## **MSF/MEDC** **Annual Report** to the **Legislature**



**MICHIGAN ECONOMIC**  
DEVELOPMENT CORPORATION

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# BUSINESS INVESTMENT



## MOBILITY: PLANETM

In 2016, the PlanetM brand was established to harmonize Michigan’s mobility narrative and unite the ecosystem. A year later, PlanetM evolved into a full-service business development platform to facilitate investments, drive job growth, and improve the quality of life for Michiganders. Today, PlanetM’s goal is to provide the world’s best ecosystem and customer service for companies focused on next generation mobility by:

- Collaborating with state, national, and international industry leaders
- Providing grant funding
- Enabling real-world technology testing and deployments
- Connecting global mobility-related demand to Michigan stakeholders
- Providing collaborative workspace at the PlanetM Landing Zone
- Providing full concierge services to mobility-focused businesses
- Creating new opportunities to distinguish Michigan as the global mobility leader
- Participating on global thought leadership platforms

CUMULATIVE RESULTS SINCE INCEPTION	
Investments and revenue facilitated	\$52 million
Company connections	4,000*
Tech activations	50*
Companies served	1,100 (570 in-state and 530 out-of-state)
Economic development agencies served	125 in-state
<i>*Resulting in 242 mobility-focused jobs created or retained since 2018</i>	

FY 2019 RESULTS: 10/01/2018–09/30/2019	
Matchmaking engagements hosted	25*
Tech activations	40*
<i>*Resulting in over 2,365 connections, \$27.2 million in facilitated investment and 127 jobs created or retained</i>	

## STATE INNOVATION

### Technology Activations

Through grants, moonshot challenges and city collaborations technology activations, PlanetM seeks to advance the state’s mobility and technology landscape in a way that also improves the quality of life for all Michiganders.

TECHNOLOGY ACTIVATIONS	
Pilots facilitated since 2018	50, resulting in \$17.3 million in revenue and investment in Michigan
Deployments	23 counties*
<i>*Refer to Exhibit 1 for a list of technology activations and locations</i>	

### PlanetM Grants

The PlanetM Mobility Grant is designed to encourage global mobility companies to test and deploy their technologies in Michigan. Israel-Michigan Autonomous Technologies Collaboration program (IMATC) grant is a partnership between PlanetM and the Israeli Innovation Authority intended to create a pipeline of startups and encourage them pilot their solutions in Michigan.

PLANETM GRANTS	
PlanetM Mobility grants awarded since inception	14 companies*
IMATC first grant recipient	Tactile Mobility**
<i>*One grant recipient is an automated delivery robot, developed by Ann Arbor-based Bedestrian, that launched inside of Beaumont Hospital in Dearborn and is delivering chemotherapy treatments from the pharmacy to the cancer center, saving hospital staff over 100 trips per day.</i>	
<i>**Tactile Mobility’s technology is deployed on City of Detroit fleet vehicles to detect and report potholes.</i>	

### PlanetM Partnerships

PlanetM is driving public/private partnerships (PPP) to solve mobility challenges in communities through its city collaborations. One example of a city collaboration is Project Kinetic, a PPP made up of PlanetM, City of Detroit, General Motors, Lear Corporation, DTE Energy, New Economy Initiative, Quicken Loans Community Fund, Bedrock Detroit, and Boston Consulting Group. Launched in early 2018, the team performed over 100 hours of interviews with residents of the city of Detroit to better understand their mobility challenges, and then ultimately decided on six pilots to address some of those challenges. Two of the pilots have been deployed to date.

PLANETM PARTNERSHIPS
<b>ChargeD:</b> Detroit’s first fast chargers with an outreach and education component intended to drive electric vehicle ownership.
<b>Car4You:</b> Community car share program in a Detroit neighborhood where digitally disadvantaged and unbanked residents can check out a vehicle at an affordable rate.

## MOBILITY: PLANETM *continued*

### PlanetM Moonshot Challenges

The governor’s office, MDOT and PlanetM have developed two moonshot challenges intended to launch first-of-its-kind demonstrations of future mobility solutions to accelerate the mobility industry and position Michigan as the global leader.

#### PLANETM MOONSHOT CHALLENGES

**NAIAS 2020 Michigan Mobility Challenge:** Focused on a first-of-its-kind demonstration of autonomous vehicle (AV) technologies operating under one single app in a public setting during the Detroit Auto Show in June 2020. The demonstration will be a unique opportunity for the public to experience AVs and begin to build trust around the technology, as well as for the technology providers to receive first-hand feedback from the riders.

**\$8m Michigan Mobility Challenge:** Intended to solve mobility challenges for the disabled, veterans and senior citizens. A daylong forum was held to bring together advocacy groups, community members, technology providers, municipalities and others to understand the unique challenges for these disadvantaged citizens. Over 40 proposals were received in response to the RFP requesting more than \$26 million from six stakeholders. Ultimately, 13 pilots were deployed touching 18 counties valued at more than \$8.5 million with 58 stakeholders.

### Smart Infrastructure Leadership

Michigan is home to the largest vehicle-to-infrastructure (V2I) technology deployment in the United States with nearly 500 miles of technology-enabled corridors. Michigan also is home to more connected and autonomous vehicle (CAV) and drone test sites than anywhere in the world, including the American Center for Mobility, Mcity, Michigan Unmanned Aerial Systems Consortium, among others. Together, PlanetM, MDOT and regional partners proactively seek partners to leverage these assets.

PlanetM introduced MDOT to Dubai-based startup, Derq, an AI and predictive analytics platform that eliminates crashes, saves lives and creates safer and smarter roadways. Through the PlanetM Mobility Grant, Derq collaborated with MDOT and piloted their technology at one of Detroit’s most dangerous intersections. The Derq pilot demonstrated that with connected vehicle technology embedded into the infrastructure, their solutions could have helped drivers avoid at least 33 of the 37 collisions that took place at that intersection in 2018.

## STATE CONNECTIVITY

### Dedicated Networking Platform

PlanetM connects global mobility companies to Michigan’s ecosystem through 1:1 introductions and support, curated matchmaking events, foreign delegations, custom research and its PlanetM Landing Zone, a 100+ desk collaborative, co-working space in Detroit with over 50 members (16 corporates, 34 startups) from 13 countries and 13 states. Since 2017, PlanetM has made 4,000 qualified connections between mobility startups, automotive OEMs and suppliers, investors, academia, technology providers, communities and others.

#### DEDICATED NETWORKING PLATFORM

Results of qualified introductions

Facilitated over \$52 million in mobility-focused investment in Michigan in less than two years. Overall, PlanetM has connected 557 startups from 22 countries to Michigan’s mobility ecosystem.\*

*\*One recent success story is Farmwise, a California-based startup building autonomous farming equipment. PlanetM connected Farmwise to Roush, a long-time Michigan-based manufacturing firm to build eight prototypes in 2019. Farmwise is planning to produce over 30 units in 2020 and is hiring locally to support.*

### Strategic Partner Coordination

PlanetM focuses on local, national and international opportunities to drive success at scale. On a local level, PlanetM is involved in four Michigan’s mobility ecosystem working groups focused on policy, industry trends, stakeholder collaboration and mobility assets coordination.

On a national level, PlanetM focuses on the California market that has led to the following engagement:

- PlanetM engaged 173 companies in programming since collaborating with Calif.-based innovation advisory platform, Silicon Foundry, in 2017.
- MEDC has led multiple governor missions to California to meet with C-suite executives at prominent tech companies.
- PlanetM’s “MI Next” advisory council assembles Michigan expats in California to advise on the state’s mobility strategy and explore investments
- PlanetM leads “Start MI Up” tours for California VCs and startups in Detroit, and influencer gatherings in California at events like TechCrunch Mobility and World Economic Forum.

## MOBILITY: PLANETM *continued*

On an international platform, PlanetM is focused on the Israel market, home to one of the largest tech hubs in the world, which has led to the following engagement:

- PlanetM has worked with 59 Israeli tech startups since partnering with the Michigan Israel Business Accelerator (MIBA) and the Israel Innovation Authority in Tel Aviv.
- MEDC and MIBA have led annual mobility missions to Israel that have included over 20 Michigan mobility partners.
- PlanetM partners with Israeli startup accelerators in Detroit and creates influencer gatherings in Israel.

## STATE VISIBILITY

### Integrated Marketing Campaign

In 2016, the PlanetM brand was born to position Michigan as a national leader in the mobility industry.

- In the beginning, the focus was on awareness and reset the perception among influencers by positioning Michigan as the undisputed leader in next-generation mobility.
- The next focus was on engagement and creating intent among influencers by targeting startup founders and C-suite executives at global mobility-focused companies.
- Lastly, the focus was on loyalty and lead generation by facilitating opportunities for customers to connect into Michigan’s mobility ecosystem and generating in-state economic development project investments.

### Campaign Results

Over 1,000 earned media placements facilities in all major state news outlets, national and global publications, which resulted in over 3,800 new prospects acquired through engagement activities, including custom content, web engagement and event activations. Since 2017, the PlanetM campaign has facilitated over 1,000 earned media placements in all major state news outlets, national and global publications.

CAMPAIGN RESULTS	
Awareness campaign	Driven 130 million visitors to the PlanetM website, and digital sub campaigns are exceeding industry performance benchmarks by two times the average for the automotive and transportation industries.
Engagement campaign	PlanetM consistently rated as a top five performing EDO on LinkedIn.
Loyalty campaign	Resulted in over 3,800 new prospects acquired through engagement activities, including custom content, web engagement and event activations.

### Brand Awareness

PlanetM’s annual perception survey results suggest that Michigan maintains a strong reputation nationally in the mobility space. From 2018 to 2019, Michigan maintained its position as the second highest state pushing CAVs and closed the gap versus California by 11 percent. Overall, Michigan’s brand awareness has increased from 33 percent to 48 percent from 2018 to 2019.

## PLANETM: EXHIBIT 1

**EXHIBIT 1: Technology activations and locations**

<b>Name of technology activation series</b>	<b>Name of technology activation</b>	<b>Project location</b>
Challenge	City:One Challenge Grand Rapids (Kaizen Health Pilot)	Grand Rapids
Challenge	\$8M MI Mobility Challenge: Bosch-SPLT	Allegan, Benzie, Grand Traverse counties
Challenge	\$8M MI Mobility Challenge: Feonix Mobility Rising/AAATA/What3Words/SUMA	Ann Arbor
Challenge	\$8M MI Mobility Challenge: Ann Arbor Area Transportation Authority/Q'Straint	Ann Arbor
Challenge	\$8M MI Mobility Challenge: Kevadiya Indoor Wayfinding	Battle Creek
Challenge	\$8M MI Mobility Challenge: Vets to Wellness/Flint MTA/SATA/GLTA/Kevadiya	Genesee, Shiawassee, Lapeer counties
Challenge	\$8M MI Mobility Challenge: Hope Network/SteadyFare	Grand Rapids
Challenge	\$8M MI Mobility Challenge: Huron Mobility Initiative/RouteMatch	Huron, Sanilac, and portions of Tuscola counties
Challenge	\$8M MI Mobility Challenge: CATA: LookingBus	Lansing
Challenge	\$8M MI Mobility Challenge: Bedestrian	Southeast Michigan
Challenge	\$8M MI Mobility Challenge: Pratt & Miller	Battle Creek
Challenge	\$8M MI Mobility Challenge: RTA and others	Detroit
Challenge	\$8M MI Mobility Challenge: Team Grand Rapids	Grand Rapids
Challenge	\$8M MI Mobility Challenge: New AV Mobility Vision for MI	Upper Peninsula
Challenge	City:One Challenge Detroit (Michigan Central Station)	Detroit
Challenge	Automated Bus Consortium	TBD (Lansing and Thumb area)
Challenge	NAIAS 2020 MI Mobility Challenge	Detroit
City Collaborations	Project Kinetic Innovation Sprint (initial investment)	Detroit
City Collaborations	Project Kinetic: Charged	Detroit
City Collaborations	Project Kinetic: Microtransit	Detroit
City Collaborations	Project Kinetic: Busority	Detroit
City Collaborations	Project Kinetic: ParkDetroit	Detroit
City Collaborations	Project Kinetic: Car4You	Detroit
City Collaborations	Project Kinetic: CTI	Detroit
City Collaborations	Ann Arbor Mobility Transformation Program	Ann Arbor
City Collaborations	May Mobility	Grand Rapids
Israeli Innovation Grant	Ford Tactile Mobility Pilot	Detroit
Misc Pilot Investment	Mobileye MDOT	Southeast Michigan
Misc Pilot Investment	MAPT Electric School Bus Rollout	Statewide
PlanetM Pilot Grant : ROUND 1	DERQ: Dubai	Detroit

PLANETM: EXHIBIT 1 *continued***EXHIBIT 1: Technology activations and locations** *continued*

<b>Name of technology activation series</b>	<b>Name of technology activation</b>	<b>Project location</b>
PlanetM Pilot Grant : ROUND 1	Humanising Autonomy: UK	Ann Arbor
PlanetM Pilot Grant : ROUND 1	Roadbotics: PA	Detroit
PlanetM Pilot Grant : ROUND 1	Haas Alert: IL	Grand Rapids
PlanetM Pilot Grant : ROUND 2	Bedestrian	Dearborn
PlanetM Pilot Grant : ROUND 2	Navya: France	Detroit
PlanetM Pilot Grant : ROUND 2	Hi-Ho Mobility: Ontario	Muskegon
PlanetM Pilot Grant : ROUND 2	EasyMile	Oakland County
PlanetM Pilot Grant : ROUND 2	Naventik	Southeast Michigan
PlanetM Pilot Grant : ROUND 3	Propelmee: UK	Statewide
PlanetM Pilot Grant : ROUND 3	Intvo	Ann Arbor
PlanetM Pilot Grant : ROUND 3	Aktv8	Muskegon
PlanetM Pilot Grant : ROUND 3	Aerotronic	Ortonville
PlanetM Pilot Grant : ROUND 3	GoKid: NY	Southeast Michigan
PlanetM Pilot Grant : ROUND 4	Parkofon	Detroit: UDM
PlanetM Pilot Grant : ROUND 4	PikMyKid	Mid-Michigan (W Brand area)
PlanetM Pilot Grant : ROUND 4	Zown	Detroit: Downtown
PlanetM Pilot Grant : ROUND 4	e-Mobility Analytics	Ann Arbor
PlanetM Pilot Grant : ROUND 4	ADAC Automotive	Muskegon
PlanetM Testing Grant: ACM	Autobon Holdings LLC	Ypsilanti
PlanetM Testing Grant: ACM	Traxen, Inc.	Ypsilanti
PlanetM Testing Grant: ACM	Zenuity	Ypsilanti
PlanetM Testing Grant: ACM	Important Safety Technologies USA Inc.	Ypsilanti
PlanetM Testing Grant: ACM	Nostrum Energy LLC	Ypsilanti
PlanetM Testing Grant: ACM	sibrtech inc.	Ypsilanti
PlanetM Testing Grant: Kettering	CNXMotion	Flint
PlanetM Testing Grant: Mcity	AIZA	Ann Arbor
PlanetM Testing Grant: Mcity	Alpha Drive	Ann Arbor
PlanetM Testing Grant: Mcity	Apollio	Ann Arbor
PlanetM Testing Grant: Mcity	Bedestrian	Ann Arbor
PlanetM Testing Grant: Mcity	Caresys	Ann Arbor
PlanetM Testing Grant: Mcity	May Mobility	Ann Arbor
PlanetM Testing Grant: Mcity	Ridar	Ann Arbor
PlanetM Testing Grant: Mcity	Zenuity	Ann Arbor
PlanetM Testing Grant: Mcity	AATA	Ann Arbor
PlanetM Testing Grant: MUASC	Aveopt	Statewide
PlanetM Testing Grant: MUASC	Macatawa Unmanned Systems	Statewide
PlanetM Testing Grant: MUASC	Airspace Link	Statewide
PlanetM Testing Grant: MUASC	Wind Craft Aviation	Statewide



## PURE MICHIGAN BUSINESS CONNECT

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

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

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

### Cumulative Results

Since its inception, PMBC has facilitated more than \$9.8 billion in new purchase orders between global purchasers and Michigan-based companies.

As an industry-agnostic program, PMBC has facilitated connections in 78 unique industry categories as identified by the three-digit North American Industry Classification System. This includes key Michigan industrial sectors like automotive, aerospace, defense, agriculture and professional services as well as developing sectors such as technology and mobility.

### Fiscal Year 2019 Results

In FY 2019, PMBC facilitated \$2.285 billion in revenue. From October 2018 to September 2019, PMBC hosted 34 corporate matchmaking initiatives that created over

2,000 unique in-person meetings between qualified Michigan companies and corporate procurement teams. PMBC worked with 300 total demand companies in FY 2019, with 188 being new to the program. In total, 213 of these demand companies were involved with in-person matchmaking initiatives that featured 2,009 pre-arranged, in-person meetings between purchasers and suppliers. Over 700 Michigan small and medium-sized suppliers representing 58 counties participated in PMBC initiatives in FY 2019. PMBC also performed 305 custom demand-side research projects for 105 demand-side companies in FY 2019, which is the largest annual amount to date, and made more than 6,400 Michigan supplier recommendations for these requests. This process has proven to be an excellent way to engage new demand-side companies. These requests concern immediate procurement opportunities and, in 2019, the custom research process led directly to seven buyer tours by out-of-state companies that represented tens of millions of dollars of procurement opportunity.

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

PMBC continued to engage global brands, and in 2019 worked with companies such as 3M, Bosch, Ford, Johnson & Johnson Innovation, Lockheed Martin and Southwest Airlines among others. PMBC also added new program features to deepen engagement with influential in-state purchasers such as Consumers Energy, DTE Energy, Bronson Healthcare, Enstrom, Kellogg, Shinola, the University of Michigan-Flint and many more.

PURE MICHIGAN BUSINESS CONNECT *continued***PMBC MATCHMAKING INITIATIVE SUMMARY**

Fiscal year 2019: 10/01/2018–09/30/2019

<b>FY 2019 PMBC initiative</b>	<b>Sector</b>	<b>Key partner(s)</b>	<b>Type of PMBC initiative</b>	<b>Date</b>	<b>Municipality</b>	<b>County</b>	<b>Total attendees</b>	<b># of demand companies</b>	<b># of meetings</b>
Michigan Defense Connect	Defense	Macomb County	Matchmaking summit	09/26/19	Macomb	Macomb	207	9	106
thyssenkrupp Supplier Matchmaking Day	Manufacturing		Matchmaking summit	09/18/19	Detroit	Wayne	170	5	58
DRIVE Israeli Tech Showcase	Mobility	PlanetM, Michigan Israel Business Accelerator	Matchmaking summit	09/12/19	Detroit	Wayne	44	10	24
D2D/PMBC Supplier Engagement	Multiple industries	Detroit Economic Growth Corporation	Matchmaking summit	08/28/19	Detroit	Wayne	86	5	40
Southwest Airlines Buyer Tour	Transportation	PlanetM	Buyer/ investor tour	08/28/19	Detroit	Wayne	12	1	6
CAR MBS PlanetM Match Meetings	Mobility	PlanetM, Center for Automotive Research	Matchmaking summit	08/07/19	Traverse City	Grand Traverse	17	6	10
Cikautxo Buyer Tour	Automotive		Buyer/ investor tour	07/24/19	Metro Detroit	Wayne	7	1	1
Dragon Innovation Buyer Tour	Manufacturing		Buyer/ investor tour	07/11/19	Metro Detroit	Multiple	30	1	7
Nourish Chef Challenge	Agribusiness	Eastern Market Partnership	Matchmaking summit	06/20/19	Detroit	Wayne	245	4	4
Hardware Tech Summit	Manufacturing	PlanetM, Centrepolis Accelerator, Hardware Massive	Matchmaking summit	06/19/19	Detroit	Wayne	347	20	200
Hardware Club Buyer Tour	Manufacturing	PlanetM	Buyer/ investor tour	06/18/19	Detroit	Wayne	12	1	2
NAIAS Mobility Challenge (For June 2020 NAIAS)	Mobility	PlanetM, Michigan Department of Transportation	Matchmaking summit	06/17/19	Detroit	Wayne	134	2	1
Nazabi Industries Buyer Tour	Automotive		Buyer/ investor tour	06/14/19	Detroit	Wayne	16	1	4
EcoMotion (Tel Aviv, Israel)	Mobility	PlanetM, Michigan Israel Business Accelerator	Matchmaking summit	06/11/19	Tel Aviv	N/A	40	7	46
DTE/MMSDC Supplier Showcase	Supplier diversity	Michigan Minority Supplier Development Council	Shark tank	05/31/19	Detroit	Wayne	21	2	5
Detroit Fashion-Tech Hackathon	Fashion	Whim Detroit, Grand Circus	Matchmaking summit	05/19/19	Detroit	Wayne	35	3	8
Millbrook Buyer Tour	Manufacturing		Buyer/ investor tour	05/16/19	Livonia, Macomb	Multiple	11	1	2

PURE MICHIGAN BUSINESS CONNECT *continued***PMBC MATCHMAKING INITIATIVE SUMMARY** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

FY 2019 PMBC initiative	Sector	Key partner(s)	Type of PMBC initiative	Date	Municipality	County	Total attendees	# of demand companies	# of meetings
Kiewit Supplier Activation Day	Construction		Matchmaking summit	05/16/19	Detroit	Wayne	31	1	11
Made in Detroit: Moving the Apparel Industry Forward	Fashion	ISAIC, Detroit is the New Black	Matchmaking summit	05/06/19	Detroit	Wayne	126	1	1
thyssenkrupp Design & Build Supplier Day	Manufacturing		Matchmaking summit	04/24/19	Rochester	Oakland	76	1	1
MedHealth Summit	Health care	TechTown	Matchmaking summit	04/19/19	Detroit	Wayne	352	33	263
Pure Michigan Aerospace Summit	Aerospace	Aerospace Industry Association of Michigan	Matchmaking summit	04/10/19	Detroit	Wayne	413	22	164
Boeing Buyer Tour	Aerospace		Buyer/investor tour	04/10/19	Detroit	Multiple	10	2	10
Pure Michigan Agriculture Summit	Agribusiness	Michigan Department of Agriculture and Rural Development	Matchmaking summit	03/19/19	Kalamazoo	Kalamazoo	288	17	180
APACC East/West	Supplier diversity	Asian Pacific American Chamber of Commerce	Matchmaking summit	03/06/19	Livonia	Wayne	400	35	220
Kayser Buyer Tour	Automotive		Buyer/investor tour	03/05/19	Multiple	Multiple	47	1	18
Automobili-D	Mobility	PlanetM	Matchmaking summit	01/17/19	Detroit	Wayne	152	28	216
CES-PlanetM GENIVI Matchmaking (Las Vegas, Nev.)	Mobility	PlanetM, GENIVI	Matchmaking summit	01/08/19	Las Vegas	N/A	88	32	185
Plug and Play Detroit Roadshow	Mobility	PlanetM, Plug and Play	Buyer/investor tour	11/15/18	Detroit	Wayne	50	10	43
Boeing Supplier Tour (Seattle, Wash.)	Aerospace		Buyer/investor tour	10/23/18	Seattle	N/A	10	1	10
AIAM Upper Peninsula Aerospace Summit	Aerospace	Aerospace Industry Association of Michigan	Matchmaking summit	10/16/18	Houghton	Houghton	105	5	63
Michigan-China Mobility Matchmaking Summit	Mobility	Michigan-China Innovation Center	Matchmaking summit	10/11/18	Detroit	Wayne	77	15	73
Pedestrian Safety Solutions Buyer Tours	Manufacturing		Buyer/investor tour	10/07/18	Detroit	Wayne	31	1	13
VW of Mexico Buyer Tours	Automotive		Buyer/investor tour	10/01/18	Detroit	Wayne	21	1	14
<b>34 total events; 3,711 attendees; 2,009 pre-arranged, in-person meetings</b>									

## MICHIGAN BUSINESS DEVELOPMENT PROGRAM

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

based. In FY 2019, 66 projects were approved by the MSF board or by MSF delegated authority. MSF board members receive a report on projects that are approved by delegated authority and all awards are posted on the MEDC's website. The following is a table of project approvals that occurred between October 1, 2018, and September 30, 2019.

<b>MBDP APPROVALS</b>						
Fiscal year 2019: 10/01/2018–09/30/2019						
Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount
DealerOn	10/01/2018	Grand Rapids	Kent	Expansion	Grant	\$300,000
Grand River Aseptic Manufacturing Inc.	10/05/2018	Grand Rapids	Kent	Expansion	Grant	\$1,000,000
Performance Fabrics Inc. dba HexArmor	10/05/2018	Grand Rapids	Kent	Expansion	Grant	\$350,000
Pacific Industrial Development Corp.	10/15/2018	Ann Arbor	Washtenaw	Expansion	Grant	\$400,000
Sugar Free Specialties LLC, dba Dr. John's Healthy Sweets	10/17/2018	Comstock Park	Kent	Expansion	Grant	\$250,000
Coyote Logistics LLC	10/23/2018	Detroit	Wayne	Expansion	Grant	\$1,500,000
Truck-Lite	10/23/2018	Southfield	Oakland	New development	Grant	\$855,000
Schupan and Sons Inc.	10/23/2018	Kalamazoo	Kalamazoo	Expansion	Grant	\$500,000
Andronaco Industries	11/05/2018	Kentwood	Kent	Expansion	Grant	\$320,000
Drive System Design Inc.	11/19/2018	Farmington Hills	Oakland	Expansion	Grant	\$175,000
Sherloq Revenue Solutions	11/26/2018	Traverse City (Elmwood Twp)	Leelanau	Expansion	Grant	\$980,000
Gallagher-Kaiser Corporation	11/27/2018	Hamtramck	Wayne	Expansion	Grant	\$3,200,000
Samsung SDI America	11/27/2018	Auburn Hills	Oakland	Expansion	Grant	\$10,000,000
Spartan Michigan, LLC	11/27/2018	St. Johns	Clinton	New development	Grant	\$2,000,000
Technosoft Corporation	11/30/2018	Southfield	Oakland	Expansion	Grant	\$800,000
Allegiant Air	12/07/2018	Grand Rapids	Kent	New development	Grant	\$200,000
Shannon Precision Fastener LLC	12/10/2018	Holly	Oakland	Expansion	Grant	\$700,000
DeWys Manufacturing	12/13/2018	Marne	Ottawa	Expansion	Grant	\$267,000
Dongguan Wellmei Mold Manufacturing Co. Ltd.	12/14/2018	Troy	Oakland	Expansion	Grant	\$355,000
Cooper-Standard Automotive	12/18/2018	Northville Township	Wayne	Expansion	Grant	\$1,300,000
My Locker	12/18/2018	Detroit	Wayne	Expansion	Grant	\$2,500,000
Waupaca Foundry	12/18/2018	Ironwood	Gogebic	Expansion	Grant	\$1,200,000
Rassini Brakes LLC	01/02/2019	Flint	Genesee	Expansion	Grant	\$300,000
Cayman Chemical	01/07/2019	Ann Arbor	Washtenaw	Expansion	Grant	\$720,000
American Mitsuba Corporation	01/11/2019	Mt. Pleasant	Isabella	Expansion	Grant	\$360,000

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

<b>MBDP APPROVALS</b> <i>continued</i>						
Fiscal year 2019: 10/01/2018–09/30/2019						
<b>Company name</b>	<b>MSF approval date</b>	<b>Municipality</b>	<b>County</b>	<b>Project type</b>	<b>Incentive type</b>	<b>Approved amount</b>
Emabond Solutions	01/11/2019	Auburn Hills	Oakland	Expansion	Grant	\$153,000
Kaidi Electrical Company	01/14/2019	Holland	Ottawa	New development	Grant	\$450,000
Amazon	01/22/2019	Caledonia	Kent	New development	Grant	\$4,000,000
Magneti Marelli Holding USA LLC	01/22/2019	Auburn Hills	Oakland	New development	Grant	\$1,590,000
Waymo	01/22/2019	Detroit	Wayne	Expansion	Grant	\$8,000,000
BISSELL Inc.	01/24/2019	Grand Rapids	Kent	Expansion	Grant	\$500,000
Miniature Custom Manufacturing	02/20/2019	Vicksburg	Kalamazoo	Expansion	Grant	\$175,000
RPM Freight Systems LLC	02/26/2019	Royal Oak	Oakland	Expansion	Grant	\$3,750,000
US Roof LLC	02/26/2019	Auburn Hills	Oakland	Expansion	Grant	\$3,340,000
MAHLE Engine Components USA	03/04/2019	St. Johns	Clinton	Expansion	Grant	\$186,000
Concord Tool & Manufacturing Inc.	03/08/2019	Mount Clemens	Macomb	Expansion	Grant	\$300,000
ERAE AMS Co. Ltd.	03/08/2019	Pontiac	Oakland	New development	Grant	\$685,000
Ventra Evert LLC	03/08/2019	Evert	Osceola	Expansion	Grant	\$350,000
CertainTeed Ceilings Corp.	03/26/2019	L'Anse	Baraga	Investment in existing	Grant	\$375,000
Forman Glass	04/18/2019	Galesburg	Kalamazoo	Relocation of existing	Grant	\$100,000
VDA Labs	04/22/2019	Grand Rapids	Kent	Expansion	Grant	\$75,000
Webasto Roof Systems Inc.	04/23/2019	Plymouth Township	Wayne	Expansion	Grant	\$2,700,000
Webasto Roof Systems Inc.	05/14/2019	Auburn Hills	Oakland	New development	Grant	\$350,000
Fiat Chrysler Automobiles US LLC	05/21/2019	Detroit	Wayne	Expansion	Grant	\$10,000,000
L3 Harris	05/29/2019	Muskegon	Muskegon	Expansion	Grant	\$500,000
Multimatic Engineering	05/30/2019	Southfield	Oakland	New development	Grant	\$603,500
Roskam Baking Company	06/10/2019	Grand Rapids	Kent	Expansion	Grant	\$1,000,000
Koops Inc.	06/19/2019	Holland	Allegan	Expansion	Grant	\$360,000
Atlas Holdings	06/24/2019	Muskegon	Muskegon	Expansion	Grant	\$200,000
Akasol Incorporated	06/25/2019	Hazel Park	Oakland	New development	Grant	\$2,240,000
KLA Corporation	06/25/2019	Ann Arbor	Washtenaw	New development	Grant	\$2,500,000
LLamasoft Inc.	06/27/2019	Ann Arbor	Washtenaw	Investment in existing	Grant	\$515,790
Production Tool Supply Company	07/09/2019	Novi	Oakland	New development	Grant	\$1,000,000
Bluewater Technologies Group Inc.	07/16/2019	Novi	Oakland	New development	Grant	\$300,000

**MICHIGAN BUSINESS DEVELOPMENT PROGRAM** *continued*

<b>MBDP APPROVALS</b> <i>continued</i>						
Fiscal year 2019: 10/01/2018–09/30/2019						
<b>Company name</b>	<b>MSF approval date</b>	<b>Municipality</b>	<b>County</b>	<b>Project type</b>	<b>Incentive type</b>	<b>Approved amount</b>
Great Lakes Fusion	07/23/2019	Durand	Shiawassee	Expansion	Grant	\$250,000
Knauf Insulation	07/23/2019	Albion	Calhoun	Expansion	Grant	\$204,000
R & E Automated Systems	07/24/2019	Port Huron	St. Clair	New development	Grant	\$750,000
ITB Packaging LLC	08/09/2019	Holland	Ottawa	Expansion	Grant	\$325,000
Beet Analytics Technology	08/28/2019	Plymouth	Wayne	Expansion	Grant	\$384,000
R2 Space	09/10/2019	Ann Arbor	Washtenaw	Relocation of existing	Grant	\$250,000
Arlington Industries	09/11/2019	Romeo	Macomb	New development	Grant	\$450,000
MMI Engineered Solutions Inc.	09/11/2019	Warren	Macomb	Expansion	Grant	\$580,000
Michigan Software Labs	09/19/2019	Ada	Kent	Expansion	Grant	\$108,000
Acrisure	09/24/2019	Grand Rapids	Kent	Relocation of existing	Grant	\$1,000,000
Covenant Eyes Inc.	09/24/2019	Owosso	Shiawassee	Expansion	Grant	\$490,000
Faurecia North America	09/24/2019	Highland Park	Wayne	New development	Grant	\$2,000,000
<b>TOTAL</b>						<b>\$83,621,290</b>

# MICHIGAN BUSINESS DEVELOPMENT PROGRAM PERFORMANCE METRICS

The General Government Omnibus Budget requires the MSF to submit a report updating the legislature on Michigan Business Development Program (MBDP) performance metrics. The following report shows activity as of September 30, 2019.

The total verified jobs as of September 30, 2019, are 41,691. The total committed jobs are 70,612. Verified jobs reflect the number of jobs a company has created to reach a milestone and receive a disbursement. All project milestones and disbursement requests are reviewed and verified through a consistent compliance process. Committed jobs are the number of jobs contractually obligated and are subject to clawback for non-performance. A company must create this number of jobs in order to receive the full award amount. The number of verified jobs may be lower than the committed jobs because not all companies have reached a milestone. The committed job number is the total over the life of the grant, which may take companies three to five years to achieve.

The total proposed qualified investment as of September 30, 2019, is \$16,741,234,614. The actual qualified investment is \$10,206,231,827.

The aggregated projected return on investment (ROI) to the state of Michigan for FY 2019 approved projects that are still active as of February 14, 2020, is 7.07. This means that for every \$1 invested, there is a projected net return of \$7.07. The formula utilizes estimated net cash flow to the state based on new personal income generated by projects

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

The MEDC has calculated an aggregated actual ROI to the state of Michigan for 43 projects that reached an “ended” stage in FY 2019 (38 total) or were in the “terminated” stage with disbursed funds that were not completely returned to the MSF (five total). Actual ROI for “terminated” projects where all funds were returned to the MSF was not calculated. These 43 projects had an aggregate actual ROI of \$8.34.

These 43 projects were projected to have a ROI of \$6.63. The increase in the actual ROI is largely due to companies investing more money than originally projected. This analysis is similar to the projected ROI calculation but uses verified jobs and self-reported private investment by the companies, where data was available. This calculation also includes the original estimated local abatement data at time of project approval and not the actualized local abatement as that final number was not actively available to the MEDC.

The tables below include listings of MBDP amendments and revocations in FY 2019.

<b>MBDP PROJECT AMENDMENTS</b>							
Fiscal year 2019: 10/01/2018–09/30/2019							
Company name	Original approval date	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
Hanon Systems USA LLC	08/25/17	10/01/18	-	-	-	Redefined local support from use of City of Novi facilities to a real/personal property tax abatement; the city originally offered use of a facility as support.	City of Novi reevaluated the project parameters and offered a tax abatement in support of the project. Local support is a requirement of the grant agreement and sometimes local municipalities need to adjust the level of support as MEDC works through projects.
SpartanNash	11/20/13	10/01/18	(\$937,500)	(245)	-	Reduced grant from \$2,750,000 to \$1,812,500; reduced QNJs from 372 to 147; extended Milestone 4 due date from 04/30/18 to 12/31/18; reduced grant term from 01/31/21 to 06/30/19; eliminated Milestones 5–7.	The company originally anticipated a majority of the workforce would relocate to the Byron Center location; however, many key associates expressed a strong desire to not relocate to Michigan. As a result, the overall headcount projections for the project dropped, resulting in a prorated reduction in the company's maximum grant award. Additionally, the low unemployment rate proved difficult for the company in its hiring efforts and requested an extension to allow for more time to complete the requirements set forth in Milestone 4.

# MICHIGAN BUSINESS DEVELOPMENT PROGRAM

## PERFORMANCE METRICS *continued*

<b>MBDP PROJECT AMENDMENTS <i>continued</i></b>							
Fiscal year 2019: 10/01/2018–09/30/2019							
Company name	Original approval date	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
Kingfa	01/11/17	10/01/18	(\$470,000)	(70)	-	Reduced grant from \$1,000,000 to \$530,000; reduced QNJs from 150 to 80; and extended Milestone 1 due date from 04/30/18 to 12/31/19; Milestone 2 due date from 04/30/19 to 12/31/20; Milestone 3 due date from 04/30/20 to 12/31/21; and extended the grant term from 10/31/20 to 06/30/22.	Delays in construction and equipment purchasing resulted in a delay in the project timeline. Additionally, the company reevaluated its hiring plan to a more conservative approach. This new timeline will allow them to fulfill obligations under the grant agreement.
Flex-N-Gate Advanced Product Development LLC	08/14/17	10/01/18	-	-	-	Redefined local support from City of Sterling Heights talent mixer to staff time and resources provided by City of Sterling Heights.	The company determined a talent mixer would not target the talent needed. The city recorded a video marketing the company that aired on local TV and social media. Allowing this change puts the company in a position to meet its milestone requirements.
Howmet Corporation, dba Arconic	11/27/17	10/01/18	-	-	-	Administrative amendment clarifies base and QNJ definitions and prevents double counting of jobs.	As a result of an additional MBDP grant approval, clarifying language needed to be added to the 2017 MBDP agreement definition of base employment level and qualified new jobs to prohibit the 2018 project QNJs from qualifying as part of the base employment level and QNJs for the 2017 project.
Humanetics Innovative Solutions Inc.	11/03/16	10/15/18	(\$182,000)	(47)	-	Reduced grant from \$350,000 to \$168,000; removed the entity Sensor Developments Inc. for job counting purposes; reduced base jobs from 216 to 196; reduced QNJs from 52 to 25; and extended the grant term from 05/30/19 to 06/30/19.	The company determined the cost of relocation of workforce and equipment was far greater than originally anticipated and will continue to operate an Orion facility while opening a new headquarters in Farmington Hills. Challenges with recruiting and retaining employees has forced the company to reevaluate its overall job creation commitment. The amendment requires maintaining incented jobs through the extended term of the grant.
Plasan North America	03/30/15	10/15/18	-	-	-	Extended the grant term from 04/01/18 to 12/31/18 and expanded project definition to include three additional locations in the city of Walker.	The company had been unable to diversify and continues to primarily contract with, or on behalf of, the U.S. Federal Government. Having the Department of Defense as its end customer has created delays in the budgetary process. As a result, the company started positioning itself to reduce dependency on military applications by continuing to invest and establish strategic partnerships in other commercial markets.
J-Star Motion Corporation	07/26/17	10/15/18	(\$315,000)	(52)	-	Reduced the grant from \$738,000 to \$423,000; reduced the QNJs from 122 to 70; and extended the grant term from 02/28/21 to 05/15/21.	The company encountered delays in part due to equipment purchasing lead times as well as key material component shortage. The company has been unable to find a domestic tube source and has taken a more conservative approach to required headcount to avoid future defaults.
Newell Brands	09/26/17	01/03/19	-	-	-	Amended to add Newell Rubbermaid Development LLC as an entity able to count toward base and QNJs.	Add related entity Newell Rubbermaid Development LLC for the purpose of counting base employment and qualified new jobs. Newell Development LLC is treated merely as a division of Newell Brands and was created in order to segregate brands and product development activities.



# MICHIGAN BUSINESS DEVELOPMENT PROGRAM

## PERFORMANCE METRICS *continued*

<b>MBDP PROJECT AMENDMENTS <i>continued</i></b>							
Fiscal year 2019: 10/01/2018–09/30/2019							
Company name	Original approval date	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
Fuyao Automotive North America Inc.	04/08/14	01/22/19	-	-	-	Redefined the project site from 315 West Silverbell Road, Lake Orion to 909 North Sheldon Road, Plymouth.	During expansion, the company determined its facility was limited in space to accommodate multiple encapsulation production lines. The company moved into a facility in Plymouth and continues to create jobs.
The Kroger Co.	06/27/17	01/22/19	-	-	-	Amended to add H&C Enterprises as an entity able to count toward QNJs.	The company had an additional entity performing work at its project location and had created jobs using this additional entity. Therefore, to continue to support job creation as a result of the project the agreement was amended to allow these newly created positions to count towards the hiring obligations set forth in the MBDP agreement.
US Farathane Port Huron, LLC	04/25/17	02/01/19	-	-	-	Amended to add U.S. Farathane, LLC as an entity to count toward base and QNJs.	The company is a wholly owned subsidiary of US Farathane. The company included the entity in its base employment headcount and uses each entity depending on HR needs. All jobs eligible are at the project location.
Gestamp North America Inc.	10/25/16	02/14/19	\$675,000	135	-	Amended to add Gestamp Alabama LLC and Edscha Automotive Michigan Inc. to count toward base jobs; increased grant from \$1,175,000 to \$1,850,000; increased QNJs from 235 to 370.	The company was acquired by Edscha and included Edscha employees in its base employment headcount during application. A reorganization of business operations resulted in shifts in employment between facilities and additional job growth is expected.
Kroger Co.	06/27/17	02/26/19	-	-	-	Extended Milestone 2 due date from 12/31/18 to 04/30/19.	The company experienced some delays in its project due to market changes and requested an additional four months in order to meet milestone requirements. As the company was continuing to add new employees and complete the project staff moved forward with this request and granted additional time for the company to fulfill these requirements.
Dieomatic Inc.	01/23/13	04/11/19	(\$624,000)	(200)	-	Reduced grant from \$1,600,000 to \$976,000; reduced QNJs from 500 to 300; eliminated Milestones 4 and 5; and extended grant term from 04/1/21 to 06/30/21.	At the time of the approved award, the company experienced start up delays and reductions in originally projected volumes from the customers which caused employment fluctuations.
ZF Group NAO	06/23/15	05/03/19	(\$1,900,000)	(271)	(\$23,198,290)	Reduced grant from \$4,000,000 to \$2,100,000; reduced QNJs from 571 to 300; extended Milestone 2 due date from 12/31/18 to 06/30/19 and Milestone 3 due date from 06/30/19 to 06/30/20; eliminated Milestones 4, 5 and 6; reduced investment from \$71,198,290 to \$48,000,000 ;and reduced grant term from 12/31/22 to 21/31/20.	Subsequent to the submission of its grant application, the company went through a restructuring and adjustment. The company reconfigured current space and did not expand due to a decrease in the amount of new jobs needed. Amendment requires company to create and maintain new jobs through the term of the grant.

# MICHIGAN BUSINESS DEVELOPMENT PROGRAM

## PERFORMANCE METRICS *continued*

<b>MBDP PROJECT AMENDMENTS <i>continued</i></b>							
Fiscal year 2019: 10/01/2018–09/30/2019							
Company name	Original approval date	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
eAgile, Inc.	07/17/17	05/20/19	-	-	-	Eliminated Milestone 4; increased Milestones 1, 2 and 3 QNJs to include those previously required in Milestone 4; extended Milestone 1 due date from 10/31/18 to 12/31/20; extended Milestone 2 due date from 1/31/20 to 12/31/22; and extended Milestone 3 due date from 04/30/22 to 12/31/23.	As a result of a new product to market the company sales cycle took longer than they had originally estimated which slowed the need for hiring. This amendment allows them to be back on track to meet milestone requirements.
Stoneridge Inc.	03/22/16	05/20/19	-	-	-	Amended to add Stoneridge Control Devices Inc. and Stoneridge Electronics Inc. as entities to count toward base and QNJs.	Entities are wholly owned subsidiaries of the company. All eligible jobs are located at the project locations.
Morley Companies Inc.	07/24/18	05/24/19	-	-	-	Decreased Milestones 1 and 2 QNJs to exclude those required in Milestone 3; extended Milestone 1 due date from 01/31/19 to 09/30/19; extended Milestone 2 due date from 07/31/19 to 03/31/20; and added Milestone 3 with a due date of 11/30/20.	The company's customer has instituted a new computer system that has had significant problems. This has led to a delay in the rollout of some of its contract until the issues are resolved. Allowing additional time will put the company back on schedule to meet obligations under its grant agreement.
Toyota Motor Engineering & Manufacturing, N.A. Inc.	08/26/14	07/11/19	-	-	-	Amended to add Toyota Motor North America Inc., Caltly Design Research Inc. and Toyota Research Institute to count toward base QNJs.	The company restructured to unify its headquarters and expand its technical center as part of its "One Toyota" mantra. As a result, some employees were shifted between entities within Michigan and in order to properly reflect new jobs being created the additional entities were added. All other terms and conditions of the grant agreement remained the same.
Coyote Logistics	09/01/15	07/18/19	-	-	-	Extended Milestone 3 due date from 03/31/19 to 03/31/20 and reduced grant term from 03/31/21 to 09/30/20.	The company has outgrown its current facility and cannot add needed new jobs until its move to new location.
VDL Steelweld	11/20/17	07/22/19	(\$130,000)	(18)	-	Reduced grant amount from \$300,000 to \$170,000; reduced QNJs from 43 to 25; extended Milestone 1 due date from 12/03/18 to 06/30/20; and eliminated Milestones 2 and 3.	The company has experienced delays in ramping up to intended job levels due to inability to find necessary talent and missed opportunities company intended to win. The company is working with talent recruiters and has taken a conservative look at future job commitment to avoid future default.
Vectorform LLC	12/12/13	07/31/19	(\$125,000)	(25)	-	Reduced grant amount from \$375,000 to \$250,000; reduced QNJs from 75 to 50; and eliminated Milestone 3.	The company has experienced a downturn in production demand. The company does not anticipate sufficient growth to enable them to reach the remaining milestone.
Achates Power Inc.	01/04/18	08/21/19	(\$50,000)	(6)	-	Reduced grant amount from \$250,000 to \$200,000; reduced QNJs from 31 to 25; eliminated Milestones 2 and 3; extended Milestone 1 due date from 06/30/18 to 07/31/21; and extended grant term to 01/31/22.	The company experienced multiple delays with U.S. Army Tank Automotive Research, Development and Engineering Center (TARDEC) and as a result could not meet the schedule milestones.

# MICHIGAN BUSINESS DEVELOPMENT PROGRAM

## PERFORMANCE METRICS *continued*

<b>MBDP PROJECT AMENDMENTS <i>continued</i></b>							
Fiscal year 2019: 10/01/2018–09/30/2019							
Company name	Original approval date	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
ITS Partners LLC	11/02/17	08/27/19	(\$96,000)	-	-	Reduced grant amount from \$476,000 to \$380,000; extended Milestone 1 due date from 03/31/19 to 06/30/20; extended Milestone 2 due date from 06/30/20 to 09/30/21; extended Milestone 3 due date from 09/30/21 to 12/31/22; and extended grant term from 03/30/22 to 06/30/23.	During 2018 the software license resale revenue fell by over 30%. The decline in license sales caused operating profit to fall below acceptable levels for the company and the second quarter of 2018 resulted in a loss. This prompted the company to evaluate staffing, overhead and engineering capacity. Adjustments were made during the third quarter of 2018 to reduce staffing levels and align costs to maintain profitability.
Sequis Group LLC	06/29/18	09/19/19	-	-	-	Extended Milestone 1 due date from 07/31/19 to 07/31/20; extended Milestone 2 due date from 07/31/20 to 07/31/21; extended Milestone 3 due date from 07/31/21 to 7/31/22; and extended term from 01/31/22 to 01/31/23.	Due to a tighter than expected labor market in the cyber security industry, the company struggled with ramping up on its original timeline. As a result, the company has expanded into targeting veterans and a more refined recruiting process causing a delay in meeting the first milestone under the grant. As a result, the company requested this time extension and anticipates being able to fulfill obligations under the grant with this extension.

# MICHIGAN BUSINESS DEVELOPMENT PROGRAM PROJECT TERMINATIONS

<b>MBDP PROJECT TERMINATIONS</b>	
Fiscal year 2019: 10/01/2018–09/30/2019	
<b>Company name</b>	<b>Reason for termination*</b>
Android Industries	Company unable to maintain job creation requirements.
Gestamp North America Inc.	Company unable to meet job creation requirements.
2nd Chance Wood	Company unable to meet job creation requirements.
Senderra RX Partners LLC	Company unable to maintain job creation requirements.
Humanetics Innovative Solutions	Company unable to meet job creation requirements.
Creative Foam Corporation	Company unable to maintain job creation requirements.
Merrill Fabricators	Company unable to maintain Base Job requirements.
Adient US LLC	Company unable to meet job creation requirements.
Falcon Lakeside Manufacturing	Company unable to meet job creation requirements.
ProAct Services	Company unable to meet job creation requirements.
Minghua USA	Company unable to meet job creation requirements.
ABB Inc.	Company unable to meet job creation requirements.
Applied Dynamics	Company unable to meet job creation requirements.
Speedrack Products Group Ltd.	Company unable to maintain job creation requirements.
Eclipse Mold Inc.	Company unable to maintain job creation requirements.
Key Safety Systems	Company unable to meet job creation requirements.
Receptec Corp., dba Laird Technologies	Company unable to meet job creation requirements.
Envisics LLC	Company unable to meet job creation requirements.
Capital Welding Inc.	Company unable to maintain job creation requirements.
SRI International	Company unable to meet job creation requirements.
Lacks Enterprises	Company unable to maintain job creation requirements.
Cosworth LLC	Company ceased operations.
CUP Acquisitions	Company unable to maintain job creation requirements.
Ford Motor Company	Company unable to meet job creation requirements.
Challenge Manufacturing Company	Company unable to meet job creation requirements.
*Termination means the agreement is ended before its specified end date because the company did not comply with the terms and conditions of its written agreement.	

## MICHIGAN BUSINESS DEVELOPMENT PROGRAM: EXHIBIT 1

The Michigan Strategic Fund Act requires the MSF to submit a report on the Michigan Business Development Program (MBDP) activities that occurred the previous fiscal year. This report addresses the reporting requirements for FY 2019. It also includes cumulative activity as of September 30, 2019.

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

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

Since October 1, 2018, 66 projects have been approved by the MSF board or by MSF delegated authority and projects have executed agreements. MSF board members

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

The aggregated projected return on investment (ROI) to the state of Michigan for projects approved for FY 2019 and still active as of February 14, 2020, is 7.07. This means that for every \$1 invested, there is a projected return of \$7.07.

### MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED

Fiscal year 2019: 10/01/2018-09/30/2019

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2012	Teijin America/Continental Structural Plastics	03/15/12	Auburn Hills	Oakland	New	Grant	\$375,000	\$375,000	\$7,952,000	\$0	25	22			-	Terminated	3.73
	Computerized Facility Integration LLC	03/26/12	Southfield	Oakland	Expansion	Grant	\$434,500	\$110,000	\$908,400	\$3,131,304	79	20			-	Terminated	7.47
	Lacks Enterprises Inc.	03/26/12	Grand Rapids	Kent	Expansion	Grant	\$325,000	\$176,042	\$31,900,000	\$16,274,817	120	65			-	Terminated	4.57
	Magna Seating of America Inc.	03/26/12	Highland Park	Wayne	Expansion	Grant	\$732,000	\$732,000	\$2,248,000	\$0	244	288	371	\$36,425	-	Ended	3.55
	Hark Orchids LP	04/30/12	Kalamazoo	Kalamazoo	New	Grant	\$500,000	\$500,000	\$5,000,000	\$8,054,635	80	80	80	\$26,000	-	Ended	6.61
	HCL America Inc.	04/30/12	Jackson	Jackson	New	Grant	\$875,000	\$700,000	\$3,350,000	\$0	200	239	292	\$55,000	-	Ended	4.01
	Huntington Foam Corporation	04/30/12	Greenville	Montcalm	Expansion	Grant	\$340,000	\$340,000	\$2,564,000	\$8,979,802	30	30	21	\$25,911	\$5,191,833	Ended	4.09
	Mayville Engineering Inc.	05/14/12	Byron Center	Kent	Expansion	Grant	\$300,000	\$0	\$1,017,976	\$2,788,800	80	0			-	Terminated	1.20
	Muskegon Castings Corp.	05/02/12	Muskegon	Muskegon	Expansion	Grant	\$540,000	\$540,000	\$10,362,200	\$0	55	55	77	\$24,000	-	Ended	4.95
	MedData	05/21/12	Grand Rapids	Kent	Expansion	Grant	\$250,000	\$250,000	\$2,109,524	\$4,799,153	100	129	239	\$30,160	-	Ended	4.91
	Alticor Inc., dba Amway	05/23/12	Ada	Kent	Expansion	Grant	\$1,600,000	\$0	\$80,950,000	\$67,700,000	180	0			-	Terminated	2.80
	Hyundai America Technical Center Inc.	05/23/12	Superior Township	Washtenaw	Expansion	Other	\$2,500,000	\$2,500,000	\$15,000,000	\$28,669,083	50	59	67	\$80,107	-	Monitoring	7.04
	AGS Automotive Systems Inc.	05/30/12	Sterling Heights	Macomb	Expansion	Grant	\$900,000	\$900,000	\$21,200,000	\$0	90	274	307	\$34,298	-	Ended	4.52
	Altronics Energy LLC	06/06/12	Byron Township	Kent	Expansion	Grant	\$450,000	\$0	\$2,560,000	\$0	80	-			-	Terminated	1.17
	FIAMM Technologies Inc.	06/13/12	Cadillac	Wexford	Expansion	Grant	\$500,000	\$500,000	\$4,427,875	\$0	31	41	67	\$30,501	-	Ended	3.87
	Quality Edge Inc.	06/25/12	Walker	Kent	Expansion	Grant	\$240,000	\$240,000	\$10,478,300	\$239,110	50	39			-	Terminated	3.87
	Brose New Boston Inc.	06/27/12	New Boston	Wayne	Expansion	Grant	\$3,500,000	\$3,500,000	\$61,773,500	\$37,894,202	350	350	351	\$27,118	-	Ended	4.29
	ArcticAx US Ltd. <sup>14</sup>	06/28/12	Grand Rapids	Kent	New	Grant	\$120,000	\$120,000	\$1,859,500	\$1,480,342	28	2			-	Repayment	5.45
	Cooper Standard Automotive	07/23/12	Leonard	Oakland	Expansion	Grant	\$128,580	\$128,580	\$3,546,940	\$0	55	30	99	\$60,000	-	Ended	2.56
	Cherry Growers Inc. <sup>15</sup>	07/25/12	Grawn	Grand Traverse	Expansion	Other	\$2,500,000	\$2,500,000	\$12,499,760	\$0	72	-	-	-	-	Monitoring	4.26
	Materne North America	07/25/12	Grawn	Grand Traverse	Expansion	Other	\$3,000,000	\$3,000,000	\$23,472,500	\$0	65	65	163	\$41,914	-	Monitoring	15.13
	Thai Summit America Corporation	08/09/12	Howell	Livingston	Expansion	Grant	\$300,000	\$300,000	\$34,987,000	\$26,763,089	78	293	634	\$34,424	\$42,000,000	Ended	4.81
	ETS Development Group LLC	08/15/12	Harper Woods	Wayne	Relocation	Grant	\$300,000	\$0	\$25,000	\$0	57	-			-	Terminated	1.00
	Pinnacle Foods Corporation/Vlasic Brands	08/15/12	Imlay City	Lapeer	Expansion	Grant	\$800,000	\$800,000	\$14,331,125	\$0	29	46	71	\$40,900	-	Ended	3.17
	Credit Acceptance Corporation	08/22/12	Southfield	Oakland	Expansion	Grant	\$1,750,000	\$1,750,000	\$10,218,177	\$57,214,047	274	436	572	\$50,000	-	Ended	6.15
	Jason Inc., dba Janesville Acoustics	08/22/12	Battle Creek	Calhoun	New	Grant	\$1,500,000	\$1,500,000	\$15,050,000	\$0	225	266	247	\$29,411	-	Ended	5.23
	Penske Vehicle Services	08/27/12	Troy	Oakland	Expansion	Grant	\$350,000	\$350,000	\$5,708,000	\$1,912,600	176	6			-	Terminated	2.57
	Mayer Polymer USA Inc.	08/29/12	Canton	Wayne	Expansion	Grant	\$200,000	\$200,000	\$3,921,600	\$0	50	50	127	\$30,038	-	Ended	5.16
	MERSEN USA Bn Corp.	08/30/12	Freeland	Bay	Expansion	Grant	\$320,000	\$0	\$21,310,000	\$0	32	-			-	Terminated	0.86
	RSB Transmissions NA Inc.	09/04/12	Homer	Calhoun	Expansion	Grant	\$350,000	\$0	\$12,284,000	\$0	100	-			-	Terminated	1.26
	Magna Closures-Engineered Glass	09/27/12	Holland	Ottawa	Expansion	Grant	\$1,200,000	\$1,200,000	\$10,148,304	\$49,431,845	177	364	344	\$42,738	-	Ended	5.96
	Marrone Michigan Manufacturing LLC	09/28/12	Bangor	Van Buren	Expansion	Grant	\$350,000	\$0	\$19,005,000	\$2,054,466	39	-			-	Terminated	1.98
mophie LLC	09/28/12	Kalamazoo	Kalamazoo	Relocation	Grant	\$240,000	\$240,000	\$4,010,000	\$0	50	129	104	\$30,179	\$1,800,000	Ended	5.21	
Martin-Brower Company LLC	09/28/12	St. Johns	Clinton	Expansion	Grant	\$350,000	\$350,000	\$16,250,000	\$0	150	126			-	Terminated	2.05	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM: EXHIBIT 1 (AGREEMENT EXECUTED) *continued*MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/ stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2013	Monadnock Non-Wovens	10/10/12	Coldwater	Branch	New	Grant	\$360,000	\$0	\$4,518,935	\$136,794	60	-			-	Terminated	1.20
	Continental Automotive Systems	10/22/12	Auburn Hills	Oakland	Expansion	Grant	\$900,000	\$900,000	\$1,650,000	\$0	250	250	558	\$75,000	-	Monitoring	6.90
	Biogenic Reagents	10/24/12	Forsyth Township	Marquette	New	Other	\$2,000,000	\$2,000,000	\$16,985,000	\$6,000,000	27	-	20	\$28,600	-	Terminated	4.04
	The Armored Group LLC	10/31/12	Dearborn Heights	Wayne	Expansion	Grant	\$400,000	\$400,000	\$1,455,000	\$987,890	240	-			-	Terminated	1.88
	Undercar Products Group <sup>10</sup>	11/01/12	Wyoming	Kent	Expansion	Grant	\$475,000	\$475,000	\$26,047,023	\$0	150	151	164	\$50,000	-	Monitoring	4.31
	Henrob Corporation	11/02/12	Lyon Township	Oakland	Expansion	Grant	\$300,000	\$300,000	\$68,491,000	\$83,382,298	152	224	238	\$44,990	-	Ended	5.12
	Summit Polymers Inc.	11/08/12	Portage	Kalamazoo	Expansion	Grant	\$370,000	\$370,000	\$9,300,000	\$37,793,837	70	328	344	\$34,276	-	Ended	4.49
	Cataphora	11/19/12	Ann Arbor	Washtenaw	Expansion	Grant	\$150,000	\$150,000	\$206,200	\$0	30	1			-	Terminated	1.84
	Dart Container Corporation	11/28/12	Alaiedon Township	Ingham	Expansion	Grant	\$3,000,000	\$3,000,000	\$47,000,000	\$120,632,026	325	854	762	\$61,554	-	Ended	5.33
	Getman Corporation	12/04/12	Comstock Township	Kalamazoo	Expansion	Grant	\$300,000	\$0	\$5,538,560	\$6,562,000	150	-			-	Terminated	2.07
	Mueller Plastics Corporation Inc.	12/06/12	Portage	Kalamazoo	New	Grant	\$700,000	\$0	\$26,116,000	\$0	63	-			-	Terminated	0.65
	OPS Solutions	12/06/12	Novi	Oakland	Expansion	Grant	\$400,000	\$400,000	\$268,000	\$606,974	25	26	28	\$77,000	-	Monitoring	6.92
	Founders Brewing Company	12/19/12	Grand Rapids	Kent	Expansion	Other	\$2,000,000	\$2,000,000	\$26,000,000	\$0	52	87	156	\$47,000	\$300,000	Monitoring	10.43
	La-Z-Boy Inc.	12/19/12	Monroe	Monroe	Expansion	Grant	\$3,000,000	\$3,000,000	\$51,500,000	\$66,429,593	50	187	81	\$68,007	-	Ended	5.85
	Sakthi Auto Group USA <sup>13</sup>	12/19/12	Detroit	Wayne	New	Grant	\$1,500,000	\$1,500,000	\$18,600,000	\$183,188,362	170	277	359	\$35,000	-	Ended	4.11
	Two Men and A Truck International	01/09/13	Delhi Township	Ingham	Expansion	Grant	\$350,000	\$350,000	\$3,951,900	\$8,651,369	70	121	129	\$46,736	\$5,415,000	Ended	4.95
	Denso International America Inc.	01/23/13	Southfield	Oakland	Expansion	Grant	\$1,540,000	\$1,540,000	\$45,700,000	\$0	176	188	226	\$86,111	-	Ended	4.88
	Denso Manufacturing Michigan Inc.	01/23/13	Battle Creek	Calhoun	Expansion	Grant	\$1,460,000	\$1,460,000	\$105,440,764	\$0	266	270	792	\$39,145	-	Ended	5.38
	Dieomatic Inc.	01/23/13	Battle Creek	Calhoun	Expansion	Grant	\$976,000	\$664,000	\$162,072,542	\$104,821,131	300	228	295	\$57,736	-	Monitoring	8.21
	KIRCHHOFF Van-Rob Tecumseh	01/23/13	Tecumseh	Lenawee	Expansion	Grant	\$5,300,000	\$5,300,000	\$30,682,381	\$89,600,000	450	472	399	\$45,300	-	Monitoring	6.44
	Lear Corporation	01/23/13	Highland Park	Wayne	Expansion	Grant	\$1,600,000	\$0	\$18,751,279	\$0	230	-			-	Terminated	0.25
	Moran Iron Works Inc.	01/23/13	Onaway	Presque Isle	Expansion	Grant	\$1,000,000	\$1,000,000	\$16,224,911	\$732,347	75	35			-	Repayment	5.86
	Norplas Industries Inc.	01/23/13	Brownstown	Wayne	Expansion	Grant	\$630,000	\$630,000	\$81,750,485	\$81,750,485	400	393			-	Terminated	3.95
	Rigaku Innovative Technologies Inc.	01/23/13	Auburn Hills	Oakland	Expansion	Other	\$2,000,000	\$2,000,000	\$55,700,000	\$0	25	-			-	Repayment	6.82
	Whirlpool Corporation	01/23/13	Benton Harbor	Berrien	Relocation	Grant	\$2,400,000	\$2,400,000	\$18,945,000	\$0	180	180	182	\$90,115	-	Ended	3.85
	Black & Veatch Corporation	01/25/13	Ann Arbor	Washtenaw	Expansion	Grant	\$265,000	\$265,000	\$13,488,723	\$5,117,000	50	0			-	Terminated	5.23
	Baker Industries Inc.	01/29/13	Macomb	Macomb	Expansion	Grant	\$500,000	\$500,000	\$9,856,650	\$11,300,000	165	92			-	Terminated	3.10
	Herbruck Poultry Ranch Inc.	02/14/13	Saranac	Ionia	Expansion	Grant	\$500,000	\$500,000	\$17,150,000	\$44,192,351	50	243	243	\$26,538	-	Ended	5.05
	Dieomatic Inc.	02/27/13	Auburn Hills	Oakland	Expansion	Grant	\$690,000	\$690,000	\$25,861,000	\$104,593,785	230	230	230	\$41,287	-	Ended	5.73
	Lyons Consulting Group	03/01/13	Ann Arbor	Washtenaw	Expansion	Grant	\$300,000	\$300,000	\$1,142,833	\$0	30	30	52	\$100,000	-	Ended	5.04
	Challenge Manufacturing Company <sup>11</sup>	03/11/13	Holland	Allegan	Expansion	Grant	\$1,000,000	\$1,000,000	\$10,290,000	\$2,978,244	180	153			-	Terminated	2.82
	Hanwha Advanced Materials America LLC	03/12/13	Monroe	Monroe	Expansion	Grant	\$165,720	\$165,720	\$12,000,000	\$32,962,674	50	51	51	\$35,360	-	Ended	5.65
	Detroit Thermal Systems LLC	03/21/13	Romulus	Wayne	New	Grant	\$750,000	\$750,000	\$27,073,125	\$32,116,649	312	312	582	\$41,000	-	Ended	4.73
	Newell Brands	03/27/13	Kalamazoo	Kalamazoo	Relocation	Grant	\$2,000,000	\$2,000,000	\$2,300,000	\$0	100	120	142	\$90,965	-	Ended	4.57
Southwest Michigan First Corp.	04/01/13	Kalamazoo	Kalamazoo	New	Loan	\$4,000,000	\$4,000,000	\$4,265,000	\$0	-	-	-	-	-	Monitoring	5.56	
Rassini Brakes LLC	04/04/13	Mt. Morris Twp.	Genesee	New	Grant	\$500,000	\$500,000	\$17,310,800	\$3,958,081	55	91	87	\$28,600	-	Ended	3.78	
Bleistahl North America LP	04/05/13	Battle Creek	Calhoun	New	Grant	\$475,000	\$475,000	\$11,593,900	\$0	55	79	85	\$37,500	\$468,000	Ended	4.84	
Kay Manufacturing Co.	04/08/13	St. Joseph Township	Berrien	Expansion	Grant	\$350,000	\$350,000	\$9,290,000	\$0	80	80	81	\$40,772	-	Ended	4.89	
Belmont Engineered Plastics LLC	04/15/13	Belmont	Kent	New	Grant	\$900,000	\$900,000	\$5,510,000	\$0	62	145	176	\$32,648	-	Ended	5.16	
Grand Rapids Chair Company	04/15/13	Byron Center	Kent	Expansion	Grant	\$200,000	\$200,000	\$2,540,000	\$0	50	56	44	\$36,162	-	Ended	4.91	
CDK Global LLC	04/24/13	Detroit	Wayne	Expansion	Grant	\$1,500,000	\$1,500,000	\$3,300,000	\$0	150	158	150	\$60,000	-	Ended	4.25	
Rec Boat Holdings LLC	04/25/13	Cadillac	Wexford	Expansion	Grant	\$800,000	\$800,000	\$4,785,381	\$3,202,565	25	157	168	\$31,204	-	Ended	4.68	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM: EXHIBIT 1 (AGREEMENT EXECUTED) *continued*MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/ stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2013	JR Automation Technologies LLC	04/29/13	Holland	Ottawa	Expansion	Grant	\$300,000	\$300,000	\$4,166,000	\$0	90	90	861	\$53,051	-	Ended	5.08
	Kay Automotive Graphics	05/06/13	Orion Township	Oakland	Expansion	Grant	\$350,000	\$350,000	\$12,915,000	\$15,631,116	50	79	90	\$36,243	-	Monitoring	7.89
	Post Consumer Brands	05/07/13	Battle Creek	Calhoun	Expansion	Grant	\$700,000	\$0	\$29,825,000	\$382,040,000	92	-	-	-	-	Terminated	2.01
	SMR Automotive Systems USA Inc.	05/22/13	Marysville	St. Clair	Expansion	Grant	\$4,000,000	\$4,000,000	\$40,237,154	\$0	350	407	608	\$46,350	-	Ended	4.93
	Blissfield Manufacturing Company	06/14/13	Blissfield	Lenawee	Expansion	Grant	\$125,000	\$125,000	\$1,530,735	\$0	68	6	-	-	-	Terminated	5.02
	Merhow Acquisition LLC, dba Merhow Industries	06/03/13	White Pigeon	St. Joseph	Relocation	Grant	\$200,000	\$200,000	\$1,075,000	\$0	46	69	102	\$33,249	\$822,000	Ended	4.95
	Senderra RX Partners LLC	06/14/13	Flint Township	Genesee	Expansion	Grant	\$200,000	\$200,000	\$675,500	\$0	70	54	79	\$35,863	-	Terminated	5.11
	TRMI Inc.	06/03/13	Battle Creek	Calhoun	Expansion	Grant	\$700,000	\$700,000	\$11,100,000	\$11,100,000	150	150	230	\$32,550	-	Ended	4.94
	ZYNP International Corporation <sup>11</sup>	06/21/13	Romulus	Wayne	Expansion	Grant	\$350,000	\$350,000	\$9,561,532	\$0	51	52	56	\$26,000	-	Ended	5.97
	Integrated Manufacturing & Assembly LLC	06/26/13	Detroit	Wayne	Expansion	Grant	\$3,400,000	\$3,400,000	\$32,454,809	\$28,666,013	566	666	676	\$38,400	-	Terminated	3.51
	GKN Driveline	07/11/13	Auburn Hills	Oakland	Expansion	Grant	\$1,000,000	\$1,000,000	\$5,100,000	\$29,878,067	50	75	87	\$85,526	-	Ended	4.30
	Daimler AG, Plant Detroit Diesel	07/18/13	Redford Township	Wayne	Expansion	Grant	\$250,000	\$250,000	\$77,200,000	\$137,291,245	50	564	676	\$89,148	-	Ended	5.41
	Fairlife LLC	07/22/13	Coopersville	Ottawa	New	Grant	\$900,000	\$900,000	\$127,563,150	\$0	125	125	214	\$47,132	-	Ended	3.88
	TPUSA Inc., dba TeleperformanceUSA	07/23/13	Cascade Township	Kent	Expansion	Grant	\$600,000	\$0	\$3,792,000	\$2,126,220	400	-	-	-	-	Terminated	1.59
	Jackson National Life	07/24/13	Lansing	Ingham	Expansion	Grant	\$5,300,000	\$4,150,000	\$100,000,004	\$55,700,386	704	553	933	\$61,990	-	Monitoring	10.05
	Unique Tool and Manufacturing Co. Inc.	07/26/13	Bedford Township	Monroe	Expansion	Grant	\$150,000	\$0	\$4,669,325	\$5,330,424	57	-	-	-	-	Terminated	1.48
	Asterand Bioscience	07/29/13	Detroit	Wayne	Expansion	Grant	\$250,000	\$0	\$1,700,000	\$443,552	25	-	-	-	-	Terminated	1.52
	Coyote Logistics	08/05/13	Ann Arbor	Washtenaw	Expansion	Grant	\$1,000,000	\$1,000,000	\$1,200,500	\$0	120	179	168	\$40,000	-	Ended	4.86
	VernDale Products Inc.	08/28/13	Detroit	Wayne	Expansion	Other	\$436,000	\$436,000	\$15,991,458	\$22,048,651	13	13	15	\$48,932	\$19,000,000	Ended	5.25
	Firstronic LLC	09/04/13	Grand Rapids	Kent	Expansion	Grant	\$300,000	\$300,000	\$2,245,000	\$0	110	110	120	\$27,040	\$250,000	Ended	4.58
ADAC Automotive	09/09/13	Muskegon	Muskegon	Expansion	Grant	\$650,000	\$650,000	\$7,903,000	\$0	90	90	417	\$35,000	-	Ended	4.58	
Longbow Advantage	09/10/13	Ann Arbor	Washtenaw	Expansion	Grant	\$250,000	\$0	\$411,400	\$0	32	0	-	-	-	Terminated	1.05	
Dairy Farmers of America Inc.	09/25/13	Cass City	Tuscola	Expansion	Grant	\$500,000	\$500,000	\$40,000,000	\$0	25	35	34	\$45,905	-	Ended	4.19	
ReNu Wireless USA	09/29/13	Roseville	Macomb	Expansion	Grant	\$900,000	\$0	\$5,251,002	\$0	200	-	-	-	-	Terminated	1.42	
2014	Universal Marketing Group	10/01/13	Ann Arbor	Washtenaw	New	Grant	\$600,000	\$0	\$568,662	\$715,308	400	0	-	-	-	Terminated	1.46
	Yanfeng US Automotive Interior Systems II LLC	10/02/13	Frenchtown Twp.	Monroe	Expansion	Grant	\$800,000	\$800,000	\$16,927,000	\$0	182	182	299	\$34,720	-	Ended	3.47
	Triumph Gear Systems	10/07/13	Macomb Township	Macomb	Expansion	Grant	\$250,000	\$250,000	\$15,180,000	\$11,918,342	60	98	86	\$74,820	-	Monitoring	6.56
	CHi (Charter House Innovations)	10/15/13	Holland Township	Ottawa	Expansion	Grant	\$200,000	\$200,000	\$3,052,000	\$0	50	51	72	\$32,682	-	Ended	4.40
	Fontijne Grotnes	10/15/13	Milton Township	Cass	New	Grant	\$300,000	\$0	\$2,618,000	\$0	31	0	-	-	-	Terminated	1.46
	Comprehensive Logistics Co. Inc.	10/17/13	Detroit	Wayne	Expansion	Grant	\$600,000	\$600,000	\$18,140,000	\$0	300	300	300	\$39,500	\$18,500,000	Monitoring	5.10
	Navitas Advanced Solutions Group	10/15/13	Pittsfield Township	Washtenaw	Expansion	Loan	\$500,000	\$500,000	\$9,287,000	\$0	40	40	57	\$68,174	\$8,821,388	Monitoring	5.13
	Aisin Technical Center of North America <sup>10</sup>	10/23/13	Northville	Wayne	Expansion	Grant	\$1,200,000	\$800,000	\$32,724,600	\$9,871,207	151	103	130	\$65,500	-	Monitoring	7.26
	Pillar Technology Group LLC	11/01/13	Ann Arbor	Washtenaw	Expansion	Grant	\$350,000	\$350,000	\$1,425,000	\$1,064,522	45	69	69	\$106,009	\$25,000	Ended	5.14
	Ventra Grand Rapids 5 LLC	11/05/13	Kentwood	Kent	Expansion	Grant	\$650,000	\$650,000	\$16,296,797	\$29,490,756	150	498	635	\$29,501	-	Ended	3.22
	Cooper Standard (Fairview)	11/06/13	Comins Township	Oscoda	Expansion	Grant	\$1,000,000	\$1,000,000	\$6,359,817	\$0	177	201	201	\$33,887	-	Ended	4.87
	Lauren Plastics <sup>13</sup>	11/15/13	Spring Lake	Ottawa	Expansion	Grant	\$225,000	\$225,000	\$7,063,000	\$0	50	50	51	\$30,160	-	Monitoring	4.92
	HTC Global Services Inc.	11/20/13	Troy	Oakland	Expansion	Grant	\$1,750,000	\$1,750,000	\$3,372,500	\$1,083,825	203	224	232	\$34,989	-	Ended	5.15
	Niowave Inc.	11/20/13	Lansing	Ingham	Expansion	Other	\$1,500,000	\$1,500,000	\$79,000,000	\$0	30	30	30	\$51,785	-	Repayment	10.21
	SpartanNash <sup>10</sup>	11/20/13	Byron Center	Kent	Expansion	Grant	\$1,812,500	\$1,500,000	\$18,271,496	\$0	147	72	141	\$62,500	-	Monitoring	5.48
	SRI International	11/20/13	Plymouth	Wayne	Expansion	Grant	\$800,000	\$640,000	\$624,535	\$0	25	20	21	\$110,959	\$1,327,802	Terminated	5.55
	Mahindra GenZe <sup>13</sup>	11/25/13	Ann Arbor	Washtenaw	New	Grant	\$300,000	\$300,000	\$2,010,000	\$7,003,338	34	38	14	\$33,213	\$1,872,196	Monitoring	6.23
Industrial Services Group	12/04/13	Vergennes Twp.	Kent	Expansion	Grant	\$175,000	\$0	\$1,630,000	\$1,146,000	50	-	-	-	-	Terminated	1.64	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM: EXHIBIT 1 (AGREEMENT EXECUTED) *continued***MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/ stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
	Circuit Controls Corporation	12/11/13	Bear Creek Twp.	Emmet	Expansion	Grant	\$180,000	\$180,000	\$21,722,000	\$0	36	39	46	\$27,500	-	Ended	4.59
	Vectorform LLC	12/12/13	Royal Oak	Oakland	Expansion	Grant	\$375,000	\$250,000	\$2,240,455	\$1,702,921	50	51	59	\$103,202	-	Monitoring	5.91
	Mediimpact Healthcare Systems Inc.	12/19/13	Van Buren Twp.	Wayne	New	Grant	\$150,000	\$100,000	\$2,074,000	\$0	75	70	63	\$38,797	-	Ended	4.86
	Magna Exteriors and Interiors USA Inc.	01/29/14	China Twp.	St. Clair	Expansion	Grant	\$822,000	\$822,000	\$3,639,100	\$0	274	344	344	\$25,700	-	Ended	1.40
	MANN+HUMMEL USA Inc.	01/31/14	Portage	Kalamazoo	Expansion	Grant	\$325,000	\$325,000	\$17,425,000	\$47,759,676	70	76	65	\$40,293	-	Ended	5.28
	Advance Engineering Company	02/06/14	Canton	Wayne	Expansion	Grant	\$200,000	\$200,000	\$6,554,000	\$5,228,653	75	77	77	\$35,943	-	Ended	3.77
	ThinkTech Inc.	02/06/14	Ann Arbor	Washtenaw	Expansion	Grant	\$500,000	\$500,000	\$2,938,551	\$3,047,099	50	50	55	\$115,698	-	Ended	4.56
	Capital Welding Inc.	02/24/14	Detroit	Wayne	Relocation	Grant	\$420,000	\$420,000	\$20,030,000	\$2,200,000	70	73	70	\$45,000	-	Repayment	5.41
	Eberspacher North America Inc.	02/25/14	Brighton	Livingston	Expansion	Grant	\$1,200,000	\$1,200,000	\$122,000,000	\$27,332,823	545	142			-	Terminated	3.44
	Kalitta Air	02/25/14	Oscoda	Iosco	Expansion	Grant	\$2,000,000	\$2,000,000	\$9,730,431	\$12,583,024	200	220	200	\$42,640	-	Monitoring	5.98
	XanEdu Publishing Inc.	02/26/14	Pittsfield Twp.	Washtenaw	Expansion	Grant	\$100,000	\$100,000	\$1,030,000	\$100,000	50	16			-	Terminated	3.86
	Proos Manufacturing Inc.	03/05/14	Grand Rapids	Kent	Expansion	Grant	\$200,000	\$75,000	\$5,665,370	\$360,000	50	20			-	Terminated	4.85
	Avon Protection Systems Inc.	03/06/14	Cadillac	Wexford	Expansion	Grant	\$100,000	\$100,000	\$925,500	\$10,089,423	29	41	29	\$25,000	-	Ended	2.94
	Nyloncraft of Michigan Inc.	03/14/14	Jonesville	Hillsdale	Expansion	Grant	\$150,000	\$150,000	\$4,693,000	\$0	40	40	59	\$28,900	-	Ended	3.71
	Hirata	03/24/14	Lyon Township	Oakland	Expansion	Grant	\$200,000	\$0	\$2,065,380	\$0	39	-			-	Terminated	2.05
	Borgwarner Inc.	03/25/14	Auburn Hills	Oakland	Expansion	Grant	\$3,200,000	\$3,200,000	\$11,000,000	\$0	180	182	187	\$71,642	-	Ended	3.92
	M1 Rail	03/25/14	Detroit	Wayne	New	Loan	\$10,000,000	\$10,000,000	\$131,957,023	\$110,023,375	-	-	46	\$49,000	\$9,598,447	Monitoring	14.30
	Oerlikon Balzers Coatings USA Inc.	03/28/14	Lake Orion	Oakland	Expansion	Grant	\$250,000	\$0	\$6,038,000	\$30,000	50	-			-	Terminated	2.28
	Fuyao Automotive North America Inc.	04/08/14	Lake Orion	Oakland	Expansion	Grant	\$1,000,000	\$1,000,000	\$15,390,000	\$60,227,084	100	100	256	\$47,023	-	Monitoring	5.64
	Molina Healthcare of Michigan	04/22/14	Troy	Oakland	Expansion	Grant	\$2,296,000	\$2,296,000	\$20,323,311	\$22,092,700	462	464	464	\$65,322	-	Ended	4.35
2014	Inglass USA Inc. <sup>11</sup>	04/24/14	Byron Center	Kent	New	Grant	\$300,000	\$211,500	\$17,668,890	\$13,283,557	50	50	59	\$55,730	-	Monitoring	5.17
	NOVO <sup>1</sup>	04/24/14	Cascade Township	Kent	Expansion	Grant	\$272,000	\$0	\$1,500,000	\$0	287	0			-	Terminated	2.51
	Herbruck Poultry Ranch Inc.	04/25/14	Lake Odessa	Ionia	Expansion	Grant	\$750,000	\$750,000	\$76,500,000	\$44,192,352	100	110	325	\$30,534	\$44,192,352	Monitoring	5.13
	Mahindra Vehicle Manufacturers Ltd.	04/28/14	Troy	Oakland	New	Grant	\$500,000	\$500,000	\$1,912,854	\$1,912,854	112	120	120	\$48,006	-	Ended	4.56
	AvaSure <sup>11</sup>	05/14/14	Plainfield Township	Kent	Expansion	Grant	\$550,000	\$550,000	\$1,896,400	\$3,228,639	110	110	110	\$65,230	-	Monitoring	6.73
	Toyoda Gosei North America Corporation	05/14/14	Troy	Oakland	Expansion	Grant	\$250,000	\$250,000	\$7,951,500	\$4,636,971	51	51	245	\$68,283	\$3,001,968	Ended	4.40
	Challenge Manufacturing Company	05/27/14	Pontiac	Oakland	Expansion	Grant	\$2,238,000	\$1,400,000	\$50,000,000	\$0	250	250	161	\$50,022	-	Ended	5.42
	Bowers Manufacturing Company	06/04/14	Battle Creek	Calhoun	New	Grant	\$236,500	\$236,500	\$22,842,000	\$0	186	-			-	Terminated	3.49
	SolarBos	06/04/14	Walker	Kent	New	Grant	\$160,000	\$160,000	\$884,000	\$762,000	50	34	34	\$45,000	-	Terminated	4.97
	Cascade Die Casting Group	06/05/14	Sparta	Kent	Expansion	Grant	\$275,000	\$275,000	\$5,336,000	\$12,530,889	50	54	74	\$46,920	-	Monitoring	5.51
	Hirotec America Inc.	07/01/14	Auburn Hills	Oakland	Expansion	Grant	\$1,000,000	\$1,000,000	\$26,000,000	\$0	110	110	81	\$64,000	-	Monitoring	6.39
	Ventra Ionia Main LLC	06/09/14	Ionia	Ionia	Expansion	Grant	\$500,000	\$500,000	\$8,504,539	\$22,875,923	144	144	201	\$31,091	-	Ended	3.92
	Medbio Inc.	07/08/14	Cascade Township	Kent	Expansion	Grant	\$180,000	\$180,000	\$3,393,000	\$5,984,729	45	69	86	\$42,300	-	Ended	4.89
	NEMO Capital Partners LLC	07/11/14	Southfield	Oakland	New	Grant	\$300,000	\$300,000	\$2,607,300	\$0	145	45			\$300,000	Terminated	2.65
	S&P Data LLC <sup>13</sup>	07/14/14	Troy	Oakland	New	Grant	\$1,000,000	\$600,000	\$4,380,546	\$0	400	100	179	\$30,000	-	Monitoring	5.90
	Walbro Engine Management	07/11/14	Cass City	Tuscola	Expansion	Grant	\$165,000	\$165,000	\$4,150,000	\$2,117,174	25	66	66	\$45,588	-	Ended	4.69
	Eissmann Automotive Port Huron LLC	07/15/14	Port Huron	St. Clair	New	Grant	\$710,600	\$710,600	\$13,550,000	\$16,823,607	225	192	191	\$35,308	\$16,242,000	Ended	4.92
	Roush Industries Inc.	07/18/14	Livonia	Wayne	Expansion	Grant	\$1,000,000	\$1,000,000	\$8,700,775	\$27,038,153	210	588	229	\$41,339	-	Ended	4.33
	Brembo North America Inc.	07/22/14	Albion Township	Calhoun	Expansion	Grant	\$2,000,000	\$2,000,000	\$78,428,651	\$174,405,159	254	257	255	\$53,340	\$18,445,218	Monitoring	5.67
	HA Automotive Systems Inc.	07/22/14	Troy	Oakland	New	Grant	\$1,100,000	\$0	\$28,800,000	\$0	208	-			\$8,500,000	Terminated	2.72
	Suniva Inc. <sup>15</sup>	07/22/14	Saginaw	Saginaw	New	Grant	\$2,500,000	\$1,050,000	\$12,225,000	\$0	350	0	144	\$34,000	-	Monitoring	6.14
	Anchor Coupling Inc.	07/24/14	Menominee	Menominee	Expansion	Grant	\$746,666	\$746,666	\$9,056,000	\$7,107,415	110	59	190	\$30,504	-	Ended	4.35



MICHIGAN BUSINESS DEVELOPMENT PROGRAM: EXHIBIT 1 (AGREEMENT EXECUTED) *continued*MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/ stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2014	Celia Corporation	07/28/14	Sparta	Kent	Expansion	Grant	\$233,000	\$0	\$4,175,000	\$500,000	50	-			-	Terminated	3.01
	Flow-Rite	07/30/14	Byron Center	Kent	Expansion	Grant	\$105,000	\$105,000	\$6,055,552	\$0	50	70	91	\$43,063	\$1,100,000	Ended	4.87
	Middleville Tool & Die Company Inc.	07/30/14	Yankee Springs Twp.	Barry	Expansion	Grant	\$350,000	\$350,000	\$6,300,000	\$0	35	38	38	\$33,000	-	Ended	4.89
	Duffey Petrosky	08/04/14	Farmington Hills	Oakland	Expansion	Grant	\$1,000,000	\$0	\$912,708	\$0	204	-			-	Terminated	1.51
	Transform Automotive LLC	08/08/14	Shelby Township	Macomb	Expansion	Grant	\$550,000	\$550,000	\$41,946,000	\$0	77	98	98	\$52,250	\$44,000,000	Ended	4.22
	Unified Business Technologies Inc.	08/08/14	Troy	Oakland	Expansion	Grant	\$300,000	\$300,000	\$17,174,800	\$1,737,203	25	25	25	\$50,039	-	Monitoring	5.26
	Toyota Motor Engineering & Manufacturing N.A. Inc.	08/26/14	Ann Arbor	Washtenaw	Expansion	Grant	\$5,000,000	\$3,400,000	\$107,650,000	\$99,620,948	335	296	419	\$85,067	-	Monitoring	8.05
	Neogen Corporation	08/28/14	Lansing	Ingham	Expansion	Grant	\$100,000	\$100,000	\$1,035,000	\$3,207,931	25	244	239	\$26,187	-	Ended	4.85
	American Axle & Manufacturing	09/05/14	Detroit	Wayne	Expansion	Grant	\$1,000,000	\$1,000,000	\$15,400,000	\$50,093,637	75	154	153	\$97,717	\$921,509	Ended	4.92
	Costco Wholesale Corporation	09/08/14	Van Buren Twp.	Wayne	New	Grant	\$450,000	\$450,000	\$47,890,000	\$65,301,619	126	175	275	\$47,600	-	Monitoring	5.16
	International Business Machines Corporation	09/08/14	East Lansing	Ingham	Expansion	Grant	\$500,000	\$0	\$200,000	\$0	100	-			-	Terminated	1.12
	Hannigan Insurance Agency	09/12/14	Ann Arbor	Washtenaw	Expansion	Grant	\$400,000	\$81,000	\$516,000	\$105,000	75	16			-	Terminated	3.06
	Android Industries	09/17/14	Detroit	Wayne	Expansion	Grant	\$500,000	\$500,000	\$16,487,341	\$11,000,000	100	69			-	Repayment	3.88
	Dicastal North America Inc.	09/17/14	Greenville	Montcalm	New	Grant	\$3,500,000	\$3,500,000	\$139,616,538	\$202,144,074	300	401	472	\$37,091	\$52,982,000	Monitoring	5.42
	Plasan Carbon Composites Inc.	09/17/14	Walker	Kent	Expansion	Other	\$4,800,000	\$4,800,000	\$29,022,000	\$0	620	418			-	Repayment	3.46
	Nextthermal Corporation	09/19/14	Battle Creek	Calhoun	Expansion	Grant	\$50,000	\$50,000	\$1,964,000	\$578,565	50	6			\$10,095	Terminated	2.36
HARMAN	09/30/14	Novi	Oakland	Expansion	Grant	\$800,000	\$800,000	\$44,889,000	\$18,000,000	150	176	396	\$103,196	-	Monitoring	6.07	
2015	SL America Corporation	10/06/14	Auburn Hills	Oakland	Expansion	Grant	\$615,000	\$615,000	\$8,011,214	\$2,963,140	72	73	91	\$101,005	-	Monitoring	5.05
	L&W Engineering	10/09/14	Detroit	Wayne	Expansion	Grant	\$300,000	\$300,000	\$10,100,000	\$0	100	100	100	\$48,672	\$16,373,348	Ended	4.10
	Summit Polymers Inc.	10/09/14	Vicksburg	Kalamazoo	Expansion	Grant	\$570,000	\$570,000	\$7,290,552	\$0	140	152	156	\$31,069	-	Ended	3.26
	Lippert Components Manufacturing Inc.	10/16/14	Sterling Heights	Macomb	Expansion	Grant	\$200,000	\$200,000	\$1,668,000	\$4,915,338	102	144	144	\$50,284	-	Ended	4.14
	NBJX	10/16/14	Canton	Wayne	Expansion	Grant	\$300,000	\$0	\$8,053,000	\$363,222	75	-			-	Terminated	2.51
	Greenfield Die & Manufacturing Corp.	10/28/14	Plymouth	Wayne	Expansion	Grant	\$2,000,000	\$2,000,000	\$42,968,954	\$0	128	128	128	\$106,088	-	Monitoring	6.08
	Magna International of America, Mimco Inc.	10/28/14	Plymouth Township	Wayne	Expansion	Grant	\$1,127,000	\$1,127,000	\$59,227,000	\$159,079,804	175	321	321	\$53,743	-	Ended	4.46
	Mobis North America LLC	10/28/14	Plymouth	Wayne	Expansion	Grant	\$750,000	\$750,000	\$26,570,000	\$14,200,000	75	75	84	\$84,675	-	Ended	4.09
	Thomson Reuters (Tax & Accounting) Inc. <sup>10</sup>	10/28/14	Pittsfield Township	Washtenaw	Expansion	Grant	\$2,000,000	\$0	\$19,866,000	\$53,984,598	250	-	115	\$53,597	-	Monitoring	10.06
	LTC Roll & Engineering	10/29/14	Cottrellville	St. Clair	Expansion	Grant	\$450,000	\$0	\$8,550,000	\$0	90	-			-	Terminated	2.27
	Fullerton Tool Company Inc.	10/31/14	Saginaw	Saginaw	Expansion	Grant	\$130,000	\$130,000	\$8,044,884	\$7,027,395	58	21			\$6,736,500	Terminated	2.48
	STEC USA Inc.	11/05/14	Madison Heights	Oakland	New	Grant	\$700,000	\$100,000	\$15,097,200	\$10,440,000	176	30	28	\$50,600	\$1,600,000	Monitoring	8.07
	TG Fluid Systems USA Corporation <sup>10</sup>	11/21/14	Brighton	Livingston	Expansion	Grant	\$150,000	\$150,000	\$12,934,128	\$0	36	39	130	\$25,334	-	Monitoring	4.48
	Covisint LLC	11/25/14	Southfield	Oakland	Expansion	Grant	\$1,500,000	\$0	\$5,500,000	\$2,786,600	50	-			-	Terminated	1.88
	Founders Brewing Company <sup>10</sup>	11/25/14	Grand Rapids	Kent	Expansion	Grant	\$250,000	\$250,000	\$40,400,000	\$120,673,000	72	283	108	\$48,553	-	Monitoring	4.96
	Howmet Corporation, dba Arconic	11/26/14	Whitehall	Muskegon	Expansion	Grant	\$285,000	\$285,000	\$16,734,500	\$15,604,162	25	25	53	\$45,600	-	Monitoring	5.98
	DAVID Corporation <sup>10</sup>	12/05/14	Livonia	Wayne	Expansion	Grant	\$150,000	\$104,000	\$418,180	\$453,035	26	18	19	\$124,000	-	Monitoring	6.46
	Brose North America Inc.	12/16/14	Auburn Hills	Wayne	Expansion	Grant	\$6,950,000	\$4,850,000	\$202,595,077	\$123,617,169	775	639	695	\$31,250	-	Monitoring	7.43
	Paslin Company	12/16/14	Warren	Macomb	Expansion	Grant	\$1,700,000	\$1,700,000	\$20,612,000	\$25,326,605	200	200	208	\$78,593	-	Monitoring	5.39
	Fori Automation	12/19/14	Shelby Township	Macomb	Expansion	Grant	\$250,000	\$250,000	\$9,900,000	\$0	52	55	81	\$85,429	-	Monitoring	4.81
NHK International Corporation	12/29/14	Novi	Oakland	Expansion	Grant	\$150,000	\$150,000	\$9,000,000	\$0	26	26	41	\$117,881	-	Monitoring	4.97	
Irwin Seating Company	12/29/14	Walker	Kent	Expansion	Grant	\$300,000	\$300,000	\$1,900,000	\$4,175,000	60	119	145	\$46,800	-	Monitoring	4.73	
Forest River Products	01/27/15	White Pigeon	St. Joseph	New	Grant	\$350,000	\$0	\$7,080,000	\$0	396	-			-	Terminated	1.58	
Cargill Kitchen Solutions	01/30/15	Lake Odessa	Ionia	Expansion	Grant	\$262,500	\$262,500	\$27,512,000	\$27,555,487	35	85	106	\$41,175	-	Ended	4.16	
CDK Global LLC	02/01/15	Detroit	Wayne	Expansion	Grant	\$1,000,000	\$1,000,000	\$3,590,000	\$0	100	103	121	\$60,000	-	Ended	3.29	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM: EXHIBIT 1 (AGREEMENT EXECUTED) *continued***MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/ stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2015	Orbtec 3D Technology International Inc.	02/03/15	Troy	Oakland	New	Grant	\$300,000	\$0	\$3,228,118	\$679,960	40	-			-	Terminated	1.46
	OMT Veyhl USA Corporation <sup>10</sup>	02/11/15	Holland	Ottawa	Expansion	Grant	\$750,000	\$750,000	\$9,831,700	\$18,329,859	206	206	210	\$37,633	-	Monitoring	4.73
	Sensient Flavors	02/11/15	Harbor Beach	Huron	Expansion	Grant	\$150,000	\$150,000	\$31,850,000	\$25,900,000	28	28	30	\$53,493	-	Monitoring	5.84
	MIG Molding	02/12/15	Almont	Lapeer	Expansion	Grant	\$105,000	\$0	\$1,242,422	\$0	32	-			-	Terminated	1.19
	Gentherm Inc. <sup>11</sup>	02/19/15	Farmington Hills	Oakland	Expansion	Grant	\$750,000	\$750,000	\$8,442,500	\$11,621,768	150	150	186	\$95,000	-	Monitoring	5.78
	3Con Corporation	02/26/15	Wixom	Oakland	New	Grant	\$550,000	\$0	\$6,417,500	\$170,000	136	-			-	Terminated	2.33
	Denso Manufacturing Michigan Inc.	02/26/15	Battle Creek	Calhoun	Expansion	Grant	\$640,000	\$640,000	\$56,635,500	\$0	100	105	205	\$40,465	-	Ended	2.42
	KUKA Systems North America LLC	03/03/15	Clinton Township	Macomb	Expansion	Grant	\$900,000	\$814,654	\$14,400,000	\$14,459,253	116	111	91	\$71,138	-	Monitoring	6.50
	Superior Industries International Inc.	03/16/15	Southfield	Oakland	Relocation	Grant	\$900,000	\$793,750	\$2,517,000	\$0	75	67	70	\$105,642	-	Monitoring	7.21
	Daimler AG, Plant Detroit Diesel	03/24/15	Redford Township	Wayne	Expansion	Grant	\$955,080	\$610,190	\$208,000,000	\$52,439,554	180	201	486	\$89,148	-	Monitoring	5.12
	Emhart Technologies <sup>10</sup>	03/27/15	Chesterfield	Macomb	Expansion	Grant	\$350,000	\$350,000	\$32,871,000	\$20,150,000	83	90	59	\$58,810	-	Monitoring	4.68
	Plasan North America	03/30/15	Walker	Kent	New	Grant	\$850,000	\$600,000	\$12,330,000	\$4,790,315	121	81	105	\$56,611	-	Monitoring	5.52
	TI Automotive	04/09/15	Auburn Hills	Oakland	Expansion	Grant	\$185,000	\$185,000	\$7,033,133	\$0	36	36	36	\$110,000	-	Monitoring	3.54
	Atomic Object LLC <sup>11</sup>	04/13/15	Grand Rapids	Kent	Expansion	Grant	\$189,000	\$80,000	\$2,942,700	\$313,634	25	8	17	\$78,234	-	Monitoring	6.18
	Sakthi Auto Group USA	04/28/15	Detroit	Wayne	Expansion	Grant	\$3,500,000	\$3,500,000	\$31,865,000	\$0	350	367	622	\$35,000	\$76,067,000	Monitoring	6.51
	Terryberry Company	05/01/15	Grand Rapids	Kent	Expansion	Grant	\$140,000	\$140,000	\$2,650,000	\$3,108,160	53	30			-	Terminated	2.02
	Harloff Manufacturing Company	05/04/15	Paw Paw	Van Buren	Relocation	Grant	\$103,000	\$103,000	\$920,250	\$3,152,739	25	29	30	\$32,444	-	Monitoring	5.17
	Hearthside Food Solutions	05/06/15	Kentwood	Kent	Expansion	Grant	\$450,000	\$450,000	\$10,698,400	\$10,490,089	91	91	91	\$38,971	\$476,459	Ended	2.56
	Bmax USA	05/11/15	Pontiac	Oakland	New	Grant	\$250,000	\$0	\$1,348,900	\$250,000	26	-			-	Terminated	2.17
	Michigan Brand	06/04/15	Frankenmuth	Saginaw	Expansion	Grant	\$250,000	\$250,000	\$4,785,000	\$25,236	94	123	131	\$21,840	\$4,000,000	Ended	3.80
	Ferrous CAL Co.	06/08/15	Gibraltar	Wayne	Expansion	Other	\$6,000,000	\$6,000,000	\$50,200,000	\$61,700,000	25	-	12	\$61,700	\$245,000	Monitoring	7.30
	Marada Industries Inc.	06/08/15	Lyon Township	Oakland	New	Grant	\$1,440,000	\$1,440,000	\$56,088,310	\$56,092,991	225	245	302	\$50,072	-	Monitoring	5.36
	Agape Plastics Inc.	06/19/15	Tallmadge Township	Ottawa	Expansion	Grant	\$300,000	\$300,000	\$14,715,000	\$14,785,480	54	54	64	\$35,500	-	Monitoring	4.85
	Magna Seating of America Inc.	06/19/15	Novi	Oakland	Expansion	Grant	\$984,000	\$0	\$65,191,000	\$0	164	-			-	Terminated	1.15
	Mico Industries	06/19/15	Kentwood	Kent	Expansion	Grant	\$215,000	\$215,000	\$8,186,955	\$4,131,311	50	52	52	\$34,861	\$2,750,000	Monitoring	4.93
	Spirit Airlines Inc.	06/23/15	Romulus	Wayne	New	Grant	\$1,000,000	\$1,000,000	\$31,710,000	\$35,407,430	84	85	214	\$49,893	-	Monitoring	4.39
	ZF North America Inc.	06/23/15	Northville	Wayne	New	Grant	\$2,100,000	\$1,400,000	\$48,000,000	\$31,209,472	300	200	465	\$89,077	-	Monitoring	5.45
	Shepherd Caster Corporation	07/07/15	St Joseph	Berrien	Expansion	Grant	\$350,000	\$350,000	\$1,549,000	\$2,200,000	50	50	92	\$42,500	\$200,000	Monitoring	4.43
	Shift Digital <sup>10</sup>	07/15/15	Birmingham	Oakland	Expansion	Grant	\$465,000	\$300,000	\$2,481,687	\$6,488,609	93	95	72	\$44,729	-	Monitoring	4.94
	YAPP USA Automotive Systems	07/28/15	Detroit	Wayne	New	Grant	\$1,300,000	\$0	\$26,900,000	\$0	162	-			-	Terminated	0.50
	CW Bearing USA Inc. <sup>10</sup>	08/12/15	Northville Township	Wayne	New	Grant	\$550,000	\$225,000	\$24,900,000	\$8,218,640	125	35	70	\$65,442	-	Monitoring	6.49
	Hearthside Food Solutions	08/26/15	Kentwood	Kent	Expansion	Grant	\$300,000	\$300,000	\$15,678,894	\$18,197,533	66	73	102	\$39,325	-	Ended	3.28
Magna Dexsys (Norplas) <sup>13</sup>	08/26/15	Delta Township	Eaton	Expansion	Grant	\$640,000	\$640,000	\$10,555,252	\$30,680,345	192	193	40	\$34,515	-	Monitoring	3.93	
Coyote Logistics	09/01/15	Ann Arbor	Washtenaw	Expansion	Grant	\$320,000	\$180,000	\$990,800	\$400,000	80	55	79	\$52,000	-	Monitoring	4.81	
Carhartt Inc.	09/22/15	Dearborn	Wayne	Expansion	Grant	\$625,000	\$625,000	\$19,340,000	\$16,600,650	100	127	127	\$80,965	-	Monitoring	5.89	
Neapco Drivelines LLC	09/22/15	Van Buren Twp.	Wayne	Expansion	Grant	\$1,450,000	\$950,000	\$57,700,000	\$80,136,252	167	171	192	\$52,054	-	Monitoring	5.64	
Valiant International Inc. <sup>10</sup>	09/22/15	Auburn Hills	Oakland	Expansion	Grant	\$2,300,000	\$1,546,000	\$32,690,000	\$0	223	160	153	\$89,500	-	Monitoring	5.32	
2016	Pro Services	10/12/15	Portage	Kalamazoo	Expansion	Grant	\$375,000	\$0	\$3,900,000	\$830,000	75	-			\$580,000	Terminated	2.44
	Byrne Electrical Specialists	10/13/15	Lakeview	Montcalm	Expansion	Grant	\$160,000	\$160,000	\$250,000	\$18,811,713	32	44	41	\$34,689	\$765,000	Ended	3.62
	Faurecia Automotive Seating LLC	10/15/15	Sterling Heights	Macomb	Expansion	Grant	\$350,000	\$0	\$8,006,800	\$0	90	-			-	Terminated	1.07
	Global Tooling Systems	10/21/15	Macomb Township	Macomb	Expansion	Grant	\$320,000	\$0	\$3,610,000	\$652,000	50	-	-	-	\$75,000	Monitoring	6.12
	Notions Marketing Corporation	10/23/15	Grand Rapids	Kent	Expansion	Grant	\$800,000	\$0	\$33,000,000	\$0	250	-			-	Terminated	0.94

MICHIGAN BUSINESS DEVELOPMENT PROGRAM: EXHIBIT 1 (AGREEMENT EXECUTED) *continued*MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED *continued*

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FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/ stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2016	Total Quality Logistics LLC <sup>9</sup>	11/03/15	Cascade Township	Kent	New	Grant	\$300,000	\$200,000	\$839,000	\$623,485	75	53	43	\$41,104	-	Monitoring	6.04
	MMI Engineered Solutions Inc.	11/18/15	Saline	Washtenaw	Expansion	Grant	\$150,000	\$150,000	\$5,595,000	\$7,311,409	47	108	67	\$35,000	-	Monitoring	5.23
	Urban Science Applications Inc. <sup>11</sup>	11/19/15	Detroit	Wayne	Expansion	Grant	\$444,000	\$444,000	\$2,084,105	\$0	80	80	89	\$66,262	-	Monitoring	5.43
	Hanson Systems LLC, dba Eagle Technologies Group <sup>13</sup>	11/20/15	St. Joseph	Berrien	Expansion	Grant	\$500,000	\$500,000	\$5,970,000	\$6,944,659	100	100	103	\$63,350	-	Monitoring	5.99
	Rivian Automotive Inc. <sup>11</sup>	11/24/15	Livonia	Wayne	Expansion	Grant	\$1,720,000	\$1,720,000	\$29,486,000	\$0	170	185	445	\$90,000	-	Monitoring	3.64
	Performance Fabricating LLC	11/30/15	Fenton	Genesee	New	Grant	\$150,000	\$150,000	\$9,052,942	\$20,000	52	56	88	\$54,798	-	Monitoring	4.17
	LHP Engineering Solutions	12/08/15	Pontiac	Oakland	Expansion	Grant	\$399,000	\$399,000	\$2,300,000	\$371,342	57	71	88	\$82,930	-	Monitoring	3.96
	Loc Performance Products Inc.	12/19/15	Plymouth	Wayne	Expansion	Grant	\$600,000	\$600,000	\$12,140,000	\$33,610,357	95	95	166	\$32,271	-	Monitoring	4.84
	SalesPad LLC	01/07/16	Grand Rapids	Kent	Expansion	Grant	\$364,000	\$0	\$3,850,000	\$0	91	-	-	-	-	Terminated	1.09
	Great Expressions Dental Center HQ	01/20/16	Southfield	Oakland	Expansion	Grant	\$300,000	\$300,000	\$2,550,000	\$1,084,568	84	84	112	\$52,153	-	Monitoring	3.83
	ThinkTech Inc.	01/26/16	Ann Arbor	Washtenaw	Expansion	Grant	\$500,000	\$500,000	\$5,750,000	\$7,569,332	75	88	88	\$115,698	-	Monitoring	5.30
	Magna Seating of America Inc.	01/29/16	Highland Park	Wayne	Expansion	Grant	\$740,000	\$740,000	\$5,989,000	\$16,565,000	148	148	155	\$47,981	-	Ended	3.04
	Disher Corporation <sup>11</sup>	02/09/16	Ann Arbor	Washtenaw	Expansion	Grant	\$117,000	\$47,000	\$1,545,339	\$1,040,080	25	18	18	\$63,020	-	Monitoring	4.59
	ROL USA Inc.	02/15/16	Holland	Allegan	Expansion	Grant	\$300,000	\$0	\$19,800,000	\$1,400,000	51	30	-	-	-	Terminated	3.93
	Swoboda	02/26/16	Kentwood	Kent	Expansion	Grant	\$200,000	\$0	\$15,129,000	\$1,500,000	37	-	-	-	-	Terminated	2.27
	Firstronic LLC	03/04/16	Grand Rapids	Kent	Expansion	Grant	\$200,000	\$135,000	\$1,857,000	\$5,100,000	50	25	50	\$27,000	\$1,500,000	Monitoring	6.01
	Norma Group Americas	03/06/16	Auburn Hills	Oakland	Expansion	Grant	\$175,000	\$175,000	\$16,079,780	\$18,470,686	90	110	110	\$47,003	\$1	Ended	2.59
	Marquardt Switches Inc.	03/07/16	Rochester Hills	Oakland	Expansion	Grant	\$300,000	\$250,000	\$2,514,387	\$3,543,278	29	28	30	\$92,500	-	Monitoring	4.50
	ST USA Holding Corp., dba Sport Truck USA	03/08/16	Coldwater	Branch	Expansion	Grant	\$555,000	\$555,000	\$6,272,500	\$225,000	129	131	132	\$50,000	\$50,000	Monitoring	4.99
	Knight Logistics LLC	03/09/16	Grand Rapids	Kent	Expansion	Grant	\$300,000	\$0	\$573,698	\$0	87	-	-	-	-	Terminated	0.56
	Stoneridge Inc.	03/22/16	Novi	Oakland	Expansion	Grant	\$1,400,000	\$899,500	\$5,150,700	\$3,710,428	140	86	91	\$145,704	-	Monitoring	7.18
	Duo Security <sup>13</sup>	04/26/16	Ann Arbor	Washtenaw	Expansion	Grant	\$2,500,000	\$1,400,000	\$2,485,000	\$0	297	177	213	\$105,000	-	Monitoring	3.28
	iSourceWorldwide LLC <sup>13</sup>	04/26/16	Flint	Genesee	Relocation	Grant; Loan	\$3,000,000	\$3,000,000	\$2,650,000	\$0	25	25	16	\$65,000	-	Monitoring	9.40
	Kraft Heinz Company	04/28/16	Holland	Ottawa	Expansion	Grant	\$500,000	\$500,000	\$17,200,000	\$0	50	55	58	\$34,525	-	Monitoring	2.13
	Schmitz Foam Products Inc.	04/29/16	Coldwater	Branch	New	Grant	\$200,000	\$0	\$9,140,000	\$4,383,494	39	-	-	-	\$5,428,724	Terminated	1.96
	Spiech Farms <sup>15</sup>	04/29/16	Paw Paw	Van Buren	Expansion	Grant	\$220,000	\$160,000	\$1,052,200	\$0	55	43	50	\$36,000	\$160,000	Monitoring	4.93
	Eagle Film Extruders, dba Pregis Films	05/03/16	Grand Rapids	Kent	Expansion	Grant	\$300,000	\$300,000	\$17,120,721	\$0	50	50	71	\$45,000	-	Ended	4.35
	Kent Quality Foods Inc. <sup>10</sup>	05/03/16	Jamestown Twp.	Kent	Expansion	Grant	\$750,000	\$490,000	\$34,870,000	\$49,005,170	140	108	99	\$36,000	-	Monitoring	5.53
	Majestic Industries Inc.	05/03/16	Macomb Township	Macomb	Expansion	Grant	\$210,000	\$168,000	\$2,110,000	\$3,515,965	25	25	26	\$41,000	-	Monitoring	4.64
	Dornerworks Ltd.	05/04/16	Grand Rapids	Kent	Expansion	Grant	\$200,000	\$200,000	\$710,000	\$1,014,337	25	27	28	\$77,570	-	Monitoring	3.86
	Cosworth LLC <sup>11</sup>	05/24/16	Shelby Township	Macomb	New	Loan	\$2,100,000	\$2,100,000	\$30,604,541	\$16,056,000	50	-	25	\$80,342	\$22,202,000	Terminated	3.32
	Flex-N-Gate Detroit LLC	05/24/16	Detroit	Wayne	Expansion	Grant	\$3,500,000	\$2,890,000	\$95,075,000	\$225,473,832	650	582	594	\$41,270	\$40,307,000	Monitoring	4.97
	OptiMed	05/25/16	Kalamazoo	Kalamazoo	Expansion	Grant	\$500,000	\$0	\$1,228,750	\$760,833	77	-	7	\$48,000	-	Monitoring	6.05
	Receptec Corp., dba Laird Technologies	05/25/16	Grand Blanc	Genesee	New	Grant	\$550,000	\$0	\$14,403,000	\$12,341,924	60	-	-	-	\$57,694	Terminated	3.07
TREMEC	05/25/16	Wixom	Oakland	New	Grant	\$731,500	\$578,000	\$53,737,500	\$42,834,241	133	105	165	\$70,948	-	Monitoring	3.88	
Unique Instruments Inc., dba Orchid Bridgeport	05/25/16	Bridgeport	Saginaw	Expansion	Grant	\$105,000	\$105,000	\$5,000,000	\$5,194,000	30	30	68	\$33,000	-	Ended	1.29	
Karma (Fisker Automotive Inc.)	05/26/16	Troy	Oakland	New	Grant	\$450,000	\$0	\$3,644,800	\$0	150	-	-	-	-	Terminated	0.84	
Shipston Aluminum Technologies International <sup>13</sup>	05/29/16	Spring Lake Twp.	Ottawa	Expansion	Grant	\$600,000	\$260,000	\$9,974,000	\$0	114	50	75	\$91,000	-	Monitoring	4.68	
Denso Manufacturing Michigan Inc.	06/08/16	Battle Creek	Calhoun	Expansion	Grant	\$686,500	\$686,500	\$37,289,000	\$0	125	130	456	\$36,707	\$125,000	Ended	0.98	
TecNiq	06/10/16	Comstock Township	Kalamazoo	Expansion	Grant	\$540,000	\$337,500	\$5,930,819	\$5,098,170	120	75	75	\$38,679	-	Monitoring	3.02	
Logos Logistics Inc. <sup>11</sup>	06/21/16	Romulus	Wayne	New	Grant	\$300,000	\$227,500	\$8,615,000	\$8,666,000	91	73	74	\$36,000	\$7,100,000	Monitoring	4.18	
FEV North America Inc.	06/28/16	Auburn Hills	Oakland	Expansion	Grant	\$1,200,000	\$0	\$27,350,000	\$14,502,185	246	-	53	\$54,166	-	Monitoring	6.57	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM: EXHIBIT 1 (AGREEMENT EXECUTED) *continued***MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/ stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2016	JR Automation Technologies LLC	06/28/16	Holland	Ottawa	Expansion	Grant	\$2,200,000	\$2,200,000	\$5,650,000	\$13,612,933	250	256	356	\$69,549	-	Monitoring	3.54
	Mitchell Plastics	06/28/16	Sterling Heights	Macomb	Expansion	Grant	\$427,000	\$427,000	\$20,565,000	\$0	122	141	141	\$46,300	-	Ended	2.76
	Daifuku North America Holding Company	07/12/16	Novi	Oakland	Relocation	Grant	\$700,000	\$700,000	\$15,150,000	\$14,275,000	85	92	133	\$50,515	-	Monitoring	4.40
	124 Grand Holdings, dba Stikwood <sup>11</sup>	07/15/16	Kentwood	Kent	Expansion	Grant	\$273,000	\$100,000	\$4,179,999	\$3,909,417	50	-	17	\$51,000	-	Monitoring	5.68
	National Composites LLC, fka Owasso Composite LLC <sup>9</sup>	07/21/16	Owasso	Shiawassee	Expansion	Grant	\$275,000	\$180,000	\$1,400,000	\$2,027,249	76	54	50	\$26,525	-	Monitoring	3.05
	C3 Ventures Flint LLC <sup>14</sup>	07/26/16	Flint	Genesee	New	Grant; Loan	\$2,500,000	\$2,500,000	\$9,684,000	\$2,000,000	380	-	65	\$31,000	\$600,000	Repayment	2.93
	Engineered Machined Products Inc. <sup>13</sup>	08/09/16	Escanaba	Delta	Expansion	Grant	\$250,000	\$250,000	\$3,667,000	\$0	40	52	44	\$44,600	-	Monitoring	3.40
	BorgWarner Inc. (HQ)	08/22/16	Auburn Hills	Oakland	Expansion	Grant	\$750,000	\$750,000	\$15,550,000	\$9,554,000	76	76	76	\$76,440	-	Ended	2.30
	Koops Inc.	08/15/16	Holland	Allegan	Expansion	Grant	\$360,000	\$300,000	\$4,888,000	\$5,244,344	60	50	54	\$57,808	-	Monitoring	3.77
	GE Aviation Muskegon	08/23/16	Norton Shores	Muskegon	Expansion	Grant	\$800,000	\$800,000	\$14,481,000	\$15,080,673	100	106	207	\$33,825	-	Monitoring	4.13
	Inteva Products <sup>11</sup>	08/23/16	Adrian	Lenawee	Expansion	Grant	\$1,270,000	\$1,270,000	\$23,300,000	\$31,242,075	77	77	121	\$27,040	-	Monitoring	2.98
	Martinrea Metal Industries Inc. <sup>10</sup>	08/26/16	Auburn Hills	Oakland	Expansion	Grant	\$420,000	\$0	\$5,123,180	\$3,667,709	60	-	60	\$102,000	-	Monitoring	4.33
	Gemini Group Inc. <sup>13</sup>	08/29/16	Bingham Township	Huron	Expansion	Grant	\$700,000	\$400,000	\$48,000,000	\$27,923,282	85	31	12	\$28,650	\$66,115	Monitoring	5.95
	Zhongding USA Cadillac, dba Michigan Rubber <sup>13</sup>	08/29/16	Cadillac	Wexford	Expansion	Grant	\$600,000	\$384,000	\$4,300,000	\$790,815	125	80	80	\$31,000	-	Monitoring	3.40
	Chem-Trend Limited Partnership	08/26/16	Howell	Livingston	Expansion	Grant	\$250,000	\$0	\$7,686,000	\$8,612,038	25	-	26	\$104,696	\$5,754,767	Monitoring	3.80
	Oakwood Group	09/01/16	Taylor	Wayne	Expansion	Grant	\$200,000	\$200,000	\$5,211,500	\$3,976,740	50	146	146	\$28,503	-	Ended	2.69
	Yen Group LLC	09/08/16	Port Huron	St. Clair	Expansion	Grant	\$400,000	\$0	\$10,237,800	\$9,000,000	80	-	-	-	-	Terminated	1.88
	Royal Technologies Corporation	09/13/16	Jamestown Twp.	Ottawa	Expansion	Grant	\$400,000	\$0	\$33,678,000	\$0	66	-	-	-	-	Terminated	1.13
	Par Sterile Products LLC	09/15/16	Rochester	Oakland	Expansion	Grant	\$350,000	\$0	\$58,400,000	\$0	30	-	-	-	-	Terminated	0.92
	IP Consulting Inc.	09/19/16	Kentwood	Kent	Expansion	Grant	\$180,000	\$0	\$699,498	\$0	25	-	-	-	-	Terminated	1.58
	Coastal Automotive	09/20/16	Holland	Allegan	Expansion	Grant	\$436,000	\$0	\$6,489,848	\$0	110	-	-	-	-	Terminated	0.58
	AGC America Inc.	09/21/16	Farmington Hills	Oakland	Relocation	Grant	\$500,000	\$500,000	\$849,000	\$4,850,649	59	59	59	\$102,555	-	Monitoring	4.16
	Oerlikon Metco USA Inc. <sup>10</sup>	09/21/16	Plymouth	Wayne	New	Grant	\$600,000	\$600,000	\$49,700,000	\$26,689,479	67	82	50	\$58,730	-	Monitoring	2.71
	Fiat Chrysler Automobiles US LLC	09/27/16	Sterling Heights	Macomb	Expansion	Grant	\$4,560,000	\$4,560,000	\$1,486,441,000	\$1,979,757,627	700	700	700	\$35,360	\$900,000	Monitoring	3.78
Flex-N-Gate Battle Creek LLC	09/29/16	Emmett Township	Calhoun	Expansion	Grant	\$250,000	\$250,000	\$22,300,000	\$15,506,243	59	73	73	\$44,314	\$2,300,000	Ended	2.49	
Key Safety Systems	09/29/16	Sterling Heights	Macomb	Expansion	Grant	\$200,000	\$0	\$1,000,000	\$2,000,000	50	-	-	-	-	Terminated	2.41	
2017	Flex-N-Gate Shelby Twp. LLC	10/19/16	Shelby Township	Macomb	Expansion	Grant	\$900,000	\$550,000	\$11,007,240	\$9,850,000	242	308	255	\$33,000	\$1,500,000	Monitoring	3.24
	Lenderful LLC <sup>10</sup>	10/19/16	Pontiac	Oakland	Expansion	Grant	\$800,000	\$100,000	\$1,750,000	\$1,653,862	118	-	10	\$100,000	-	Monitoring	4.41
	2nd Chance Wood	10/20/16	Durand	Shiawassee	New	Grant	\$250,000	\$0	\$2,500,000	\$9,700	52	-	-	-	-	Terminated	2.11
	Creative Foam Corporation	10/20/16	Mundy Township	Genesee	Expansion	Grant	\$125,000	\$125,000	\$6,805,500	\$0	110	6	-	-	-	Terminated	2.41
	Vickers Engineering Inc.	10/10/16	New Troy	Berrien	Expansion	Grant	\$160,000	\$160,000	\$5,102,500	\$0	53	53	61	\$28,634	-	Monitoring	3.00
	Gestamp North America Inc.	10/25/16	Troy	Oakland	Expansion	Grant	\$400,000	\$0	\$700,000	\$800,000	60	-	-	-	-	Terminated	1.73
	Gestamp North America Inc.	10/25/16	Chelsea	Washtenaw	New	Grant	\$1,850,000	\$925,000	\$158,600,000	\$170,095,000	370	239	336	\$47,700	-	Monitoring	3.37
	ABB Inc.	10/27/16	Auburn Hills	Oakland	Expansion	Grant	\$250,000	\$0	\$9,135,000	\$7,000,000	40	-	-	-	\$7,000,000	Terminated	2.20
	SF Motors	10/28/16	Pittsfield Township	Washtenaw	Expansion	Grant	\$1,000,000	\$0	\$10,747,820	\$7,337,785	150	-	-	-	\$40,000,000	Terminated	1.33
	Humanetics Innovative Solutions Inc.	11/03/16	Farmington Hills	Oakland	Expansion	Grant	\$168,000	\$0	\$19,163,093	\$21,469	25	-	-	-	-	Terminated	2.30
	Zagg Inc., fka mophie LLC	11/08/16	Kalamazoo	Kalamazoo	Expansion	Grant	\$375,000	\$375,000	\$685,000	\$0	65	130	56	\$37,273	-	Monitoring	3.37
	Sigma Machine Inc. <sup>9</sup>	11/11/16	Kalamazoo	Kalamazoo	Expansion	Grant	\$350,000	\$300,000	\$27,800,000	\$2,054,869	58	50	50	\$33,000	-	Monitoring	3.58
	NxGen MDx LLC <sup>11</sup>	11/14/16	Grand Rapids	Kent	Expansion	Grant	\$250,000	\$80,000	\$2,869,000	\$362,644	37	16	12	\$46,914	\$883,024	Monitoring	3.83
Adient US LLC	11/22/16	Detroit	Wayne	Relocation	Grant	\$2,000,000	\$0	\$97,858,000	\$26,500,000	115	-	-	-	-	Terminated	2.46	
ArcelorMittal Tailored Blanks Americas Corporation	11/22/16	Detroit	Wayne	New	Grant	\$2,000,000	\$1,896,000	\$83,508,166	\$77,230,014	120	119	119	\$56,000	-	Monitoring	5.41	
Dorel Home Furnishings Inc. <sup>11</sup>	12/02/16	Dowagiac	Cass	Expansion	Grant	\$100,000	\$100,000	\$2,000,000	\$202,742	25	25	18	\$28,567	-	Monitoring	2.96	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM: EXHIBIT 1 (AGREEMENT EXECUTED) *continued*MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/ stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2017	CUP Acquisition LLC, dba Custom Profile Inc.	12/12/16	Grand Rapids	Kent	Expansion	Grant	\$184,000	\$184,000	\$2,286,550	\$2,954,817	54	46			\$2,000	Terminated	1.55
	NVINT Services LLC, dba Element Four	12/14/16	Kentwood	Kent	Expansion	Grant	\$175,000	\$0	\$364,000	\$311,098	25	-	3	\$51,167	-	Monitoring	3.47
	Fuyao Automotive North America Inc.	12/15/16	Plymouth	Wayne	Expansion	Grant	\$1,000,000	\$0	\$66,300,000	\$0	533	-			-	Terminated	1.38
	Kerkstra Precast Inc.	12/15/16	Trenton	Wayne	Expansion	Grant	\$300,000	\$300,000	\$16,223,595	\$7,518,000	50	50	50	\$33,604	\$3,600,000	Ended	2.39
	SW—North America Inc.	12/15/16	Lyon Township	Oakland	Expansion	Grant	\$400,000	\$248,000	\$10,031,043	\$6,704,820	50	31	49	\$89,628	\$8,001,550	Monitoring	3.38
	Amazon	12/20/16	Livonia	Wayne	New	Grant	\$7,500,000	\$2,625,000	\$89,870,145	\$65,805,367	1,000	397	1166	\$33,088	\$10,000,000	Monitoring	3.68
	Stryker Corporation World Headquarters <sup>10</sup>	12/20/16	Portage	Kalamazoo	New	Grant	\$1,000,000	\$300,000	\$130,120,445	\$154,600,000	105	36	420	\$69,365	\$300,000	Monitoring	3.25
	Valeo North America Inc. <sup>10</sup>	12/27/16	Auburn Hills	Oakland	Expansion	Grant	\$1,000,000	\$480,000	\$4,968,266	\$0	290	205	224	\$49,000	-	Monitoring	2.92
	P.J. Wallbank Springs Inc. <sup>10</sup>	12/29/16	Port Huron	St. Clair	Expansion	Grant	\$350,000	\$128,675	\$803,000	\$3,055,673	68	34	58	\$42,386	-	Monitoring	3.70
	UACJ Automotive Whitehall Industries Inc. <sup>9</sup>	01/05/17	Pere Marquette Twp.	Mason	Expansion	Grant	\$640,000	\$500,000	\$28,850,000	\$22,778,000	128	100	116	\$25,500	\$1,780,000	Monitoring	3.09
	Kingfa	01/11/17	Canton	Oakland	Expansion	Grant	\$530,000	\$0	\$60,000,000	\$14,500,000	80	-	34	\$35,360	\$2,350,000	Monitoring	5.22
	Poultry Management Systems Inc. <sup>10</sup>	01/11/17	Vergennes Twp.	Kent	Expansion	Grant	\$175,000	\$0	\$2,008,000	\$0	27	-	5	\$56,800	-	Monitoring	3.94
	Speedrack Products Group Ltd.	01/11/17	Litchfield	Hillsdale	Expansion	Grant	\$228,000	\$228,000	\$5,000,000	\$4,068,657	38	32	14	\$47,590	\$262,000	Terminated	2.00
	Yanfeng US Automotive Interior Systems I LLC <sup>10</sup>	01/11/17	Novi	Oakland	Relocation	Grant	\$600,000	\$250,000	\$8,450,000	\$0	60	42	299	\$99,200	-	Monitoring	3.67
	Macomb Smoked Meats LLC	01/23/17	Macomb	Macomb	Expansion	Grant	\$250,000	\$0	\$2,800,000	\$0	75	-			-	Terminated	1.16
	Martinrea Jonesville LLC	01/24/17	Jonesville	Hillsdale	Expansion	Grant	\$615,000	\$615,000	\$6,811,000	\$0	123	137	138	\$33,946	-	Ended	2.20
	Detroit Engineered Products Inc. <sup>9</sup>	01/26/17	Troy	Oakland	Expansion	Grant	\$650,000	\$350,000	\$1,800,000	\$160,000	91	50	35	\$68,000	-	Monitoring	3.34
	Automotive Lighting LLC <sup>10</sup>	01/30/17	Independence Twp.	Oakland	Expansion	Grant	\$2,000,000	\$1,800,000	\$35,000,000	\$16,878,361	362	365	368	\$42,145	-	Monitoring	3.74
	Huntington National Bank	01/31/17	Flint	Genesee	Expansion	Grant	\$450,000	\$450,000	\$5,395,000	\$6,884,545	60	128	128	\$33,939	-	Ended	1.84
	Santanna Tool & Design LLC <sup>9</sup>	02/06/17	Warren	Macomb	Expansion	Grant	\$250,000	\$164,000	\$2,673,400	\$0	38	25	18	\$50,000	-	Monitoring	3.14
	Marsand Inc., dba California Closets	02/09/17	Grand Rapids	Kent	New	Grant	\$335,000	\$190,000	\$5,735,000	\$3,356,818	61	63	61	\$34,320	-	Monitoring	4.05
	AM General LLC	02/28/17	Auburn Hills	Oakland	Expansion	Grant	\$1,400,000	\$700,000	\$9,531,995	\$0	55	25	25	\$102,547	-	Monitoring	3.07
	Antolin Shelby Inc.	02/28/17	Shelby Township	Macomb	Expansion	Grant	\$5,364,000	\$5,364,000	\$63,700,000	\$60,755,973	640	664	664	\$39,442	1	Monitoring	3.13
	Credit Acceptance Corporation	02/28/17	Southfield	Oakland	Expansion	Grant	\$2,300,000	\$864,660	\$32,975,000	\$40,243,380	532	207	200	\$55,000	-	Monitoring	5.24
	Huron Inc.	02/28/17	Worth Township	Sanilac	Expansion	Grant	\$1,400,000	\$193,350	\$12,919,599	\$11,567,375	181	35	57	\$26,104	-	Monitoring	4.64
	Siliconature Corporation <sup>10</sup>	03/02/17	Gaines Township	Kent	New	Grant	\$286,000	\$0	\$19,739,000	\$19,080,188	26	-	-	-	-	Monitoring	3.05
	Lineage Logistics LLC	03/06/17	Novi	Oakland	Relocation	Grant	\$850,000	\$550,000	\$8,150,000	\$7,696,347	92	68	88	\$111,246	-	Monitoring	3.22
	HP Pelzer Automotive Systems Inc.	03/16/17	Port Huron	St. Clair	Expansion	Grant	\$496,000	\$400,000	\$13,487,525	\$10,357,428	124	102	111	\$38,390	-	Monitoring	3.52
	Universal Tool Equipment and Controls Inc.	03/24/17	Sterling Heights	Macomb	New	Grant	\$300,000	\$100,000	\$4,590,000	\$3,686,327	45	25	29	\$64,055	-	Monitoring	3.11
	Fairlife LLC <sup>10</sup>	03/28/17	Coopersville	Ottawa	Expansion	Grant	\$2,407,000	\$2,407,000	\$173,000,000	\$0	52	52	52	\$51,420	-	Monitoring	2.42
	Ford Motor Company <sup>16</sup>	03/28/17	Flatrock	Wayne	Expansion	Grant	\$10,000,000	\$0	\$1,214,000,000	\$194,852,022	650	-	122	\$50,000	-	Monitoring	3.34
	Ford Motor Company <sup>16</sup>	03/28/17	Romeo	Wayne	Expansion	Grant	\$2,000,000	\$0	\$1,000,000,000	\$694,113,944	100	-	51	\$50,000	\$694,113,943	Monitoring	3.34
	RSM US LLP	03/31/17	Detroit	Wayne	Expansion	Grant	\$200,000	\$100,000	\$6,450,000	\$2,200,000	50	27	30	\$80,000	\$100,000	Monitoring	3.16
	Hi-Lex Controls Inc.	04/07/17	Litchfield	Hillsdale	Expansion	Grant	\$300,000	\$0	\$26,760,000	\$25,373,025	76	-	-	-	-	Monitoring	3.02
Baker Industries Inc.	04/10/17	Macomb	Macomb	Expansion	Grant	\$150,000	\$150,000	\$5,430,000	\$89,966,069	25	25	36	\$54,340	\$4,853,988	Ended	1.21	
Attwood Corporation <sup>9</sup>	04/18/17	Lowell	Kent	Expansion	Grant	\$492,000	\$300,000	\$1,864,000	\$914,608	82	50	55	\$59,475	-	Monitoring	3.16	
Milacron (Master Unit Die) Inc.	04/18/17	Greenville	Montcalm	Expansion	Grant	\$490,000	\$280,000	\$5,000,000	\$1,276,091	70	48	41	\$53,291	-	Monitoring	4.17	
AGS Automotive Systems Inc.	04/19/17	Sterling Heights	Macomb	Expansion	Grant	\$400,000	\$400,000	\$9,000,000	\$0	50	122	122	\$32,596	-	Ended	2.08	
Falcon Lakeside Manufacturing Company	04/19/17	Eau Claire	Berrien	Relocation	Grant	\$135,000	\$0	\$1,788,500	\$525,000	27	-			\$587,000	Terminated	2.05	
Sonoco Protective Solutions	04/19/17	Owosso	Shiawassee	Expansion	Grant	\$155,000	\$155,000	\$1,200,000	\$0	31	35	32	\$22,360	-	Ended	0.72	
Barracuda Networks <sup>11</sup>	04/25/17	Ann Arbor	Washtenaw	Expansion	Grant	\$750,000	\$390,000	\$2,375,495	\$1,869,157	115	76	76	\$75,845	-	Monitoring	3.16	
US Farathane Port Huron LLC	04/25/17	Port Huron	St. Clair	Expansion	Grant	\$2,300,000	\$1,600,000	\$15,066,000	\$7,264,004	205	151	152	\$27,550	-	Monitoring	4.01	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM: EXHIBIT 1 (AGREEMENT EXECUTED) *continued***MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/ stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2017	USF Delta Tooling LLC	04/25/17	Auburn Hills	Oakland	Expansion	Grant	\$600,000	\$350,000	\$14,000,000	\$0	68	40	150	\$49,475	-	Monitoring	3.45
	Camel Energy Inc. <sup>10</sup>	04/26/17	Pittsfield Township	Washtenaw	New	Grant	\$300,000	\$0	\$4,600,000	\$0	41	-	3	\$76,000	\$4,076,000	Monitoring	3.46
	Conti Corporation	04/26/17	Bay City	Bay	Expansion	Grant	\$200,000	\$200,000	\$2,387,500	\$0	50	50	50	\$52,000	\$175,000	Ended	1.71
	Zoetis Inc.	05/08/17	Kalamazoo	Kalamazoo	Expansion	Grant	\$500,000	\$200,000	\$64,500,000	\$60,437,104	60	25	25	59772	-	Monitoring	5.06
	GEDIA Michigan Inc.	05/10/17	Orion Township	Oakland	New	Grant	\$500,000	\$175,000	\$12,705,000	\$4,234,400	78	38	55	\$62,470	\$16,387,000	Monitoring	3.92
	A. Raymond Corporate North America Inc. <sup>10</sup>	05/15/17	Rochester Hills	Oakland	Expansion	Grant	\$600,000	\$250,000	\$17,375,000	\$9,685,000	71	34	30	\$50,000	-	Monitoring	5.08
	Comau LLC <sup>10</sup>	05/19/17	Southfield	Oakland	Expansion	Grant	\$400,000	\$0	\$1,515,992	\$0	200	-	53	\$64,336	-	Monitoring	2.98
	Rugged Liner	06/05/17	Caledonia Township	Shiawassee	Expansion	Grant	\$300,000	\$235,727	\$9,200,000	\$9,010,072	35	44	55	\$28,193	-	Monitoring	2.37
	Autoliv ASP Inc. <sup>10</sup>	06/27/17	Southfield	Oakland	Expansion	Grant	\$2,600,000	\$0	\$22,900,080	\$30,799	199	-	100	\$178,000	-	Monitoring	3.10
	The Kroger Co. <sup>10</sup>	06/27/17	Chesterfield Twp.	Macomb	Expansion	Grant	\$2,078,000	\$1,650,000	\$24,911,584	\$0	377	300	352	\$37,787	-	Monitoring	2.36
	NAVYA <sup>9</sup>	06/29/17	Saline	Washtenaw	New	Grant	\$435,000	\$217,500	\$4,005,000	\$795,644	50	25	18	\$61,275	-	Monitoring	2.76
	Wright Plastic Products LLC <sup>10</sup>	06/29/17	St. Clair	St. Clair	Expansion	Grant	\$160,000	\$160,000	\$5,800,000	\$1,434,669	40	51	1	\$21,320	-	Monitoring	2.37
	MOVE Systems <sup>10</sup>	07/14/17	Walker	Kent	Expansion	Grant	\$200,000	\$65,000	\$13,381,000	\$0	27	9	-	\$50,000	-	Monitoring	2.73
	eAgile Inc.	07/17/17	Grand Rapids	Kent	Expansion	Grant	\$300,000	\$0	\$4,345,000	\$1,932,523	50	-	2	\$23,000	-	Monitoring	6.87
	J-Star Motion Corporation	07/26/17	Kent City	Kent	New	Grant	\$423,000	\$300,000	\$4,985,000	\$3,142,238	70	70	56	\$38,677	-	Monitoring	3.66
	Tenneco Automotive Operating Company Inc. <sup>10</sup>	07/28/17	Northville	Wayne	New	Grant	\$750,000	\$0	\$23,100,000	\$5,914	95	-	-	-	-	Monitoring	4.46
	KLO Acquisition LLC	08/01/17	Muskegon	Muskegon	Expansion	Grant	\$765,000	\$250,000	\$9,204,175	\$812,860	153	56	173	\$38,111	-	Monitoring	3.32
	Dart Container Corporation	08/03/17	Alaiedon Township	Ingham	Expansion	Grant	\$1,000,000	\$293,000	\$40,196,300	\$26,601,672	136	97	61	\$56,567	-	Monitoring	4.63
	Xcel Painting LLC <sup>10</sup>	08/04/17	White Pigeon	St. Joseph	New	Grant	\$200,000	\$0	\$1,752,000	\$201,319	30	-	17	\$32,507	-	Monitoring	3.44
	Denso International America Inc.	08/07/17	Southfield	Oakland	Expansion	Grant	\$950,000	\$625,000	\$75,400,000	\$87,600,000	120	88	314	\$91,362	-	Monitoring	2.94
	Merrill Fabricators Inc.	08/07/17	Alma	Gratiot	Expansion	Grant	\$408,000	\$0	\$3,750,000	\$0	102	-	-	-	-	Terminated	1.54
	Flex-N-Gate Advanced Product Development LLC <sup>13</sup>	08/14/17	Sterling Heights	Macomb	New	Grant	\$500,000	\$250,000	\$2,227,000	\$400,000	50	25	27	\$111,946	-	Monitoring	2.27
	Auto-Owners Insurance	08/16/17	Grand Rapids	Kent	Expansion	Grant	\$315,000	\$131,000	\$897,900	\$778,073	60	25	84	\$62,739	\$383,586	Monitoring	3.79
	Lear Corporation	08/22/17	Flint	Genesee	New	Grant	\$4,350,000	\$825,000	\$29,254,956	\$0	435	100	435	\$32,686	-	Monitoring	2.66
	LG Electronics USA LLC	08/22/17	Hazel Park	Oakland	New	Grant	\$2,920,000	\$1,500,000	\$6,188,000	\$24,033,686	292	150	150	\$85,081	-	Monitoring	4.45
	Penske Logistics	08/22/17	Romulus	Wayne	Expansion	Grant	\$2,500,000	\$930,000	\$98,564,506	\$9,544,054	403	362	365	\$36,086	-	Monitoring	3.97
	Hanon Systems USA LLC	08/25/17	Novi	Oakland	Expansion	Grant	\$500,000	\$192,000	\$39,593,400	\$23,339,403	65	25	50	\$91,265	-	Monitoring	3.35
	Advantage Sales and Marketing LLC	08/30/17	Wyoming	Kent	Expansion	Grant	\$550,000	\$412,000	\$4,259,989	\$2,895,827	100	75	75	\$44,286	-	Monitoring	2.63
	Superior Extrusion Inc.	09/01/17	Forsyth Township	Marquette	Expansion	Grant	\$150,000	\$65,000	\$10,500,000	\$12,606,119	30	14	20	\$32,080	\$10,127,896	Monitoring	3.68
	Alten Technology USA	09/05/17	Troy	Oakland	Expansion	Grant	\$450,000	\$215,000	\$255,252	\$3,600	104	56	75	\$68,000	-	Monitoring	3.33
Tri-Mer Corporation	09/06/17	Owosso	Shiawassee	Expansion	Grant	\$100,000	\$0	\$2,497,480	\$223,077	25	-	7	\$64,389	\$83,503	Monitoring	3.07	
Duncan Aviation	09/22/17	Battle Creek	Calhoun	Expansion	Grant	\$150,000	\$0	\$2,935,000	\$533,211	50	-	33	\$49,920	\$250,000	Monitoring	5.52	
Amazon	09/26/17	Shelby Township	Macomb	New	Grant	\$4,500,000	\$0	\$40,000,000	\$28,024,476	1,025	-	884	\$33,092	\$14,294,435	Monitoring	3.34	
Newell Brands Inc.	09/26/17	Kalamazoo	Kalamazoo	Expansion	Grant	\$1,479,000	\$629,000	\$7,298,600	\$7,392,789	87	43	34	\$90,213	-	Monitoring	3.38	
XG Sciences Inc. <sup>10</sup>	09/28/17	Vevay Township	Ingham	Expansion	Grant	\$520,000	\$173,000	\$15,349,000	\$957,374	75	25	30	\$107,868	-	Monitoring	3.82	
2018	Saginaw Products Corporation, dba Cignys	10/04/17	Saginaw	Saginaw	Expansion	Grant	\$200,000	\$100,000	\$6,000,000	\$0	50	26	34	\$34,689	-	Monitoring	2.81
	Litehouse Inc.	10/09/17	Lowell	Kent	Expansion	Grant	\$462,000	\$462,000	\$9,930,000	\$4,447,546	77	78	77	\$37,500	-	Ended	0.62
	Service Express Inc.	10/12/17	Kentwood	Kent	Expansion	Grant	\$450,000	\$450,000	\$3,109,458	\$276,728	75	75	78	\$57,924	-	Monitoring	3.36
	Tecomet Inc. <sup>10</sup>	10/13/17	Lansing	Ingham	Expansion	Grant	\$640,000	\$200,000	\$14,515,000	\$0	160	51	50	\$40,000	-	Monitoring	3.25
	Axis Company LLC <sup>10</sup>	10/25/17	Walker	Kent	Expansion	Grant	\$400,000	\$0	\$4,050,000	\$540,000	50	-	22	\$62,942	-	Monitoring	3.31
	ProAct Services	10/27/17	Pere Marquette Twp.	Mason	Expansion	Grant	\$225,000	\$0	\$18,600,000	\$0	30	-	-	-	-	Terminated	1.42
	ITS Partners LLC <sup>9</sup>	11/02/17	Kentwood	Kent	Expansion	Grant	\$476,000	\$0	\$2,535,000	\$70,000	68	-	-	-	-	Monitoring	5.59

MICHIGAN BUSINESS DEVELOPMENT PROGRAM: EXHIBIT 1 (AGREEMENT EXECUTED) *continued***MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/ stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
	House of Flavors Inc.	11/07/17	Ludington	Mason	Expansion	Grant	\$240,000	\$0	\$1,500,000	\$3,842,948	30	-	32	\$35,800	-	Monitoring	3.88
	Mahindra USA Inc.	11/07/17	Auburn Hills	Oakland	Expansion	Grant	\$850,000	\$531,250	\$22,293,200	\$0	80	165	243	\$74,048	-	Monitoring	1.96
	Applied Dynamics International Inc.	11/16/17	Ann Arbor	Washtenaw	Expansion	Grant	\$650,000	\$0	\$437,000	\$15,000	100	-	-	-	-	Terminated	1.39
	VDL Steelweld Michigan LLC	11/20/17	Troy	Oakland	New	Grant	\$170,000	\$0	\$1,222,000	\$184,500	25	-	14	\$90,000	-	Monitoring	2.68
	Howmet Corporation, dba Arconic <sup>10</sup>	11/27/17	Whitehall	Muskegon	Expansion	Grant	\$400,000	\$0	\$10,560,000	\$10,002,511	38	-	-	-	-	Monitoring	1.19
	Cintas Corporation	12/01/17	Delta Township	Eaton	Expansion	Grant	\$350,000	\$0	\$17,000,000	\$13,209,518	70	-	10	\$41,600	-	Monitoring	3.53
	Minghua USA Inc.	12/01/17	Troy	Oakland	Expansion	Grant	\$500,000	\$0	\$8,466,000	\$42,000	50	-	-	-	-	Terminated	1.07
	Zhongding USA Inc.	12/18/17	Northville	Wayne	New	Grant	\$650,000	\$0	\$6,900,000	\$0	80	-	-	-	-	Monitoring	4.75
	America Haval Motor Technology <sup>11</sup>	12/19/17	Farmington Hills	Oakland	New	Grant	\$1,500,000	\$250,000	\$3,510,000	\$1,210,833	150	25	30	\$108,580	-	Monitoring	4.68
	Carmeuse Lime and Stone <sup>11</sup>	12/21/17	Rogers City	Presque Isle	Expansion	Grant	\$200,000	\$0	\$96,369,000	\$97,111,978	32	-	63	\$41,000	-	Monitoring	2.32
	Achates Power Inc.	01/04/18	Farmington Hills	Oakland	Expansion	Grant	\$200,000	\$0	\$791,081	\$147,000	25	-	-	-	-	Monitoring	3.60
	Tenneco Automotive	01/12/18	Marshall	Calhoun	Expansion	Grant	\$315,000	\$315,000	\$358,483	\$307,510	54	83	82	\$44,120	\$12,000	Ended	0.95
	Orotex Corporation	01/16/18	Novi	Oakland	Expansion	Grant	\$250,000	\$100,000	\$10,300,000	\$12,633,180	50	31	72	\$30,428	-	Monitoring	3.62
	Williams International Company LLC	01/23/18	Pontiac	Oakland	Expansion	Grant	\$4,000,000	\$1,500,000	\$304,500,000	\$146,427,014	400	154	183	\$74,229	-	Monitoring	5.30
	Echo Engineering and Production Supplies Inc.	02/12/18	Newport	Monroe	New	Grant	\$210,000	\$175,000	\$2,420,000	\$2,280,123	60	53	60	\$38,883	-	Monitoring	2.25
	Biewer Forest Management LLC	02/21/18	McBain	Missaukee	Expansion	Grant	\$170,000	\$170,000	\$31,026,000	\$30,806,664	17	20	20	\$26,978	-	Ended	1.26
	Amazon	02/27/18	Romulus	Wayne	Expansion	Grant	\$5,000,000	\$0	\$140,000,000	\$157,673,160	1600	-	2,600	\$32,589	\$14,625,000	Monitoring	3.68
	Jedco Inc.	02/27/18	Grand Rapids	Kent	Expansion	Grant	\$215,000	\$70,000	\$9,295,000	\$5,253,536	39	35	41	\$60,197	-	Monitoring	3.18
	Agropur	03/01/18	Wyoming	Kent	Expansion	Grant	\$434,000	\$385,000	\$21,347,650	\$9,908,834	62	55	55	\$49,600	-	Monitoring	2.62
	Unique Instruments Inc., dba Orchid Bridgeport	03/07/18	Bridgeport	Saginaw	Expansion	Grant	\$472,500	\$472,500	\$27,455,000	\$52,900,000	135	135	136	\$45,600	\$33,600,000	Monitoring	2.22
	Parker Hannifin Corporation	03/08/18	Lakeview	Montcalm	Expansion	Grant	\$250,000	\$192,000	\$5,100,000	\$4,761,570	46	35	51	\$40,166	-	Monitoring	1.76
2018	Greenville Venture Partners LLC	03/14/18	Greenville	Montcalm	New	Grant	\$412,500	\$412,500	\$57,952,000	\$0	33	41	41	\$46,592	\$2,700,000	Ended	1.50
	Esys Automation	03/16/18	Auburn Hills	Oakland	New	Grant	\$832,000	\$200,000	\$15,873,823	\$3,340,000	104	26	41	\$60,000	-	Monitoring	4.22
	Infineon Technologies Corporation	03/23/18	Livonia	Wayne	Expansion	Grant	\$200,000	\$136,000	\$1,550,000	\$958,867	25	21	23	\$100,000	-	Monitoring	3.15
	Kember Flooring Inc.	03/23/18	Beaverton	Gladwin	Expansion	Grant	\$200,000	\$200,000	\$5,000,000	\$136,682	25	-	22	\$28,827	-	Monitoring	2.58
	WABCO North America LLC <sup>11</sup>	03/23/18	Auburn Hills	Oakland	Expansion	Grant	\$375,000	\$0	\$19,752,000	\$0	87	-	-	-	-	Monitoring	3.22
	Nexient	03/27/18	Ann Arbor	Washtenaw	Expansion	Grant	\$1,500,000	\$300,000	\$4,173,900	\$0	300	60	60	\$60,275	-	Monitoring	3.21
	Saint-Gobain Performance Plastics Corp.	04/14/18	Beaverton	Gladwin	Expansion	Grant	\$396,000	\$324,000	\$10,640,000	\$11,667,206	66	64	80	\$44,148	\$55,105	Monitoring	3.13
	Manthei Inc.	04/11/18	Resort Township	Emmet	Expansion	Grant	\$280,000	\$280,000	\$9,100,000	\$7,735,751	35	43	43	\$33,270	\$1,200,000	Monitoring	2.19
	Open Dealer Exchange LLC	04/19/18	Farmington Hills	Oakland	Expansion	Grant	\$350,000	\$175,000	\$3,908,000	\$2,737,625	50	25	31	\$63,849	-	Monitoring	3.18
	Plastic Trim International Inc. <sup>11</sup>	04/24/18	Baldwin Township	Lake	Expansion	Grant	\$1,575,000	\$0	\$16,100,000	\$10,610,902	210	-	-	-	-	Monitoring	5.65
	SMFS Inc., dba GRIMM <sup>11</sup>	04/24/18	Grand Rapids	Kent	Expansion	Grant	\$216,000	\$0	\$621,312	\$45,000	27	-	-	-	-	Monitoring	3.03
	PlaneWave Instruments	04/27/18	Adrian	Lenawee	New	Grant	\$400,000	\$225,000	\$9,470,000	\$693,090	54	15	46	\$30,000	\$984,259	Monitoring	2.80
	HNTB Corporation	05/07/18	Detroit	Wayne	Expansion	Grant	\$112,000	\$0	\$483,000	\$236,640	28	-	15	\$77,753	-	Monitoring	3.32
	Syncreon America Inc.	05/09/18	Monroe	Monroe	Expansion	Grant	\$430,000	\$430,000	\$300,000	\$0	100	100	199	\$43,944	-	Monitoring	1.65
	Almond Products	05/10/18	Spring Lake Twp.	Ottawa	Expansion	Grant	\$850,000	\$141,000	\$5,300,000	\$500,000	72	19	19	\$30,000	-	Monitoring	3.61
	Midland Credit Management	05/11/18	Troy	Oakland	Expansion	Grant	\$450,000	\$165,000	\$2,200,000	\$0	150	118	142	\$32,011	-	Monitoring	3.51
	Bordin Motor Corporation	05/14/18	Oak Park	Oakland	New	Grant	\$496,000	\$0	\$3,458,085	\$1,964,865	62	-	23	\$101,869	\$2,680,000	Monitoring	2.95
	Ventra Ionia Main LLC <sup>11</sup>	05/17/18	Ionia	Ionia	Expansion	Grant	\$600,000	\$137,600	\$4,850,000	\$4,872,061	109	-	27	\$37,400	-	Monitoring	2.27
	Repair Center LLC, dba Tech Defenders	05/29/18	Grand Rapids	Kent	Expansion	Grant	\$172,500	\$0	\$2,707,000	\$1,400,000	115	-	42	\$34,980	-	Monitoring	4.54
	Midwest Glass Fabricators Inc.	05/30/18	Highland Township	Oakland	Expansion	Grant	\$186,000	\$0	\$4,700,000	\$270,000	62	-	38	\$30,000	-	Monitoring	3.35
	Stone Fox Ventures LLC	05/30/18	Grand Rapids	Kent	Relocation	Grant	\$400,000	\$0	\$3,760,000	\$0	52	-	-	-	-	Monitoring	2.45
	International Wheel & Tire	06/05/18	Farmington Hills	Oakland	Expansion	Grant	\$270,000	\$90,000	\$4,275,000	\$115,000	30	11	18	\$95,000	-	Monitoring	3.01

MICHIGAN BUSINESS DEVELOPMENT PROGRAM: EXHIBIT 1 (AGREEMENT EXECUTED) *continued*MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED *continued*

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2018	Howmet Corporation, dba Arconic	06/07/18	Whitehall	Muskegon	Expansion	Grant	\$495,000	\$0	\$104,000,000	\$74,062,039	45	-	183	\$46,700	-	Monitoring	1.75
	Actia Corporation <sup>11</sup>	06/13/18	Romulus	Wayne	New	Grant	\$750,000	\$248,300	\$18,500,000	\$13,972,463	151	50	50	\$50,900	-	Monitoring	3.52
	Guangzhou Automobile Group Co. Ltd. <sup>10</sup>	06/19/18	Farmington Hills	Oakland	New	Grant	\$500,000	\$0	\$4,453,000	\$4,916,555	62	-	20	\$155,000	-	Monitoring	5.46
	Home Point Financial Corporation	06/22/18	Ann Arbor	Washtenaw	Expansion	Grant	\$360,000	\$180,000	\$4,050,000	\$3,706,556	50	41	41	\$73,600	-	Monitoring	3.02
	Loc Performance Products Inc.	06/26/18	Plymouth	Wayne	Expansion	Grant	\$7,000,000	\$0	\$71,500,000	\$9,680,994	700	-	70	\$45,281	-	Monitoring	5.65
	Stryker Corporation Medical Division	06/26/18	Portage	Kalamazoo	Expansion	Grant	\$2,600,000	\$0	\$109,785,357	\$31,130,529	260	-	22	\$38,400	-	Monitoring	8.49
	JR Automation Technologies LLC <sup>10</sup>	06/28/18	Holland Township	Ottawa	Expansion	Grant	\$800,000	\$0	\$4,000,000	\$0	100	-	-	-	-	Monitoring	1.38
	Sequris Group LLC	06/29/18	Plymouth	Wayne	Expansion	Grant	\$500,000	\$0	\$5,580,000	\$0	67	-	9	\$58,000	-	Monitoring	4.24
	Quality Roasting	06/29/18	Caro	Tuscola	New	Grant	\$80,000	\$0	\$10,000,000	\$0	15	-	-	-	-	Monitoring	2.33
	Amphenol-Borisch Technologies	07/11/18	Kentwood	Kent	Expansion	Grant	\$410,000	\$250,000	\$3,700,000	\$0	82	54	77	\$43,165	-	Monitoring	3.23
	Medbio Inc. <sup>11</sup>	07/11/18	Cascade Township	Kent	Expansion	Grant	\$180,000	\$0	\$3,526,000	\$2,220,000	43	0	35	\$38,590	-	Monitoring	3.32
	Trillium Inc. <sup>13</sup>	07/16/18	Ann Arbor	Washtenaw	New	Grant	\$207,500	\$39,500	\$239,500	\$0	25	4	-	-	-	Monitoring	5.14
	Michigan Metal Coatings Company	07/17/18	Port Huron	St. Clair	Expansion	Grant	\$200,000	\$0	\$11,000,000	\$13,000,000	41	-	14	\$27,000	-	Monitoring	3.26
	Nachi Robotic Systems Inc.	07/17/18	Novi	Oakland	Expansion	Grant	\$360,000	\$0	\$12,067,773	\$0	36	-	5	\$70,600	-	Monitoring	3.14
	Fanuc Robotics America Corporation	07/19/18	Auburn Hills	Oakland	New	Grant	\$1,000,000	\$0	\$51,060,000	\$0	100	-	-	-	-	Monitoring	4.70
	Morley Companies Inc.	07/24/18	Saginaw	Saginaw	New	Grant	\$2,000,000	\$952,000	\$5,175,000	\$0	525	251	368	\$28,000	-	Monitoring	2.82
	Pfizer Inc.	07/24/18	Portage	Kalamazoo	New	Grant	\$1,000,000	\$165,000	\$465,000,000	\$5,331,829	450	228	237	\$77,754	-	Monitoring	5.91
	SAPA Transmission Inc.	07/24/18	Shelby Township	Macomb	New	Grant	\$2,676,000	\$0	\$40,100,000	\$6,705,715	223	-	1	\$83,000	-	Monitoring	6.32
	ABC Acquisition Company, dba Aetna Bearing Co.	07/26/18	Livonia	Wayne	New	Grant	\$385,000	\$226,875	\$1,670,000	\$2,527,930	56	25	27	\$30,000	-	Monitoring	3.78
	Drake Enterprises Inc.	08/21/18	Clinton Township	Macomb	Expansion	Grant	\$750,000	\$0	\$18,970,000	\$6,528,288	125	-	11	\$44,936	-	Monitoring	5.24
	Motion Dynamics Corporation	08/08/18	Fruitport Township	Muskegon	Expansion	Grant	\$530,000	\$165,000	\$3,750,000	\$2,299,283	80	25	25	\$31,329	-	Monitoring	3.32
	Dennis Group <sup>10</sup>	08/17/18	Battle Creek	Calhoun	New	Grant	\$500,000	\$0	\$621,000	\$0	65	-	-	-	-	Monitoring	3.39
	Location Services	08/20/18	Ann Arbor	Washtenaw	New	Grant	\$500,000	\$235,800	\$1,152,500	\$0	106	65	71	\$49,359	-	Monitoring	3.05
	Alps Electric Inc.	08/23/18	Auburn Hills	Oakland	New	Grant	\$650,000	\$0	\$5,100,000	\$5,100,000	100	-	84	\$95,979	-	Monitoring	2.28
	Michigan Milk Producers Association	08/28/18	Constantine	St. Joseph	Expansion	Grant	\$122,000	\$66,000	\$24,000,000	\$29,890,339	11	6	6	\$35,422	-	Monitoring	3.07
	Subaru Research and Development	08/28/18	Van Buren Twp.	Wayne	New	Grant	\$1,500,000	\$0	\$48,175,900	\$14,333,496	101	-	11	\$82,000	-	Monitoring	4.62
	Tooling Technologies Group LLC <sup>10</sup>	08/29/18	Macomb	Macomb	New	Grant	\$750,000	\$0	\$19,875,000	\$0	100	-	-	\$41,000	-	Monitoring	4.48
	Configit Inc. <sup>11</sup>	08/30/18	Southfield	Oakland	New	Grant	\$365,000	\$0	\$803,000	\$88,400	51	-	5	\$103,000	-	Monitoring	2.84
	Kostal Kontakt Systeme Inc.	08/30/18	Rochester Hills	Oakland	New	Grant	\$320,000	\$0	\$57,844,000	\$0	32	-	-	\$120,000	-	Monitoring	5.00
	Envisics LLC	09/05/18	Troy	Oakland	New	Grant	\$100,000	\$0	\$768,000	\$0	12	-	-	-	-	Terminated	0.87
	Kalamazoo Outdoor Gourmet	09/07/18	Comstock Township	Kalamazoo	Expansion	Grant	\$200,000	\$0	\$3,130,000	\$2,800,000	31	-	1	\$94,000	-	Monitoring	4.98
	Piston Automotive	09/10/18	Van Buren Twp.	Wayne	Expansion	Grant	\$590,000	\$0	\$16,737,999	\$17,065,000	118	-	17	\$30,903	-	Monitoring	3.72
	AGS Automotive Systems Inc.	09/12/18	Sterling Heights	Macomb	Expansion	Grant	\$950,000	\$0	\$5,000,000	\$7,815,716	100	-	82	\$34,905	-	Monitoring	1.55
Radiant Solutions	09/14/18	Ypsilanti	Washtenaw	New	Grant	\$350,000	\$0	\$15,691,728	\$35,900	42	-	15	\$89,649	-	Monitoring	3.98	
Medline	09/18/18	Romulus	Wayne	New	Grant	\$250,000	\$0	\$5,928,224	\$3,480,000	75	79	79	\$31,600	-	Monitoring	3.28	
Magna Mirrors of America Inc. <sup>11</sup>	09/19/18	Newaygo	Newaygo	Expansion	Grant	\$448,000	\$0	\$45,066,251	\$0	48	-	-	-	-	Monitoring	3.26	
Healthmark Industries	09/26/18	Fraser	Macomb	New	Grant	\$1,000,000	\$287,000	\$12,000,000	\$2,478,826	139	40	40	\$44,577	-	Monitoring	4.48	
Arcanum Alloys <sup>9</sup>	09/28/18	Kentwood	Kent	Relocation	Grant	\$162,500	\$0	\$693,000	\$0	25	-	-	-	-	Monitoring	2.25	
West Michigan Compounding LLC <sup>11</sup>	09/28/18	Greenville	Montcalm	Expansion	Grant	\$150,000	\$50,000	\$6,000,000	\$0	33	-	-	-	-	Monitoring	3.04	
2019	DealerOn	10/01/18	Grand Rapids	Kent	Expansion	Grant	\$300,000	\$80,000	\$1,662,583	\$177,605	44	12	12	\$52,916	-	Monitoring	3.17
	Grand River Aseptic Manufacturing Inc.	10/05/18	Grand Rapids	Kent	Expansion	Grant	\$1,000,000	\$0	\$48,000,000	\$20,180,484	107	-	30	\$58,981	-	Monitoring	5.56
	Performance Fabrics Inc., dba HexArmor	10/05/18	Grand Rapids	Kent	Expansion	Grant	\$350,000	\$0	\$8,750,000	\$8,991,170	50	-	13	\$48,892	-	Monitoring	3.17



MICHIGAN BUSINESS DEVELOPMENT PROGRAM: EXHIBIT 1 (AGREEMENT EXECUTED) *continued***MSF BOARD ACTION TAKEN: AGREEMENT EXECUTED** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Status of loans/ stage <sup>7</sup>	Duration of economic assistance (years) <sup>8</sup>
2019	Pacific Industrial Development Corporation	10/15/18	Pittsfield Township	Washtenaw	Expansion	Grant	\$400,000	\$0	\$17,200,000	\$276,032	50	-	-	-	\$276,032	Monitoring	6.27
	Schupan and Sons Inc.	10/23/18	Kalamazoo	Kalamazoo	Expansion	Grant	\$500,000	\$0	\$10,120,000	\$5,379,806	80	30	36	\$32,102	-	Monitoring	3.41
	Truck-Lite	10/23/18	Southfield	Oakland	Relocation	Grant	\$855,000	\$0	\$4,000,000	\$0	95	-	-	-	-	Monitoring	4.93
	Andronaco Industries	11/05/18	Kentwood	Kent	Expansion	Grant	\$320,000	\$0	\$3,300,000	\$0	64	-	-	-	-	Monitoring	3.73
	Drive System Design Inc.	11/19/18	Farmington Hills	Oakland	Expansion	Grant	\$175,000	\$0	\$1,700,000	\$726,463	25	-	-	-	-	Monitoring	3.28
	Sherloq Revenue Solutions	11/26/18	Traverse City (Elmwood Twp.)	Leelanau	Expansion	Grant	\$980,000	\$0	\$5,125,000	\$134,439	210	-	1	\$28,548	-	Monitoring	5.37
	Gallagher-Kaiser Corporation	11/27/18	Hamtramck	Wayne	Expansion	Grant	\$3,200,000	\$500,000	\$9,270,000	\$8,098,649	300	40	76	\$42,950	-	Monitoring	3.32
	Samsung SDI America	11/27/18	Auburn Hills	Oakland	Expansion	Grant	\$10,000,000	\$2,300,000	\$62,772,674	\$21,951,909	461	-	32	\$84,000	\$20,251,909	Monitoring	6.14
	Spartan Michigan LLC	11/27/18	St. Johns	Clinton	New	Grant	\$2,000,000	\$0	\$425,000,000	\$101,221,000	231	-	9	\$97,000	\$320,000,000	Monitoring	4.58
	Technosoft Corporation	11/30/18	Southfield	Oakland	Expansion	Grant	\$800,000	\$0	\$878,000	\$25,263	104	82	84	\$85,335	-	Monitoring	3.25
	Allegiant Air <sup>11</sup>	12/07/18	Cascade Township	Kent	New	Grant	\$200,000	\$200,000	\$42,835,000	\$34,965,686	11	12	12	\$59,259	-	Monitoring	0.95
	Shannon Precision Fastener LLC	12/10/18	Holly	Oakland	Expansion	Grant	\$700,000	\$0	\$34,500,000	\$0	100	-	-	-	-	Monitoring	6.61
	DeWys Manufacturing	12/13/18	Wright Township	Ottawa	Expansion	Grant	\$267,000	\$130,000	\$6,995,000	\$700,410	41	20	24	\$33,880	-	Monitoring	3.78
	Dongguan Wellmei Mold Manufacturing Co. Ltd. <sup>11</sup>	12/14/18	Troy	Oakland	Expansion	Grant	\$355,000	\$0	\$10,878,000	\$0	71	-	14	\$66,000	-	Monitoring	5.25
	Cooper-Standard Automotive <sup>9</sup>	12/18/18	Northville Township	Wayne	Expansion	Grant	\$1,300,000	\$0	\$15,265,328	\$0	130	-	-	-	-	Monitoring	5.25
	Waupaca Foundry	12/18/18	Ironwood	Gogebic	Expansion	Grant	\$1,200,000	\$491,800	\$4,300,000	\$3,454,361	61	25	35	\$34,700	-	Monitoring	2.40
	Cayman Chemical	01/07/19	Ann Arbor	Washtenaw	Expansion	Grant	\$720,000	\$0	\$10,040,000	\$2,373,623	80	-	28	\$54,813	-	Monitoring	5.36
	American Mitsuba Corporation <sup>10</sup>	01/11/19	Mt. Pleasant	Isabella	Expansion	Grant	\$360,000	\$0	\$13,507,000	\$0	45	-	-	-	-	Monitoring	3.99
	Emabond Solutions <sup>11</sup>	01/11/19	Auburn Hills	Oakland	Relocation	Grant	\$153,000	\$0	\$842,000	\$557,679	25	-	-	-	-	Monitoring	5.17
	Amazon <sup>10</sup>	01/22/19	Gaines Township	Kent	Expansion	Grant	\$4,000,000	\$0	\$150,000,000	\$0	1000	-	-	-	-	Monitoring	3.10
	Waymo	01/22/19	Detroit	Wayne	Expansion	Grant	\$8,000,000	\$2,000,000	\$13,600,000	\$396,750	100	22	17	\$136,088	-	Monitoring	5.51
	BISSELL Inc. <sup>10</sup>	01/24/19	Walker	Kent	New	Grant	\$500,000	\$0	\$10,000,000	\$0	100	-	33	-	-	Monitoring	2.80
	Miniature Custom Manufacturing	02/20/19	Vicksburg	Kalamazoo	New	Grant	\$175,000	\$0	\$3,000,000	\$0	37	-	-	-	-	Monitoring	3.07
	RPM Freight Systems LLC	02/26/19	Royal Oak	Oakland	Expansion	Grant	\$3,750,000	\$0	\$4,911,180	\$0	500	-	44	\$70,000	-	Monitoring	5.02
	US Roof LLC <sup>10</sup>	02/26/19	Auburn Hills	Oakland	Expansion	Grant	\$3,340,000	\$0	\$13,885,000	\$0	334	-	-	-	-	Monitoring	5.26
	MAHLE Engine Components USA	03/04/19	St. Johns	Clinton	Expansion	Grant	\$186,000	\$0	\$2,910,000	\$0	25	-	-	-	-	Monitoring	2.76
	Concord Tool & Manufacturing Inc.	03/08/19	Mount Clemens	Macomb	Expansion	Grant	\$300,000	\$0	\$8,810,000	\$1,800,000	75	0	54	\$27,000	\$1,800,000	Monitoring	1.47
	ERAE AMS Co. Ltd.	03/08/19	Pontiac	Oakland	New	Grant	\$685,000	\$0	\$17,050,000	\$1,382,222	137	-	28	\$56,500	-	Monitoring	3.55
	Forman Glass	04/18/19	Comstock Township	Kalamazoo	Relocation of existing	Grant	\$100,000	\$0	\$1,925,000	\$0	20	-	-	-	-	Monitoring	3.88
	VDA Labs	04/22/19	Grand Rapids	Kent	Expansion	Grant	\$75,000	\$0	\$300,000	\$0	25	-	-	-	-	Monitoring	2.53
	Fiat Chrysler Automobiles US LLC	05/21/19	Detroit	Wayne	Expansion	Grant	\$10,000,000	\$0	\$1,614,059,000	\$0	3850	-	-	-	-	Monitoring	2.50
	Multimatic Engineering	05/30/19	Novi	Oakland	Expansion	Grant	\$603,500	\$0	\$7,870,023	\$0	50	-	-	-	-	Monitoring	5.64
	Atlas Holdings	06/24/19	Muskegon	Muskegon	Expansion	Grant	\$200,000	\$0	\$15,000,000	\$0	38	-	-	-	-	Monitoring	1.59
KLA Corporation	06/25/19	Ann Arbor	Washtenaw	New	Grant	\$2,500,000	\$0	\$217,830,000	\$35,000,000	250	-	52	\$114,800	-	Monitoring	1.77	
Pons Atlantic Partners GmbH	06/25/19	Hazel Park	Oakland	New	Grant	\$2,240,000	\$0	\$40,380,000	\$0	224	-	-	-	-	Monitoring	5.73	
LLamasoft Inc.	06/27/19	Ann Arbor	Washtenaw	Expansion	Grant	\$515,790	\$0	\$10,700,000	\$0	70	-	-	-	-	Monitoring	3.11	
Bluewater Technologies Group Inc.	07/16/19	Novi	Oakland	Expansion	Grant	\$300,000	\$0	\$34,616,330	\$0	81	-	-	-	-	Monitoring	3.76	
Great Lakes Fusion	07/23/19	Durand	Shiawassee	Expansion	Grant	\$250,000	\$0	\$2,650,000	\$0	40	-	-	-	-	Monitoring	2.17	
R2 Space	09/10/19	Ann Arbor	Washtenaw	New	Grant	\$250,000	\$0	\$1,396,000	\$0	30	-	-	-	-	Monitoring	3.40	
Arlington Industries	09/11/19	Romeo	Macomb	New	Grant	\$450,000	\$0	\$4,595,000	\$0	70	-	-	-	-	Monitoring	2.52	
Covenant Eyes Inc.	09/24/19	Owosso	Shiawassee	Expansion	Grant	\$490,000	\$0	\$1,960,000	\$0	65	-	-	-	-	Monitoring	3.06	
							<b>\$499,505,436</b>	<b>\$283,157,739</b>	<b>\$16,741,234,614</b>	<b>\$10,206,231,827</b>	<b>70,612</b>	<b>41,691</b>	<b>\$56,488</b>	<b>\$21,431,057</b>	<b>\$1,720,801,647</b>		<b>3.92</b>

MICHIGAN BUSINESS DEVELOPMENT PROGRAM: EXHIBIT 1 (NO AGREEMENT EXECUTED)

**MSF BOARD ACTION TAKEN: NO AGREEMENT EXECUTED**

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Other economic assistance	Status of loans/ stage <sup>7</sup>	
2019	Sugar Free Specialties LLC, dba Dr. John's Healthy Sweets	10/17/18	Comstock Park	Kent	Expansion	Grant	\$250,000		\$2,309,000		50						Commitment
	Coyote Logistics LLC	10/23/18	Detroit	Wayne	Expansion	Grant	\$1,500,000		\$3,600,000		300						Commitment
	My Locker	12/18/18	Detroit	Wayne	Expansion	Grant	\$2,500,000		\$18,064,375		452						Commitment
	Rassini Brakes LLC	01/02/19	Flint	Genesee	Expansion	Grant	\$300,000		\$8,490,000		50						Commitment
	Kaidi Electrical Company	01/14/19	Holland	Ottawa	New	Grant	\$450,000		\$2,061,000		95						Commitment
	Magneti Marelli Holding USA LLC	01/22/19	Auburn Hills	Oakland	New	Grant	\$1,590,000		\$12,573,000		106						Dismissed
	Ventra EvertvLLC	03/08/19	Evert	Osceola	Expansion	Grant	\$350,000		\$3,750,000		50						Commitment
	CertainTeed Ceilings Corp.	03/26/19	L'Anse	Baraga	Expansion	Grant	\$375,000		\$10,300,000		25						Dismissed
	Webasto Roof Systems Inc.	04/23/19	Plymouth Twp.	Wayne	Expansion	Grant	\$2,700,000		\$47,925,000		441						Commitment
	Webasto Roof Systems Inc.	05/14/19	Auburn Hills	Oakland	New	Grant	\$350,000		\$40,000,000		55						Commitment
	L3 Harris	05/26/19	Muskegon Twp.	Muskegon	New	Grant	\$500,000		\$4,572,544		46						Dismissed
	Roskam Baking Company	06/10/19	Grand Rapids	Kent	Expansion	Grant	\$1,000,000		\$85,218,701		238						Commitment
	Koops Inc.	06/19/19	Holland	Allegan	Expansion	Grant	\$360,000		\$6,280,000		60						Commitment
	Production Tool Supply Company	07/09/19	Novi	Oakland	New	Grant	\$1,000,000		\$69,737,750		85						Commitment
	Knauf Insulation	07/23/19	Albion	Calhoun	Expansion	Grant	\$204,000		\$32,485,000		34						Commitment
	R & E Automated Systems	07/24/19	Port Huron	St. Clair	New	Grant	\$750,000		\$14,475,000		176						Commitment
	ITB Packaging LLC	08/09/19	Holland	Ottawa	Expansion	Grant	\$325,000		\$3,505,000		65						Commitment
	Beet Analytics Technology	08/28/19	Plymouth	Wayne	Expansion	Grant	\$384,000		\$1,303,000		48						Commitment
	MMI Engineered Solutions Inc.	09/11/19	Warren	Macomb	Expansion	Grant	\$580,000		\$14,979,000		111						Commitment
	Michigan Software Labs	09/19/19	Ada	Kent	Expansion	Grant	\$108,000		\$840,535		27						Commitment
Acrisure	09/24/19	Grand Rapids	Kent	Relocation of existing	Grant	\$1,000,000	\$33,187,237	400	Commitment								
Faurecia North America	09/24/19	Highland Park	Wayne	New	Grant	\$2,000,000	\$10,733,343	500	Commitment								
							<b>\$18,576,000</b>		<b>\$426,389,485</b>		<b>3,414</b>						

**FY 2019 total projects: 66**

**FY 2019 total executed agreements: 44**

1 The amount of investment the company stated on its application and what is expected to occur by the completion of the project.

2 The actual investment reported by the company that has been made at the project site.

3 The number of new jobs the company has committed to create at the project site.

4 The actual number of qualified new jobs created and verified through milestone applications submitted through September 30, 2019. In accordance with MCL 125.2088r(7)(d) and the MBDP program guidelines adopted by the MSF board, a qualified new job means a job performed for the qualified business for consideration by an individual who is a resident of Michigan, and whose Michigan income taxes are withheld by an employer, or an employee leasing company or a professional employer organization on behalf of the employer, that is in excess of the number of jobs maintained by the qualified business in this state prior to the expansion or location. The MSF may also consider full time equivalent or hours worked as a method to count a job as a qualified new job, and may impose other terms and conditions, including without limitation that the qualified new job may not count if it includes a job transferred from any qualified business facility in Michigan to another qualified business facility located, or to be located, in Michigan.

5 The number of new jobs created that are not temporary employees as self-reported by the company on the annual progress report.

6 The total amount of financial support other than state resources as self-reported by the company on the annual progress report.

7 Additional stages have been created to clarify the status of each incentive as defined below:

- Commitment: The project has been approved by the MSF board however the grant agreement has not yet been signed.
- Ended: The company has successfully met all requirements of the grant agreement and amendments.
- Monitoring: The project has been approved by the MSF board and the agreement has been fully executed. The grant remains in the monitoring stage until all grant requirements are fully met.
- Repayment: The company is currently repaying previously disbursed grant funds. The stage will be updated to terminated when required funds have been returned to the MSF
- Terminated: The company agreement has been terminated due to not fulfilling grant requirements, funds have been returned to the MSF if required.

8 Duration of economic assistance is calculated by total years between start date of agreement and term of the grant. On average, the duration of MBDP incentives is 3.92 years.

9 As of September 30, 2019, the company is in default of its agreement and is in a cure period.

10 As of September 30, 2019, the company is in default of its agreement. The MSF is currently in discussion to resolve the default.

11 As of September 30, 2019, the company was in default of its agreement, subsequently the event of default has been resolved.

12 N/A

13 As of September 30, 2019, the company was in default of its agreement and has triggered repayment of previously disbursed funds. The MSF is currently in discussions with the company regarding the repayment of grant funds.

14 Company is in default of its agreement and has triggered repayment of previously disbursed funds. The matter has been referred to the Department of Attorney General for collection of funds.

15 Company is in default of its agreement and has triggered repayment of previously disbursed funds. Subsequent to default, the company filed for bankruptcy protection. The MSF submitted a proof of claim for the disbursed funds and is monitoring the proceedings.

16 Company is in default of its agreement as of September 30, 2019. Subsequent to September 30, 2019, the agreement has been terminated.

## MICHIGAN BUSINESS DEVELOPMENT PROGRAM REVENUE RETURNED

<b>REPAYMENT, REVENUE AND PROPERTY RETURNED TO THE FUND</b>		
Fiscal year 2019: 10/01/2018–09/30/2019		
<b>Payment type</b>	<b>Company name</b>	<b>Amount received*</b>
MBDP repayment	Android–Detroit LLC	\$75,750
MBDP repayment	ArcticAx US Ltd.	\$4,000
MBDP repayment	Black & Veatch Corporation	\$66,250
Revenue participation	Canal Street Brewing, dba Founders Brewing	\$600,000
MBDP repayment	Capital Welding Inc.	\$49,500
MBDP repayment	Computerized Facilities	\$129,389
MBDP repayment	Creative Foam	\$95,000
MBDP repayment	CUP Acquisitions	\$32,000
MBDP repayment	Lacks Enterprises Inc.	\$148,958
Annual payment	M-1 Rail	\$999,466
Revenue participation	Materne North America Corp.	\$87,665
MBDP repayment	Moran Iron Works	\$26,551
Annual payment	Niowave Inc.	\$232,143
Annual payment	Rigaku Innovative Technologies	\$200,000
MBDP repayment	Senderra RX Partners LLC	\$34,286
Annual interest payment	Southwest Michigan First	\$140,000
Annual payment	Verndale Products Inc.	\$54,500
MBDP repayment	WKW, dba Bowers Manufacturing	\$59,125
<b>TOTAL</b>		<b>\$3,034,584</b>
<i>*These amounts represent repayment, revenue and property returned in FY 2019 only; they are not cumulative. The amounts will vary from year to year depending on a number of factors including, but not limited to, companies fulfilling repayment obligations, new defaults and new loan agreements.</i>		

## GOOD JOBS FOR MICHIGAN PROGRAM

The Michigan Strategic Fund Act requires the MSF to submit a report on the Good Jobs for Michigan (GJFM) program activities that occurred the previous fiscal year. This report addresses the reporting requirements for FY 2019. It also includes cumulative activity as of September 30, 2019.

Below is a detailed spreadsheet (Exhibit 1) showing the specifics of each approved project. The information contained in this report is based on data submitted by companies. All project milestones and certificate requests are reviewed and verified through a consistent compliance process. Where applicable, job creation numbers in this report are cross-referenced against recent project milestones and certificate requests. The GJFM is not a job retention program, therefore, there is no information

to report for the number of retained jobs committed or projected, the actual number of retained jobs or the average annual salary for retained jobs. The column titled “Incentive Stage” includes the following stages: monitoring, ended, terminated, and repayment. “Monitoring” means that the incentive is active. “Ended” means the company has fulfilled its obligations under the agreement and the incentive has expired. “Terminated” means the agreement has been terminated prior to the end date stated in the agreement. “Repayment” means the company is in default of its agreement and has triggered repayment of all or a portion of the previously disbursed funds. Once a company has repaid all funds owed to the MSF under an event of default, the status is changed to terminated.

Since October 1, 2017, six projects have been approved by the MSF board.

The aggregated projected return on investment (ROI) to the state of Michigan for the projects approved in this fiscal year is 4.38. This means that for every \$1 invested, there is a projected return of \$4.38. 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.

### EXHIBIT 1 GOOD JOBS FOR MICHIGAN PROGRAM: MSF BOARD ACTION TAKEN (AGREEMENT EXECUTED)

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Withholding tax capture certificate issued amount	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Amount of financial support other than state resources <sup>6</sup>	Incentive stage	Duration of economic assistance (years) <sup>7</sup>
2018	Pfizer Inc.	07/24/18	Portage	Kalamazoo	Expansion	Other	\$10,500,000	\$0.00	\$465,000,000	\$0.00	354	0	0	\$0.00	\$0.00	Monitoring	10
2019	KLA Corporation	10/23/18	Ann Arbor Twp.	Washtenaw	New development	Other	\$16,171,948	\$0.00	\$217,830,000	\$0.00	250	0	0	\$0.00	\$0.00	Monitoring	10
	Aptiv US Services General Partnership	11/27/18	Troy	Oakland	Expansion	Other	\$30,685,850	\$0.00	\$30,000,000	\$0.00	500	0	0	\$0.00	\$0.00	Monitoring	10
	Fiat Chrysler Automobiles US LLC	05/21/19	Detroit	Wayne	Expansion	Other	\$99,000,000	\$0.00	\$2,515,106,000	\$0.00	4,950	0	0	\$0.00	\$0.00	Monitoring	10
<b>TOTAL</b>							<b>\$156,357,798</b>	<b>\$0</b>	<b>\$3,227,936,000</b>	<b>\$0</b>	<b>6,054</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>		<b>10</b>

### EXHIBIT 1 GOOD JOBS FOR MICHIGAN PROGRAM: MSF BOARD ACTION TAKEN (NO AGREEMENT EXECUTED)

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Withholding tax capture certificate issued amount	Total projected investment <sup>1</sup>	Actual private investment <sup>2</sup>	New jobs committed <sup>3</sup>	Actual new jobs created <sup>4</sup>	New jobs created that are not temporary <sup>5</sup>	Average annual salary of new jobs	Other economic assistance	Incentive stage	Duration of economic assistance (years)	
2019	Fiat Chrysler Automobiles US LLC	05/21/19	Detroit	Wayne	Expansion	Other	\$6,000,000	Not applicable	\$4,416,189,000	Not applicable	1,400	Not applicable				Commitment	10	
	Acrisure <sup>8</sup>	09/24/19	Grand Rapids	Kent	Relocation	Other	\$6,000,000		\$33,187,237		400					Commitment	10	
<b>TOTAL</b>							<b>\$12,000,000</b>		<b>\$4,449,376,237</b>		<b>1,800</b>							<b>10</b>

**FY 2019 total projects: 5**

**FY 2019 total executed agreements: 3**

REPAYMENT, REVENUE AND PROPERTY RETURNED TO THE FUND**		
Payment type	Company name	Amount received
Not Applicable		
<b>TOTAL</b>		<b>\$0</b>

\*\*No funds had been returned to the fund in FY 2019

<sup>1</sup> The amount of investment the company stated on its application and what is expected to occur by the completion of the project.

<sup>2</sup> The actual investment reported by the company that has been made at the project site.

<sup>3</sup> The number of new jobs the company has committed to create at the project site.

<sup>4</sup> The actual number of certified new jobs created and verified on annual certificate applications submitted through September 30, 2019. In accordance with MCL 125.2090g(c) and the GJFM program guidelines adopted by the MSF board, a certified new job means a full-time job created by an authorized business at a facility in this state that is in excess of the number of full-time jobs that the authorized business maintained in this state prior to the expansion or location and the number of full-time jobs that the authorized business acquired through a merger or acquisition that were located in this state prior to the expansion or location.

<sup>5</sup> The number of new jobs created that are not temporary employees as self-reported by the company on its annual progress report.

<sup>6</sup> The total amount of financial support other than state resources as self-reported by the company on its annual progress report.

<sup>7</sup> Duration of economic assistance is the total number of years the company is eligible to receive the withholding tax capture certificate.

<sup>8</sup> The agreement was executed in the first quarter of FY 2020.

\*On average, the duration of a GJFM incentive is 10 years.

## STATE ESSENTIAL SERVICES ASSESSMENT

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

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

<b>STATE ESSENTIAL SERVICES ASSESSMENT</b>					
Fiscal year 2019: 10/01/2018–09/30/2019					
<b>MSF approval date</b>	<b>Company</b>	<b>Municipality</b>	<b>County</b>	<b>Approved amount</b>	<b>MSF board action</b>
05/21/19	Fiat Chrysler Automobiles US LLC	Detroit	Wayne	\$180,900	Alternative State Essential Services Assessment Approval
05/21/19	Fiat Chrysler Automobiles US LLC	Detroit	Wayne	\$18,088,056	State Essential Services Assessment Approval
05/21/19	Fiat Chrysler Automobiles US LLC	Detroit	Wayne	\$21,083,085	State Essential Services Assessment Approval
05/21/19	Fiat Chrysler Automobiles US LLC	Detroit	Wayne	\$692,928	State Essential Services Assessment Approval
05/21/19	Fiat Chrysler Automobiles US LLC	Detroit	Wayne	\$13,456,976	State Essential Services Assessment Approval
07/23/19	Knauf Insulation	Albion	Calhoun	\$708,325	State Essential Services Assessment Approval
09/24/19	Graphic Packaging International	Kalamazoo	Kalamazoo	\$7,281,250	State Essential Services Assessment Approval
12/17/19	Ford Motor Company	Dearborn	Wayne	\$3,185,000	State Essential Services Assessment Approval
12/17/19	Ford Motor Company	Dearborn	Wayne	\$6,109,740	State Essential Services Assessment Approval
<b>TOTAL</b>				<b>\$70,786,260</b>	

## MICHIGAN BUILD READY SITES PROGRAM

For Michigan to gain a competitive advantage when it comes to business attraction and expansion projects, it must assist communities or other public entities (e.g., local EDCs, EDOs, etc.) with the development/enhancement of industrial sites to make them build ready and competitive for site selection projects. In FY 2019, the MEDC created a Site Readiness Improvement Program that is intended to assist with the development or enhancement of industrial sites to help them get closer to having vetted site standards, a voluntary resource that provides a critical road map to helping Michigan sites achieve “shovel ready” status.

“Build ready sites” may be defined as a site that has appropriate planning, zoning, surveys, title work, environmental conditions, soil conditions, infrastructure is in place or preliminary engineering is completed, the property is available for sale and development and site information is ready and up-to-date.

The Michigan Build Ready Sites Program accepts applications from local and regional economic

development or community partners that demonstrate a pathway to a build ready site. A local match is required and is a consideration for a competitive project. The term of the grant is up to 24 months. Communities are required to submit progress reports and sites visits are done to monitor the progress of the projects.

Site Readiness Improvement grants awarded for the first time in FY 2019 are listed below.

Another recent initiative highlighting site selection in Michigan includes the launch of an updated, dedicated landing page for site selectors. This site serves as a one-stop-shop for any and all site selector needs from statistics demonstrating Michigan’s strengths as a place to do business to a Zoom Prospector data base. Featured site videos from across Michigan also are highlighted on the site selector landing page. Currently, 13 sites statewide are showcased, offering visual footage of each location and listing key site information including transportation routes, utilities and workforce availability. To view the showcased sites, visit [www.michiganbusiness.org/featured-sites](http://www.michiganbusiness.org/featured-sites).

Grantee (partnering with)	County	Prosperity region	Grant amount	Site
Kent County Department of Public Works	Allegan	4	\$95,000	Sustainable business park: Dorr Township 250 acres
Arenac County Economic Development Corporation	Arenac	5	\$20,000	Property adjacent to Standish Industrial Park
Monitor Township (Bay Future Inc.)	Bay	5	\$100,000	Fisher Road property
Cornerstone Alliance	Berrien	8	\$81,000	Cornerstone industrial park
Calhoun County (Battle Creek Unlimited)	Calhoun	8	\$100,000	Sackrider Farms (Emmett Township)
Calhoun County (Marshall Area Economic Development Alliance)	Calhoun	8	\$100,000	Marshall MEGA site
Chippewa County Economic Development Corporation	Chippewa	1	\$100,000	Kincheloe building #234
Sault Ste. Marie Economic Development Corporation	Chippewa	1	\$25,000	Air industrial park
Middle Michigan Development Corporation–Clare	Clare	5	\$23,000	Clare North industrial park
Middle Michigan Development Corporation-Farwell	Clare	5	\$38,250	Farwell Industrial park
DeWitt Township (Port Lansing Next Michigan Development Corporation)	Clinton	7	\$55,000	Port Lansing Global Logistics Center
Genesee Area Focus Fund	Genesee	6	\$36,000	Delphi site
City of Bessemer	Gogebic	1	\$28,000	Bessemer industrial Park
City of Alma (Greater Gratiot Development, Inc.)	Gratiot	5	\$87,820	Pine River Township; Hoffman Road site

MICHIGAN BUILD READY SITES PROGRAM *continued*

Grantee (partnering with)	County	Prosperity region	Grant amount	Site
City of Leslie, Local Development Finance Authority	Ingham	7	\$10,000	City of Leslie LDFA: 19 acres
Lansing Brownfield Redevelopment Authority	Ingham	7	\$75,000	Sumbal site
Village of Webberville	Ingham	7	\$100,000	Webberville business park
City of Ionia	Ionia	4	\$7,500	Orchard View industrial park
Oscoda-Wurtsmith Airport Authority	Iosco	3	\$100,000	Oscoda-Wurtsmith Airport
Middle Michigan Development Corporation	Isabella	5	\$100,000	CMU Research Center
The Enterprise Group	Jackson	9	\$100,000	Jackson Technology Park North
City of Walker	Kent	4	\$100,000	Visser development
Gerald R. Ford International Airport Authority	Kent	4	\$100,000	Gerald Ford Airport: 10 acres with wetlands
Adrian-Tecumseh SmartZone	Lenawee	9	\$80,000	Adrian-Tecumseh SmartZone
Handy Township	Livingston	9	\$70,200	Former Mitch Harris site
Luce County Economic Development Corporation	Luce	1	\$30,690	Luce County industrial park
City of Fremont	Newaygo	4	\$8,000	Fremont industrial park
Allendale Township (Lakeshore Advantage)	Ottawa	4	\$70,000	11800 56th Avenue, Allendale Township
City of Frankenmuth	Saginaw	5	\$83,090	Frankenmuth business park
Shiawassee County (Shiawassee Economic Development Partnership)	Shiawassee	6	\$100,000	Durand development site
Shiawassee County (Shiawassee Economic Development Partnership)	Shiawassee	6	\$42,600	Vernon Township industrial park
Shiawassee Economic Development Partnership	Shiawassee	6	\$75,000	Parmenter Road site
Economic Development Alliance of St. Clair County	St. Clair	6	\$100,000	Port Huron industrial park
City of Sturgis	St. Joseph	8	\$50,800	Stapleton industrial park
City of Three Rivers	St. Joseph	8	\$100,000	Enterprise industrial park
Village of Colon	St. Joseph	8	\$79,400	Lamb Knit Mill
Van Buren County (Kinexus Group)	Van Buren	8	\$78,000	Life sciences business park–Mattawan
Ann Arbor SPARK	Washtenaw	9	\$100,000	Ann Arbor research park
City of Ecorse	Wayne	10	\$100,000	Mill Street site
Detroit Wayne County Port Authority	Wayne	10	\$90,000	Detroit Port District
Michigan International Technology Center (MITC) Redevelopment Authority	Wayne	10	\$100,000	Light Industrial/Research & Development corridor
City of Detroit Brownfield Redevelopment Authority	Wayne	10	\$100,000	Kettering High School site
City of Cadillac	Wexford	2	\$100,000	Potvin industrial park
<b>TOTAL AWARDS *</b>			<b>\$3,139,350</b>	
<i>*Awards to Detroit Brownfield Redevelopment Authority–Salsinger and Southwest Michigan First–Kalamazoo Foundation were returned by grantee.</i>				

## MICHIGAN DEFENSE CENTER

The Michigan Defense Center was created by Public Act 317 of 2006 within the MEDC to focus on job creation and business development opportunities associated with Department of Defense and Homeland Security contracts. The center is the state’s lead voice on the defense and homeland security economy and guides the state’s policies and programs to protect and grow this important sector of the economy. It serves as a liaison between the state and defense interests in the federal government, defense agencies, the defense industry, academia and Michigan’s defense community and supporting organizations.

The Michigan Defense Center is an operation of the MEDC focused on increasing the market share of the state’s defense and homeland security missions and supporting Michigan businesses by developing and executing its Protect & Grow strategy.

The Protect & Grow (P&G) initiative is an MEDC and Michigan Defense Center led initiative, with Michigan Department of Military and Veterans’ Affairs (DMVA)

partnership. The P&G strategic plan is designed to prepare Michigan communities to protect the state’s current Department of Defense (DOD) missions, infrastructure and industry from an anticipated Base Realignment and Closure (BRAC). In FY 2019, the Michigan Defense Center continued to execute against the 17 key objectives outlined in the Protect & Grow initiative. The legislature authorized \$1 million in FY 2018 and an additional \$500,000 in FY 2019 to continue to implement against the key objectives outlined in the initiative.

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

In 2019, the Michigan Defense Center engaged in a rigorous process to update the Protect & Grow strategic plan. Protect & Grow 2.0 builds on previous successes and pivots toward more aggressive, yet achievable, goals that align with the National Defense Strategy and DOD’s investment priorities.

<b>PROTECT &amp; GROW METRICS</b>	
PROTECT: Facilitated Congressional funding for defense and national security assets	Detroit Arsenal Substation: \$24 million Selfridge ANG Base Hangar Improvements Design: \$7 million
PROTECT: Funding for installation readiness	Camp Grayling Airfield improvements: \$100,000
PROTECT: Congressional Delegation (CODEL) serving on key defense and homeland security committees	Engaged with six CODEL
GROW: Awarded Defense Industry Emerging Growth grants	\$1 million to four community partners <sup>1</sup>
GROW: Community outreach through participation and sponsorship	10 events
GROW: Bid Targeting System (BTS) <sup>5</sup>	316 unique registered users
GROW: Proposal Writing Services (PWS) grant <sup>5</sup>	\$800,000 in new federal contracts
GROW: FY 2018 Michigan defense industry GDP (economic impact)	\$13.1 billion <sup>2</sup>
GROW: FY2018 Michigan defense industry personal income	\$12.5 billion <sup>3</sup>
GROW: FY 2018 Michigan defense industry total employment	142,6354
<sup>1</sup> Community partners: Macomb County, Middle Michigan Development Corporation, Northern Michigan University, Wayne County <sup>2</sup> Increase from \$11.7 billion in FY 2017 <sup>3</sup> Increase from \$12.0 billion in FY 2017 <sup>4</sup> Increase from 126,300 in FY 2017 <sup>5</sup> Bid Targeting System (BTS) and Proposal Writing Services (PWS) grant support small and medium sized businesses interested in pursuing Department of Defense and Department of Homeland Security contracts; the programs are designed to reduce the barrier of entry to doing business in the federal government sector.	



## PROCUREMENT TECHNICAL ASSISTANCE CENTERS

The Procurement Technical Assistance Centers (PTACs) of Michigan are not-for-profit organizations funded by the Defense Logistics Agency (DLA), the MEDC and local funding partners. The mission of the PTACs is to enhance economic development of the state of Michigan by helping area businesses secure local, state and federal contracts. PTACs provide education and awareness to companies and support matching capabilities of Michigan companies with government contract opportunities by preparing them to compete for government contracts and educating them about the opportunities, requirements and process of becoming successful government contractors. PTACs provide pre- and post- award assistance and training, helping companies through the entire procurement process from registering as a government contractor and finding bid opportunities through proposal preparation and post-award modifications.

In FY 2019, the MEDC provided \$1.275 million to support nine PTAC offices and one subrecipient, an average of 40 percent of their annual operation budgets. The

PTACs assisted Michigan companies to obtain federal, state and local contracts for a combined total value of \$1.35 billion. Below is a list of the PTACs. Additional information is available at [www.ptacsofmichigan.org](http://www.ptacsofmichigan.org).

- Muskegon Area First PTAC (Muskegon), serving Allegan, Barry, Ionia, Kent, Lake, Mason, Mecosta, Montcalm, Muskegon, Newaygo, Oceana, Osceola and Ottawa counties
- Northwest Michigan Council of Government PTAC (dba Networks Northwest) (Traverse City), serving Alger, Antrim, Baraga, Benzie, Charlevoix, Chippewa, Delta, Dickinson, Emmet, Gogebic, Grand Traverse, Houghton, Iron, Kalkaska, Keweenaw, Leelanau, Luce, Mackinac, Manistee, Marquette, Menominee, Missaukee, Ontonagon, Schoolcraft and Wexford counties
- Flint & Genesee Chamber of Commerce PTAC (Flint), serving Genesee, Huron, Lapeer, Sanilac, Shiawassee, St. Clair and Tuscola counties
- Macomb Community College (Macomb Regional PTAC), serving Macomb county
- Northeast Michigan Consortium Michigan Works (N.E. Michigan Consortium

- PTAC) (Onaway), serving Alcona, Alpena, Cheboygan, Crawford, Iosco, Montmorency, Ogemaw, Oscoda, Otsego, Presque Isle and Roscommon counties
- Upjohn Institute for Employment Research (SW Michigan PTAC) (Kalamazoo), serving Berrien, Branch, Calhoun, Cass, Kalamazoo, St. Joseph and Van Buren counties
- Enterprise Group of Jackson Inc. (PTAC of South Central Michigan) (Jackson), serving Clinton, Ingham, Eaton, Jackson, Hillsdale and Lenawee counties
- Saginaw Future Inc. PTAC (Saginaw), serving Arenac, Bay, Clare, Gladwin, Gratiot, Isabella, Midland and Saginaw counties
- PTAC of Schoolcraft College (Schoolcraft), serving Oakland, Livingston, Washtenaw, Monroe and Wayne counties
- Wayne State University PTAC, serving the City of Detroit\*

\*WSU PTAC is a subrecipient of PTAC of Schoolcraft College

### PTACS ANNUAL PROGRAM PERFORMANCE METRICS

Fiscal year 2019: 10/01/2018–09/30/2019

	Muskegon	Traverse City	Flint	Macomb	Onaway	Kalamazoo	Jackson	Saginaw	Schoolcraft	TOTALS
Number of new clients	72	102	175	179	29	68	54	50	612	1,341
Number of active clients	321	167	409	521	82	123	240	153	495	2,511
Counseling time	2,032	1,146	1,576	1,298	354	484	950	448	1,175	9,463
Number of events	15	36	42	35	10	23	18	7	49	235
Contract awards: All federal	\$257,377,684	\$81,844,662	\$71,881,083	\$196,985,341	\$23,792,101	\$48,662,933	\$54,444,030	\$61,817,201	\$281,016,022	\$1,077,821,057
Contract awards: Subcontracts	\$24,383,330	\$36,949,323	\$646,616	\$63,543,842	\$218,238	\$3,035,634	\$11,468,048	\$16,125,606	\$1,453,878	\$157,824,515
Contract awards: State and local	\$122,798	\$9,135,339	\$3,199,149	\$2,986,875	\$3,526,848	\$3,799,115	\$36,368,388	\$44,450,256	\$14,649,199	\$118,237,967
<b>TOTAL FACILITATED REVENUE</b>	<b>\$281,883,812</b>	<b>\$127,929,324</b>	<b>\$75,726,848</b>	<b>\$263,516,058</b>	<b>\$27,537,187</b>	<b>\$55,497,682</b>	<b>\$102,280,466</b>	<b>\$122,393,063</b>	<b>\$297,119,099</b>	<b>\$1,353,883,539</b>
Number of clients awarded first time contract	0	4	8	23	0	3	19	8	13	78
Number of all contracts awarded	2,225	1,355	3,137	24,985	230	2,145	2,599	405	2,155	39,236

## INTERNATIONAL TRADE SERVICES

**M**EDC's International Trade Program is committed to increasing Michigan's exporting opportunities by helping businesses identify and enter key emerging foreign markets, where over 80 percent of the world's purchasing power exists. 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 Michigan small businesses that export
- Increase the dollar value of Michigan exports
- Increase the number of Michigan small businesses exploring significant new trade opportunities
- Strengthen Michigan's economy by increasing export-driven job growth

These goals are accomplished through International Trade Services: the State Trade Expansion Program (STEP); the Project Exception Program (PEP); International Trade Centers; Small Business support services; a regional export network; and International Trade Program events. In FY 2019, as a result of these services, the International Trade Program provided assistance to 653 Michigan companies. Export sales that came as a direct result of MEDC assistance totaled \$682 million to 133 countries. Since the program was re-established in 2011, companies have reported facilitated export sales of over \$3.1 billion.

STEP was launched in October 2011 to give Michigan companies a stronger competitive edge in the global marketplace. Funded by the Small Business Administration (SBA) and the 21st Century Jobs Fund, STEP is administered by the international trade team to assist companies with their exporting needs and connect them with resources to reach foreign markets. Eligible companies are provided a direct reimbursement of 50 percent of costs from allowable export-related activities (up to \$15,000). Export activities may include participation in foreign trade missions, subscription to services provided by Department of Commerce, international website development, design of marketing media, trade show exhibition, participation in export training workshops, reverse trade missions and other export activities approved by the Small Business Administration (SBA). PEP was later designed to spur job creation by empowering Michigan businesses to export their products but who do not qualify for STEP under the SBA's size standards. Through 560 completed FY 2019

STEP and PEP grants, the program allocated more than \$2 million in incentives to 303 Michigan companies.

Michigan has an established network of in-country consultants, called international trade centers. These centers act as the on-the-ground resource assisting Michigan small businesses with export market development. The International Trade Program has six international trade centers through a partnership with the Great Lakes and St. Lawrence Governors and Premiers (GSGP). These centers provide export trade development services to small and medium-sized companies interested in expanding their sales to Canada, Mexico, China, Europe, the Middle East, and Brazil. These services include customized market research, market entry strategy, matchmaking meetings (prequalification of agents, distributors, partners and/or customers), regulatory information and competitive analysis. In addition, the centers assist with facilitating international trade missions and governor trade delegations. In FY 2019, the international trade centers facilitated a total of 643 international connections for Michigan companies and as a result of their assistance, Michigan companies reported a total of \$206.3 million in facilitated export sales.

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

## INTERNATIONAL TRADE SERVICES *continued*

Getting a company to the market greatly increases the chances for export success. Since 2012, the International Trade Program has sponsored 73 international trade missions or shows to 21 countries with 593 company participations. As part of company participation in the trade missions, MEDC arranges on-the-ground

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

### INTERNATIONAL TRADE PROGRAM EVENTS

Fiscal year 2019: 10/01/2018–09/30/2019

Date(s)	Type of activity	Country/state	Led by	Company participations*
October 19, November 16, December 14	Seminar	Michigan (ExporTech–Detroit)	U.S. Commercial Service and MEDC	3
November 11–15	Trade mission	Mexico	GSGP and MEDC	6
December 1–5	Trade mission	Israel	Michigan Israel Business Accelerator and MEDC	8
January 25, February 22, March 22	Seminar	Michigan (ExporTech–Lansing)	U.S. Commercial Service and MEDC	5
January 28–31	Trade show	United Arab Emirates (Arab Health)	MEDC International Trade Team	8
February 17–21	Trade show	United Arab Emirates (IDEX Defense Expo)	MEDC International Trade Team	8
February 19–21	Trade show	Mexico (Automotive Manufacturing Meetings)	MEDC International Trade Team	15
March 24–29	Trade mission	Brazil and Colombia	GSGP and MEDC	7
April 1–4	Trade show	Germany (Hannover Messe)	Automation Alley and MEDC	6
May 13–17	Trade mission	Canada	MEDC International Trade Team	6
June 17–20	Trade show	France (Paris Air Show)	Automation Alley and MEDC	10
September 13–20	Trade mission	China and Thailand	Automation Alley and MEDC	5
<b>12 TOTAL EVENTS</b>	<b>5 missions, 5 shows, 2 seminars</b>	<b>10 international markets</b>		<b>87</b>

\*The total number of individuals companies is 80. Some companies participated in more than one type of activity.

### MI-STEP/MI-PEP REIMBURSEMENTS

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	10/22/18	Code Blue	Holland	Allegan	4	\$15,000.00
MI-STEP-2019	03/05/19	Kiss Technologies Inc.	Holland	Allegan	4	\$1,169.13
MI-STEP-2019	04/23/19	Kiss Technologies Inc.	Holland	Allegan	4	\$2,156.61
MI-STEP-2019	02/10/19	Koops Incorporated	Holland	Allegan	4	\$664.41
MI-STEP-2019	11/15/18	Vantage Plastics	Standish	Arenac	5	\$11,259.21
MI-STEP-2019	11/12/18	Field Crafts Inc./Book Wear!	Honor	Benzie	2	\$3,738.01
MI-STEP-2019	11/26/18	Ausco Products Inc.	Benton Harbor	Berrien	8	\$2,966.45
MI-STEP-2019	01/18/19	Ausco Products Inc.	Benton Harbor	Berrien	8	\$3,110.63

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	03/20/19	Ausco Products Inc.	Benton Harbor	Berrien	8	\$1,967.16
MI-STEP-2019	04/02/19	Ausco Products Inc.	Benton Harbor	Berrien	8	\$2,982.58
MI-STEP-2019	05/13/19	Ausco Products Inc.	Benton Harbor	Berrien	8	\$1,801.47
MI-STEP-2019	08/13/19	Owens Classic International	St. Joseph	Berrien	8	\$903.21
MI-STEP-2019	10/22/18	Challenger Communications	Albion	Calhoun	8	\$4,671.50
MI-STEP-2019	02/22/19	Challenger Communications	Albion	Calhoun	8	\$4,697.35
MI-STEP-2019	03/05/19	Challenger Communications	Albion	Calhoun	8	\$5,630.15
MI-STEP-2019	03/05/19	Viking Satcom LLC	Albion	Calhoun	8	\$8,397.83
MI-STEP-2019	04/25/19	Viking Satcom LLC	Albion	Calhoun	8	\$1,351.76
MI-STEP-2019	06/12/19	Viking Satcom LLC	Albion	Calhoun	8	\$847.54
MI-STEP-2019	04/22/19	Nexthermal Corporation	Battle Creek	Calhoun	8	\$7,147.63
MI-STEP-2019	07/19/19	Nexthermal Corporation	Battle Creek	Calhoun	8	\$521.17
MI-STEP-2019	07/19/19	Nexthermal Corporation	Battle Creek	Calhoun	8	\$1,011.57
MI-STEP-2019	12/05/18	Professional Apparel Company	Battle Creek	Calhoun	8	\$2,583.13
MI-STEP-2019	03/20/19	Professional Apparel Company	Battle Creek	Calhoun	8	\$2,548.45
MI-STEP-2019	09/23/19	Professional Apparel Company	Battle Creek	Calhoun	8	\$2,541.31
MI-STEP-2019	10/16/18	Fontijne Grotnes	Niles	Cass	8	\$13,451.66
MI-STEP-2019	06/04/19	Fontijne Grotnes	Niles	Cass	8	\$1,548.34
MI-STEP-2019	11/01/18	Classic Instruments	Boyne City	Charlevoix	2	\$7,783.22
MI-STEP-2019	01/23/19	Classic Instruments	Boyne City	Charlevoix	2	\$1,616.77
MI-STEP-2019	11/20/18	Industrial Magnetics Inc.	Boyne City	Charlevoix	2	\$13,763.88
MI-STEP-2019	08/13/19	DCL Incorporated	Charlevoix	Charlevoix	2	\$3,472.65
MI-STEP-2019	04/04/19	Redi-Rock International	Charlevoix	Charlevoix	2	\$15,000.00
MI-STEP-2019	11/07/18	Beards Brewery	Petoskey	Charlevoix	2	\$2,378.97
MI-STEP-2019	11/19/18	Techmark Inc.	Lansing	Clinton	7	\$857.11
MI-STEP-2019	11/26/18	Techmark Inc.	Lansing	Clinton	7	\$906.73
MI-STEP-2019	04/19/19	Techmark Inc.	Lansing	Clinton	7	\$449.26
MI-STEP-2019	05/23/19	Techmark Inc.	Lansing	Clinton	7	\$3,653.54
MI-STEP-2019	05/23/19	Techmark Inc.	Lansing	Clinton	7	\$834.85
MI-STEP-2019	11/01/18	COG Marketers/AgroLiquid	St. Johns	Clinton	7	\$1,105.50
MI-STEP-2019	12/23/18	COG Marketers/AgroLiquid	St. Johns	Clinton	7	\$1,412.58
MI-STEP-2019	11/01/18	Messersmith Manufacturing Inc.	Bark River	Delta	1	\$2,378.67
MI-STEP-2019	11/01/18	Messersmith Manufacturing Inc.	Bark River	Delta	1	\$2,679.26
MI-STEP-2019	03/05/19	Delta Wheel Truing Solutions (formerly Delta Manufacturing)	Escanaba	Delta	1	\$7,510.90
MI-STEP-2019	08/21/19	Engineered Machined Products Inc.	Escanaba	Delta	1	\$11,205.93
MI-STEP-2019	11/12/18	Hurley Marine Inc.	Escanaba	Delta	1	\$9,088.21
MI-STEP-2019	04/02/19	Hurley Marine Inc.	Escanaba	Delta	1	\$5,911.79
MI-STEP-2019	05/03/19	Independent Machine Co. (IMC)	Escanaba	Delta	1	\$2,702.08

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	10/16/18	Race Ramps LLC (formerly Brute Industries Inc.)	Escanaba	Delta	1	\$15,000.00
MI-STEP-2019	11/12/18	Race-Driven	Escanaba	Delta	1	\$14,499.90
MI-STEP-2019	11/05/18	Marbles Gun Sights Inc. (Marble Arms)	Gladstone	Delta	1	\$3,823.99
MI-STEP-2019	02/15/19	Nor Fab Manufacturing	Gladstone	Delta	1	\$2,828.91
MI-STEP-2019	05/01/19	ProDav Marine	Gladstone	Delta	1	\$2,114.74
MI-STEP-2019	01/04/19	Pisces Fish Machinery Inc.	Wells	Delta	1	\$14,674.22
MI-STEP-2019	09/05/19	The Cavazos Group	Grand Ledge	Eaton	7	\$3,436.00
MI-STEP-2019	05/31/19	Manthei Inc.	Petoskey	Emmet	2	\$996.54
MI-STEP-2019	11/01/18	Global Automation Technologies LLC	Grand Blanc	Genesee	6	\$2,643.87
MI-STEP-2019	01/15/19	Global Automation Technologies LLC	Grand Blanc	Genesee	6	\$2,687.11
MI-STEP-2019	03/20/19	Global Automation Technologies LLC	Grand Blanc	Genesee	6	\$1,450.09
MI-STEP-2019	03/27/19	Global Automation Technologies LLC	Grand Blanc	Genesee	6	\$427.80
MI-STEP-2019	05/31/19	Global Automation Technologies LLC	Grand Blanc	Genesee	6	\$2,764.23
MI-STEP-2019	10/08/18	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$1,751.17
MI-STEP-2019	10/09/18	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$525.74
MI-STEP-2019	10/09/18	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$3,328.53
MI-STEP-2019	12/21/18	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$590.37
MI-STEP-2019	01/16/19	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$797.23
MI-STEP-2019	01/23/19	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$750.06
MI-STEP-2019	03/01/19	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$717.86
MI-STEP-2019	03/19/19	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$2,937.38
MI-STEP-2019	03/29/19	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$609.01
MI-STEP-2019	08/08/19	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$2,992.65
MI-STEP-2019	11/15/18	Hayes Manufacturing Inc.	Fife Lake	Grand Traverse	2	\$1,348.27
MI-STEP-2019	02/11/19	Altus Brands LLC	Traverse City	Grand Traverse	2	\$15,000.00
MI-STEP-2019	12/21/18	Atlas Space Operations Inc.	Traverse City	Grand Traverse	2	\$1,675.00
MI-STEP-2019	10/16/18	Boride Engineered Abrasives	Traverse City	Grand Traverse	2	\$1,545.77
MI-STEP-2019	11/19/18	Boride Engineered Abrasives	Traverse City	Grand Traverse	2	\$3,499.49
MI-STEP-2019	02/05/19	Boride Engineered Abrasives	Traverse City	Grand Traverse	2	\$5,329.51
MI-STEP-2019	04/17/19	Boride Engineered Abrasives	Traverse City	Grand Traverse	2	\$1,072.48
MI-STEP-2019	11/02/18	Collar Clinic	Traverse City	Grand Traverse	2	\$420.95

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	11/02/18	Collar Clinic	Traverse City	Grand Traverse	2	\$252.79
MI-STEP-2019	11/02/18	Collar Clinic	Traverse City	Grand Traverse	2	\$149.33
MI-STEP-2019	11/02/18	Collar Clinic	Traverse City	Grand Traverse	2	\$977.42
MI-STEP-2019	10/24/18	Electro-Optics Technology Inc.	Traverse City	Grand Traverse	2	\$8,786.08
MI-STEP-2019	05/21/19	Jenkins Group Inc.	Traverse City	Grand Traverse	2	\$5,827.59
MI-STEP-2019	03/05/19	Miniature Golf Services by Arne Lundmark, dba Adventure Golf Services	Traverse City	Grand Traverse	2	\$446.68
MI-STEP-2019	08/19/19	Miniature Golf Services by Arne Lundmark, dba Adventure Golf Services	Traverse City	Grand Traverse	2	\$9,479.93
MI-STEP-2019	08/20/19	RJG Inc.	Traverse City	Grand Traverse	2	\$1,081.07
MI-STEP-2019	08/20/19	RJG Inc.	Traverse City	Grand Traverse	2	\$1,155.56
MI-STEP-2019	08/23/19	RJG Inc.	Traverse City	Grand Traverse	2	\$1,933.88
MI-STEP-2019	05/13/19	RTV	Traverse City	Grand Traverse	2	\$5,552.10
MI-STEP-2019	06/02/19	Vector Center LLC	Traverse City	Grand Traverse	2	\$3,022.86
MI-STEP-2019	06/06/19	Cobra Aero	Hillsdale	Hillsdale	9	\$3,895.58
MI-STEP-2019	09/09/19	Cobra Motorcycles Manufacturing Inc.	Hillsdale	Hillsdale	9	\$4,354.69
MI-STEP-2019	11/02/18	Stumper Industries	Calumet	Houghton	1	\$3,000.00
MI-STEP-2019	05/08/19	Infrared (IR) Telemetrics Inc.	Hancock	Houghton	1	\$6,216.61
MI-STEP-2019	03/08/19	Superior Marine Products LLC	Houghton	Houghton	1	\$1,321.47
MI-STEP-2019	11/26/18	NFI National Filters Inc.	Harbor Beach	Huron	1	\$12,781.94
MI-STEP-2019	04/09/19	IMPCO Microfinishing	Lansing	Ingham	7	\$1,202.91
MI-STEP-2019	07/18/19	IMPCO Microfinishing	Lansing	Ingham	7	\$658.08
MI-STEP-2019	09/05/19	IMPCO Microfinishing	Lansing	Ingham	7	\$3,563.69
MI-STEP-2019	12/05/18	Phenometrics Inc.	Lansing	Ingham	7	\$2,601.58
MI-STEP-2019	06/10/19	Bekum America Corporation	Williamston	Ingham	7	\$2,116.71
MI-STEP-2019	06/10/19	Bekum America Corporation	Williamston	Ingham	7	\$4,627.34
MI-STEP-2019	06/10/19	Bekum America Corporation	Williamston	Ingham	7	\$7,462.47
MI-STEP-2019	10/09/18	Granco Clark	Belding	Ionia	4	\$13,818.50
MI-STEP-2019	05/01/19	Devereaux Saw Mill Inc.	Pewamo	Ionia	4	\$2,731.54
MI-STEP-2019	01/29/19	Portland Products	Portland	Ionia	4	\$3,879.34

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	03/21/19	Portland Products	Portland	Ionia	4	\$519.49
MI-STEP-2019	04/02/19	Portland Products	Portland	Ionia	4	\$2,637.50
MI-STEP-2019	04/12/19	Advanced Battery Concepts LLC	Clare	Isabella	5	\$612.56
MI-STEP-2019	10/25/18	Q-Sage Incorporated	Mt. Pleasant	Isabella	5	\$4,547.48
MI-STEP-2019	10/25/18	Q-Sage Incorporated	Mt. Pleasant	Isabella	5	\$1,787.50
MI-STEP-2019	10/10/18	Bandit Industries	Remus	Isabella	5	\$1,866.85
MI-STEP-2019	10/10/18	Bandit Industries	Remus	Isabella	5	\$1,964.00
MI-STEP-2019	11/01/18	Bandit Industries	Remus	Isabella	5	\$1,375.00
MI-STEP-2019	02/11/19	Bandit Industries	Remus	Isabella	5	\$2,831.78
MI-STEP-2019	05/21/19	Bandit Industries	Remus	Isabella	5	\$3,839.50
MI-STEP-2019	02/10/19	Lomar Machine & Tool Company	Horton	Jackson	9	\$420.29
MI-STEP-2019	02/11/19	Automated Logistics Systems	Jackson	Jackson	9	\$4,492.33
MI-STEP-2019	02/08/19	LeMatic Inc.	Jackson	Jackson	9	\$15,000.00
MI-STEP-2019	10/10/18	Rives Manufacturing Inc.	Rives Junction	Jackson	9	\$3,000.00
MI-STEP-2019	03/29/19	Consort Display Group	Kalamazoo	Kalamazoo	8	\$9,440.29
MI-STEP-2019	10/16/18	Hapman, Division of Prab Inc.	Kalamazoo	Kalamazoo	8	\$8,225.33
MI-STEP-2019	02/08/19	Landscape Forms	Kalamazoo	Kalamazoo	8	\$14,331.64
MI-STEP-2019	10/23/18	NxtWall	Kalamazoo	Kalamazoo	8	\$7,000.00
MI-STEP-2019	10/15/18	Independent Drum Lab LLC	Portage	Kalamazoo	8	\$1,204.28
MI-STEP-2019	12/05/18	Independent Drum Lab LLC	Portage	Kalamazoo	8	\$3,995.38
MI-STEP-2019	06/06/19	KEM Enterprises Inc.	Ada	Kent	4	\$5,845.57
MI-STEP-2019	12/11/18	M-Industries LLC	Ada	Kent	4	\$1,081.57
MI-STEP-2019	01/22/19	M-Industries LLC	Ada	Kent	4	\$2,250.00
MI-STEP-2019	02/08/19	M-Industries LLC	Ada	Kent	4	\$3,000.00
MI-STEP-2019	03/01/19	M-Industries LLC	Ada	Kent	4	\$61.00
MI-STEP-2019	05/30/19	M-Industries LLC	Ada	Kent	4	\$157.99
MI-STEP-2019	05/24/19	Smart Bottoms Inc.	Ada	Kent	4	\$8,249.93
MI-STEP-2019	12/26/18	AvaSure	Belmont	Kent	4	\$4,716.41
MI-STEP-2019	10/10/18	SSI Electronics Inc.	Belmont	Kent	4	\$2,971.77
MI-STEP-2019	06/29/19	SSI Electronics Inc.	Belmont	Kent	4	\$2,323.20
MI-STEP-2019	12/26/18	BPV Environmental	Byron Center	Kent	4	\$6,221.50
MI-STEP-2019	12/26/18	BPV Environmental	Byron Center	Kent	4	\$5,327.08
MI-STEP-2019	08/08/19	Flow-Rite Controls	Byron Center	Kent	4	\$3,829.16
MI-STEP-2019	04/19/19	OrVance	Caledonia	Kent	4	\$637.98
MI-STEP-2019	05/01/19	OrVance	Caledonia	Kent	4	\$1,123.84
MI-STEP-2019	02/11/19	WaterSolve LLC	Caledonia	Kent	4	\$539.00
MI-STEP-2019	11/07/18	TACK Electronics Inc.	Cascade Twp.	Kent	4	\$3,393.44
MI-STEP-2019	07/02/19	Kamps Hardwoods	Dutton	Kent	4	\$1,305.09

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	04/04/19	Close Air Support	Grand Rapids	Kent	4	\$1,999.71
MI-STEP-2019	04/08/19	Close Air Support	Grand Rapids	Kent	4	\$1,551.12
MI-STEP-2019	04/22/19	Close Air Support	Grand Rapids	Kent	4	\$1,284.05
MI-STEP-2019	08/08/19	Curriculum Crafter	Grand Rapids	Kent	4	\$1,479.61
MI-STEP-2019	11/19/18	Down Inc.	Grand Rapids	Kent	4	\$4,716.82
MI-STEP-2019	03/22/19	Down Inc.	Grand Rapids	Kent	4	\$7,831.24
MI-STEP-2019	08/20/19	Down Inc.	Grand Rapids	Kent	4	\$1,880.88
MI-STEP-2019	02/22/19	Firstronic LLC	Grand Rapids	Kent	4	\$15,000.00
MI-STEP-2019	04/02/19	Haviland Enterprises Inc.	Grand Rapids	Kent	4	\$11,875.75
MI-STEP-2019	03/05/19	Mackinac Technology Company	Grand Rapids	Kent	4	\$3,610.99
MI-STEP-2019	06/07/19	Mackinac Technology Company	Grand Rapids	Kent	4	\$7,165.92
MI-STEP-2019	08/13/19	Mackinac Technology Company	Grand Rapids	Kent	4	\$4,223.09
MI-STEP-2019	09/17/19	MajesTec 125 LLC, dba FreedomLift	Grand Rapids	Kent	4	\$1,550.00
MI-STEP-2019	09/20/19	MajesTec 125 LLC, dba FreedomLift	Grand Rapids	Kent	4	\$4,150.00
MI-STEP-2019	10/08/18	Mor-Value Parts Company	Grand Rapids	Kent	4	\$939.70
MI-STEP-2019	11/09/18	Mor-Value Parts Company	Grand Rapids	Kent	4	\$636.79
MI-STEP-2019	02/14/19	Mor-Value Parts Company	Grand Rapids	Kent	4	\$388.71
MI-STEP-2019	05/08/19	Mor-Value Parts Company	Grand Rapids	Kent	4	\$912.42
MI-STEP-2019	09/09/19	Mor-Value Parts Company	Grand Rapids	Kent	4	\$135.00
MI-PEP-2019	11/19/18	Notions Marketing Corporation	Grand Rapids	Kent	4	\$13,482.61
MI-STEP-2019	11/07/18	RoMan Manufacturing Inc.	Grand Rapids	Kent	4	\$4,360.16
MI-STEP-2019	03/05/19	RoMan Manufacturing Inc.	Grand Rapids	Kent	4	\$550.00
MI-STEP-2019	04/25/19	RoMan Manufacturing Inc.	Grand Rapids	Kent	4	\$2,568.25
MI-STEP-2019	01/16/19	Shoppers' View	Grand Rapids	Kent	4	\$3,160.83
MI-PEP-2019	11/19/18	SunMed	Grand Rapids	Kent	4	\$5,973.17
MI-PEP-2019	12/01/18	SunMed	Grand Rapids	Kent	4	\$2,961.77
MI-PEP-2019	05/01/19	SunMed	Grand Rapids	Kent	4	\$5,707.74
MI-STEP-2019	12/23/18	Supply Chain Solutions Inc.	Grand Rapids	Kent	4	\$1,320.53
MI-STEP-2019	03/01/19	Supply Chain Solutions Inc.	Grand Rapids	Kent	4	\$1,472.78
MI-STEP-2019	03/08/19	Supply Chain Solutions Inc.	Grand Rapids	Kent	4	\$5,349.01
MI-STEP-2019	03/19/19	Supply Chain Solutions Inc.	Grand Rapids	Kent	4	\$1,108.11
MI-STEP-2019	06/02/19	Supply Chain Solutions Inc.	Grand Rapids	Kent	4	\$979.66
MI-STEP-2019	09/05/19	Supply Chain Solutions Inc.	Grand Rapids	Kent	4	\$4,769.91
MI-STEP-2019	02/08/19	Tech Defenders	Grand Rapids	Kent	4	\$1,545.20
MI-STEP-2019	10/16/18	Unist Inc.	Grand Rapids	Kent	4	\$2,353.38
MI-STEP-2019	12/26/18	Unist Inc.	Grand Rapids	Kent	4	\$5,691.65
MI-STEP-2019	01/16/19	Unist Inc.	Grand Rapids	Kent	4	\$3,178.94
MI-STEP-2019	03/05/19	Unist Inc.	Grand Rapids	Kent	4	\$2,452.00



INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	07/18/19	Unist Inc.	Grand Rapids	Kent	4	\$1,324.03
MI-STEP-2019	11/01/18	Vista IT Group	Grand Rapids	Kent	4	\$2,663.00
MI-STEP-2019	11/09/18	Vista IT Group	Grand Rapids	Kent	4	\$2,290.67
MI-STEP-2019	03/11/19	Vista IT Group	Grand Rapids	Kent	4	\$2,299.00
MI-STEP-2019	04/25/19	Vista IT Group	Grand Rapids	Kent	4	\$1,615.86
MI-STEP-2019	05/01/19	Vista IT Group	Grand Rapids	Kent	4	\$3,910.59
MI-STEP-2019	11/02/18	Workhorse Irons	Grandville	Kent	4	\$750.52
MI-STEP-2019	11/05/18	Workhorse Irons	Grandville	Kent	4	\$406.10
MI-STEP-2019	01/18/19	Workhorse Irons	Grandville	Kent	4	\$631.75
MI-STEP-2019	02/19/19	Workhorse Irons	Grandville	Kent	4	\$1,065.00
MI-STEP-2019	03/01/19	Workhorse Irons	Grandville	Kent	4	\$597.72
MI-STEP-2019	03/19/19	Workhorse Irons	Grandville	Kent	4	\$653.32
MI-STEP-2019	05/01/19	Workhorse Irons	Grandville	Kent	4	\$638.96
MI-STEP-2019	10/10/18	Surplus Coatings	Kent City	Kent	4	\$4,313.26
MI-STEP-2019	05/13/19	Surplus Coatings	Kent City	Kent	4	\$1,322.61
MI-STEP-2019	02/14/19	Michigan Instruments	Kentwood	Kent	4	\$3,000.00
MI-STEP-2019	05/23/19	Michigan Instruments	Kentwood	Kent	4	\$600.00
MI-STEP-2019	10/09/18	Packaging Compliance Labs	Kentwood	Kent	4	\$2,000.66
MI-STEP-2019	11/19/18	General Formulations	Sparta	Kent	4	\$1,197.02
MI-STEP-2019	11/19/18	General Formulations	Sparta	Kent	4	\$1,166.59
MI-STEP-2019	04/22/19	General Formulations	Sparta	Kent	4	\$4,130.48
MI-STEP-2019	05/03/19	General Formulations	Sparta	Kent	4	\$1,151.71
MI-STEP-2019	08/08/19	General Formulations	Sparta	Kent	4	\$7,020.00
MI-STEP-2019	11/27/18	Altus	Walker	Kent	4	\$4,196.13
MI-STEP-2019	05/01/19	Altus	Walker	Kent	4	\$793.93
MI-STEP-2019	03/05/19	Highlight Industries Inc.	Wyoming	Kent	4	\$1,474.72
MI-STEP-2019	12/19/18	Legacy Innovation Group LLC	Wyoming	Kent	4	\$94.57
MI-STEP-2019	04/04/19	Legacy Innovation Group LLC	Wyoming	Kent	4	\$1,497.38
MI-STEP-2019	05/13/19	LumenFlow	Wyoming	Kent	4	\$1,067.24
MI-STEP-2019	10/18/18	Viking Spas	Wyoming	Kent	4	\$13,553.92
MI-STEP-2019	04/12/19	Viking Spas	Wyoming	Kent	4	\$1,446.08
MI-STEP-2019	12/01/18	Neuvokas Corporation	Ahmeek	Keweenaw	1	\$540.68
MI-STEP-2019	05/01/19	Neuvokas Corporation	Ahmeek	Keweenaw	1	\$996.67
MI-STEP-2019	10/24/18	K M International Inc.	North Branch	Lapeer	6	\$5,619.44
MI-STEP-2019	01/25/19	Binsfeld Engineering Inc.	Maple City	Leelanau	2	\$2,980.81
MI-STEP-2019	06/17/19	Binsfeld Engineering Inc.	Maple City	Leelanau	2	\$12,019.19
MI-STEP-2019	11/02/18	American Specialty Hardwoods	Clinton	Lenawee	9	\$825.47
MI-STEP-2019	03/22/19	Nanovere Technologies	Brighton	Livingston	9	\$5,682.60

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	12/05/18	Weld Mold Company	Brighton	Livingston	9	\$3,498.74
MI-STEP-2019	11/26/18	Zero Gravity Filters	Brighton	Livingston	9	\$1,475.13
MI-STEP-2019	01/09/19	Zero Gravity Filters	Brighton	Livingston	9	\$1,273.83
MI-STEP-2019	01/23/19	Zero Gravity Filters	Brighton	Livingston	9	\$2,142.55
MI-STEP-2019	05/23/19	Zero Gravity Filters	Brighton	Livingston	9	\$1,914.75
MI-STEP-2019	01/11/19	Littlite	Hamburg	Livingston	9	\$5,676.11
MI-STEP-2019	06/29/19	CHI Aviation	Howell	Livingston	9	\$2,249.66
MI-STEP-2019	10/08/18	Rex Materials Group	Howell	Livingston	9	\$15,000.00
MI-STEP-2019	10/10/18	Offshore Spars	Chesterfield	Macomb	10	\$9,766.56
MI-STEP-2019	08/29/19	Offshore Spars	Chesterfield	Macomb	10	\$497.85
MI-STEP-2019	09/04/19	Offshore Spars	Chesterfield	Macomb	10	\$1,472.93
MI-STEP-2019	10/18/18	Dongan Manufacturing	Fraser	Macomb	10	\$900.00
MI-STEP-2019	04/22/19	Thunderbird Aviation LLC	Harrison Twp.	Macomb	10	\$1,269.92
MI-STEP-2019	11/05/18	Wilson-Garner Co.	Harrison Twp.	Macomb	10	\$419.19
MI-STEP-2019	12/16/18	Graham Medical Technologies LLC, dba GraMedica	Macomb	Macomb	10	\$10,305.08
MI-STEP-2019	07/02/19	Graham Medical Technologies LLC, dba GraMedica	Macomb	Macomb	10	\$4,183.03
MI-STEP-2019	11/12/18	Hydra-Lock Corporation	Mount Clemens	Macomb	10	\$2,464.53
MI-STEP-2019	05/22/19	Hydra-Lock Corporation	Mount Clemens	Macomb	10	\$3,126.57
MI-STEP-2019	08/19/19	AHB Tooling & Machinery LLC, dba AHB Tooling & Machinery	Roseville	Macomb	10	\$2,399.52
MI-STEP-2019	11/26/18	First Class Transport	Roseville	Macomb	10	\$3,905.49
MI-STEP-2019	10/11/18	RCO Engineering & Aerospace Inc.	Roseville	Macomb	10	\$6,223.07
MI-STEP-2019	03/22/19	RCO Engineering & Aerospace Inc.	Roseville	Macomb	10	\$2,331.44
MI-STEP-2019	08/21/19	Ares Technology LLC	Shelby Twp.	Macomb	10	\$526.77
MI-STEP-2019	09/04/19	Avon Machining	Shelby Twp.	Macomb	10	\$3,310.50
MI-STEP-2019	11/27/18	Duggan Manufacturing LLC	Shelby Twp.	Macomb	10	\$1,460.13
MI-STEP-2019	12/26/18	Duggan Manufacturing LLC	Shelby Twp.	Macomb	10	\$877.50
MI-STEP-2019	12/16/18	Maelstrom Chemical Technologies LLC	Shelby Twp.	Macomb	10	\$1,001.17
MI-STEP-2019	02/01/19	ATCO Industries Inc.	Sterling Heights	Macomb	10	\$1,476.77
MI-STEP-2019	01/04/19	Microcide Inc.	Sterling Heights	Macomb	10	\$770.00
MI-STEP-2019	11/26/18	Synergistic Inc.	Sterling Heights	Macomb	10	\$2,507.56
MI-STEP-2019	10/09/18	eVitamins	Utica	Macomb	10	\$4,944.24
MI-STEP-2019	01/22/19	eVitamins	Utica	Macomb	10	\$5,000.00

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	03/08/19	eVitamins	Utica	Macomb	10	\$2,171.95
MI-STEP-2019	03/27/19	eVitamins	Utica	Macomb	10	\$2,883.81
MI-STEP-2019	01/18/19	College Park Industries (CPI)	Warren	Macomb	10	\$15,000.00
MI-STEP-2019	12/16/18	GCH Tool Group	Warren	Macomb	10	\$10,522.66
MI-STEP-2019	02/14/19	Gibbs Machinery Company	Warren	Macomb	10	\$6,217.31
MI-STEP-2019	02/08/19	KC Jones Plating Co.	Warren	Macomb	10	\$2,005.50
MI-STEP-2019	02/08/19	KC Jones Plating Co.	Warren	Macomb	10	\$1,749.25
MI-STEP-2019	05/08/19	McKeon Products Inc.	Warren	Macomb	10	\$1,266.93
MI-STEP-2019	02/08/19	MCM Learning	Warren	Macomb	10	\$4,004.65
MI-STEP-2019	10/24/18	MR Products Incorporated	Copemish	Manistee	2	\$11,331.29
MI-STEP-2019	12/01/18	Argonics Incorporated	Gwinn	Marquette	1	\$1,501.71
MI-STEP-2019	05/30/19	Argonics Incorporated	Gwinn	Marquette	1	\$1,725.29
MI-STEP-2019	10/30/18	Enstrom Helicopter Corporation	Menominee	Menominee	1	\$5,932.15
MI-STEP-2019	05/21/19	Allis Information Management	Midland	Midland	5	\$2,403.83
MI-STEP-2019	08/19/19	Allis Information Management	Midland	Midland	5	\$1,900.00
MI-STEP-2019	03/05/19	RightAnswer.com	Midland	Midland	5	\$2,387.62
MI-STEP-2019	03/05/19	Savant Inc.	Midland	Midland	5	\$4,022.27
MI-STEP-2019	10/16/18	Snow Machines Inc.	Midland	Midland	5	\$15,000.00
MI-STEP-2019	08/13/19	The Bohning Company	Lake City	Missaukee	2	\$8,375.00
MI-STEP-2019	05/13/19	MTS Seating	Temperance	Monroe	9	\$14,582.00
MI-STEP-2019	11/07/18	Synthetic Lubricants Inc.	Greenville	Montcalm	4	\$3,000.00
MI-STEP-2019	04/12/19	Synthetic Lubricants Inc.	Greenville	Montcalm	4	\$1,236.42
MI-STEP-2019	05/01/19	Synthetic Lubricants Inc.	Greenville	Montcalm	4	\$1,200.55
MI-STEP-2019	12/10/18	Northern Cable and Automation LLC, dba Flex-Cable	Howard City	Montcalm	4	\$1,042.33
MI-STEP-2019	11/01/18	Automated Industrial Motion	Fruitport	Muskegon	4	\$14,310.65
MI-STEP-2019	05/17/19	Aero Foil International Inc.	Muskegon	Muskegon	4	\$2,295.59
MI-STEP-2019	01/25/19	Air Master Systems Corporation	Muskegon	Muskegon	4	\$2,844.50
MI-STEP-2019	02/22/19	Air Master Systems Corporation	Muskegon	Muskegon	4	\$2,591.92
MI-STEP-2019	10/16/18	Dynamic Conveyor Corporation	Muskegon	Muskegon	4	\$14,966.38
MI-PEP-2019	11/01/18	L3 Harris	Muskegon	Muskegon	4	\$1,395.10
MI-PEP-2019	11/19/18	L3 Harris	Muskegon	Muskegon	4	\$4,324.42
MI-PEP-2019	02/25/19	L3 Harris	Muskegon	Muskegon	4	\$3,289.97
MI-STEP-2019	10/24/18	Lorin Industries	Muskegon	Muskegon	4	\$1,421.11
MI-STEP-2019	03/01/19	Lorin Industries	Muskegon	Muskegon	4	\$3,897.51
MI-STEP-2019	03/20/19	Lorin Industries	Muskegon	Muskegon	4	\$2,387.75
MI-STEP-2019	06/19/19	Lorin Industries	Muskegon	Muskegon	4	\$7,293.63
MI-STEP-2019	12/01/18	M Argueso & Company Inc.	Muskegon	Muskegon	4	\$930.00

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	03/20/19	M Argueso & Company Inc.	Muskegon	Muskegon	4	\$1,336.53
MI-STEP-2019	03/20/19	M Argueso & Company Inc.	Muskegon	Muskegon	4	\$1,383.98
MI-PEP-2019	12/01/18	Michigan Spring and Stamping	Muskegon	Muskegon	4	\$7,866.69
MI-STEP-2019	09/23/19	Anderson Global	Muskegon Heights	Muskegon	4	\$873.11
MI-STEP-2019	10/16/18	Challenge Machinery Company	Norton Shores	Muskegon	4	\$12,830.22
MI-STEP-2019	06/19/19	Bennett Pump Company	Spring Lake	Muskegon	4	\$10,800.00
MI-STEP-2019	04/15/19	OPCO, dba Mighty Lube Systematic Lubrication	Fremont	Newaygo	4	\$2,859.10
MI-STEP-2019	03/29/19	ACME Manufacturing Company	Auburn Hills	Oakland	10	\$8,532.89
MI-STEP-2019	04/23/19	ACME Manufacturing Company	Auburn Hills	Oakland	10	\$6,467.11
MI-STEP-2019	11/29/18	Emabond Solutions	Auburn Hills	Oakland	10	\$15,000.00
MI-STEP-2019	12/17/18	Fluxtrol Inc.	Auburn Hills	Oakland	10	\$3,690.00
MI-STEP-2019	01/29/19	Fluxtrol Inc.	Auburn Hills	Oakland	10	\$2,228.87
MI-STEP-2019	05/24/19	Managed Programs LLC	Auburn Hills	Oakland	10	\$3,476.44
MI-STEP-2019	02/08/19	OASIS Advanced Engineering Inc.	Auburn Hills	Oakland	10	\$3,332.56
MI-STEP-2019	06/10/19	VLF Automotive LLC	Auburn Hills	Oakland	10	\$1,035.68
MI-STEP-2019	02/15/19	Creative Dental Concepts	Birmingham	Oakland	10	\$14,644.76
MI-STEP-2019	04/11/19	Frank Willard and Associates	Birmingham	Oakland	10	\$1,931.95
MI-STEP-2019	10/25/18	Acme Mills Company	Bloomfield Hills	Oakland	10	\$2,045.05
MI-STEP-2019	03/14/19	Acme Mills Company	Bloomfield Hills	Oakland	10	\$10,374.80
MI-STEP-2019	03/18/19	Acme Mills Company	Bloomfield Hills	Oakland	10	\$859.19
MI-STEP-2019	08/19/19	Lakeside Software Inc.	Bloomfield Hills	Oakland	10	\$4,480.36
MI-STEP-2019	11/01/18	MJS & Associates LLC	Bloomfield Hills	Oakland	10	\$1,823.34
MI-STEP-2019	08/19/19	Global Health Services Network	Farmington	Oakland	10	\$1,484.59
MI-STEP-2019	07/12/19	Dearborn Group Inc. aka DG Technologies	Farmington Hills	Oakland	10	\$2,443.19
MI-STEP-2019	10/22/18	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$2,195.97
MI-STEP-2019	10/24/18	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$2,869.50
MI-STEP-2019	01/24/19	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$847.30
MI-STEP-2019	01/24/19	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$833.94
MI-STEP-2019	01/24/19	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$677.10
MI-STEP-2019	03/01/19	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$3,581.82
MI-STEP-2019	05/08/19	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$1,623.97

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	05/30/19	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$2,065.48
MI-STEP-2019	06/19/19	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$304.92
MI-STEP-2019	10/09/18	Gehring LP	Farmington Hills	Oakland	10	\$1,789.42
MI-STEP-2019	06/13/19	Maya Gage Co.	Farmington Hills	Oakland	10	\$667.74
MI-STEP-2019	02/15/19	Poly Flex Products Inc.	Farmington Hills	Oakland	10	\$2,387.24
MI-STEP-2019	08/20/19	SK International	Farmington Hills	Oakland	10	\$589.00
MI-STEP-2019	10/08/18	Extterra	Hazel Park	Oakland	10	\$6,679.91
MI-STEP-2019	04/02/19	P&G Fluid Power	Hazel Park	Oakland	10	\$4,069.65
MI-STEP-2019	12/18/18	Magnetic Products Inc.	Highland Twp.	Oakland	10	\$7,757.15
MI-PEP-2019	03/29/19	R3D Consulting	Troy	Oakland	10	\$4,156.87
MI-STEP-2019	12/23/18	Danlaw Inc.	Novi	Oakland	10	\$7,994.55
MI-STEP-2019	02/08/19	Facet International Marketing	Novi	Oakland	10	\$8,742.53
MI-STEP-2019	10/09/18	Vanderplaats Research & Development Inc.	Novi	Oakland	10	\$2,409.97
MI-STEP-2019	04/23/19	Vanderplaats Research & Development Inc.	Novi	Oakland	10	\$2,309.67
MI-STEP-2019	05/13/19	Vanderplaats Research & Development Inc.	Novi	Oakland	10	\$3,916.46
MI-STEP-2019	08/28/19	Power Panel Inc.	Oxford	Oakland	10	\$2,753.75
MI-STEP-2019	01/25/19	Aleva Stores	Rochester Hills	Oakland	10	\$1,740.42
MI-STEP-2019	03/05/19	Aleva Stores	Rochester Hills	Oakland	10	\$1,579.54
MI-STEP-2019	08/21/19	Aleva Stores	Rochester Hills	Oakland	10	\$1,367.48
MI-STEP-2019	02/14/19	Dataspeed Inc.	Rochester Hills	Oakland	10	\$5,755.18
MI-STEP-2019	05/01/19	Dataspeed Inc.	Rochester Hills	Oakland	10	\$4,971.17
MI-STEP-2019	09/17/19	Dataspeed Inc.	Rochester Hills	Oakland	10	\$4,273.65
MI-PEP-2019	12/05/18	Henry Ford Health System	Rochester Hills	Oakland	10	\$4,715.03
MI-STEP-2019	08/22/19	HERCO LLC	Rochester Hills	Oakland	10	\$3,000.00
MI-STEP-2019	03/22/19	Material Handling Systems Inc. (MHSI)	Rochester Hills	Oakland	10	\$2,745.51
MI-STEP-2019	03/05/19	Oxford Biomedical Research Inc.	Rochester Hills	Oakland	10	\$2,348.39
MI-STEP-2019	04/29/19	Oxford Biomedical Research Inc.	Rochester Hills	Oakland	10	\$3,139.80
MI-STEP-2019	02/10/19	Thunder Technologies LLC	Rochester Hills	Oakland	10	\$3,511.33
MI-STEP-2019	01/14/19	Reink Media Group LLC	Royal Oak	Oakland	10	\$7,087.47
MI-STEP-2019	05/30/19	Sterling Oil & Chemical Company	Royal oak	Oakland	10	\$2,395.04
MI-STEP-2019	03/19/19	Buckland Global Trade	Southfield	Oakland	10	\$1,921.47

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	03/27/19	Buckland Global Trade	Southfield	Oakland	10	\$1,613.77
MI-STEP-2019	04/12/19	Buckland Global Trade	Southfield	Oakland	10	\$943.99
MI-STEP-2019	02/22/19	MIC Customs Solutions	Southfield	Oakland	10	\$1,938.42
MI-STEP-2019	04/19/19	MIC Customs Solutions	Southfield	Oakland	10	\$2,017.33
MI-STEP-2019	05/13/19	MIC Customs Solutions	Southfield	Oakland	10	\$1,143.10
MI-STEP-2019	06/12/19	MIC Customs Solutions	Southfield	Oakland	10	\$3,515.68
MI-PEP-2019	12/01/18	Peterson American Corp.	Southfield	Oakland	10	\$4,024.53
MI-STEP-2019	07/18/19	R.J. Marshall Company	Southfield	Oakland	10	\$3,406.86
MI-STEP-2019	06/06/19	Automotive Insight LLC	Troy	Oakland	10	\$1,373.80
MI-STEP-2019	04/04/19	Detroit Engineered Products Inc.	Troy	Oakland	10	\$4,350.00
MI-PEP-2019	06/17/19	Detroit Engineered Products Inc.	Troy	Oakland	10	\$3,087.42
MI-PEP-2019	06/17/19	Detroit Engineered Products Inc.	Troy	Oakland	10	\$1,139.24
MI-STEP-2019	01/24/19	Hybrid Design Services Inc.	Troy	Oakland	10	\$1,750.64
MI-STEP-2019	10/24/18	Intraco Corporation	Troy	Oakland	10	\$6,085.01
MI-STEP-2019	08/08/19	Intraco Corporation	Troy	Oakland	10	\$3,667.70
MI-STEP-2019	06/04/19	Jemms-Cascade Inc.	Troy	Oakland	10	\$1,771.91
MI-STEP-2019	10/22/18	Dedoes Industries LLC	Walled Lake	Oakland	10	\$1,405.78
MI-STEP-2019	10/22/18	Dedoes Industries LLC	Walled Lake	Oakland	10	\$1,008.33
MI-STEP-2019	01/16/19	Dedoes Industries LLC	Walled Lake	Oakland	10	\$2,344.06
MI-STEP-2019	11/19/18	Herkules Equipment Corporation	Walled Lake	Oakland	10	\$440.64
MI-STEP-2019	11/19/18	Herkules Equipment Corporation	Walled Lake	Oakland	10	\$2,300.00
MI-STEP-2019	01/04/19	Herkules Equipment Corporation	Walled Lake	Oakland	10	\$1,650.00
MI-STEP-2019	01/04/19	Herkules Equipment Corporation	Walled Lake	Oakland	10	\$7,085.00
MI-STEP-2019	02/15/19	Nova Shipping	West Bloomfield	Oakland	10	\$1,049.64
MI-STEP-2019	08/08/19	Nova Shipping	West Bloomfield	Oakland	10	\$1,529.28
MI-STEP-2019	03/19/19	Acromag Inc.	Wixom	Oakland	10	\$2,655.87
MI-STEP-2019	03/22/19	Acromag Inc.	Wixom	Oakland	10	\$4,161.19
MI-STEP-2019	05/30/19	Moeller Aerospace	Wixom	Oakland	10	\$4,001.00
MI-STEP-2019	10/22/18	OPS Solutions	Wixom	Oakland	10	\$512.33
MI-STEP-2019	11/01/18	OPS Solutions	Wixom	Oakland	10	\$736.12
MI-STEP-2019	11/13/18	OPS Solutions	Wixom	Oakland	10	\$774.94
MI-STEP-2019	01/15/19	OPS Solutions	Wixom	Oakland	10	\$1,047.62
MI-STEP-2019	06/24/19	OPS Solutions	Wixom	Oakland	10	\$1,837.64
MI-STEP-2019	10/22/18	Carter Manufacturing Company Inc.	Grand Haven	Ottawa	4	\$2,884.74
MI-STEP-2019	06/26/19	Carter Manufacturing Company Inc.	Grand Haven	Ottawa	4	\$3,164.47
MI-STEP-2019	08/20/19	R.A. Miller Industries Inc., dba RAMI	Grand Haven	Ottawa	4	\$15,000.00
MI-STEP-2019	03/19/19	Fogg Filler Company	Holland	Ottawa	4	\$15,000.00
MI-STEP-2019	06/26/19	Harvia US Inc.	Holland	Ottawa	4	\$526.53

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	07/10/19	ITB Packaging LLC	Holland	Ottawa	4	\$980.00
MI-STEP-2019	08/19/19	ITB Packaging LLC	Holland	Ottawa	4	\$665.36
MI-STEP-2019	11/19/18	Trans-Matic	Holland	Ottawa	4	\$1,082.00
MI-STEP-2019	12/11/18	Trans-Matic	Holland	Ottawa	4	\$850.00
MI-STEP-2019	12/16/18	Trans-Matic	Holland	Ottawa	4	\$1,775.53
MI-STEP-2019	05/24/19	Trans-Matic	Holland	Ottawa	4	\$1,662.08
MI-STEP-2019	03/27/19	SoundOff Signal	Hudsonville	Ottawa	4	\$3,666.10
MI-STEP-2019	03/27/19	SoundOff Signal	Hudsonville	Ottawa	4	\$572.03
MI-STEP-2019	03/27/19	SoundOff Signal	Hudsonville	Ottawa	4	\$2,879.92
MI-STEP-2019	07/08/19	SoundOff Signal	Hudsonville	Ottawa	4	\$1,095.20
MI-STEP-2019	03/27/19	Automated Machine Systems Inc./ Mech-Fab Services Inc.	Jenison	Ottawa	4	\$1,582.00
MI-STEP-2019	11/19/18	Underground Computers Inc.	Jenison	Ottawa	4	\$3,721.00
MI-STEP-2019	01/18/19	Underground Computers Inc.	Jenison	Ottawa	4	\$2,542.26
MI-STEP-2019	04/19/19	Underground Computers Inc.	Jenison	Ottawa	4	\$2,726.00
MI-STEP-2019	08/19/19	Underground Computers Inc.	Jenison	Ottawa	4	\$3,000.00
MI-STEP-2019	08/20/19	Underground Computers Inc.	Jenison	Ottawa	4	\$2,033.86
MI-STEP-2019	10/20/18	Active Manufacturing Corporation	Spring Lake	Ottawa	4	\$2,401.30
MI-STEP-2019	10/16/18	Motiv Bowling	Spring Lake Twp.	Ottawa	4	\$12,273.38
MI-STEP-2019	10/16/18	Black Swamp Percussion LLC	Zeeland	Ottawa	4	\$6,012.87
MI-STEP-2019	12/11/18	Black Swamp Percussion LLC	Zeeland	Ottawa	4	\$6,373.52
MI-STEP-2019	02/14/19	Extol Inc.	Zeeland	Ottawa	4	\$885.64
MI-STEP-2019	02/21/19	Extol Inc.	Zeeland	Ottawa	4	\$790.00
MI-STEP-2019	10/11/18	Filler Specialties	Zeeland	Ottawa	4	\$1,761.59
MI-STEP-2019	10/15/18	Filler Specialties	Zeeland	Ottawa	4	\$13,238.41
MI-STEP-2019	12/05/18	Innotec	Zeeland	Ottawa	4	\$849.50
MI-STEP-2019	04/23/19	Innotec	Zeeland	Ottawa	4	\$2,678.22
MI-STEP-2019	05/13/19	Innotec	Zeeland	Ottawa	4	\$1,331.94
MI-STEP-2019	02/08/19	VentureSource	Zeeland	Ottawa	4	\$5,080.12
MI-STEP-2019	04/04/19	VentureSource	Zeeland	Ottawa	4	\$1,213.16
MI-STEP-2019	04/12/19	VentureSource	Zeeland	Ottawa	4	\$2,567.00
MI-STEP-2019	01/25/19	Amigo Mobility International	Bridgeport	Saginaw	5	\$15,000.00
MI-STEP-2019	05/22/19	Banner-Day Engineering	Saginaw	Saginaw	5	\$15,000.00
MI-STEP-2019	07/18/19	Duperon Corporation	Saginaw	Saginaw	5	\$15,000.00
MI-STEP-2019	08/08/19	Fullerton Tool Company Inc.	Saginaw	Saginaw	5	\$7,592.90
MI-STEP-2019	02/08/19	Mistequay Group	Saginaw	Saginaw	5	\$3,353.22
MI-STEP-2019	02/10/19	Mistequay Group	Saginaw	Saginaw	5	\$1,620.84
MI-STEP-2019	05/21/19	Mistequay Group	Saginaw	Saginaw	5	\$3,294.67

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	12/20/18	Saginaw Products Corporation, dba Cignys	Saginaw	Saginaw	5	\$2,511.49
MI-STEP-2019	02/14/19	Saginaw Products Corporation, dba Cignys	Saginaw	Saginaw	5	\$3,606.12
MI-STEP-2019	10/24/18	Wineman Technology Inc.	Saginaw	Saginaw	5	\$5,011.84
MI-STEP-2019	10/24/18	Wineman Technology Inc.	Saginaw	Saginaw	5	\$9,950.50
MI-STEP-2019	03/05/19	ONLINE Engineering	Manistique	Schoolcraft	1	\$5,515.29
MI-STEP-2019	06/19/19	ONLINE Engineering	Manistique	Schoolcraft	1	\$1,037.56
MI-STEP-2019	08/12/19	ONLINE Engineering	Manistique	Schoolcraft	1	\$3,000.00
MI-PEP-2019	06/12/19	Crest Marine	Owosso	Shiawassee	6	\$1,123.63
MI-PEP-2019	07/08/19	Crest Marine	Owosso	Shiawassee	6	\$1,457.93
MI-STEP-2019	10/23/18	Sakor Technologies Inc.	Owosso	Shiawassee	6	\$3,761.72
MI-STEP-2019	01/23/19	Sakor Technologies Inc.	Owosso	Shiawassee	6	\$1,922.21
MI-STEP-2019	09/09/19	Oliver Carbide Products	Cottrellville	St. Clair	6	\$2,604.69
MI-STEP-2019	10/22/18	Nautical Specialties	Port Huron	St. Clair	6	\$2,564.19
MI-STEP-2019	10/22/18	Nautical Specialties	Port Huron	St. Clair	6	\$2,871.99
MI-STEP-2019	11/02/18	Nautical Specialties	Port Huron	St. Clair	6	\$3,517.87
MI-STEP-2019	11/02/18	Nautical Specialties	Port Huron	St. Clair	6	\$3,247.58
MI-STEP-2019	11/12/18	Midwest Tool and Cutlery Company	Sturgis	St. Joseph	8	\$4,428.54
MI-STEP-2019	10/09/18	Oak Press Solutions Inc.	Sturgis	St. Joseph	8	\$2,714.75
MI-STEP-2019	10/25/18	Oak Press Solutions Inc.	Sturgis	St. Joseph	8	\$2,907.89
MI-PEP-2019	11/01/18	Armstrong International	Three Rivers	St. Joseph	8	\$10,336.50
MI-STEP-2019	02/25/19	Banks Hardwoods Inc.	White Pigeon	St. Joseph	8	\$4,207.90
MI-STEP-2019	08/13/19	Banks Hardwoods Inc.	White Pigeon	St. Joseph	8	\$2,998.50
MI-STEP-2019	09/23/19	Banks Hardwoods Inc.	White Pigeon	St. Joseph	8	\$2,123.45
MI-STEP-2019	05/01/19	Laser Marking Technologies	Caro	Tuscola	6	\$5,653.95
MI-STEP-2019	09/17/19	Laser Marking Technologies	Caro	Tuscola	6	\$1,761.00
MI-STEP-2019	01/18/19	Getman Corporation	Bangor	Van Buren	8	\$2,075.26
MI-STEP-2019	06/19/19	A & B Packing Equipment Inc.	Lawrence	Van Buren	8	\$1,809.32
MI-STEP-2019	02/20/19	Lanphear Tool Works and Engineering Inc.	Lawrence	Van Buren	8	\$778.67
MI-STEP-2019	05/09/19	Harloff Manufacturing Company	Paw Paw	Van Buren	8	\$2,980.63
MI-STEP-2019	03/19/19	FoodTools Inc.	South Haven	Van Buren	8	\$1,975.69
MI-STEP-2019	09/09/19	FoodTools Inc.	South Haven	Van Buren	8	\$13,024.31
MI-STEP-2019	12/01/18	New Age/Landmark Inc.	South Haven	Van Buren	8	\$1,211.88
MI-STEP-2019	02/11/19	Riveer Environmental	South Haven	Van Buren	8	\$2,441.72
MI-STEP-2019	04/19/19	Riveer Environmental	South Haven	Van Buren	8	\$1,099.72
MI-STEP-2019	04/04/19	Backyard Brains Inc.	Ann Arbor	Washtenaw	9	\$5,994.24
MI-STEP-2019	03/21/19	Coherix Inc.	Ann Arbor	Washtenaw	9	\$1,500.25



INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	04/09/19	Coherix Inc.	Ann Arbor	Washtenaw	9	\$650.48
MI-STEP-2019	08/21/19	Coherix Inc.	Ann Arbor	Washtenaw	9	\$524.00
MI-STEP-2019	03/29/19	Constructive Eating Inc.	Ann Arbor	Washtenaw	9	\$4,303.41
MI-STEP-2019	05/23/19	Dog Might LLC	Ann Arbor	Washtenaw	9	\$5,743.13
MI-STEP-2019	12/05/18	Handeholder Products Inc.	Ann Arbor	Washtenaw	9	\$4,047.40
MI-STEP-2019	04/22/19	Handeholder Products Inc.	Ann Arbor	Washtenaw	9	\$2,952.60
MI-STEP-2019	08/23/19	Handeholder Products Inc.	Ann Arbor	Washtenaw	9	\$5,733.78
MI-STEP-2019	10/23/18	Inora Technologies Inc.	Ann Arbor	Washtenaw	9	\$1,641.50
MI-STEP-2019	11/12/18	Inora Technologies Inc.	Ann Arbor	Washtenaw	9	\$1,247.29
MI-STEP-2019	06/19/19	Inora Technologies Inc.	Ann Arbor	Washtenaw	9	\$1,546.16
MI-STEP-2019	05/08/19	INVIA Medical Imaging Solutions	Ann Arbor	Washtenaw	9	\$3,686.33
MI-STEP-2019	01/16/19	Leon Speaker Corporation	Ann Arbor	Washtenaw	9	\$15,000.00
MI-STEP-2019	11/01/18	Logic Solutions Inc.	Ann Arbor	Washtenaw	9	\$878.81
MI-STEP-2019	08/08/19	Logic Solutions Inc.	Ann Arbor	Washtenaw	9	\$427.08
MI-STEP-2019	11/02/18	McCreadie Group Inc.	Ann arbor	Washtenaw	9	\$571.27
MI-STEP-2019	02/22/19	McCreadie Group Inc.	Ann arbor	Washtenaw	9	\$1,007.73
MI-STEP-2019	04/25/19	MedImage Inc.	Ann Arbor	Washtenaw	9	\$3,607.68
MI-STEP-2019	10/22/18	NuStep	Ann Arbor	Washtenaw	9	\$2,491.59
MI-STEP-2019	11/05/18	NuStep	Ann Arbor	Washtenaw	9	\$1,755.03
MI-STEP-2019	05/01/19	NuStep	Ann Arbor	Washtenaw	9	\$1,632.38
MI-STEP-2019	05/31/19	NuStep	Ann Arbor	Washtenaw	9	\$2,575.00
MI-STEP-2019	10/08/18	OG Technologies	Ann Arbor	Washtenaw	9	\$1,024.83
MI-STEP-2019	10/09/18	OG Technologies	Ann Arbor	Washtenaw	9	\$2,383.59
MI-STEP-2019	10/24/18	OG Technologies	Ann Arbor	Washtenaw	9	\$1,285.25
MI-STEP-2019	11/01/18	OG Technologies	Ann Arbor	Washtenaw	9	\$1,846.70
MI-STEP-2019	11/09/18	OG Technologies	Ann Arbor	Washtenaw	9	\$574.77
MI-STEP-2019	11/12/18	OG Technologies	Ann Arbor	Washtenaw	9	\$2,250.38
MI-STEP-2019	01/09/19	OG Technologies	Ann Arbor	Washtenaw	9	\$1,209.68
MI-STEP-2019	01/09/19	OG Technologies	Ann Arbor	Washtenaw	9	\$1,820.59
MI-STEP-2019	02/08/19	OG Technologies	Ann Arbor	Washtenaw	9	\$1,988.92
MI-STEP-2019	02/15/19	OG Technologies	Ann Arbor	Washtenaw	9	\$615.29
MI-STEP-2019	11/05/18	Solartonic LLC	Ann Arbor	Washtenaw	9	\$364.51
MI-STEP-2019	11/13/18	Solartonic LLC	Ann Arbor	Washtenaw	9	\$2,196.10
MI-STEP-2019	02/10/19	VectorRock	Ann Arbor	Washtenaw	9	\$3,682.93
MI-STEP-2019	02/25/19	Xoran Technologies	Ann Arbor	Washtenaw	9	\$5,686.64
MI-STEP-2019	10/08/18	Merlin Simulation Inc.	Dexter	Washtenaw	9	\$3,716.88
MI-STEP-2019	10/08/18	Merlin Simulation Inc.	Dexter	Washtenaw	9	\$3,835.99
MI-STEP-2019	11/02/18	Merlin Simulation Inc.	Dexter	Washtenaw	9	\$2,547.73

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	01/24/19	Merlin Simulation Inc.	Dexter	Washtenaw	9	\$1,050.33
MI-STEP-2019	02/08/19	Merlin Simulation Inc.	Dexter	Washtenaw	9	\$2,605.12
MI-STEP-2019	05/03/19	Sohner Plastics LLC	Dexter	Washtenaw	9	\$1,296.02
MI-STEP-2019	01/18/19	Akervall Technologies Inc.	Saline	Washtenaw	9	\$5,041.39
MI-STEP-2019	02/15/19	Akervall Technologies Inc.	Saline	Washtenaw	9	\$3,422.14
MI-STEP-2019	03/05/19	Akervall Technologies Inc.	Saline	Washtenaw	9	\$5,664.01
MI-STEP-2019	06/11/19	Sensitile Systems LLC	Ypsilanti	Washtenaw	9	\$15,000.00
MI-STEP-2019	03/08/19	Vayu LLC	Ypsilanti	Washtenaw	9	\$237.40
MI-STEP-2019	05/23/19	Vayu LLC	Ypsilanti	Washtenaw	9	\$1,019.65
MI-STEP-2019	02/15/19	Energy International Corporation	Canton	Wayne	10	\$4,686.61
MI-STEP-2019	02/11/19	Trinity Seven Enterprises Inc.	Canton	Wayne	10	\$600.00
MI-STEP-2019	05/21/19	United Precision Products Company	Dearborn Heights	Wayne	10	\$6,195.77
MI-PEP-2019	11/27/18	Butzel Long	Detroit	Wayne	10	\$1,898.44
MI-PEP-2019	02/15/19	Butzel Long	Detroit	Wayne	10	\$5,198.00
MI-PEP-2019	05/31/19	Butzel Long	Detroit	Wayne	10	\$2,660.51
MI-PEP-2019	06/14/19	Butzel Long	Detroit	Wayne	10	\$3,338.28
MI-STEP-2019	11/26/18	Data Security Consulting	Detroit	Wayne	10	\$2,475.51
MI-STEP-2019	05/31/19	Data Security Consulting	Detroit	Wayne	10	\$2,475.07
MI-STEP-2019	11/26/18	DetailXPerts Franchise Systems LLC	Detroit	Wayne	10	\$3,750.00
MI-STEP-2019	05/08/19	Detroit Denim LLC	Detroit	Wayne	10	\$2,475.03
MI-STEP-2019	12/23/18	ESSPI	Detroit	Wayne	10	\$600.00
MI-STEP-2019	03/27/19	International Hardcoat	Detroit	Wayne	10	\$12,592.44
MI-STEP-2019	12/16/18	Kirlin Company	Detroit	Wayne	10	\$4,454.05
MI-STEP-2019	01/24/19	Kirlin Company	Detroit	Wayne	10	\$139.94
MI-STEP-2019	10/22/18	PCI LLC	Detroit	Wayne	10	\$600.00
MI-STEP-2019	10/16/18	Stanek Rack Company Inc.	Detroit	Wayne	10	\$600.00
MI-STEP-2019	01/22/19	TAIT Design Co.	Detroit	Wayne	10	\$1,091.58
MI-STEP-2019	01/07/19	Virtual Global Consultant Group LLC	Detroit	Wayne	10	\$1,129.95
MI-STEP-2019	01/07/19	Virtual Global Consultant Group LLC	Detroit	Wayne	10	\$375.00
MI-STEP-2019	02/15/19	Virtual Global Consultant Group LLC	Detroit	Wayne	10	\$3,393.39
MI-STEP-2019	05/21/19	Virtual Global Consultant Group LLC	Detroit	Wayne	10	\$2,755.73
MI-STEP-2019	08/08/19	Virtual Global Consultant Group LLC	Detroit	Wayne	10	\$250.00
MI-STEP-2019	01/25/19	Bromberg & Associates LLC	Hamtramck	Wayne	10	\$2,847.05
MI-STEP-2019	10/16/18	Airflow Sciences Corporation	Livonia	Wayne	10	\$1,263.56
MI-STEP-2019	12/05/18	Airflow Sciences Corporation	Livonia	Wayne	10	\$3,167.41
MI-STEP-2019	01/15/19	Airflow Sciences Corporation	Livonia	Wayne	10	\$2,852.91
MI-STEP-2019	01/15/19	Airflow Sciences Corporation	Livonia	Wayne	10	\$1,944.40
MI-STEP-2019	01/15/19	Airflow Sciences Corporation	Livonia	Wayne	10	\$1,295.11

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2019	03/01/19	Airflow Sciences Corporation	Livonia	Wayne	10	\$702.54
MI-STEP-2019	03/25/19	Airflow Sciences Corporation	Livonia	Wayne	10	\$2,404.65
MI-STEP-2019	09/17/19	Airflow Sciences Corporation	Livonia	Wayne	10	\$1,369.42
MI-STEP-2019	06/12/19	Alpha USA	Livonia	Wayne	10	\$3,249.58
MI-STEP-2019	11/12/18	Millbrook Revolutionary Engineering	Livonia	Wayne	10	\$1,989.74
MI-STEP-2019	12/16/18	Millbrook Revolutionary Engineering	Livonia	Wayne	10	\$934.02
MI-STEP-2019	12/16/18	Millbrook Revolutionary Engineering	Livonia	Wayne	10	\$1,298.11
MI-STEP-2019	02/08/19	Millbrook Revolutionary Engineering	Livonia	Wayne	10	\$1,380.09
MI-STEP-2019	03/20/19	Millbrook Revolutionary Engineering	Livonia	Wayne	10	\$2,923.62
MI-STEP-2019	11/02/18	RnD Engineering	Livonia	Wayne	10	\$3,225.74
MI-STEP-2019	06/26/19	RTI Laboratories Inc.	Livonia	Wayne	10	\$1,500.00
MI-STEP-2019	03/05/19	Soothsayer Analytics	Livonia	Wayne	10	\$1,324.92
MI-STEP-2019	12/23/18	Tyndell Photographic & Art Supplies	Livonia	Wayne	10	\$3,000.00
MI-STEP-2019	12/23/18	Tyndell Photographic & Art Supplies	Livonia	Wayne	10	\$4,149.01
MI-STEP-2019	05/08/19	Tyndell Photographic & Art Supplies	Livonia	Wayne	10	\$932.51
MI-STEP-2019	04/04/19	DataFactZ/Loven Systems	Northville	Wayne	10	\$12,131.08
MI-STEP-2019	03/25/19	Chrysan Industries Inc.	Plymouth	Wayne	10	\$1,531.90
MI-STEP-2019	12/16/18	Grip Studios Inc.	Plymouth	Wayne	10	\$435.47
MI-STEP-2019	08/29/19	Link Engineering Company	Plymouth	Wayne	10	\$6,254.45
MI-STEP-2019	08/29/19	Link Engineering Company	Plymouth	Wayne	10	\$8,745.55
MI-STEP-2019	08/21/19	Stonebridge Coatings Laboratory	Plymouth	Wayne	10	\$1,200.00
MI-STEP-2019	10/24/18	Corrigan Air and Sea Cargo	Romulus	Wayne	10	\$1,804.62
MI-STEP-2019	03/20/19	Corrigan Air and Sea Cargo	Romulus	Wayne	10	\$2,794.69
MI-STEP-2019	07/08/19	Saturn Electronics Corporation	Romulus	Wayne	10	\$783.60
MI-STEP-2019	10/22/18	B & D Thread Rolling Inc.	Taylor	Wayne	10	\$3,749.80
<b>TOTAL REIMBURSEMENTS</b>						<b>\$2,004,990.44</b>

## MICHIGAN FILM &amp; DIGITAL MEDIA OFFICE

## MICHIGAN FILM &amp; DIGITAL MEDIA OFFICE

Fiscal year 2019: 10/01/2018–09/30/2019

**GENERAL SERVICES OFFERED**

For over 30 years, the Michigan Film & Digital Media Office (MFDMO) has positioned Michigan as a worldwide production destination for the film, digital media and creative industries. Often the first point of contact for productions, the MFDMO provides the following services, creating a competitive business climate to attract domestic and international production activity from out of state and grow creative industries business of Michigan residents. These services are offered free of charge to any and all professional and student productions.

<b>Website:</b> <a href="http://michiganbusiness.org/mifilmaddigital">michiganbusiness.org/mifilmaddigital</a>	The Michigan Film & Digital Media Office website is the one stop shop for all individuals working or seeking work in the creative industries. Also, the website provides detailed information for those with a general interest in the operation of the office and the services provided. The website includes a job portal for those seeking/hiring for jobs in the creative industries. The website also has resources for educators, students, filmmakers and game developers.
<b>Production directory</b>	Searchable online directory which features 4,107 approved crew and vendors that provide support services for the film and digital industries.
<b>Locations directory</b>	Searchable online directory which houses 6,040 locations/properties throughout the state of Michigan. Locations directory is utilized as a source for film and television productions, commercials, still photography shoots and miscellaneous events.
<b>Locations scouting</b>	Office provides customized location packages and up to two days of complimentary location scouting services, primarily leveraged by outside productions that are surveying states across the nation for site selection. The office refers productions to professional resident location managers/scouts.
<b>Permitting</b>	Assist in-state and out-of-state clients on permitting issues at the municipal, county, state and federal levels of government.
<b>Social media platforms/newsletter</b>	MFDMO maintains a presence on Facebook and Twitter. Maintains 12,513 followers on Facebook and 3,674 followers on Twitter. The monthly electronic newsletter is sent to a distribution list of 6,018 individuals.

*Note: While no new credits or incentives can be offered through the Michigan Film and Digital Media Production Assistance Program, the MFDMO continues to process incentive claims for previously awarded projects, which is described later in this report under Michigan Film Incentives.*

## MICHIGAN FILM &amp; DIGITAL MEDIA OFFICE

Fiscal year 2019: 10/01/2018–09/30/2019

**GENERAL SERVICES PROVIDED**

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

Month of service	Project type	Project name	Location	Investment leveraged* (estimated private investment)	Services provided by MFDMO
October	Advertisement	Michigan State Police Recruitment	Statewide	N/A	Promoted socially
	Creative programming	IGDA Detroit Meetup	Southfield	N/A	Promoted socially
	Creative industry newsletter	CreativeMich	Statewide	N/A	Promoted on social media, website and in monthly newsletter
	Reality docuseries	Street Cred	Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Digital media	Meaningful Play Conference	East Lansing	N/A	Promoted on social media, website and in monthly newsletter
	Filmmaker event	Royal Starr Film Festival	Royal Oak	N/A	Promoted on social media, website and in monthly newsletter

MICHIGAN FILM & DIGITAL MEDIA OFFICE *continued***MICHIGAN FILM & DIGITAL MEDIA OFFICE**

Fiscal year 2019: 10/01/2018–09/30/2019

**GENERAL SERVICES PROVIDED** *continued*

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

Month of service	Project type	Project name	Location	Investment leveraged* (est. private investment)	Services provided by MFDMO
October	Government	MFOAC Meeting	Royal Oak	N/A	Promoted on social media and website
	Filmfestival	Thriller! Chiller!! Film Festival	Grand Rapids	N/A	Promoted on social media, website and in monthly newsletter
	Film festival	Fresh Coast Film Festival	Marquette	N/A	Promoted on social media, website and in monthly newsletter
	Independent film	Coming Up for Air	Statewide	N/A	Promoted socially
	Creative programming	Bryce Dudal - Ellen DeGeneres Appearance	Detroit	N/A	Promoted socially
	Filmmaker contest	Mosaic Mobile	Grand Rapids	N/A	Promoted on social media, website and in monthly newsletter
	Film festival	Desmond District Demons Film Festival	Port Huron	N/A	Promoted on social media, website and in monthly newsletter
	Documentary	Documenting DETROIT	Detroit	N/A	Promoted socially
	Filmmaker event	The Fearless Tribe of Fanatic Filmmakers	Detroit	N/A	Promoted socially
	Job posting	Tipping Point Solutions	Sault Ste. Marie	N/A	Promoted socially
	Film series	Open Projector Night (UICA)	Grand Rapids	N/A	Promoted on social media, website and in monthly newsletter
	Film series	Detroit in Film	Detroit	N/A	Promoted socially
	Digital media	Digital Marketing Workshop (Ypsilanti)	Ypsilanti	N/A	Promoted on social media, website and in monthly newsletter
	Documentary	Detroit: Comeback City	Detroit	N/A	Promoted socially
November	Music festival	Lamp Light Music Festival	Grand Rapids	N/A	Promoted on social media, website and in monthly newsletter
	Film festival	East Lansing Film Festival	East Lansing	N/A	Promoted on social media, website and in monthly newsletter
	Tourism advocacy	TICOM Quarterly Meeting	Frankenmuth	N/A	Promoted socially
	Casting call	America's Got Talent	Detroit	N/A	Promoted socially
	Education event	Mosaic Film Experience	Grand Rapids	N/A	Promoted on social media, website and in monthly newsletter
	Filmmaker event	Filmmaker Meetup	Ypsilanti	N/A	Promoted socially
	Call for submissions	Capital City Film Festival	Lansing	N/A	Promoted socially
	Creative programming	IGDA Detroit Meetup	Southfield	N/A	Promoted socially
	Film series	Local Directors Series: The Incanation	Grand Rapids	N/A	Promoted socially
	Creative programming	Detroit Technology Exchange: Launch Detroit	Detroit	N/A	Promoted socially
	Creative programming	Accelerating the Runway	Lansing	N/A	Promoted socially
	Filmmaker event	HHM Film Festivus	Bay City	N/A	Promoted socially
	Casting call	Water in the Broken Glass	Detroit	N/A	Promoted on social media and website

MICHIGAN FILM & DIGITAL MEDIA OFFICE *continued***MICHIGAN FILM & DIGITAL MEDIA OFFICE**

Fiscal year 2019: 10/01/2018–09/30/2019

**GENERAL SERVICES PROVIDED** *continued*

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

Month of service	Project type	Project name	Location	Investment leveraged* (est. private investment)	Services provided by MFDMO
December	Call for submissions	Red Bull Arts Detroit Micro-Grant Program	Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Casting call	Flint Indie Movies	Flint	N/A	Promoted socially
	Auditions	Motion Picture Institute Student Films	Troy	N/A	Promoted socially
	Call for submissions	Vidlings and Tapeheads Film Festival	Hamtramck	N/A	Promoted on social media, website and in monthly newsletter
	Web series	Northbound 2	Iron Mountain, Norway, Houghton	N/A	Promoted on social media and website
	Education event	EECS 494 + EMU Student Games Showcase	Ypsilanti	N/A	Promoted socially
	Documentary	Lindell Athletic Club	Southeast Michigan	N/A	Promoted socially
	Call for submissions	Idlewild International Film Festival	Idlewild	N/A	Promoted on social media, website and in monthly newsletter
	Feature film	Frozen Stupid 2: Open Water	Roscommon	N/A	Promoted on social media and in monthly newsletter
	Education	MDE Robotics Investment Press Release	Statewide	N/A	Promoted socially
	Call for submissions	GRFF36 Hour Film Challenge	Grand Rapids	N/A	Promoted socially
January	Film screening	Sincerely, Brenda	Detroit	N/A	Promoted socially
	Call for submissions	Threadbare Mitten Film Festival	Lansing	N/A	Promoted on social media, website and in monthly newsletter
	Call for submissions	Student Production Awards	Statewide	N/A	Promoted socially
	Call for submissions	I See You Awards	Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Feature film	Nowhere, Michigan	Norway, Iron Mountain, Kingsford	N/A	Promoted on social media and in monthly newsletter
	Creative chamber	Promotional Reel	Statewide	N/A	Promoted on social media, website and in monthly newsletter
	Television series	The Zimmern List	Detroit	N/A	Promoted socially
	Film festival	Thunder Bay International Film Festival	Alpena	N/A	Promoted on social media, website and in monthly newsletter
	Music event	Saturday Night Live: Greta Van Fleet	International	N/A	Promoted socially
	Film festival	Central Michigan International Film Festival	Mt. Pleasant	N/A	Promoted on social media, website and in monthly newsletter
	Film festival	Greater Farmington Film Festival	Farmington	N/A	Promoted on social media, website and in monthly newsletter
Casting call	MasterChef Junior	Statewide	N/A	Promoted socially	

**MICHIGAN FILM & DIGITAL MEDIA OFFICE** *continued*

**MICHIGAN FILM & DIGITAL MEDIA OFFICE**  
Fiscal year 2019: 10/01/2018–09/30/2019

**GENERAL SERVICES PROVIDED** *continued*

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

Month of service	Project type	Project name	Location	Investment leveraged* (est. private investment)	Services provided by MFDMO
February	Creative events	Art & Craft Beer Festival	Lansing	N/A	Promoted socially
	Filmmaker event	Compass College Open House	Grand Rapids	N/A	Promoted socially
	Job posting	MEDC Video & Media Content Designer	Lansing	N/A	Promoted socially
	Music event	Movement Electronic Music Festival	Detroit	N/A	Promoted on social media and in monthly newsletter
	Feature film	Guest Artist	Chelsea	N/A	Promoted on social media and in monthly newsletter
	Call for submissions	Fortnight Film Contest	Lansing	N/A	Promoted socially
	Casting call	Cents	Potterville	N/A	Promoted on social media and in monthly newsletter
	Feature film	My Soul to Keep	Rochester Hills, West Bloomfield Township, Pontiac, West Bloomfield, Wolverine	\$659,713	Promoted on social media, website and in monthly newsletter
	Digital media	Google CS First	Statewide	N/A	Promoted on social media, website and in monthly newsletter
	Film festival	Freep Film Festival	Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Creative events	MSU Comic Book Forum	East Lansing	N/A	Promoted socially
	Filmmaker event	Artic Screening w/Q&A from Tim Zajaros	Bloomfield	N/A	Promoted socially
	Film festival	Brew & View Screening of Mean Girls (CCFF)	Lansing	N/A	Promoted socially
	Job posting	Look the Other Way (Feature Film)	Detroit	N/A	Promoted socially
	Music event	How Sounds are Made: Ian Fink + DBS Cactus Concert	Detroit	N/A	Promoted socially
Creative chamber	Grand Rapids Creative Chamber Mixer	Grand Rapids	N/A	Promoted socially	
March	Film festival	Capital City Film Festival	Lansing	N/A	Promoted on social media, website and in monthly newsletter
	Filmmaker event	Eclipse Awards	Grand Rapids	N/A	Promoted on social media, website and in monthly newsletter
	Education event	MCACA Youth Workshops	Statewide	N/A	Promoted socially
	Creative programming	State of Superior podcast	Upper Peninsula	N/A	Promoted on social media, website and in monthly newsletter
	Casting call	Still Life (Student Short)	Grand Rapids	N/A	Promoted socially
	Creative events	ArtPrize	Grand Rapids	N/A	Promoted on social media, website and in monthly newsletter

MICHIGAN FILM & DIGITAL MEDIA OFFICE *continued***MICHIGAN FILM & DIGITAL MEDIA OFFICE**

Fiscal year 2019: 10/01/2018–09/30/2019

**GENERAL SERVICES PROVIDED** *continued*

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

Month of service	Project type	Project name	Location	Investment leveraged* (est. private investment)	Services provided by MFDMO
March	Creative programming	Seed&Spark: Crowdfunding to Build Independence	Statewide	N/A	Promoted on social media, website and in monthly newsletter
	Film festival	Ann Arbor Film Festival	Ann Arbor	N/A	Promoted on social media, website and in monthly newsletter
	Filmmaker event	Detroit Filmmaker Awards	Detroit	N/A	Promoted on social media and in monthly newsletter
	Film festival	Teen Filmmaker Festival	Kalamazoo	N/A	Promoted on social media, website and in monthly newsletter
	Education award	DAFT Educator of the Year	SE Michigan	N/A	Promoted socially
	Creative events	Epic Games Mega Grants Announcement	Worldwide	N/A	Promoted socially
	Film festival	Italian Film Festival–USA	Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Filmmaker event	Relaxer + Q&A with Director Joel Potrykus	Grand Rapids	N/A	Promoted socially
	Film series	HHM Film Series: Three Identical Strangers	Bay City	N/A	Promoted socially
	Creative Chamber	Downtown Detroit Partnership Programming	Detroit	N/A	Promoted socially
	Film festival	Michigan Student Film Festival	Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Music event	Detroit Music Awards	Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Creative Chamber	Marquette Creative Residency Event	Marquette	N/A	Promoted on social media and in monthly newsletter
	Film festival	Detroit Can Film Festival	Detroit	N/A	Promoted on social media, website and in monthly newsletter
April	Film screening	Division 19	Detroit	N/A	Promoted socially
	Filmmaker event	Seed&Spark Workshops	Statewide	N/A	Promoted on social media and in monthly newsletter
	Tourism advocacy	Pure Michigan Twitter Chat	Statewide	N/A	Promoted socially
	Film festival	Cinetopia Film Festival	Ann Arbor, Dearborn, Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Education event	MFDMO Annual Computer Science Event	Grand Rapids	N/A	Promoted on social media, website and in monthly newsletter
	Film festival	Michigan Student Film Festival	Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Film festival	Thriller! Chiller!! Film Festival	Grand Rapids	N/A	Promoted on social media, website and in monthly newsletter
	Filmmaker event	Eclipse Awards	Grand Rapids	N/A	Promoted socially
	Filmmaker event	Courageous Persuaders	Royal Oak	N/A	Promoted on social media, website and in monthly newsletter
	Filmmaker event	NATAS Michigan Student Production Awards	Ann Arbor	N/A	Promoted socially



MICHIGAN FILM & DIGITAL MEDIA OFFICE *continued***MICHIGAN FILM & DIGITAL MEDIA OFFICE**

Fiscal year 2019: 10/01/2018–09/30/2019

**GENERAL SERVICES PROVIDED** *continued*

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

Month of service	Project type	Project name	Location	Investment leveraged* (est. private investment)	Services provided by MFDMO
May	Casting call	Motion Picture Institute Student Films	Troy	N/A	Promoted socially
	Filmmaker contest	Detroit Voices	Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Education event	MDE Approves CS Standards	Statewide	N/A	Promoted on social media and in monthly newsletter
	Short film	Find Me Up North	Unknown	N/A	Promoted socially
	Short film	Low Road	Unknown	N/A	Promoted socially
	Creative events	Planet M/Mobility Cross Promotion	Statewide	N/A	Promoted socially
	Creative events	Motor City Comic Con	Novi	N/A	Promoted on social media, website and in monthly newsletter
	Film festival	Sunrise 45 Film Festival	Alpena	N/A	Promoted on social media, website and in monthly newsletter
	Film festival	Cinetopia	Ann Arbor, Dearborn, Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Creative chamber	Seat at the Table	Marquette	N/A	Promoted socially
	Film festival	East Lansing Art Festival	East Lansing	N/A	Promoted on social media, website and in monthly newsletter
	Film festival	OCC Student Film Festival	Farmington Hills	N/A	Promoted on social media, website and in monthly newsletter
	Music event	Movement Electronic Music Festival	Detroit	N/A	Promoted on social media, website and in monthly newsletter
June	Music event	Vidlings and Tapeheads Film Festival	Hamtramck	N/A	Promoted socially
	Creative programming	Michigan Musicians of Note	Statewide	N/A	Promoted socially
	Documentary	The Russian Five	International	N/A	Promoted on social media and in monthly newsletter
	Film festival	Trinity International Film Festival	Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Film festival	Threadbare Mitten Film Festival	Charlotte	N/A	Promoted on social media, website and in monthly newsletter
	Music event	Electric Forest Music Festival	Rothbury	N/A	Promoted on social media, website and in monthly newsletter
	Music event	Lively Lands Music Festival	Burdickville	N/A	Promoted on social media, website and in monthly newsletter
	Music event	Charlotte Bluegrass Festival	Charlotte	N/A	Promoted on social media, website and in monthly newsletter
	Creative events	Tech Trek	Ann Arbor	N/A	Promoted on social media, website and in monthly newsletter
	Creative events	Ann Arbor Summer Festival	Ann Arbor	N/A	Promoted on social media, website and in monthly newsletter
	Film series	Movies on Monroe	Grand Rapids	N/A	Promoted socially

MICHIGAN FILM & DIGITAL MEDIA OFFICE *continued***MICHIGAN FILM & DIGITAL MEDIA OFFICE**

Fiscal year 2019: 10/01/2018–09/30/2019

**GENERAL SERVICES PROVIDED** *continued*

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

Month of service	Project type	Project name	Location	Investment leveraged* (est. private investment)	Services provided by MFDMO
June	Government	NATO Michigan Chapter Presentation	Lansing	N/A	Promoted socially
	Feature film	Flint	Flint	N/A	Promoted socially
	Documentary	12th and Clairmount	Detroit	N/A	Promoted socially
	Reality television	America's Got Talent: Detroit Youth Choir	Unknown	N/A	Promoted on social media and in monthly newsletter
July	Music festival	Earthwork Detroit Music Festival	Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Literary	Detroit Bookfest	Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Documentary	Paradise Boogie - DPTV	Detroit	N/A	Promoted socially
	Filmmaker contest	48 Hour Film Project: Detroit	Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Creative programming	Chat it U.P. Podcast	Upper Peninsula	N/A	Promoted socially
	Creative events	Ann Arbor Art Fair	Ann Arbor	N/A	Promoted on social media, website and in monthly newsletter
	Music event	Faster Horses Music Festival	Brooklyn	N/A	Promoted on social media, website and in monthly newsletter
	Independent film	The Farwell	Unknown	N/A	Promoted socially
	Music event	Mo Pop Music Festival	Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Creative programming	Lyric Theater	Harbor Springs	N/A	Promoted socially
	Government	MFOAC Meeting	Traverse City	N/A	Promoted on social media and website
	Film festival	Traverse City Film Festival	Traverse City	N/A	Promoted on social media, website and in monthly newsletter
August	Digital media	Digital Summit Detroit	Detroit	N/A	Promoted on social media, website and in monthly newsletter
	Music event	Lively Lands Music Festival	Empire	N/A	Promoted on social media, website and in monthly newsletter
	Filmmaker contest	I See You Awards	Royal Oak	N/A	Promoted on social media, website and in monthly newsletter
	Music festival	Excellency Music Festival	Bay City	N/A	Promoted on social media, website and in monthly newsletter
	Independent film	Lost Heart	Whitehall	N/A	Promoted socially
	Documentary	America You Kill Me	Unknown	N/A	Promoted socially
	Short film	Rise of the Mask	Unknown	N/A	Promoted on social media and in monthly newsletter
	Film festival	Hell's Half Mile Film & Music Festival	Bay City	N/A	Promoted on social media, website and in monthly newsletter

**MICHIGAN FILM & DIGITAL MEDIA OFFICE** *continued***MICHIGAN FILM & DIGITAL MEDIA OFFICE**

Fiscal year 2019: 10/01/2018–09/30/2019

**GENERAL SERVICES PROVIDED** *continued*

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

Month of service	Project type	Project name	Location	Investment leveraged* (est. private investment)	Services provided by MFDMO
September	Independent film	War Path	Southeast Michigan	N/A	Promoted on social media, website and in monthly newsletter
	Film festival	Detroit SheTown Film Festival	Detroit	N/A	Promoted socially
	Digital media	IGDA Ann Arbor/Ypsilanti Meetup	Ypsilanti	N/A	Promoted socially
	Film festival	Michigan Film Festival Forum	Bay City	N/A	Promoted socially
	Film festival	Threadbare Mitten Film Festival	Lansing	N/A	Promoted socially
	Filmmaker contest	Detroit 48 Hour Film Horror Project	Detroit	N/A	Promoted socially
	Music event	Earthwork Harvest Gathering	Lake City	N/A	Promoted on social media, website and in monthly newsletter
	Film festival	Soo Film Festival	Sault Ste. Marie	N/A	Promoted on social media, website and in monthly newsletter

In addition to general services provided by the MFDMO, the office also manages multiple short-term and continuous special projects, driven by a comprehensive strategic plan released by the MFDMO in May 2015. The plan included immediate and long-term goals and recommendations to bridge gaps among the creative industries; promote the Pure Michigan business and tourism campaign; improve transparency to the public and legislature; and ultimately ensure that taxpayer dollars are being used wisely. The recommendations and special projects are categorized in terms of talent development; digital media; education; promotion; customer service; transparency; and measures and metrics.

*\*Investment leveraged represents how much an incented production project spent in Michigan on labor, goods, services, etc. Investment leveraged is confirmed through an audit the incentive recipient submits through a compliance claims process. N/A represents non-incented projects that were provided promotional support; investment leveraged is not verified for non-incented projects.*

## TRIBAL BUSINESS DEVELOPMENT

The MEDC Tribal Business Development staff works closely with Michigan's 12 federally recognized Native American tribes to help them achieve their goals in the area of economic development and community development by using a customized approach to create jobs and investment in Michigan. In FY 2019, the MEDC conducted 35 face-to-face meetings. There were also numerous conference calls with the tribes to discuss their economic development projects and move those projects forward to success and work on their ongoing strategies. In FY 2019, the MEDC initiated an effort to have the MEDC chief executive officer meet face to face with tribal leadership on their respective tribal lands. During FY 2019, meetings with five tribes had taken place. This effort is continuing into FY 2020.

Through MEDC's corporate funding resource, six projects were awarded grants totaling \$780,000 in MEDC funds. These grants were distributed to four of the Michigan tribes as noted in the spreadsheet below. These projects supported the creation of 18 new jobs and included additional investment of just over \$3 million. The ability of these projects to move

forward was the direct result of assistance from the MEDC. In addition, an annual sponsorship payment was made to United Tribes of Michigan. This organization is a strong partner with MEDC in advancing relationship building and direct communication with all tribal leadership. At the quarterly meetings of United Tribes of Michigan, the MEDC is provided time to present program information and have direct dialogue with the key economic development staff and leadership of the tribes. The MEDC is continuing to be the initial point of contact for the tribes when they are considering an economic development investment. As in past years, interest in tribal economic diversification grows and much of the success of the MEDC program is attributed to active tribal engagement and program flexibility.

In May 2019, the MEDC hosted a Tribal Government Contracting and Economic Forum in Petoskey. The event was a collaboration between the MEDC and the Procurement Technical Assistance Centers of Michigan (PTACs). The event presented tribal participants an opportunity to learn about general economic development topics and breakout sessions with direct meetings with contracting agencies.

### TRIBAL BUSINESS DEVELOPMENT GRANTS AND PROJECTS

Fiscal year 2019: 10/01/2018–09/30/2019

Contract date	Tribe	MEDC amount authorized	Grant recipient	Grant purpose	RESULTS	
					New jobs	Additional other investment
03/14/19	Sault Ste. Marie Tribe of Chippewa Indians	\$20,000	Sault Ste. Marie Tribe of Chippewa Indians	Additional funding to complete access road at Epoufette commercial dock redevelopment site. This is in addition to original grant awarded in 2017.	14 (under original grant)	\$80,000
06/12/19	Bay Mills Indian Community	\$31,655	Bay Mills Indian Community	Additional funds to support cost increases due to engineering and material costs increasing from original budget and estimates for farmers' market construction and development.		\$52,910 (matching funds for original grant award)
07/15/19	Grand Traverse Band of Ottawa and Chippewa Indians	\$235,000	Bay Shore Steel Works	Purchase of machinery and equipment and facility upgrades and improvements to support company growth plan.	14	\$196,000

TRIBAL BUSINESS DEVELOPMENT *continued*

<b>TRIBAL BUSINESS DEVELOPMENT GRANTS AND PROJECTS</b> <i>continued</i>						
Fiscal year 2019: 10/01/2018–09/30/2019						
Contract date	Tribe	MEDC amount authorized	Grant recipient	Grant purpose	RESULTS	
					New jobs	Additional other investment
08/22/19	Nottawaseppi Huron Band of Potawatomi Indians	\$67,400	Waseyabek Development Company	Funds for a multi-tribe economic impact study. This involves a collaboration of a total of eight Michigan Tribes. The Nottawaseppi Huron Band of Potawatomi, Pokagon Band of Potawatomi, Gun Lake Tribe, Little River Band of Ottawa Indians, Sault Ste. Marie Tribe of Chippewa Indians, Hannahville Indian Community, Little Traverse Bay Bands of Odawa Indians and Saginaw Chippewa Indian Tribe. The purpose of the study is to assist in developing better tribal economic development policy and continue collaborative efforts among Michigan Tribes.		\$13,480
08/29/19	Bay Mills Indian Community	\$175,000	Bay Mills Community College	Funds to be utilized for purchase of machinery and equipment for use in a pre-apprenticeship training program. Project will occur in coordination with the tribe's community college and Great Lakes Composite Institute.		\$587,360
09/06/19	Sault Ste. Marie Tribe of Chippewa Indians	\$250,000	Sault Ste. Marie Tribe of Chippewa Indians	Funds for engineering and design work for new construction of 20,000-square-foot multi-tenant, light industrial facility. Direct tribal matching funds is \$100,000 and the federal EDA is providing a grant of \$2,000,000. Expected completion by end of 2020.	4	\$2,100,000

## MICHIGAN RENAISSANCE ZONE PROGRAM

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

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

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

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

### MICHIGAN RENAISSANCE ZONE ACTIVITY

Fiscal year 2019: 10/01/2018–09/30/2019

MSF Board date	Company or Renaissance Zone	Location	County	MSF Board action
11/27/18	Ford Motor Company	Detroit	Wayne	MSF-designated Renaissance Zone approval
11/27/18	Frontier Medical Devices Inc.	Gwinn	Marquette	Revocation of existing K.I. Sawyer Military Renaissance Zone Time Extension Designation
02/26/19	Spartan Michigan LLC and Proliant Dairy Michigan LLC	St. Johns and Bingham Township	Clinton	Agricultural Renaissance Zone Amendment approval
06/25/19	Gerber Products Company	Fremont	Newaygo	Recommendation of the Revocation of existing Agricultural Processing Renaissance Zone
07/23/19	Airgas USA LLC	Riga Township	Lenawee	Agricultural Renaissance Zone Amendment approval
07/23/19	Anderton Machining LLC	Jackson	Jackson	Revocation of existing Geographic Renaissance Zone

## NEXT MICHIGAN DEVELOPMENT CORPORATIONS

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

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

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

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

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

To date, there has only been one Next Michigan Renaissance Zone designated by the Michigan Strategic Fund. Flex-N-Gate Detroit LLC received its recommendation for a Next Michigan Renaissance Zone from City of Detroit Next Michigan Development Corporation and began receiving benefits in tax year 2017. The company reports 452 new jobs and \$206,768,291 in investment so far.

### NEXT MICHIGAN DEVELOPMENT CORPORATIONS

Fiscal year 2019: 10/01/2018–09/30/2019

CLASSIFICATION			INVESTMENT		JOBS						TAX INFORMATION		BENEFITS	
Company	Local unit of government	County	Required Investment <sup>1</sup>	Reported actual investment	Projected job creation	Projected job retention	Reported current jobs <sup>2</sup>	Reported jobs transferred to zone <sup>3</sup>	Reported baseline jobs at designation <sup>4</sup>	Reported actual job creation <sup>5</sup>	Reported avg weekly wage of jobs created	% change in taxable value (TV)	% change in SEV	First year benefits received
Flex-N-Gate Detroit LLC <sup>6</sup>	City of Detroit	Wayne	\$95,000,000	\$206,768,291	400	0	466	14	0	452	\$1,000	Did not report	Did not report	2017
<b>TOTALS</b>				<b>\$206,768,291</b>			<b>466</b>							

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

<sup>2</sup> The number of jobs the company reported to have on December 31, 2018.

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

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

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

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

## CAPITAL CONDUIT PROGRAM

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

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

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

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

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

<b>CAPITAL CONDUIT AWARDS</b>								
As of September 30, 2019								
Entity receiving funding	Municipality	County	Type of funding	Amount committed	Capital called for investment <sup>1</sup>	Total private investment <sup>2</sup>	Companies invested in	Jobs created
Grow Michigan LLC <sup>3</sup>	Plymouth	Wayne	Loan	\$500,000	\$500,000	N/A	N/A	N/A
Grow Michigan LLC <sup>4</sup>	Plymouth	Wayne	Investment	\$9,500,000	\$5,980,563	\$304,128,375	38	675
Develop Michigan Inc. <sup>3</sup>	Lansing	Ingham	Loan	\$500,000	\$500,000	N/A	N/A	N/A
Develop Michigan Inc. <sup>5</sup>	Lansing	Ingham	Loan	\$19,500,000	\$10,515,791	\$305,520,500	24	N/A
<b>TOTAL</b>				<b>\$30,000,000</b>	<b>\$17,496,354</b>	<b>\$609,648,875</b>	<b>62</b>	<b>675</b>

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

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

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

<sup>4</sup> Grow Michigan LLC received a commitment from the MSF of up to \$9.5 million contingent upon private investment subscriptions to the fund. As of September 30, 2019, Grow Michigan LLC could access up to \$7 million of the total MSF commitment based on its private investment subscriptions.

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



## MICHIGAN INCOME 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 million, which was determined to be an underserved market. The fund represents a partnership between the MSF and Arctaris Michigan Partners, and utilizes funding through private sources and a portion of the allocation received by Michigan from the State Small

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

### MICHIGAN INCOME AND PRINCIPAL-PROTECTED GROWTH FUND

As of September 30, 2019

Entity Receiving Funding	Municipality	County	Type of Funding	Amount Committed	Capital Called for Investment <sup>1</sup>	Total Private Investment	Companies Invested In
Arctaris Michigan Partners	Grosse Pointe Farms	Wayne	Investment	\$4,500,000	\$2,415,764	\$23,574,330	5
Total:				\$4,500,000	\$2,415,764	\$23,574,330	5

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

## MICHIGAN SUPPLIER DIVERSIFICATION FUND

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

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

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

<b>MSDF STATE AWARDS</b>									
Fiscal year 2019: 10/01/2018–09/30/2019									
Date of close	Company	Municipality	County	Type of funding	Total loan amount	MSF share	Current industry	Closing fee <sup>1</sup>	Est. annual fees <sup>1</sup>
12/05/18	U.P. Paper LLC	Manistique	Schoolcraft	CSP	\$4,250,000	\$1,891,250	Manufacturing	\$33,097	\$18,913
07/02/19	Quality Solar LLC	Grand Rapids	Kent	CSP	\$80,000	\$39,920	Alternative energy: solar	\$798	\$399
03/29/19	Lindquist Electric Inc.	Ironwood	Gogebic	CSP	\$292,500	\$145,985	Business services	\$1,460	\$1,460
<b>TOTAL</b>					<b>\$4,622,500</b>	<b>\$2,077,155</b>		<b>\$35,355</b>	<b>\$20,772</b>

Additional loans induced by MSDF <sup>2</sup>	\$52,500
Total leverage	\$4,675,000
Leverage ratio	2.25

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

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

## SSBCI FEDERAL AWARDS

<b>SSBCI FEDERAL AWARDS</b>									
Fiscal year 2019: 10/01/2018–09/30/2019									
Date of close	Company	Municipality	County	Type of funding	Total loan amount	MSF share	Current industry	Closing fee <sup>1</sup>	Est. annual fees <sup>1</sup>
12/07/18	Neuvokas Corp.	Ahmeek	Keweenaw	LPP	\$250,000	\$74,850	Manufacturing	\$749	\$749
01/11/19	Burton Industries Inc	Ironwood	Gogebic	CSP	\$350,000	\$174,650	Manufacturing	\$1,747	\$1,747
01/15/19	SeaLandAire Technologies Inc.	Jackson	Jackson	CSP	\$3,000,000	\$1,000,000	Defense/Military	\$20,000	\$10,000
01/31/19	Belmont Engineered Plastics LLC	Belmont	Kent	CSP	\$1,000,000	\$499,000	Manufacturing	\$9,980	\$4,990
03/27/19	Wolverine Fire Protection	Mt. Morris	Genesee	CSP	\$4,000,000	\$1,750,000	Business Services	\$30,625	\$17,500
04/30/19	V2Soft Inc.	Bloomfield Hills	Oakland	CSP	\$1,000,000	\$499,000	Information Technology	\$9,980	\$4,990
05/03/19	Prime Solution	Otsego	Otsego	CSP	\$1,000,000	\$490,000	Manufacturing	\$9,980	\$4,900
05/03/19	Prime Solution	Otsego	Otsego	CSP	\$468,498	\$233,791	Manufacturing	\$4,676	\$2,338
07/15/19	Redall Industries Inc.	Yale	St. Clair	CSP	\$4,750,000	\$1,662,500	Automotive–Manufacturing	\$29,094	\$16,625
08/15/19	F P Horak Company	Monitor Township	Bay	CSP	\$2,500,000	\$650,000	Manufacturing	\$13,000	\$6,500
09/20/19	My Locker	Detroit	Wayne	LPP	\$8,450,000	\$2,108,275	Other	\$21,083	\$21,083
09/20/19	My Locker	Detroit	Wayne	LPP	\$8,450,000	\$2,108,275	Other	\$21,083	\$21,803
<b>TOTAL</b>					<b>\$35,218,498</b>	<b>\$11,250,341</b>		<b>\$171,996</b>	<b>\$113,225</b>

Additional loans induced by SSBCI <sup>2</sup>	\$16,333,056
Total leverage	\$51,551,554
Leverage ratio	4.58

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

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

## SMALL BUSINESS CAPITAL ACCESS PROGRAM

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

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 total balance of reserve accounts below includes balances transferred from MSF legacy programs, 21st Century Jobs Fund contributions, SSBCI contributions, and the matching contributions of participating lenders and small business owners. On the following pages is a listing of the loans approved in FY 2019.

Please note: "MSF Investment" was incorrectly reported in the FY 2018 MSF/MEDC annual report as \$7,971,668.59 and should have been \$5,600,939.49.

SMALL BUSINESS CAPITAL ACCESS PROGRAM	
Activity since inception	
Loans enrolled	2,687
MSF investment	\$5,854,041.79
Funds leveraged	\$179,265,014.04
Participating bank	Balance of reserve accounts at bank
Adventure Credit Union	\$24,877.02
Arbor Financial (Educational Community Credit Union)	\$199,536.98
Capitol National Bank	\$40,306.58
Century Bank & Trust	\$47,613.24
Chemical Bank	\$466,721.34
ChoiceOne	\$31,561.93
Christian Financial Credit Union	\$3,149.04
Comerica Bank	\$126,757.96
Commercial Bank	\$1,201,225.47
Dart Bank	\$35,451.74
First Federal of Northern Michigan	\$3,336.00
First Financial Bank	\$56,333.04
First State Bank of East Detroit	\$36,580.40
Hillsdale County National Bank	\$703,093.20
Horizon Bank	\$22,836.56
Huntington National Bank	\$1,393,812.25
Independent Bank	\$311,768.11
Isabella Bank & Trust	\$682,493.41
Lake Osceola State Bank	\$189,166.55
Mercantile Bank of Michigan 1	\$244,357.63
Old National Bank (United Bank and Trust)	\$177,532.32
Shelby State Bank	\$46,044.43
Sidney State Bank	\$26,249.01
Southern Michigan Bank & Trust	\$57,738.35
Sturgis Bank & Trust	\$7,075.54
Traverse City State Bank	\$65,518.68
Upper Peninsula State Bank	\$128,095.78
West Michigan Community Bank	\$12,578.01
West Shore Bank	\$10,298.34
<b>TOTAL</b>	<b>\$6,352,109</b>

## SMALL BUSINESS CAPITAL ACCESS PROGRAM

The Small Business Capital Access Program (SBCAP) is a loan enhancement program that helps small business 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 program, which was the first of its kind in the nation, inspired other states to copy the program.

### SBCAP LOANS (FEDERALLY FUNDED)

Fiscal year 2019: 10/01/2018–09/30/2019

Company name	Municipality	County	Award amount
Perk Auto Parts and Salvage, Inc.	Plainwell	Allegan	\$5,791
Brandon A. Wilder/Wilder Tire & Auto	Hastings	Barry	\$1,440
The Seasonal Grille LLC	Hastings	Barry	\$6,495
Billingsley Funeral Home LLC	Hastings	Barry	\$960
Handy Excavating LLC	Quincy	Branch	\$750
RBM Transport LLC	Tekonsha	Calhoun	\$4,514
RBM Transport LLC	Tekonsha	Calhoun	\$2,160
GMC & T Inc.	Fowler	Clinton	\$3,414
Smith Landscapes LLC	St. Johns	Clinton	\$1,500
Cherry Republic	Glen Arbor	Grand Traverse	\$10,196
Bluebridge LLC	Grawn	Grand Traverse	\$1,740
2 Chefs Hearth Eatery Inc.	Traverse City	Grand Traverse	\$458
Blockhouse LLC	Alma	Gratiot	\$7,200
Terry's Cycle LLC	Alma	Gratiot	\$300
Superior Management Company LLC	Ashley	Gratiot	\$1,600
Willow Creek Farms Feed Mill LLC	Ashley	Gratiot	\$2,951
Willow Creek Farms Feed Mill LLC	Ashley	Gratiot	\$2,951
Hudson Property Holdings LLC	Carson City	Gratiot	\$7,050
LCB LLC	Ithaca	Gratiot	\$3,279
Peninsula Transport LLC	Ithaca	Gratiot	\$3,283
Pure Aqua Tech LLC	Ithaca	Gratiot	\$750
River Styx Timber LLC	Ithaca	Gratiot	\$4,620
LW Transport LLC	Middleton	Gratiot	\$1,638
Seiler Machine LLC	Middleton	Gratiot	\$1,500
Momentum Industries, Inc.	St. Louis	Gratiot	\$11,615
Crowell Trucking LLC	Wheeler	Gratiot	\$1,950
Hayden Neitzke LLC	Wheeler	Gratiot	\$4,000
Sportsman Scent Solution, Inc.	Camden	Hillsdale	\$1,566
Lake Pleasant Recycling and Demolition LLC	Hillsdale	Hillsdale	\$1,050
MRDR LLC	Hillsdale	Hillsdale	\$2,586
Rupert Enterprises Inc.	Hillsdale	Hillsdale	\$326
DLM Property LLC	Jonesville	Hillsdale	\$3,638
American Dream Trucking Inc.	Dansville	Ingham	\$543
CS Tax and Bookkeeping LLC	East Lansing	Ingham	\$1,650

**SMALL BUSINESS CAPITAL ACCESS PROGRAM** *continued***SBCAP LOANS (FEDERALLY FUNDED)** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

<b>Company name</b>	<b>Municipality</b>	<b>County</b>	<b>Award amount</b>
Spring Lake Landscaping & Irrigation Inc.	East Lansing	Ingham	\$240
KNL LLC	Mason	Ingham	\$4,800
Shiner Enterprises Inc.	Okemos	Ingham	\$1,800
Theramazing LLC	Isabella	Isabella	\$1,000
P.L. Schmitt Carbide Tooling LLC	Grass Lake	Jackson	\$3,000
Dove, Hickey and Boswell PLC	Jackson	Jackson	\$12,000
Edwards Machining Inc.	Jackson	Jackson	\$57,000
Huff Motors LLC	Jackson	Jackson	\$15,000
TH Holmer, Inc.	Kalamazoo	Kalamazoo	\$2,400
The Brick Boss LLC	Kalkaska	Kalkaska	\$150
MTC Land and Properties LLC	Ada	Kent	\$12,000
Lady Bug Lisa LLC	Kent City	Kent	\$1,582
Grand River Rehabilitation LLC	Lowell	Kent	\$6,000
Huber Source LLC	Rockford	Kent	\$4,860
Singleton Excavating Inc.	Sand Lake	Kent	\$1,500
Michael G Donathen	Irons	Lake	\$150
Nationwide Infrastructure LLC	Blissfield	Lenawee	\$606
Nationwide Infrastructure LLC	Blissfield	Lenawee	\$750
Topham Investments LLC	Freesoil	Manistee	\$600
Onsite Truck & Equipment Repair Inc.	Ludington	Mason	\$300
Schultz Excavating and Asphalt of Ludington LLC	Ludington	Mason	\$3,000
Internet Service Inc.	Big Rapids	Mecosta	\$450
Nicole R Martinez	Big Rapids	Mecosta	\$540
Wildling Coffee Company LLC	Midland	Midland	\$900
Rowley Laundry LLC	Belding	Montcalm	\$4,590
Runyen Manufacturing	Crystal	Montcalm	\$1,500
Leslie Lillie DBA Lillie Farms	Greenville	Montcalm	\$300
Templar Inc.	Greenville	Montcalm	\$750
Richards Septic Service LLC	Sheridan	Montcalm	\$450
Steve Winnie's Safety First Wrecker Service LLC	Sidney	Montcalm	\$450
King's Disposal	Vestaburg	Montcalm	\$1,500
Snyder's Greenhouse	Vestaburg	Montcalm	\$750
North Grove Brewers LLC	Montague	Muskegon	\$1,800
Carniceria La Conasupo LLC	Shelby	Oceana	\$1,200
Eisenlohr Farms LLC	Shelby	Oceana	\$360
Empire Contractors LLC	Shelby	Oceana	\$900
Roosted LLC	Hudsonville	Ottawa	\$2,550
Rant Holdings LLC	Spring Lake	Ottawa	\$14,280
Bcubed Manufacturing LLC	Saginaw	Saginaw	\$6,000
Dando LLC	Mattawan	Van Buren	\$2,730
<b>TOTAL</b>			<b>\$276,201.81</b>

## PRIVATE ACTIVITY BONDS

Private Activity Bonds (PABs) provide companies with capital cost savings stemming from the difference between taxable and tax-exempt interest rates. The MSF has the authority to provide tax-exempt federal bonds. These bonds finance manufacturing projects, not-for-profit corporation projects, and solid or hazardous waste disposal facilities. PABs lower the cost of capital for mature firms and help address a critical gap in project financing throughout the state.

### TAX-EXEMPT BONDS MANUFACTURING

Fiscal year 2019: 10/01/2018–09/30/2019

Date issued	End date	Company	Municipality	County	Approved amount	Type
01/31/19	01/31/42	Quality Roasting LLC	Reese	Tuscola	\$10,000,000	New
<b>TOTAL</b>					<b>\$10,000,000</b>	

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

Fiscal year 2019: 10/01/2018–09/30/2019

Date issued	End date	Company	Municipality	County	Approved amount	Type
10/01/18	04/01/43	Van Andel Research Institute	Grand Rapids	Kent	\$110,000,000	501(c)(3) Reissuing
10/01/18	04/01/43	Van Andel Research Institute	Grand Rapids	Kent	\$110,000,000	501(c)(3) Reissuing
11/20/18	06/30/48	Oakland Corridor Project (I-75)	Madison Heights, Royal Oak, Hazel Park	Oakland	\$610,300,000	New
12/20/18	03/01/24	Sisters, Servants of the Immaculate Heart of Mary	Monroe	Monroe	\$12,415,000	501(c)(3) Reissuing
06/27/19	11/15/49	United Methodist Retirement Communities	Chelsea	Washtenaw	\$17,285,000	501(c)(3) New and Refunding
09/06/19	11/15/43	Holland Home	Grand Rapids	Kent	\$24,225,000	501(c)(3) New and Refunding
09/27/19	09/01/26	Dominican Health Care Corp. dba Lourdes Senior Community	Waterford	Oakland	\$18,441,712	501(c)(3) New and Refunding
<b>TOTAL</b>					<b>\$902,666,712</b>	

### TAXABLE BONDS

Fiscal year 2019: 10/01/2018–09/30/2019

Date issued	End date	Company	Municipality	County	Approved amount	Type
<b>TOTAL</b>					<b>\$0</b>	

## BUSINESS INCUBATORS AND ACCELERATORS

In March 2017, the MSF/MEDC awarded one business incubator grant for \$1,500,000. The money allocated for this award came from the Michigan Business Development Program under MSF other funds. In April 2017, the MSF/MEDC issued a request for proposals (RFP) for business incubators for MSF funding. Of the three proposals that were submitted, two were approved by the MSF board and were newly awarded grants totaling \$321,425. In June 2017, the MSF/MEDC awarded one additional business incubator grant for \$1,150,000. The total awarded using entrepreneurship funds equaled \$1,471,425, and total awarded equaled \$2,971,425. In December 2018, the MSF/MEDC issued a request for proposals

(RFP) for business incubators for MSF funding. Five proposals were submitted and approved by the MSF board and issued new grant awards totaling \$600,000. Awardees are required to develop a dashboard of indicators to measure the effectiveness of the business incubator and accelerator program.

Results for FY 2019 are shown below. Columns for FY 2011, FY 2012, FY 2013, FY 2014, FY 2015, FY 2016, FY 2017 and FY 2019 awards are shown, pursuant to Section 1034 of PA 107 of 2017, 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 897 new companies, 5,615 jobs created, and \$2.115 billion of new capital received by the companies that the incubators and accelerators serve. These results indicate that the business incubators are leveraging the MSF board-approved funding to accelerate the creation and growth of new companies.

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

### BUSINESS INCUBATORS AND ACCELERATORS: DASHBOARD INDICATORS

Fiscal year 2019: 10/01/2018–09/30/2019

Business incubator	Municipality	County	FY 2011 grants	End date	FY 2012 grants*	End date	FY 2013 grants*	End date	FY 2014 grants*	End date	FY 2015 grants*	End date	FY 2016 grants	End date	FY 2017 grants	End date	FY 2019 grants	End date	Dollars leveraged (matching funds received due to MSF grant) <sup>2</sup>	New companies launched <sup>2</sup>	Businesses expanded <sup>2</sup>	Companies served (traditional) <sup>2</sup>	Comp. served (tech) <sup>2</sup>	New jobs created <sup>2</sup>	Projected new jobs <sup>2</sup>	Average annual salary of new jobs <sup>1</sup>	Jobs retained <sup>1</sup>	Average annual salary of retained jobs <sup>1</sup>	SBIR/ STTR/ other federal <sup>2</sup>	Venture capital <sup>2</sup>	Angel funds <sup>2</sup>	Bank/loan <sup>2</sup>	Owner investment <sup>2</sup>	New sales (increases in revenue) <sup>2</sup>	Other <sup>2</sup>	Total capital received <sup>2</sup>	
Michigan Tech Enterprise Corporation (MTEC) SmartZone <sup>23</sup>	Houghton	Houghton	\$100,000	02/28/12	\$750,000	10/01/14	\$702,000	01/31/16					\$372,426	3/31/20					\$1,550,422	67	164	192.3	1537.2	368.0	42.0	\$39,572	3,605.2	\$57,555	\$17,094,052	\$10,617,500	\$2,455,420	\$4,319,500	\$2,589,506	\$69,646,311	\$1,500	\$106,723,789	
Lansing/East Lansing SmartZone/Lansing Economic Area Partnership (LEAP) <sup>18</sup>	Lansing/East Lansing	Ingham	\$100,000	02/28/12	\$150,000	06/30/13	\$500,000	09/30/15	\$500,000	09/30/14	\$500,000	03/31/20							\$1,485,261	114	51	250.3	1277.7	347.3	37.1	\$41,000	260.1	\$44,000	\$4,313,751	\$13,295,000	\$3,721,500	\$2,139,000	\$1,123,166	\$6,646,980	\$1,601,295	\$32,840,692	
Central Michigan University Research Corporation (CMURC) <sup>3</sup>	Mt. Pleasant	Isabella	\$100,000	02/28/12	\$350,000	06/30/14	\$500,000	04/01/15			\$497,750	03/31/20							\$2,584,675	112	251	1883.6	2175.7	604.2	820.3	\$43,314	3,891.9	\$51,980	\$3,067,733	\$5,235,500	\$18,811,511	\$26,004,311	\$14,864,104	\$37,711,391	\$714,024	\$106,408,574	
Western Michigan University Homer Stryker M.D. School of Medicine <sup>11</sup>	Kalamazoo	Kalamazoo	\$100,000	02/28/12	\$600,000	06/30/14					\$500,000	03/31/20							\$350,106	23	36	614.4	624.0	213.0	0.0	\$42,500	1,760.6	\$74,180	\$44,212,391	\$174,673,702	\$66,217,715	\$6,272,623	\$2,224,121	\$498,558,126	\$1,031,739	\$793,190,416	
Grand Valley State University/ West Michigan Science & Technology Initiative (WMSTI)/ Grand Rapids SmartZone <sup>6</sup>	Grand Rapids	Kent	\$100,000	06/30/12	\$500,000	03/31/15	\$840,000	04/15/18					\$100,000	03/31/20					\$1,168,336	68	38	101.0	1362.9	258.9	12.0	\$0	1,614.1	\$0	\$3,352,306	\$10,211,000	\$10,856,967	\$1,341,000	\$792,850	\$9,142,201	\$4,482,412	\$40,178,736	
Macomb Oakland University Incubator <sup>16</sup>	Sterling Heights	Macomb	\$250,000	02/28/13	\$500,000	04/01/14	\$500,000	12/31/14			\$442,537	03/31/20							\$31,043	53	90	123.2	1739.3	477.6	2923.1	\$58,500	2,597.9	\$58,250	\$953,590	\$7,466,800	\$8,612,950	\$5,274,915	\$15,402,254	\$27,160,299	\$1,014,749	\$65,885,555	
Midland Business Alliance Foundation <sup>12</sup>	Midland	Midland			\$500,000	04/01/13	\$500,000	12/31/14					\$500,000	03/31/20					\$1,637,858	35	12	1077.2	1416.0	284.7	24.2	\$45,000	1,245.4	\$45,000	\$63,500	\$11,238,975	\$26,751,030	\$862,800	\$2,305,577	\$37,308,169	\$893,991	\$79,424,042	
Muskegon Innovation Hub at Grand Valley State University <sup>13</sup>	Muskegon	Muskegon	\$100,000	03/31/13							\$243,836	03/31/20							\$167,821	33	55	237.9	293.9	100.3	54.7	\$40,097	694.5	\$50,140	\$7,500,000	\$7,200	\$640,500	\$1,200,000	\$4,408,965	\$10,691,267	\$7,940,101	\$32,388,033	
Automation Alley <sup>7</sup>	Troy	Oakland	\$250,000	08/31/12	\$625,000	05/31/15	\$2,000,000 \$500,000	12/31/16 12/31/16			\$2,000,000	10/31/19			\$100,000	03/31/20			\$450,000	41	122	20.7	1965.4	1041.9	39.4	\$85,000	5,853.5	\$94,000	\$4,173,282	\$36,557,406	\$9,484,057	\$1,625,300	\$4,910,123	\$29,747,465	\$1,973,895	\$88,471,529	
Ann Arbor SPARK <sup>8</sup>	Ann Arbor	Washtenaw	\$100,000	02/28/12	\$500,000	04/01/15	\$1,000,000	03/31/15			\$550,000	03/31/19			\$150,000	03/31/20			\$695,594	139	151	281.9	3164.0	939.9	130.3	\$62,000	3,460.0	\$45,558	\$22,608,575	\$382,522,372	\$49,569,333	\$4,846,000	\$4,115,535	\$31,638,341	\$27,191,384	\$522,491,540	
TechTown <sup>9</sup>	Detroit	Wayne			\$875,000	12/31/13	\$1,000,000	10/15/15			\$1,500,000	03/31/19			\$100,000	03/31/20			\$8,939,930	81	120	5482.2	2524.9	647.5	244.8	\$17,000	2,488.8	\$50,000	\$6,743,843	\$24,882,500	\$14,006,050	\$2,101,500	\$3,484,950	\$89,932,607	\$5,579,945	\$146,731,395	
Lakeshore Advantage <sup>22</sup>	Holland	Allegan							\$1,300,000	12/31/14			\$296,610	03/31/20					\$0	13	40	70.7	252.3	130.8	157.5	\$58,895	444.7	\$40,849	\$212,000	\$2,112,000	\$4,003,500	\$161,550	\$3,318,910	\$17,361,856	\$712,036	\$27,881,852	
Lawrence Technological University <sup>17</sup>	Southfield	Oakland											\$100,000	03/31/16					\$908,855	34	37	146.6	221.7	84.5	97.1	\$70,429	160.2	\$56,954	\$3,729,980	\$2,000,000	\$1,753,300	\$921,000	\$20,071,945	\$7,846,659	\$224,309	\$36,547,192	
Enterprise Group of Jackson Inc. <sup>10</sup>	Jackson	Jackson														\$150,000	03/31/20			\$66,500	6	0	0.0	19.0	6.0	0.0	\$81,200	8.0	\$0	\$760,000	\$1,800,000	\$27,000	\$450,000	\$1,362,300	\$313,000	\$51,000	\$4,763,300
Sault Ste. Marie Economic Development Corporation <sup>20</sup>	Sault Ste. Marie	Chippewa											\$167,811	03/31/20					\$37,918	7	2	61.3	21.7	15.5	14.9	\$35,500	368.0	\$35,000	\$7,000	\$0	\$0	\$185,500	\$58,007	\$11,900	\$20,000	\$282,407	
Innovate Marquette SmartZone <sup>21</sup>	Marquette	Marquette											\$247,214	03/31/20					\$0	6	3	23.7	119.5	7.6	30.1	\$37,500	17.2	\$31,250	\$0	\$0	\$233,000	\$20,000	\$463,750	\$926,051	\$9,800	\$1,652,601	
Lenawee County Economic Development Corporation (Lenawee Now) <sup>14</sup>	Adrian	Lenawee											\$381,671	03/31/20					\$0	7	1	16.8	27.1	8.7	7.5	\$17,273	0.0	\$0	\$0	\$0	\$0	\$133,000	\$2,298,000	\$0	\$2,431,000		
Ferris Wheel dba 100K Ideas <sup>19</sup>	Flint	Genesee																	\$1,026,762	23	8	61.7	11.4	9.7	188.1	\$42,000	19.0	\$42,000	\$0	\$100,000	\$285,000	\$15,000	\$25,000	\$1,030,000	\$0	\$1,455,000	
Northern Michigan University	Marquette	Marquette																	\$0	10	0	139.7	21.7	1.0	2.4	\$14,000	7.0	\$24,500	\$0	\$0	\$3,000	\$12,000	\$146,968	\$259,265	\$105,500	\$526,733	
Economic Development Alliance of St. Clair County <sup>15</sup>	Port Huron	St. Clair																	\$135,234	12	16	115.2	31.1	22.0	134.7	\$25,000	35.0	\$49,250	\$0	\$0	\$345,000	\$0	\$1,855,900	\$1,698,086	\$147,900	\$4,046,886	
Oakland University Incubator <sup>24</sup>	Rochester	Oakland																	\$274,485	12	50	8.8	229.2	45.8	722.3	\$68,550	341.6	\$71,409	\$247,100	\$35,000	\$1,212,500	\$500,000	\$4,268,849	\$13,581,900	\$880,253	\$20,725,602	
<b>TOTAL</b>			<b>\$1,200,000</b>		<b>\$5,350,000</b>		<b>\$8,042,000</b>		<b>\$1,800,000</b>		<b>\$6,834,123</b>		<b>\$1,840,732</b>		<b>\$1,591,960</b>		<b>\$600,000</b>		<b>\$21,236,315</b>	<b>897</b>	<b>1,247</b>	<b>10,909</b>	<b>19,036</b>	<b>5,615</b>	<b>5,683</b>	<b>\$44,016</b>	<b>28,873</b>	<b>\$43,899</b>	<b>\$119,039,103</b>	<b>\$682,754,955</b>	<b>\$218,989,333</b>	<b>\$58,251,999</b>	<b>\$87,925,781</b>	<b>\$893,509,873</b>	<b>\$54,575,832</b>	<b>\$2,115,046,876</b>	

1 These self-reported figures were collected from the incubators' semi-annual progress reports, submitted every April and October by the business incubators with active grant agreements.  
 2 As of FY 2016, these self-reported figures were collected from the incubators' semi-annual progress reports, submitted every April and October by the business incubators with active grant agreements. They are cumulative totals to date over the life of all grant(s) that a business incubator has received. The "Projected New Jobs" metric was not required for awards prior to FY 2015.  
 3 The applicant, Central Michigan University Research Corporation (CMURC), received an amendment to the 2012 award, extending the grant term end date from December 31, 2013, to June 30, 2014. This was inadvertently omitted in prior reporting.  
 4 Central Michigan University Research Corporation (CMURC) received an amendment to the 2015 award, extending the grant term end date from March 31, 2017, to March 31, 2018, and increasing the award by \$99,550.

5 Central Michigan University Research Corporation (CMURC) received an amendment to the 2015 award, extending the grant term end date from March 31, 2018, to March 31, 2019, and increasing the award by \$99,550.  
 6 City of Grand Rapids LDFA received an amendment to the 2013 award, extending the end date from March 31, 2017, to April 15, 2018.  
 7 The applicant, Automation Alley, received two awards. The second award for \$500,000 is split between Automation Alley and Oakland University Incubator.  
 8 The City of Grand Rapids LDFA received a business incubator award in 2019 for \$100,000 with a term end date of March 31, 2020.  
 9 The applicant, Automation Alley, received two awards. The second award for \$500,000 is split between Automation Alley and Oakland University Incubator.  
 10 Automation Alley received an amendment to the 2012 award extending the end date from February 28, 2015, to May 31, 2015.  
 11 Automation Alley received an amendment to the 2013 award for \$2,000,000 to extend the term end date from

12 September 30, 2016, to December 31, 2016, and to the \$500,000 award from December 31, 2015, to December 31, 2016.  
 13 Automation Alley received an amendment to the 2015 award for an increase of \$500,000 and to extend the term end date from April 30, 2016, to March 31, 2017.  
 14 Automation Alley received an amendment to the 2013 award extending the term end date from September 30, 2016, to December 31, 2016.  
 15 Automation Alley received an amendment to the 2015 award extending the term end date from March 31, 2017, to March 31, 2018, and increasing the award by \$500,000.

16 Automation Alley received an amendment to the 2015 award for an increase of \$500,000 and to extend the term end date from April 30, 2016, to March 31, 2017.  
 17 Automation Alley received an amendment to the 2013 award extending the term end date from September 30, 2016, to December 31, 2016.  
 18 Automation Alley received an amendment to the 2015 award extending the term end date from March 31, 2017, to March 31, 2018, and increasing the award by \$500,000.



## BUSINESS INCUBATORS AND ACCELERATORS *continued*

- Automation Alley received an amendment to the 2015 award, extending the term end date from March 31, 2018, to October 31, 2018, and increasing the award by \$500,000.
  - Automation Alley received an amendment to the 2015 award, extending the term end date from March 31, 2019, to October 31, 2019.
  - Automation Alley received a business incubator award in 2019 for \$100,000 on with a term end date of March 31, 2020.
- 8 A portion of the FY 2012 funding was allocated to, and work performed by, the Ann Arbor SPARK East Business Incubator.
- The applicant, Ann Arbor SPARK, received an amendment to the 2015 award extending the term end from March 31, 2017, to March 31, 2018, and increasing the award by \$100,000.
  - The metrics reported under the 2015 award are only reflective of Ann Arbor SPARK East.
  - Ann Arbor SPARK received an amendment to the 2015 award extending the term end date from March 31, 2018, to March 31, 2019, and increasing the award by \$100,000.
  - Ann Arbor SPARK received a business incubator award for \$150,000 in 2019 with a term end date of March 31, 2020.
- 9 The applicant, TechTown, received a single award of \$875,000 in FY 2012 that was split between TechTown and its partner, Bizdom U. This fulfills the legislative requirement that one award be given to an incubator or accelerator in a city with a population greater than 650,000.
- TechTown received an amendment to the 2013 award extending the end date from April 15, 2015, to October 15, 2015.
  - TechTown received an amendment to the 2015 award extending the end date from March 31, 2016, to March 31, 2017, and increasing the grant by \$500,000.
  - TechTown received an amendment to the 2015 award extending the end date from March 31, 2017, to March 31, 2018, and increasing the award by \$250,000.
  - TechTown received an amendment to the 2015 award extending the term end date from March 31, 2018, to March 31, 2019, and increasing the award by \$250,000.
  - TechTown received a business incubator award for \$100,000 in 2019 with a term end date of March 31, 2020.
- 10 The Enterprise Group of Jackson Inc. received a business incubator award for \$150,000 in 2019 with a term end date of March 31, 2020.
- 11 The applicant, Southwest Michigan Innovation Center (SMIC), received an amendment to the 2012 award, extending the grant term end date from February 28, 2014, to June 30, 2014. This was inadvertently omitted in prior reporting.
- At its February 23, 2016, meeting the MSF board authorized an assignment of the grant originally awarded to Southwest Michigan Innovation Center to the Western Michigan University Homer Stryker M.D. School of Medicine.
  - The applicant, Western Michigan University Homer Stryker M.D. School of Medicine, received an amendment to the 2015 award, extending the grant term end date from March 31, 2017, to March 31, 2018, and increasing the award by \$100,000.
  - Western Michigan University Homer Stryker M.D. School of Medicine received an amendment to the 2015 award, extending the term end date from March 31, 2018, to March 31, 2019, and increasing the award by \$100,000.
  - Western Michigan University Homer Stryker M.D. School of Medicine received an amendment to the 2015 award, extending the term end date from March 31, 2019, to March 31, 2020, and increasing the award by \$100,000.
- 12 The applicant, Mid-Michigan Innovation Center (MMIC), was acquired by Midland Tomorrow. The MSF board authorized an assignment of the grant to Midland Tomorrow at its September 27, 2016, meeting.
- Midland Tomorrow received an amendment to the 2015 award extending the term end date from March 31, 2017, to March 31, 2018, and increasing the award by \$100,000.
  - Midland Tomorrow received an amendment to the 2015 award extending the term end date from March 31, 2018, to March 31, 2019, and increasing the award by \$100,000.
  - Midland Tomorrow received an amendment to the 2015 award extending the term end date from March 31, 2019, to March 31, 2020, increasing the award by \$100,000 and changing the name from Midland Tomorrow to Midland Business Alliance Foundation.
- 13 The applicant, Michigan Alternative and Renewable Energy Center (MAREC), changed its name to Muskegon Innovation Hub at Grand Valley State.
- Muskegon Innovation Hub at Grand Valley State received an amendment to the 2015 award extending the grant term end date from June 30, 2017, to September 1, 2018, and increasing the award by \$60,000.
  - Muskegon Innovation Hub at Grand Valley State received an amendment to the 2015 award extending the term end date from September 1, 2018, to March 31, 2019, and increasing the award by \$25,456.
  - Muskegon Innovation Hub at Grand Valley State received an amendment to the 2015 award extending the term end date from March 31, 2019, to March 31, 2020, and increasing the award by \$46,400.
- 14 The grant agreement for the applicant, Lenawee County Economic Development Corporation (Lenawee Now), did not start until June 1, 2016.
- Lenawee County Economic Development Corporation (Lenawee Now) received an amendment to the 2016 award extending the term end date from March 31, 2019, to March 31, 2020, and increasing the award by \$100,000.
- 15 The Economic Development Alliance of St. Clair County received a business incubator award for \$121,800 in 2017 with a term end date of June 30, 2019.
- The Economic Development Alliance of St. Clair County received an amendment to the 2017 award extending the term end date from June 30, 2019, to March 31, 2020, and increasing the award by \$45,675.
- 16 The applicant, Macomb Oakland University Incubator, received an amendment to the 2015 award extending the term end date from June 20, 2017, to June 30, 2018, and increasing the award by \$98,663.
- Macomb Oakland University Incubator received an extension to the 2015 award, extending the term end date from June 30, 2018, to March 31, 2019, and increasing the award by \$49,333.
  - Macomb Oakland University Incubator received an extension to the 2015 award extending the term end date from March 31, 2019, to March 31, 2020, and increasing the award by \$98,662.
- 17 The applicant, Lawrence Technological University, received an amendment to the 2016 award extending the term end date from June 30, 2017, to March 31, 2018, and increasing the award by \$75,000.
- Lawrence Technological University's 2015 award term end date was inadvertently reported as March 31, 2018, and has been corrected to March 31, 2016.
  - Lawrence Technological University received an amendment to the 2016 award extending the term end date from March 31, 2018, to March 31, 2019, and increasing the award by \$100,000.
  - Lawrence Technological University received an amendment to the 2016 award extending the term end date from March 31, 2019, to March 31, 2020, and increasing the award by \$100,000.
- 18 The applicant, Lansing Economic Area Partnership (LEAP), received an extension of the term end date from April 15, 2017, to April 15, 2018, and increasing the award to \$100,000.
- LEAP received an amendment to the 2015 award extending the term end date from April 15, 2018, to March 31, 2019, and increasing the award by \$100,000.
  - LEAP received an amendment to the 2015 award extending the term end date from March 31, 2019 to March 31, 2020, and increasing the award by \$100,000.
- 19 The applicant, Ferris Wheel, dba 100K Ideas, received a transfer of \$1,500,000 from MSF other funding originally allocated to Michigan Business Development Program (MBDP).
- 20 The applicant, Lake Superior SmartZone, received an amendment to the 2016 award extending the term end date from April 30, 2018, to March 31, 2019, and increasing the award by \$40,170.
- Lake Superior SmartZone was reassigned to Sault Ste. Marie Economic Development Corporation on February 6, 2019, and received an amendment to the 2016 award extending the term end date from March 31, 2019, to March 31, 2020, and increasing the award by \$40,000.
- 21 The applicant, Innovate Marquette SmartZone, received an amendment to the 2016 award extending the term end date from April 30, 2018, to March 31, 2019, and increasing the award by \$6,997.
- Innovate Marquette SmartZone received an amendment to the 2016 award extending the term end date from March 31, 2019, to March 31, 2020, and increasing the award by \$50,260.
- 22 The applicant, Lakeshore Advantage, received an amendment to the 2016 award extending the term end date from April 30, 2018, to March 31, 2019, and increasing the award by \$69,210.
- Lakeshore Advantage received an amendment to the 2016 award extending the term end date from March 31, 2019, to March 31, 2020, and increasing the award by \$75,800.
- 23 The applicant, Michigan Tech Enterprise Corporation (MTEC) SmartZone, received an amendment to the 2016 award extending the term end date from April 30, 2018 to March 31, 2019, and increasing the award by \$91,667.
- Michigan Tech Enterprise Corporation (MTEC) SmartZone received an amendment to the 2016 award extending the term end date from March 31, 2019, to March 31, 2020, and increasing the award by \$100,000.
- 24 The Oakland University Incubator received a business incubator award for \$199,625 in 2017, with a term end date of June 30, 2019.
- The Oakland University Incubator received an amendment to the 2017 award extending the term end date from June 30, 2019 to March 31, 2020 and increasing the award by \$74,860.
- \* In its performance audit of the 21st Century Jobs Fund Program, the Office of the Auditor General noted that national standards for business incubators for graduated clients should be collected for at least five years for clients who have graduated.
- As a result, MEDC staff included a provision that required business incubators to report for a period of five years beyond the term of the agreement.
  - On October 25, 2016, a resolution was adopted to waive progress reports for an additional five years following the term end of the grant and establish an internal survey to conduct in its place. This waiver impacted all business incubator grants approved between 2012–2015.
- \*\* As of June 1, 2016, monthly metrics submitted through google docs to the MEDC was replaced with the April and October progress report requiring identical information for each six month period.

## MICHIGAN EARLY STAGE FUNDING PROGRAMS

Early stage, innovative companies require seed capital to help bridge critical stages of development. Through the Michigan Early Stage Funding programs, the MSF sought to bridge this capital gap and help early stage companies develop technologies, grow innovative companies, diversify Michigan's economy and create economic wealth in the state. The Early Stage Funding programs allocate funding to non-profit organizations to capitalize funds that invest in pre-seed and start-up stage competitive edge technologies that require capital to transition from research to the earliest stages of the commercialization process. In FY 2016, Invest Michigan's award amount was increased by \$2,500,000 bringing the total amount of funds available to \$10,458,000. The grant end date was also

extended to April 15, 2017. In FY 2017, the grant end date was extended to March 31, 2019. In FY 2018, Invest Michigan's award amount was increased by \$1,750,000 bringing the total amount of funds available to \$12,208,000. The grant end date was also extended to September 30, 2019. In FY 2019, the grant award amount was increased by \$3,000,000, bringing the total amount of funds available to \$15,208,000.

In FY 2017, the MSF established the First Capital Fund program and approved a grant award of \$2,000,000 to Invest Detroit under the program. In FY 2019, the grant award amount was increased by \$3,000,000, bringing the total amount of funds available to \$15,208,000.

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

### MICHIGAN EARLY STAGE FUNDING PROGRAMS

Fiscal year 2019: 10/01/2018–09/30/2019

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue or property returned	New funds leveraged <sup>2</sup>	New patents, copyrights and trademarks applied for <sup>2</sup>	New patents, copyrights and trademarks issued <sup>2</sup>	New start-up companies <sup>2</sup>	Projected new job growth <sup>3</sup>	Number of new licensing agreements <sup>2</sup>			Products commercialized <sup>2</sup>
											Total agreements in <sup>4</sup>	Total agreements out <sup>5</sup>	With Mich.-based companies	
Ann Arbor SPARK: Pre-Seed Capital Fund II <sup>6**</sup>	Grant: ended	07/15/09	\$6,800,000	\$0	\$0	\$0	9	9	0	2,162	0	0	0	0
Ann Arbor SPARK: Pre-Seed Capital Fund III <sup>6,7*,**</sup>	Grant: active	10/01/11	\$10,170,000	\$0	\$470,999	\$66,713,920	0	9	0	2,288	0	0	0	0
Biosciences Research and Commercialization Center: BRCC II Fund <sup>8**</sup>	Grant: ended	10/01/11	\$3,830,000	\$0	\$236,810	\$12,545,275	3	15	1	0	1	1	1	6
Invest Michigan <sup>9*</sup>	Grant: ended	03/24/14	\$15,208,000	\$0	\$54,162	\$147,392,788	105	48	1	6	2	166	3	51
Invest Detroit <sup>10</sup>	Grant: active	03/01/17	\$2,000,000	\$0	\$0	\$17,081,225	6	2	5	70	20	11	0	14
<b>TOTAL</b>			<b>\$38,008,000</b>	<b>\$0</b>	<b>\$761,971</b>	<b>\$243,733,208</b>	<b>123</b>	<b>83</b>	<b>7</b>	<b>4,526</b>	<b>23</b>	<b>178</b>	<b>4</b>	<b>71</b>

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

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

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

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

5 Licensing Agreements Out: Licensing agreements generated by intellectual property from the project/company to a 3rd party.

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

7 The grant agreement with Ann Arbor SPARK was originally for \$9,170,000. The agreement was amended on December 9, 2013, and the award amount was increased by \$1,000,000, bringing the total amount of grants funds available under the agreement to \$10,170,000. The term end date was also amended from December 31, 2014, to September 30, 2019, which was inadvertently omitted on the FY 2015 report and therefore the grant should be considered active.

8 The "New Patents, Copyrights & Trademarks Applied For" and "...Issued" have been validated by the BRCC; these figures were underreported in previous years.

9 The grant agreement with Invest Michigan was amended on January 12, 2016, and the award amount was increased by \$2,500,000, bringing the total amount of grants funds available under the grant agreement to \$10,458,000. The grant term end date was also extended from April 15, 2016, to April 15, 2017.

- The grant agreement was amended on April 17, 2017, extending the grant term end from April 15, 2017 to March 31, 2019. This amendment was inadvertently omitted in the previous report.
- The grant agreement was amended on November 22, 2017, and the award amount was increased by \$1,750,000, bringing the total amount of grants funds available under the grant agreement to \$12,208,000. The grant term end date was also extended from March 31, 2019, to September 30, 2019.
- The grant agreement was amended on November 7, 2018, and the award amount was increased by \$3,000,000 bringing the total amount of grants funds available under the grant agreement to \$15,208,000.

10 Previous award date incorrectly listed as December 20, 2016. The award date should be March 1, 2017.

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

- On October 25, 2016, a resolution was adopted to waive progress reports for an additional five years following the term end of the grant and establish an internal survey to conduct in its place. This waiver impacted the 2009 Michigan Pre-Seed Fund and the Early Stage Funding grants approved in 2011 and 2014.

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



MICHIGAN EARLY STAGE FUNDING PROGRAMS *continued*

MICHIGAN EARLY STAGE FUNDING PROGRAMS <i>continued</i>																												
Progress reporting as of September 30, 2019																												
Entity receiving funding	Industry sector	Sponsoring SmartZone	FTEs retained in Mich. <sup>5</sup>	Current FTEs <sup>5</sup>	PRE-SEED CAPITAL FUND II <sup>1</sup>				PRE-SEED CAPITAL FUND III <sup>1</sup>				MICROLOAN INVESTMENTS <sup>1,2</sup>			BRCC-II <sup>3</sup>				INVEST MICHIGAN (MI PRE-SEED 2.0) <sup>4</sup>				INVEST DETROIT (FIRST CAPITAL FUND) <sup>2,11</sup>				
					Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	
Autobooks	IT	N/A	36.0	28.0																01/23/18	Equity	\$238,698	\$9,761,296					
																				07/24/19	Equity	\$100,000	\$5,200,000					
Automated Bookkeeping	IT	N/A	0.0	13.0																03/06/17	Equity	\$50,000	\$5,450,000					
Avicenna Medical Systems Inc.	Life science	Ann Arbor/Ypsilanti	1.0	3.5									02/09/10	Loan	\$20,000													
Azenic Dental <sup>7</sup>	Life science	Kalamazoo	4.0	0.0	11/06/09	Equity	\$250,000	\$250,000																				
Axonia Medical <sup>7</sup>	Life science	Kalamazoo	2.0	1.0					02/17/12	Loan	\$250,000	\$1,000,000					03/13/14	Equity	\$150,000	\$2,250,000								
Bahrs LLC <sup>7</sup>	Advanced materials	Grand Rapids	1.0	0.0									01/10/12	Loan	\$32,000													
													05/11/12	Loan	\$18,000													
Banza LLC <sup>8</sup>	Food and beverage	N/A	0.0	0.0					03/31/16	Loan	\$250,000	\$250,000												03/31/16	Loan	\$100,000	\$400,000	
Beet LLC	Advanced manufacturing	Sterling Heights	4.0	22.0					02/05/13	Loan	\$250,000	\$250,000																
Berylline LLC	Advanced automotive	Oakland University Incubator	1.0	5.0									01/21/13	Loan	\$10,000													
													08/06/13	Loan	\$40,000													
Black Pine Engineering	Advanced engineering	Lansing Regional	0.0	0.0																				03/30/15	Loan	\$50,000	\$50,000	
Blaze Medical Devices LLC <sup>7</sup>	Life science	Ann Arbor/Ypsilanti	2.0	0.0					03/01/12	Loan	\$250,000	\$1,000,000	05/27/10	Loan	\$42,000													
BlockWork, fka Local Orbit LLC <sup>7</sup>	E-commerce	Ann Arbor/Ypsilanti	5.0	0.0					10/09/12	Loan	\$250,000	\$255,000	01/28/10	Loan	\$35,000													
Bloomscape	IT	N/A	9.0	9.0																09/19/18	Loan	\$125,000	\$1,315,000	03/15/18	SAFE**	\$150,000	\$1,550,000	
																				07/24/19	Equity	\$74,999	\$6,925,001					
Brio Device	Medical device	Automation Alley/ Ann Arbor SPARK	2.0	2.0																01/30/15	Loan	\$50,000	\$75,000					
																				07/20/16	Loan	\$50,000	\$300,000					
Carma Car	Mobility	N/A	1.0	2.0																				01/07/19	Loan	\$100,000	\$170,000	
CastNotice <sup>9</sup>	IT	Grand Rapids	2.0	0.0									07/29/13	Loan	\$50,000													
Celsee Diagnostics	Life sciences	Ann Arbor/Ypsilanti	51.0	10.0					07/05/12	Equity	\$250,000	\$300,000								09/12/16	Loan	\$50,000	\$2,120,000					
																				04/12/17	Loan	\$100,000	\$875,000					
Change Dynamix	IT	Automation Alley	8.0	9.0																01/13/17	Loan	\$150,000	\$1,300,000					
																				09/26/17	Equity	\$99,976	\$305,000					
																				07/16/18	Loan	\$100,000	\$596,138					
																				06/21/19	Loan	\$15,000	\$150,000					
CIMple Integrations Inc. <sup>7</sup>	Alternative energy	Lansing Regional	1.0	0.0									02/09/10	Loan	\$50,000													
Clean Emission Fluids Inc. <sup>7</sup>	Alternative energy	Detroit / Woodward Technology Corridor	9.0	0.0					12/07/11	Loan	\$210,000	\$210,000																
Climate Technologies	Alternative energy	Ann Arbor/Ypsilanti	4.0	4.0									12/17/09	Loan	\$45,000													
Coliant Corporation	Advanced Automotive	Sterling Heights	15.0	5.0					01/09/12	Loan	\$250,000	\$250,000																
ContentOro	IT	Ann Arbor/Ypsilanti	0.0	3.0																07/31/15	Equity	\$50,000	\$405,000					
																				11/30/16	Loan	\$50,000	\$700,000					
Coupon Wallet	IT	N/A	2.0	2.0									12/31/13	Loan	\$25,000													

MICHIGAN EARLY STAGE FUNDING PROGRAMS *continued*

MICHIGAN EARLY STAGE FUNDING PROGRAMS <i>continued</i>																												
Progress reporting as of September 30, 2019																												
Entity receiving funding	Industry sector	Sponsoring SmartZone	FTEs retained in Mich. <sup>5</sup>	Current FTEs <sup>5</sup>	PRE-SEED CAPITAL FUND II <sup>1</sup>				PRE-SEED CAPITAL FUND III <sup>1</sup>				MICROLOAN INVESTMENTS <sup>1,2</sup>				BRCC-II <sup>3</sup>				INVEST MICHIGAN (MI PRE-SEED 2.0) <sup>4</sup>				INVEST DETROIT (FIRST CAPITAL FUND) <sup>2,11</sup>			
					Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment
Covaron Inc.	Advanced materials	Ann Arbor/Ypsilanti	3.0	9.0					07/11/13	Loan	\$250,000	\$250,000																
Cribspot	IT	N/A	0.0	14.0															03/31/15	Loan	\$50,000	\$750,000						
CrunchBerri LLC <sup>7</sup>	IT	Ann Arbor/Ypsilanti	1.0	0.0									04/11/13	Loan	\$50,000													
CTC Holdings Inc.	Alternative energy	Ann Arbor/Ypsilanti	4.0	4.0									12/17/09	Loan	\$45,000													
CureLauncher LLC	Life science	Oakland University Incubator	2.0	0.0					01/13/14	Equity	\$250,000	\$250,000																
Current Motor Company	Alternative energy	Ann Arbor/Ypsilanti	2.0	0.0	11/23/10	Equity	\$250,000	\$125,000																				
CYJ Enterprises LLC <sup>7</sup>	Homeland security	Detroit/Woodward Technology Corridor	1.0	1.0									02/25/10	Loan	\$30,000													
CytoPherx	Life science	N/A	0.0	0.0												11/12/12	Loan	\$106,565	\$5,500,000									
Dangos <sup>7</sup>	IT	Ann Arbor/Ypsilanti	1.0	1.0									01/08/13	Loan	\$25,000													
DeNovo Sciences Inc.	Life science	Ann Arbor/Ypsilanti	7.0	7.0					07/05/12	Loan	\$250,000	\$300,000							09/30/14	Equity	\$125,000	\$2,125,000						
																			09/15/15	Loan	\$50,000	\$1,235,000						
Detroit Electric Automobile Inc.	Advanced automotive	Ann Arbor - Ypsilanti	2.0	2.0									07/29/10	Loan	\$50,000													
Diesel Reformer Inc. LLC <sup>7</sup>	Alternative energy	Automation Alley	1.0	0.0									11/20/09	Loan	\$50,000													
Dynamo Metrics	IT	Ann Arbor SPARK	6.0	6.0																		2/7/19	Loan	\$100,000	\$565,000			
EcoFuel Technologies Inc.	Alternative energy	Automation Alley	2.0	2.0									01/09/13	Loan	\$39,500													
Eco-Fueling Inc. <sup>7</sup>	Advanced automotive	Ann Arbor/Ypsilanti	2.0	1.0									01/05/12	Loan	\$50,000													
Electric Field Solutions Inc.	Advanced manufacturing	Ann Arbor/Ypsilanti	2.0	2.0									05/11/12	Loan	\$50,000													
Elegus Technologies	Advanced engineering	N/A	3.0	3.0															03/31/15	Loan	\$50,000	\$151,000						
Elevada	IT	Ann Arbor SPARK	4.0	4.0																		12/20/17	Loan	\$150,000	\$250,000			
Ellison Corp	Homeland security	Oakland University Incubator	4.0	0.5									05/26/10	Loan	\$40,000													
Eloquence Communications, fka Patient Provider Communications	Life science	Ann Arbor/Ypsilanti	4.0	3.0					04/1/13	Loan	\$250,000	\$250,000																
Emperical Biosciences LLC, fka Syzygy Biotech	Life science	Grand Rapids	0.0	6.5					03/22/12	Equity	\$150,000	\$200,000				03/11/13	Loan	\$250,000	\$1,400,000									
Energy Management Devices LLC <sup>7</sup>	Alternative energy	Oakland University Incubator	0.0	0.0									12/17/09	Loan	\$50,000													
ENRG Power Systems LLC	Alternative energy	Detroit/Woodward Technology Corridor	2.0	0.5									01/18/12	Loan	\$25,000													
ENT Biotech Solutions LLC <sup>6</sup>	Life science	Detroit/Woodward Technology Corridor	3.0	1.0									01/10/13	Loan	\$50,000		05/01/13	Equity	\$250,000	\$1,800,000	07/15/14	Equity	\$100,000	\$940,000				
																						03/20/15	Equity	\$25,000	\$475,000			
																						03/15/16	Equity	\$25,000	\$475,000			
																						04/20/16	Equity	\$100,000	\$650,000			

MICHIGAN EARLY STAGE FUNDING PROGRAMS *continued*

MICHIGAN EARLY STAGE FUNDING PROGRAMS <i>continued</i>																											
Progress reporting as of September 30, 2019																											
Entity receiving funding	Industry sector	Sponsoring SmartZone	FTEs retained in Mich. <sup>5</sup>	Current FTEs <sup>5</sup>	PRE-SEED CAPITAL FUND II <sup>1</sup>				PRE-SEED CAPITAL FUND III <sup>1</sup>				MICROLOAN INVESTMENTS <sup>1,2</sup>			BRCC-II <sup>3</sup>				INVEST MICHIGAN (MI PRE-SEED 2.0) <sup>4</sup>				INVEST DETROIT (FIRST CAPITAL FUND) <sup>2,11</sup>			
					Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment
Envy Modular Wall Systems Inc.	Advanced manufacturing	Mount Pleasant/ Center for Applied Research & Technology	5.0	2.0					08/31/12	Loan	\$250,000	\$257,000															
ePaySelect Inc.	E-commerce	Mount Pleasant / Center for Applied Research & Technology	2.0	0.0					02/22/12	Equity	\$115,500	\$134,500															
Epsilon Imaging Inc.	Life science	N/A	4.0	9.0												03/13/14	Equity	\$250,000	\$8,707,083								
EVOQ Therapeutics	Life science/ health care	Ann Arbor SPARK	1.0	2.0																			09/08/17	Loan	\$150,000	\$340,000	
EXO Dynamics	Life science/ advanced materials	Ann Arbor/Ypsilanti	2.0	2.0									05/09/13	Loan	\$10,000												
Fifth Eye Inc.	Health care/ IT	N/A	5.0	5.0																04/24/18	Loan	\$250,000	\$1,800,000				
																				03/19/19	Equity	\$125,000	\$4,375,000				
First Sense Medical, aka Angott Medical Products LLC	Life science	Detroit / Woodward Technology Corridor	1.0	15.0					02/22/12	Equity	\$250,000	\$300,000															
FlockTAG LLC	IT	Ann Arbor/Ypsilanti	0.0	0.0					11/10/14	Equity	\$48,247	\$500,000															
									04/13/12	Equity	\$250,000	\$250,000															
FoodCircles LLC <sup>7</sup>	IT	Muskegon Lakeshore	3.0	1.5									07/26/12	Loan	\$27,330												
													01/21/13	Loan	\$22,670												
FreeStride Therapeutics Inc. <sup>7</sup>	Life science	Ann Arbor/Ypsilanti	1.0	0.0					05/01/12	Loan	\$200,000	\$200,000	08/31/09	Loan	\$50,000												
Fusion Coolant Systems Inc.	Advanced materials	Ann Arbor/Ypsilanti	12.0	12.0					12/13/12	Equity	\$250,000	\$250,000								12/18/15	Equity	\$125,000	\$1,246,218				
																				02/24/17	Equity	\$200,000	\$2,000,000				
																				09/12/18	Equity	\$425,000	\$7,300,000				
Gamez International	IT	Ann Arbor SPARK	11.0	11.0																01/18/18	Equity	\$50,000	\$295,000				
																				08/07/18	Equity	\$199,998	\$675,000				
GeLO LLC <sup>7</sup>	IT	Muskegon Lakeshore	1.0	3.0									12/15/11	Loan	\$50,000												
Gemphire	Life science	Northville	0.0	5.0												01/15/15	Loan	\$250,000	0								
GeneMarkers LLC	Life science	N/A	6.0	8.0												11/27/12	Loan	\$250,000	\$100,000								
Genomenon	Life science	Ann Arbor	18.0	21.0																08/07/15	Equity	\$50,000	\$355,000				
																				11/16/15	Equity	\$50,000	\$830,000				
																				08/31/16	Equity	\$50,000	\$950,000				
																				09/07/18	Equity	\$149,999	\$1,967,221				
																				11/09/19	Equity	\$200,000	\$1,967,221				
Give and Take Inc.	IT	N/A	8.0	10.0																08/25/17	Equity	\$250,000	\$1,750,000				
																				03/07/19	Equity	\$249,995	\$1,750,000				
Green Flag Credit LLC <sup>7</sup>	Advanced automotive	Sterling Heights	3.0	0.0									02/16/12	Loan	\$50,000												
Greenmark Biomedical	Life sciences/ health care	N/A	5.5	5.5																03/07/19	Equity	\$100,000	\$1,186,823	08/30/18	Equity	\$50,000	\$1,057,000
																				02/12/19	Equity	\$25,000	\$650,000				

MICHIGAN EARLY STAGE FUNDING PROGRAMS *continued*

MICHIGAN EARLY STAGE FUNDING PROGRAMS <i>continued</i>																													
Progress reporting as of September 30, 2019																													
Entity receiving funding	Industry sector	Sponsoring SmartZone	FTEs retained in Mich. <sup>5</sup>	Current FTEs <sup>5</sup>	PRE-SEED CAPITAL FUND II <sup>1</sup>				PRE-SEED CAPITAL FUND III <sup>1</sup>				MICROLOAN INVESTMENTS <sup>1,2</sup>				BRCC-II <sup>3</sup>				INVEST MICHIGAN (MI PRE-SEED 2.0) <sup>4</sup>				INVEST DETROIT (FIRST CAPITAL FUND) <sup>2,11</sup>				
					Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	
GreenSand Corp. Inc.	Advanced materials	Houghton/ Michigan Tech EnterPrise	5.0	6.0																									
HTMA Holdings	IT	Ann Arbor SPARK	8.0	8.0																09/17/18	Equity	\$100,000	\$1,000,000						
																						03/18/19	Equity	\$50,000					
																							06/24/19	Equity	\$100,000				
Hygia LLC <sup>7</sup>	IT	Detroit/Woodward Technology Corridor	0.0	0.0																									
I Pillbox LLC	Life science	Ann Arbor/Ypsilanti	3.0	1.0																									
Inductive Intelligence	Consumer products	Grand Rapids	2.0	2.0																									
	Advanced materials	Lansing Regional	2.0	0.0	06/30/10	Loan	\$100,000	\$0																					
InPore Technologies Inc. <sup>7</sup>					10/04/10	Loan	\$150,000	\$300,000																					
Interleaved Magnetic Products	Advanced materials	Ann Arbor/Ypsilanti	0.0	2.0																									
Intervention Insights LLC	Life science	Grand Rapids	9.0	13.0	02/11/10	Equity	\$250,000	\$125,000																					
Inventure Enterprises Inc. <sup>7</sup>	Homeland security	Lansing Regional	4.0	0.0	12/17/10	Equity	\$250,000	\$125,000																					
IROA Technologies LLC	Life science	Ann Arbor/Ypsilanti	2.0	2.0					04/15/13	Equity	\$250,000	\$450,000																	
JMBP Ventures	IT	Lakeshore Advantage	8.0	9.0																									
Kontextual Inc. <sup>7</sup>	IT	Ann Arbor/Ypsilanti	2.0	0.0					09/17/13	Loan	\$250,000	\$250,000																	
Larky Inc.	IT	Ann Arbor/Ypsilanti	2.0	6.0					06/11/12	Equity	\$250,000	\$300,000	02/21/12	Loan	\$35,000														
Law Enforcement Intelligent Devices LLC	Homeland security	Oakland University Incubator	3.0	5.0	06/10/11	Equity	\$250,000	\$125,000																					
LED Optical Solutions LLC	Advanced materials	Oakland University Incubator	4.0	5.0																									
Mi Padrino	IT	Ann Arbor	7.0	7.0																									
Michelle's Miracle	Life Science	Mount Pleasant / Center for Applied Research & Technology	3.0	0.0	12/14/09	Equity	\$250,000	\$300,000																					
Micro-LAM	Advanced manufacturing	WMed Innovation Center, fka SMIC	17.0	19.0																									
Millendo Therapeutics Inc.	Life science	Ann Arbor/Ypsilanti	3.0	25.0					07/05/12	Equity	\$250,000	\$250,000																	
Minu Interactive Inc. <sup>7</sup>	Life science	Ann Arbor/Ypsilanti	4.0	3.0																									
Motor City Wipers LLC <sup>7</sup>	Advanced automotive	Sterling Heights	2.0	4.0																									
Movellus Circuits	IT	N/A	7.0	20.0																									
MyFab5	IT	Ann Arbor SPARK	3.0	3.0																									





MICHIGAN EARLY STAGE FUNDING PROGRAMS *continued*

MICHIGAN EARLY STAGE FUNDING PROGRAMS <i>continued</i>																																		
Progress reporting as of September 30, 2019																																		
Entity receiving funding	Industry sector	Sponsoring SmartZone	FTEs retained in Mich. <sup>5</sup>	Current FTEs <sup>5</sup>	PRE-SEED CAPITAL FUND II <sup>1</sup>				PRE-SEED CAPITAL FUND III <sup>1</sup>				MICROLOAN INVESTMENTS <sup>1,2</sup>				BRCC-II <sup>3</sup>				INVEST MICHIGAN (MI PRE-SEED 2.0) <sup>4</sup>				INVEST DETROIT (FIRST CAPITAL FUND) <sup>2,11</sup>									
					Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment						
RealBio Technology Inc. <sup>7</sup>	Life science	Kalamazoo	3.0	0.0	12/7/09	Equity	\$250,000	\$650,000					07/28/09	Loan	\$37,500																			
Regainco Inc. <sup>7</sup>	IT	Detroit/Woodward Technology Corridor	2.0	1.0									08/21/12	Loan	\$50,000																			
Research Essential Services LLC <sup>7</sup>	Life science	Ann Arbor/Ypsilanti	1.0	6.0									11/20/09	Loan	\$50,000																			
Respond Design	Life science	Grand Rapids	0.0	4.0												03/02/15	Loan	\$250,000	0															
Retrosense Therapeutics LLC <sup>9</sup>	Life Science	Ann Arbor/Ypsilanti	2.0	4.0	03/04/11	Equity	\$250,000	\$163,000																										
Reveal Design Automation Inc.	Advanced manufacturing	Ann Arbor/Ypsilanti	3.0	8.0	04/18/11	Loan	\$250,000	\$130,000																										
Ripple Science Corp.	IT	Ann Arbor SPARK	8.0	10.0																07/27/17	Loan	\$50,000	\$100,000	04/05/17	Loan	\$100,000	\$200,000							
																				01/03/18	Loan	\$50,000	\$275,000											
Rippld LLC <sup>7</sup>	IT	Detroit/Woodward Technology Corridor	2.0	2.0																														
																											02/19/19	Loan	\$50,000	\$950,000	07/08/18	Loan	\$50,000	\$1,060,000
Safesense Technologies	Medical device	N/A	0.0	0.0																														
Seelio Inc.	IT	Ann Arbor/Ypsilanti	4.0	4.0					10/09/12	Equity	\$250,000	\$250,000	02/21/12	Loan	\$40,000																			
Sentio LLC	Life science	Oakland University Incubator	3.0	6.0	05/11/10	Equity	\$250,000	\$150,000																										
Sentry Medical Technologies Inc. <sup>7</sup>	Life science	Ann Arbor/Ypsilanti	1.0	0.0									02/16/12	Loan	\$31,000																			
													10/10/12	Loan	\$19,000																			
Shapelog	IT/health	Ann Arbor	3.0	5.0																														
Shepherd Intelligent Systems <sup>8</sup>	IT	Ann Arbor/Ypsilanti	0.0	0.0									02/15/10	Loan	\$35,000																			
Shoulder Innovations	Life science	N/A	1.0	1.0																02/15/17	Equity	\$100,000	\$1,400,000											
																				12/01/17	Equity	\$25,000	\$1,545,467											
																				10/22/18	Equity	\$40,627	\$2,459,373											
Shoptelligence Inc.	IT	Ann Arbor SPARK	5.0	6.0																														
																												04/20/18	Loan	\$150,000	\$564,733			
Sightline	IT	MTEC	1.0	1.0																							07/09/18	Loan	\$50,000	\$150,000				
																											11/26/18	Loan	\$50,000	\$0				
SkySpecs Inc.	IT	Ann Arbor/Ypsilanti	40.0	46.0					12/22/14	Equity	\$250,000	\$250,000															11/09/15	Equity	\$100,000	\$2,300,000				
																											12/17/15	Loan	\$100,000	\$470,000				
																											06/28/17	Loan	\$50,000	\$450,000				
Solarflex LLC <sup>7</sup>	Alternative energy	Automation Alley	2.0	2.0									11/09/09	Loan	\$35,000																			
Solar Tonic LLC	Alternative energy	Ann Arbor/Ypsilanti	2.0	5.0									06/25/13	Loan	\$50,000																			
Spellbound	IT	Ann Arbor	2.0	2.0																							08/25/17	Loan	\$75,000	\$35,000				
																											06/13/18	Loan	\$25,000	\$92,000				
																											12/03/18	Equity	\$50,000	\$477,000				
Spider9 Inc. <sup>7</sup>	Advanced manufacturing	Ann Arbor/Ypsilanti	0.0	0.0					07/09/13	Equity	\$250,000	\$250,000																						



MICHIGAN EARLY STAGE FUNDING PROGRAMS *continued*

**MICHIGAN EARLY STAGE FUNDING PROGRAMS *continued***  
 Progress reporting as of September 30, 2019

1 The Pre-Seed Capital Fund II, Pre-Seed Capital Fund III and Microloan Investments are managed by Ann Arbor SPARK (SPARK).  
 2 The Microloan and First Capital Fund Investments do not require a Matching Investment from the company.  
 3 The BRCC-II Fund is managed by the Biosciences Research and Commercialization Center (BRCC), located at Western Michigan University.  
 4 The Michigan Pre-Seed 2.0 program is administered by Invest Michigan.

5 These figures are taken from the progress reports that are self-reported by SPARK, BRCC, Invest Michigan and Invest Detroit. SPARK, BRCC, Invest Michigan and Invest Detroit obtain the number of full-time equivalents (FTEs) retained and current FTEs in Michigan from companies in which they have invested.  
 6 Due to reporting modifications, this company's BRCC-II award was not included in previous reporting.  
 7 The company has ceased substantially all operations.

8 The company has moved out of state; any retained FTEs or current FTEs numbers have been accordingly reduced to zero to reflect only jobs located in Michigan.  
 9 The company has been acquired.  
 10 Matching investment is considered other outside money received by companies in which Ann Arbor SPARK, BRCC, Invest Michigan or Invest Detroit has an investment.

11 The First Capital Fund is managed by Invest Detroit. For FY 2019, funding for the First Capital Fund award was not designated under the MSF and, therefore, reporting for the fund can be found under the corporate grants report.  
 \* Inactive  
 N/A - indicates that the company did not come through a SmartZone  
 SAFE\*\* = Simple Agreement for Future Equity

## ENTREPRENEURIAL SUPPORT SERVICES & ENTREPRENEURIAL SERVICE PROVIDERS

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

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

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

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

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

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

### ENTREPRENEURIAL SUPPORT SERVICES: FY 2011 AWARDS \*

Progress reporting as of September 30, 2019

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

### ENTREPRENEURIAL SUPPORT SERVICES: FY 2012 AWARDS \*

Progress reporting as of September 30, 2019

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

ENTREPRENEURIAL SUPPORT SERVICES & ENTREPRENEURIAL SERVICE PROVIDERS *continued*

## ENTREPRENEURIAL SUPPORT SERVICES: FY 2014 AWARDS \*

Progress reporting as of September 30, 2019

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue or property returned	Follow-on funding <sup>2, 3</sup>	New patents, copyrights and trademarks applied for <sup>2</sup>	New patents, copyrights and trademarks issued <sup>2</sup>	New start-up companies <sup>2</sup>	Projected new job growth <sup>4</sup>	Jobs created <sup>2</sup>	New licensing agreements <sup>2</sup>	Licensing agreements with Mich.-based companies <sup>2</sup>	Products commercialized <sup>2</sup>
Ann Arbor SPARK: Angel Fund	Grant: ended	06/24/14	\$500,000	\$0	\$0	\$137,685,207	50	24	13	90	280	65	28	18
Biotechnology Business Consultants <sup>16</sup>	Grant: active	06/24/14	\$2,400,000	\$0	\$0	\$242,025,012	0	0	0	0	73	0	0	0
Inforum	Grant: ended	06/24/14	\$367,281	\$0	\$0	\$26,786,050	16	28	10	40	177	0	0	0
Invest Detroit: Accelerate Michigan Innovation Competition	Grant: ended	06/24/14	\$1,350,000	\$0	\$0	\$49,920,000	35	2	0	45	25	11	0	27
Invest Detroit: Michigan Hacker Fellowship <sup>9</sup>	Grant: active	06/24/14	\$1,551,083	\$0	\$0	\$53,469,005	18	18	2	109	75	72	5	17
Michigan State University Foundation	Grant: ended	06/24/14	\$500,000	\$0	\$0	\$2,062,088	25	5	26	27	78	8	7	50
Michigan Venture Capital Association <sup>13</sup>	Grant: active	06/24/14	\$2,003,158	\$0	\$0	\$335,123,502	0	0	3	4	50	0	0	0
NextEnergy Center <sup>14</sup>	Grant: active	06/24/14	\$1,100,000	\$0	\$0	\$62,965,000	16	13	1	7	45	8	2	8
University of Michigan, College of Engineering <sup>10</sup>	Grant: ended	06/24/14	\$781,817	\$0	\$0	\$6,993,521	0	0	14	28	40	0	0	0
Grand Valley State University MI-SBDC: Business Accelerator Services Fund (BAF) <sup>7,17</sup>	Grant: active	02/25/14	\$7,033,248	\$0	\$0	\$214,405,171	445	223	51	50	498	0	0	287
Grand Valley State University MI-SBDC: SBIR/STTR Federal Grant Match (ETF) <sup>8, 17</sup>	Grant: active	02/25/14	\$12,399,972	\$0	\$0	\$207,318,568	227	104	0	25	466	0	0	15
Grand Valley State University MI-SBDC: Consulting and Business Counseling (Tech) <sup>11, 17</sup>	Grant: active	02/25/14	\$8,773,280	\$0	\$0	\$609,310,428	504	227	118	160	1,408	0	0	467
<b>TOTAL</b>			<b>\$38,759,839</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1,948,063,552</b>	<b>1,336</b>	<b>644</b>	<b>238</b>	<b>585</b>	<b>3,215</b>	<b>164</b>	<b>42</b>	<b>889</b>

## ENTREPRENEURIAL SUPPORT SERVICES: FY 2016 AWARDS \*

Progress reporting as of September 30, 2019

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue or property returned	Follow-on funding <sup>2, 3</sup>	New patents, copyrights and trademarks applied for <sup>2</sup>	New patents, copyrights and trademarks issued <sup>2</sup>	New start-up companies <sup>2</sup>	Projected new job growth <sup>4</sup>	Jobs created <sup>2</sup>	New licensing agreements <sup>2</sup>	Licensing agreements with Mich.-based companies <sup>2</sup>	Products commercialized <sup>2</sup>
University of Michigan: First Customer Program <sup>18</sup>	Grant: active	10/27/15	\$1,335,000	\$0	\$0	\$86,699,882	163	159	0	100	140	30	8	66
Grand Valley State University MI-SBDC: CORE <sup>15, 17</sup>	Grant: active	12/15/15	\$6,655,000	\$0	\$0	\$737,672,608	0	0	1,878	0	6,878	0	0	0
<b>TOTAL</b>			<b>\$7,990,000</b>	<b>\$0</b>	<b>\$0</b>	<b>\$824,372,490</b>	<b>163</b>	<b>159</b>	<b>1,878</b>	<b>100</b>	<b>7,018</b>	<b>30</b>	<b>8</b>	<b>66</b>

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

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

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

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

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

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

7 The original grant agreement with the MI-SBDC was amended on April 15, 2015, to increase the award amount from \$1,733,248 to \$3,698,248. The MI-SBDC operates as an office of Grand Valley State University. The original grant agreement with the MI-SBDC was amended on October 25, 2016, to increase the award amount from \$3,698,248 to \$4,898,248 and extend the end date of the agreement from September 30, 2017, to December 31, 2019. The original grant agreement with the MI-SBDC was amended on April 6, 2018, to increase the award amount from \$4,898,248 to \$6,323,248. The original grant agreement with the MI-SBDC was amended on February 1, 2019, to increase the award amount from \$6,323,248 to \$7,033,248.

8 The original grant agreement with the MI-SBDC was amended on December 15, 2014, to increase the award amount from \$2,293,472 to \$4,369,972. The MI-SBDC operates as an office of Grand Valley State University. The original grant agreement with MI-SBDC was amended on May 16, 2016, to increase the award amount from \$4,369,972 to \$6,869,972 and extend the end date of the agreement from December 31, 2015, to December 31, 2016. The original grant agreement with MI-SBDC was amended on October 25, 2016, to increase the award amount from \$6,869,972 to \$8,969,972 and extend the end date of the agreement from December 31, 2016, to December 31, 2019. The original grant agreement with MI-SBDC was amended on April 6, 2018, to increase the award amount from \$8,969,972 to \$11,119,972. The original grant agreement with MI-SBDC was amended on February 1, 2019, to increase the award amount from \$11,119,972 to \$12,399,972.

9 The original grant agreement with Invest Detroit Michigan Hacker Fellowship was amended on September 28, 2016, to increase the award amount from \$605,300 to \$905,300 and extend the end date of the agreement from September 30, 2016, to September

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

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

11 The original grant agreement with MI-SBDC was amended on November 25, 2015 to increase the award amount from \$2,423,280 to \$3,673,280 and extend the end date of the agreement from March 31, 2016, to December 31, 2016. The MI-SBDC operates as an office of Grand Valley State University. The original grant agreement with the MI-SBDC was amended on October 25, 2016, to increase the award amount from \$3,673,280 to \$5,173,280 and extend the end date of the agreement from December 31, 2016, to December 31, 2019. The original grant agreement with the MI-SBDC was amended on April 6, 2018, to increase the award amount from \$5,173,280 to \$6,933,280. The original grant agreement with the MI-SBDC was amended on February 1, 2019 to increase the award amount from \$6,933,280 to \$8,773,280.

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

13 The original grant agreement with the Michigan Venture Capital Association (MVCA) was amended on October 10, 2016 to increase the award amount from \$987,850 to \$1,222,990. The original grant agreement with the Michigan Venture Capital Association (MVCA) was amended on August 16, 2017, to extend the end date of the agreement from September 30, 2017, to December 31, 2017. The original grant agreement with the Michigan Venture Capital Association (MVCA) was amended on February 23, 2018 to increase the award amount from \$1,222,990 to \$1,703,158 and extend the end date of the agreement from December 31, 2017, to December 31, 2018. The original grant agreement with the Michigan Venture Capital Association (MVCA) was amended on October 16, 2018, to increase the award amount from \$1,703,158 to \$2,003,158 and extend the end date of the agreement from December 31, 2018, to September 30, 2019.

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

15 The original grant agreement with Grand Valley State University MI-SBDC - CORE was amended on October 25, 2016, to increase the award amount from \$1,350,000 to \$2,975,000 and change the term end date of the agreement from December 31, 2020, to December 31, 2019. The original grant agreement with Grand Valley State University MI-SBDC: CORE was amended on April 6, 2018, to increase the award amount from \$2,975,000 to \$4,815,000. The original grant agreement with Grand Valley State University MI-SBDC: CORE was amended on February 1, 2019, to increase the award amount from \$4,815,000 to \$6,655,000.

16 The original grant agreement with Biotechnology Business Consultants (BBC) was amended on November 21, 2016, to increase the award amount from \$960,000 to \$1,960,000 and extend the end date of the agreement from December 31, 2016, to December 31, 2018. The original grant agreement with Biotechnology Business Consultants (BBC) was amended on November 28, 2018 to increase the award amount from \$1,960,000 to \$2,400,000 and extend the end date of the agreement from December 31, 2018 to December 31, 2019.

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

18 The original grant agreement with the University of Michigan was amended on June 4, 2019, to increase the award amount from \$1,000,000 to \$1,335,000 and extend the end date of the agreement from February 28, 2019, to February 29, 2020.

\* In its performance audit of the 21st Century Jobs Fund Program, the Office of the Auditor General noted that national standards for business incubators for graduated clients should be collected for at least five years for clients who have graduated. This was implemented for additional programs beyond the business incubators. On October 25, 2016, a resolution was adopted to waive progress reports for an additional five years following the end of the term of the grant and establish an internal survey to conduct in its place. This waiver impacted all entrepreneurial support services and providers grants approved in 2011, 2012, and 2014.

## MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM

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

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

On September 27, 2012, the MSF issued a request for proposals (RFP) for the MTRAC program. In total, seven proposals were received, and on February 27, 2013, the MSF board approved the following seven grant awards as recommended by a joint evaluation committee. Out of the \$6 million allocated to the program, \$5,448,000 was recommended for the grant awards listed below. The average duration of these grants is approximately

one to three years. An additional award of \$100,000 was made in FY 2015 to provide follow-on funding to the MTRAC awardees for projects that demonstrated successful completion of certain milestones and objectives under the MTRAC awards, and that provided at least an equivalent amount of matching funds from private sources (the "MTRAC Incentive Fund").

At its April 26, 2016, meeting, the MSF approved the creation of the MTRAC Statewide Program, allocating \$3,500,000 from the 21st Century Jobs Fund, while developing Program Guidelines and Scoring Criteria for the support of translational research projects in five innovation hubs in the following key areas: bio-medical sciences, life sciences, advanced transportation, advanced materials and agriculture-biology. The program supports the acceleration of technology transfer from Michigan's institutions of higher education, non-profit research centers and hospital systems for commercialization of competitive edge technologies. The MSF approved a MTRAC innovation hub program grant to Michigan State University for an award of \$1,000,000 and to the University of Michigan for an award of \$2,026,470.

At its February 28, 2017, meeting, the MSF board approved a MTRAC innovation hub

program grant to the University of Michigan for an award of \$1,695,346 and also approved a grant to the Michigan Technological University for an award of \$525,000.

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

At its October 23, 2018, meeting, the MSF board approved the creation of the MTRAC advanced computing hub.

At its February 26, 2019, meeting, the MSF board approved Wayne State University as the MTRAC statewide advanced computing hub with an award of \$250,000.

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

### MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM

#### 10/01/2012–09/30/2016

Program administrator	Program	Type of funding and award status	Award date	Award amount	Follow-on funding <sup>1</sup>	New patents, copyrights and trademarks applied for	New patents, copyrights and trademarks issued	New start-up companies	Projected new job growth	Jobs created	New licensing agreements	Licensing agreements with Mich.-based companies	Products commercialized
Wayne State University <sup>2</sup>	Technology Transfer Process Improvement/BioMedical	Grant: active	02/27/13	\$1,173,000	\$15,951,556	8	2	13	0	70	6	6	0
<b>TOTAL</b>				<b>\$1,173,000</b>	<b>\$15,951,556</b>	<b>8</b>	<b>2</b>	<b>13</b>	<b>0</b>	<b>70</b>	<b>6</b>	<b>6</b>	<b>0</b>

#### FY 2016: 10/01/2015–09/30/2016

Michigan State University <sup>3</sup>	Agro-Biotechnology Innovation Hub	Grant: active	06/28/16	\$2,100,000	\$42,606,513	47	36	3	0	2	9	1	0
University of Michigan <sup>4</sup>	Life Science Innovation Hub	Grant: active	07/26/16	\$4,131,158	\$3,395,000	5	0	17	0	13	11	7	0
<b>TOTAL</b>				<b>\$6,231,158</b>	<b>\$46,001,513</b>	<b>52</b>	<b>36</b>	<b>20</b>	<b>0</b>	<b>15</b>	<b>20</b>	<b>8</b>	<b>0</b>

#### FY 2017: 10/01/2016–09/30/2017

University of Michigan	Advanced Transportation Innovation Hub	Grant: active	02/28/17	\$1,695,346	\$31,543,500	31	14	13	172	114	0	0	0
Michigan Technological University <sup>6</sup>	Advanced Materials Innovation Hub	Grant: active	02/28/17	\$875,000	\$4,922,110	16	3	0	0	7	0	0	0
<b>TOTAL</b>				<b>\$2,570,346</b>	<b>\$36,465,610</b>	<b>47</b>	<b>17</b>	<b>13</b>	<b>172</b>	<b>121</b>	<b>0</b>	<b>0</b>	<b>0</b>

#### FY 2018: 10/01/2017–09/30/2018

University of Michigan <sup>5</sup>	Life Science Innovation Hub	Grant: active	09/25/18	\$2,000,000	\$20,615,000	13	0	5	0	1	3	0	0
<b>TOTAL</b>				<b>\$2,000,000</b>	<b>\$20,615,000</b>	<b>13</b>	<b>0</b>	<b>5</b>	<b>0</b>	<b>1</b>	<b>3</b>	<b>0</b>	<b>0</b>

#### FY 2019: 10/01/2018–09/30/2019

Wayne State University	Advanced Computing Innovation Hub	Grant: active	2/26/19	\$250,000	\$0	0	0	0	0	2	0	0	0
<b>TOTAL</b>				<b>\$250,000</b>	<b>\$0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>

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

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

of process improvement measures, Wayne State University was then eligible to receive a second grant award for the remaining award of \$1,073,000, which required \$1,200,000 in funds leveraged by the university. In July 2015, the MSF fund manager approved full award funding after demonstration of successfully completing the milestones related to the improvement of the universities technology transfer and commercialization processes. Additionally, metrics for the grantee were inadvertently omitted. Metrics reported reflect the 2018 fiscal year and will continue to be included going forward.

<sup>3</sup> On September 25, 2018, the MSF board approved an amendment to increase the award from \$1,000,000 to \$2,100,000 and

extend the term end date from August 31, 2018, to August 31, 2020.

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

<sup>5</sup> There were no progress report metrics due for the grant during the 2018 fiscal year.

<sup>6</sup> On May 21, 2019, the MSF board approved an amendment to increase the award from \$525,000 to \$875,000 and extend the term end date from September 20, 2019, to June 30, 2020.

# MICHIGAN UNIVERSITY TECHNOLOGY ACCELERATION AND COMMERCIALIZATION PROGRAM

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

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

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

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

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

## 2018 UTACP AWARDS

Program administrator	Program	Type of funding and status	Award date	Start date	End date	Award amount	Follow-on funding <sup>1</sup>	Funds leveraged <sup>4</sup>
University of Michigan <sup>2</sup>	Michigan Corporate Relations Network (MCRN) for Michigan's Research Universities	Grant-Active	10/24/17	01/01/18	12/31/19	\$2,710,000	\$333,786,968	\$1,421,509
University of Michigan <sup>3</sup>	Tech Transfer Network (T3N)	Grant-Active	10/24/17	12/16/17	12/31/19	\$2,435,000	\$215,455,708	\$1,531,238
<b>TOTAL</b>						<b>\$5,145,000</b>	<b>\$549,242,676</b>	<b>\$2,952,747</b>

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

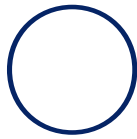
<sup>2</sup> On October 23, 2018, the MSF board approved an increase of \$1,310,000 to the grant award bringing the total from \$1,400,000 to \$2,710,000 and extending the grant term end date from December 31, 2018, to December 31, 2019. Follow-on funding/capital received was reported for companies that had substantially complete projects at a review concluding September 30, 2019, and are usually projects which were awarded in previous grant years or periods. Furthermore, the follow-on funding/capital received total reported is not necessarily directly attributable to specific SCIP projects completed through the program. Rather, it represents any follow-on-funding that companies reported during the survey period where the company's SCIP project was substantially complete within a year or two prior to September 30, 2019, and encompasses, but is not limited to, follow-on-funding resulting directly from the SCIP project with the company.

<sup>3</sup> On October 23, 2018, the MSF board approved an increase of \$1,175,000 to the grant award bringing the total from \$1,260,000 to \$2,435,000 and extending the grant term end date from December 31, 2018, to December 31, 2019.

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

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

# MICHIGAN UNIVERSITY EARLY STAGE PROOF OF CONCEPT PROGRAM



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

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

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

## 2016 UNIVERSITY EARLY STAGE PROOF OF CONCEPT FUND

Program administrator	Program	Type of funding and status	Award date	Award amount	Follow-on funding <sup>2</sup>	Funds leveraged <sup>3</sup>
Michigan State University <sup>1</sup>	University Early Stage Proof of Concept Fund	Grant-Active	11/22/16	\$1,500,000	\$1,595,339	\$3,056,159
<b>TOTAL</b>				<b>\$1,500,000</b>	<b>\$1,595,339</b>	<b>\$3,056,159</b>

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

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

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



# MICHIGAN ECONOMIC DEVELOPMENT CORPORATION AWARD APPROVALS

The Michigan Economic Development Corporation awarded two new awards for the fiscal year ending September 30, 2019.

<b>MEDC AWARD APPROVALS</b>				
Fiscal year 2019: 10/01/2018–09/30/2019				
<b>Program administrator</b>	<b>Type of funding and award status</b>	<b>Description</b>	<b>Award start date</b>	<b>Award amount</b>
Van Andel Research Institute <sup>1</sup>	Grant–Ended	The Van Andel Research Institute award will support a program to attract exceptional, world-class scientists to West Michigan in emerging areas of high priority science for the purpose of independent biomedical research and science education.	10/01/2017	\$1,000,000
Van Andel Research Institute <sup>2</sup>	Grant–Ended	The Van Andel Research Institute award will support a program to attract exceptional, world-class scientists to West Michigan in emerging areas of high priority science for the purpose of independent biomedical research and science education.	10/01/2018	\$1,000,000
University of Michigan Battery Hub <sup>3</sup>	Grant–Active	The University of Michigan received this award for the establishment of a national battery research hub with a new fabrication and characterization user facility to be housed in the newly expanded Michigan Energy Institute. The lab will support Hub activities and will support the acquisition of state-of-the-art equipment and provide access to small and medium sized companies to conduct research.	09/16/2013	\$5,000,000
Invest Detroit–First Capital Fund	Grant–Active	To administer the First Capital Fund of which is an early seed fund that invests in startup technology companies in Michigan.	03/01/2019	\$2,500,000
<b>TOTAL</b>				<b>\$9,500,000</b>
<p><i>1 Pursuant to Section 1048(801) of 2017 PA 107, \$1 million was allocated to Van Andel Institute (VAI) for independent biomedical research and science education. In October 2017, the MSF awarded a new contract for the funds allocated. The grant ended in December 2018.</i></p> <p><i>2 Pursuant to Section 1048(801) of 2017 PA 107, \$1 million was allocated to Van Andel Institute (VAI) for independent biomedical research and science education. In October 2018, the MSF awarded a new contract for the funds allocated.</i></p> <p><i>3 This grant was inadvertently omitted in prior reporting.</i></p>				

## COMMUNITY COLLEGE SKILLED TRADES EQUIPMENT PROGRAM

The Community College Skilled Trades Equipment Program (CCSTEP) was created to provide funding that enables Michigan community colleges to purchase equipment required for educational programs in high-wage, high-skill, and high-demand occupations. The Michigan Strategic Fund approved \$50 million in grants to 18 community colleges under the program. The colleges use the funds for the purchase of equipment that will allow them to deliver educational programs in high-wage, high- and middle-skill, and high-demand occupations.

### COMMUNITY COLLEGE SKILLED TRADES EQUIPMENT PROGRAM

Fiscal year 2019: 10/01/2018–09/30/2019

College	CCSTEP funds	Match funds	Total project cost	Project reimbursement requests	Incurred eligible costs	Program notes
Alpena Community College*	\$357,722	\$156,252	\$513,974	\$357,722	100%	Alpena Community College's Welding program continues to operate at a high rate of enrollment, with 43 students enrolled. Manufacturing and industrial technology had a combined 31 students enrolled and Aerospace had 47 students. Kalitta Air continues to use CCSTEP equipment for its airframe and powerplant mechanic apprenticeship. The UAS Mobile Command Unit is used in partnership with K-12 schools, the National Oceanic & Atmospheric Administration Thunder Bay National Marine Sanctuary, FIRST Robotics, and other community partners. Current programs using equipment include: drone pilot prep course (aerospace), industrial technology, manufacturing and welding
Bay College	\$747,319	\$257,530	\$1,004,849	\$747,319	100%	Bay College continues to see steady enrollments in the mechatronics and robotics systems programs, with 64 enrolled students. The EMT/Paramedic program remains strong, with 139 students enrolled. The water resource management program has 100 students and the Welding program has 277 students. The CCSTEP equipment improves the educational experiences students receive and has been used to better promote the program; the ambulance has been a great promotional tool for the EMT/paramedic program and the gas chlorination trainer is unique and has been a great promotional tool as well as a valuable component of workforce trainings. Bay College continues to use the MecLab stations for state SkillsUSA competitions. Through the water resource management program, the fire hydrant cutaway has been used to offer operator training continuing education credits. Bay College hired a new full time faculty member to oversee the water program due to anticipated growth over the next few years. Current programs using equipment include: EMT, geographic information systems, mechatronics and robotic systems, paramedic, water resource management and welding

CCSTEP *continued***COMMUNITY COLLEGE SKILLED TRADES EQUIPMENT PROGRAM** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

College	CCSTEP funds	Match funds	Total project cost	Project reimbursement requests	Incurred eligible costs	Program notes
Delta College*	\$1,854,434	\$639,440	\$2,493,874	\$1,854,434	100%	Delta College has 71 students enrolled in chemical processing technology and 62 students in computer numerical controlled (CNC) machining. Delta College has several community partnerships to increase awareness of skilled trades careers, including conducting tours with Saginaw Intermediate School District's Talent Tour on October 4 in conjunction with National Manufacturing Day. Delta College also conducted tours for the Boys and Girls Club Passport to Manhood program (total of five tours with 12 to 16 youth), Great Lakes Bay Early College and Carrollton High School. Delta College will be holding a four part series of hands-on engaging technical lab tours, each with 15 business leaders who will visit Delta College and learn about their labs and ability to deliver training. Each tour will feature a different type of skill set. Delta College Corporate Services offers a Chemical Process Operator Fast Start™ training program to meet the needs of Great Lakes Bay Region employers, including working closely with Dow and Hemlock Semiconductor to assure that their hiring needs are met and to determine when they need qualified workers. The program is a combination of classroom and hands-on training in Delta's state-of-the-art chemical processing lab. Current programs using equipment include: CNC, chemical processing, machine repair, pattern maker and tool-die maker
Grand Rapids Community College	\$2,949,928	\$983,309	\$3,933,238	\$2,949,928	100%	Grand Rapids Community College (GRCC) has 754 students enrolled in machining classes throughout the year; this includes certificate programs and credited courses. There were 752 students enrolled in welding; 126 students in HVAC; 42 students in craft brewing; and 264 students in automotive technology. GRCC partners with over 80 employers and their apprentices, who have used GRCC's equipment for their related training instruction. Current programs using equipment include: automotive technology, craft brewing, electronics, industrial maintenance, HVAC, industrial technology, manufacturing, mechanical design, plastics polymer engineering technology, packaging and service operations, tooling and manufacturing and welding

CCSTEP *continued***COMMUNITY COLLEGE SKILLED TRADES EQUIPMENT PROGRAM** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

College	CCSTEP funds	Match funds	Total project cost	Project reimbursement requests	Incurred eligible costs	Program notes
Henry Ford College*	\$5,003,680	\$2,180,359	\$7,184,039	\$5,003,680	100%	Henry Ford College (HFC) has 121 students enrolled in electrical technology courses; 28 students in welding; 69 students in HVAC; 6 students in industrial sewing; and 54 students in manufacturing maintenance. HFC, leveraging equipment purchased and installed through CCSTEP, will launch the HFC Early Middle College (EMC) trade school program in fall 2020. The HFC EMC program will be a consortium including five local school districts and charter schools. Students will commence their trade school program studies as early as ninth grade and progress through the trade school program for up to five years. While completing their regular schooling, trade school program students will also be advancing toward achieving one of the following: an associate degree in applied science; the Michigan Early/Middle College Association technical certification; a journeyman card in a skilled trade of their choice; and earning up to 60 transferable college credits. There are also over 30 employers utilizing CCSTEP equipment for their apprenticeship programs. Current programs using equipment include: automotive service, automotive technology, CNC, electrical technology, energy technology-HVAC, industrial sewing, industrial technology, multi-skilled manufacturing maintenance and welding
Jackson College*	\$2,881,203	\$968,649	\$3,849,852	\$2,881,203	100%	Jackson College has 20 students enrolled in dental hygiene; 31 students in advanced manufacturing; 140 students in nursing; and 402 students in allied health programs. In Jackson College's allied health programs, the CCSTEP grant allows students to be taught on state-of-the-art equipment that is the same technology that students will encounter in hospitals and clinics in their clinical rotations. In skilled trades, a total of 27 apprentices, supported by four different standard holders, were enrolled in Jackson College's skilled trades program. On October 4, Manufacturing Day, Jackson College hosted approximately 130 high school freshmen throughout Jackson County. On the same day, CCSTEP equipment was a featured highlight at the Jackson College Pathways Showcase Days, which provides first-year enrolled students an opportunity to explore career opportunities inside and outside of their chosen pathway. Current programs using equipment include: advanced manufacturing, allied health and dental hygiene

CCSTEP *continued***COMMUNITY COLLEGE SKILLED TRADES EQUIPMENT PROGRAM** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

College	CCSTEP funds	Match funds	Total project cost	Project reimbursement requests	Incurred eligible costs	Program notes
Kalamazoo Valley Community College*	\$3,515,462	\$1,178,565	\$4,694,028	\$3,515,462	100%	Kalamazoo Valley Community College (KVCC) has 226 students enrolled in machine tool; 113 students in computer aided design; and 111 students in welding. KVCC's Technical Services has been using the Fortus 400 3-D printer and WaterWorks station to provide rapid prototyping to Pfizer and the KVCC Museum. Fanuc Robotics Trainers have been used by corporate training to deliver basic robotics to Abbott Nutrition, American Axle, and as an open enrollment for the community. Lathes, mills, hydraulic trainers, mechanical trainers and metrology equipment are being used to deliver instruction for certificates of achievement and Associate of Applied Science degrees in machine tool and computer aided design. Welding equipment and virtual reality systems are being used to deliver instruction in certificate of achievement and certification programs as well as Associate of Applied Science degrees. Current programs using equipment include: computer aided design, engineering technology, machine tool, telecommunications and welding
Kellogg Community College*	\$2,083,797	\$774,714	\$2,858,512	\$2,083,797	100%	Kellogg Community College (KCC) has 35 students enrolled in EMS/paramedic programs; 34 students in radiography; 38 students in dental hygiene; 80 students in law enforcement programs; 478 students in nursing; 141 in industrial electronics; and 147 in industrial technology and industrial trades courses. KCC has community partnerships with American Medical Response, Battle Creek Police Department, Calhoun County Youth Challenge Academy, Goodwill Connects programs, Grace Health, LifeCare Ambulance Service, Livingston County EMS, Marshall Area Fire Fighters Ambulance Authority, Michigan Works!, and Southwest Michigan Rehabilitation Foundation; all utilize CCSTEP equipment. There are also over 55 employers utilizing CCSTEP equipment for training purposes. Current programs using equipment include: dental hygiene education, emergency medical services, law enforcement, industrial electricity and electronics, industrial instrumentation, nursing, public safety and radiography

CCSTEP *continued***COMMUNITY COLLEGE SKILLED TRADES EQUIPMENT PROGRAM** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

College	CCSTEP funds	Match funds	Total project cost	Project reimbursement requests	Incurred eligible costs	Program notes
Kirtland Community College*	\$2,784,379	\$968,335	\$3,752,714	\$2,784,379	100%	Kirtland Community College (KCC) has 74 students enrolled in automotive technology courses; 131 students in nursing; 91 students in sonography; 32 students in criminal justice; 64 students in surgical technology; 102 students in welding; 8 students in machining; 79 students in HVAC; and 43 students in mechatronics. New this year, Arauco and LexiMar trained over 30 new apprentices using CCSTEP equipment. High school and Kirtland students combined for an Auto Olympiad in October 2019 that utilized equipment purchased under the CCSTEP grant. In addition, company tours and lab tours of the trade and technical facility in Gaylord, the health science facility in Grayling and the criminal justice and automotive programs in Roscommon all took place during the month of October to celebrate Manufacturing Day. National Apprenticeship Week events will be held the week of November 11 comprised of tours and a panel discussion of employers, Michigan Department of Labor and Economic Opportunity (LEO) and the United States Department of Labor (USDOL) Office of Apprenticeship; CCSTEP equipment will be featured. Current programs using equipment include: automotive, criminal justice, CNC/machining, electrical, EMS, HVAC, mechatronics, nursing, sonography, surgical technology and welding
Lansing Community College*	\$5,000,000	\$4,042,120	\$9,042,120	\$5,000,000	100%	Lansing Community College (LCC) has 206 students enrolled in welding; 311 students in electrical and electrical engineering, and 313 students in mechatronics, manufacturing engineering, and robotics and automation technology. LCC has completed the outfitting of the lab spaces for the equipment with branding and ambient learning displays. Classes are now utilizing the new equipment in the new spaces including the electrical lab, precision machining lab, welding lab, and robotics and automation lab. As of October 1, 2019, LCC has approximately 115 USDOL registered apprentices in manufacturing related classes. LCC continues to host open house events and tours of the new spaces. LCC conducted over 30 tours for area high schools in 2019 and is currently planning community open house events for the end of October and a subsequent event next spring which will be geared towards increasing community awareness about the opportunities to work in the new manufacturing environment. For Manufacturing Day, which was October 4, 2019, LCC opened its doors to pre-college school-age children to promote its programs and display capabilities. Current programs using equipment include: design, electrical, electrical engineering, mechatronics, manufacturing engineering technology, precision technology, robotics and automation technology and welding technology

CCSTEP *continued***COMMUNITY COLLEGE SKILLED TRADES EQUIPMENT PROGRAM** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

College	CCSTEP funds	Match funds	Total project cost	Project reimbursement requests	Incurred eligible costs	Program notes
Macomb Community College	\$2,829,055	\$987,799	\$3,816,854	\$2,829,055	100%	Macomb Community College (MCC) has 525 students enrolled in computer numerical controlled (CNC) machining; 477 students in welding, 413 students in mechatronics; and 467 students in automotive technology. MCC utilizes CCSTEP equipment across the many program areas which touch many community partnership relationships. MCC works closely with the Macomb St. Clair Michigan Works! in a partnership to provide workforce training and associated supportive services. The CCSTEP equipment was utilized in the Michigan Coalition for advanced manufacturing (M-CAM), which completed last year in collaboration with seven other Michigan community colleges. Collectively 3,925 students were enrolled. Of that number, MCC enrolled 1,348 students. CCSTEP equipment is also affiliated with other partnership grants including America's Promise/Catalyst, the Michigan Apprenticeship Program Plus (MAP+), the Ralph Wilson Foundation funded PRISM grant, as well as Going PRO Talent Fund and Michigan New Jobs Training Program projects. CCSTEP equipment is typically highlighted in tours, meetings and career promotion events at the college. These range from on-going high school groups to special events such as MAP+ Information events and others. Current programs using equipment include: advanced manufacturing (automated systems/mechatronics, automotive technology, CNC machining, electronics, multi-skill technicians, production operations and welding)
Montcalm Community College	\$1,285,314	\$430,955	\$1,716,269	\$1,285,314	100%	Montcalm Community College (MCC) has 440 students enrolled in nursing; 58 students in welding; 63 students in engineering and industrial technology; and 21 students in web developer and programming. MCC created a recruitment trailer to take to local K–12 schools to show off robotics and health simulators; to date over 1,000 students have toured the trailer. MCC has approximately 200 apprentices using the equipment, with 90 in registered apprenticeships. Since being awarded the grant, MCC has attracted four new companies to apprenticeships. MCC continues to work with Greenville High School (GHS) that received welders and two mills from CCSTEP. During the summer, MCC held welding camps in the GHS welding lab. MCC continues to work with the Montcalm Area Career Center where welders, a plasma table and VR welding trainers were placed. MCC is offering to conduct American Welding Society testing for the career center at no charge. MCC continues to conduct tours with eighth graders and participates in a career showcase where the industrial and medical equipment are highlighted. Current programs using equipment include: apprenticeship training, engineering technology, industrial technology, industrial automation maintenance, industrial job training, medical assistant-certificate registered nursing, technical drafting and design, web developer and programming AAS, welding technology and welding

CCSTEP *continued***COMMUNITY COLLEGE SKILLED TRADES EQUIPMENT PROGRAM** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

College	CCSTEP funds	Match funds	Total project cost	Project reimbursement requests	Incurred eligible costs	Program notes
Mott Community College	\$3,061,420	\$1,020,475	\$4,081,895	\$3,061,420	100%	Mott Community College (Mott) has 157 students enrolled in the medical assisting; 433 students in dental hygiene and dental assisting; 22 students in HVAC; 516 students in computer-aided drafting and design; and 582 students in automotive technology. Mott equipment is being used for both credit and non-credit programs in medical assistant, health division, HVAC, welding, production operations and workforce development programs. The equipment is now in use for applications such as medical simulation training in Mott's workforce and credit-based Health Division programs, allowing students to practice real-life scenarios in a supported environment. Mott added capabilities for training in the HVAC program, which allows students to experience hands-on exercises that parallels the practice of work in the field. Equipment purchased with CCSTEP funds has allowed training through Mott's Law Enforcement Regional Training Academy (LERTA) that has made it possible for trainees from police departments around the region, as well as cadets in the LERTA program, to hone their skills in high-stakes decision-making through realistic simulations. Current programs using equipment include: automotive technology, CNC machining, computer-aided drafting and design, dental hygiene and dental assisting, HVAC, law enforcement regional training academy/corrections officer training academy, mechatronics, mechanical operations technology, medical assistant, nursing, respiratory therapy, robotics and welding
Muskegon Community College*	\$4,089,066	\$2,641,987	\$6,731,053	\$4,089,066	100%	Muskegon Community College (MCC) has 291 students enrolled in computer-aided drafting and design (CAD); 174 students in computer numerical controlled (CNC) machining; 198 students in electronics; and 96 students in welding. MCC completed the Sturris Technology Center and all applied technology courses are now available there. MCC has revised curriculum for courses, course offerings, as well as certificates and associate degrees being offered based on the equipment provided through the CCSTEP grant. MCC is in the process of updating its apprenticeship program and has been able to offer more advanced non-credit training to industry partners. Some of these additions include hydraulics and pneumatics as well as advanced course work in each subject. Robotics and PLC classes are consistently in demand and at capacity with students. MCC had to offer an additional Robotics class in the summer to meet demand. MCC plans to host seven talent pipeline and STEM events, each with 400 students from its K-12 partners. These events will allow around 3,000 participants to learn about careers in manufacturing and be exposed to the CCSTEP equipment. MCC offers company tours at the convenience of its partners and is averaging 20 company tours per year and mention the CCSTEP grant as vital to the ability to offer advanced technology classes. Current programs using equipment include: CAD, CNC, electronics technology, industrial maintenance and welding



CCSTEP *continued***COMMUNITY COLLEGE SKILLED TRADES EQUIPMENT PROGRAM** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

College	CCSTEP funds	Match funds	Total project cost	Project reimbursement requests	Incurred eligible costs	Program notes
Northwestern Michigan College	\$2,078,174	\$697,061	\$2,775,235	\$2,078,174	100%	Northwestern Michigan College (NMC) has partnered with Networks Northwest, the business community, area chambers of commerce, area intermediate school districts and local school districts to focus the CCSTEP equipment on strengthening NMC's academic program areas of engineering technology, maritime technology, welding technology, nursing and computer information technology. In 2019, there were 123 students enrolled in engineering technology; 32 students in marine technology; 49 students in fresh water studies; 219 in nursing; 37 in welding; and 143 in computer information technology. There have been seven newly created USDOL registered apprenticeship programs; computer numerical control (CNC) machinist operator, machinist, maintenance repairer industrial, maintenance technician, tool and die maker and toolmaker. Current programs using equipment include: computer information technology, engineering technology, fresh water studies, marine technology, nursing and welding
Oakland Community College	\$4,538,505	\$1,512,835	\$6,051,340	\$4,538,505	100%	Oakland Community College (OCC) has 142 students enrolled in automotive servicing; 58 students in collision automotive repair; 91 students in electronics/mechatronics; 955 students in police, EMS and fire; and 105 students in welding. OCC's renovation of the automotive and welding spaces was completed at the end of 2018, allowing those areas to resume operations in the renovated space. The new spaces have proven to greatly enhance the programs in supporting the education and training of those areas. Extensive use of CCSTEP engine trainers, drivetrain transmission trainers, alignment equipment, Snap-On scanners and vehicles are all in use; all automotive servicing students benefited from equipment. Some training equipment was also used in tours and events promoting skilled trades careers. The equipment purchased for use at the Oakland County Technical Schools is being used for training at their facilities. In October 2019, OCC hosted the Collision Repair Education Foundation in an automotive career promotion event for high school students, about 450 students attended. The event was held in the newly renovated auto service and auto collision repair areas. The fire/police/EMS programs received CCSTEP equipment and have integrated them into the current curriculum. Eighty-three police academy students graduated this period and all used simulator. Active duty police officers from various municipalities used simulators to train officers in proper driving techniques. Current programs using equipment include: automotive servicing, collision auto repair, electronics/electrical/mechatronics, police and fire and welding

**CCSTEP** *continued***COMMUNITY COLLEGE SKILLED TRADES EQUIPMENT PROGRAM** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

College	CCSTEP funds	Match funds	Total project cost	Project reimbursement requests	Incurred eligible costs	Program notes
Washtenaw Community College*	\$4,516,749	\$2,959,543	\$7,476,292	\$4,516,749	100%	Washtenaw Community College (WCC) has 87 students in advanced manufacturing technologies; 246 students in automotive technology; and 306 students in welding. WCC hosted a cohort of high school students from around the region, organized by Square One, to participate in a workshop that introduced light-weight materials technologies and feasible manufacturing processes. In June, the International Association of Bridge, Structural, Ornamental and Reinforcing Iron Workers held its instructor training program at WCC for nearly 800 workers. The train-the-trainer program utilized the CCSTEP welding equipment in bringing together union apprentice coordinators, business managers and owners from across the U.S. and Canada. In July, the United Association (UA) of Plumbing and Pipefitting Industry came to WCC to conduct its instructor training program. A record number of 2,040 registered UA students had access to much of the CCSTEP laboratory equipment, especially in the welding and fabrication lab. Current programs using equipment include: advanced manufacturing technologies, automotive body repair, automotive services, HVAC, motorcycle technologies, occupational studies and welding and fabrication

CCSTEP *continued***COMMUNITY COLLEGE SKILLED TRADES EQUIPMENT PROGRAM** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

College	CCSTEP funds	Match funds	Total project cost	Project reimbursement requests	Incurred eligible costs	Program notes
West Shore Community College	\$423,791	\$143,178	\$566,969	\$423,791	100%	West Shore Community College (WSCC) has 107 students enrolled in nursing; 12 students in protective services; and 27 students in welding. The equipment purchases made possible through the CCSTEP grant have allowed WSCC to provide relevant training to students in the specific areas of nursing, protective services, and welding. As customized trainings in areas such as welding are in higher demand, the equipment is also of great value to the community as local business and industry have taken advantage of the updated equipment and trained their employees. The equipment provides an avenue for greater community connections and endless possibilities for collaborative efforts. The CCSTEP equipment is used to assist local businesses with Welding certification testing; to assist with Tree Bark Fabrication for the Oceana Conservation District; to teach police officers in training for birth simulation; and for local police departments to receive training in emergency vehicle operation. WSCC partners with the secondary career and technical education (CTE) programs to introduce the high school students to the CCSTEP equipment used in the postsecondary programs. The welding equipment is used by secondary CTE students who share their facility. Both the nursing and protective services programs have invited the secondary CTE students to familiarize those students with the CCSTEP equipment and the possibilities within the certificate and degree programs. In September 2019, WSCC held an open house at the tech center for the community to tour the newly renovated facility. WSCC also conducted a grand opening celebration at its Riemer Regional Public Safety Training Center where CCSTEP equipment was on display for the community to stop in and see the renovations in this building which opened in March 2019. Current programs using equipment include: nursing, protective services (police academy) and welding
<b>TOTALS</b>	<b>\$50,000,000</b>	<b>\$22,543,107</b>	<b>\$72,543,107</b>	<b>\$50,000,000</b>		

\* Adjustment to original CCSTEP award

Note: Administration of this program is under the Department of Labor and Economic Opportunity; Workforce Development.

A list of all equipment purchased may be provided upon request.

# COMMUNITY VITALITY



## COMMUNITY DEVELOPMENT

The Community Development team works to strengthen redevelopment capacity at the local level and provide both technical assistance and redevelopment incentive support to encourage place-based real estate investments. Collaboration with the Business Development team and partnerships with state, regional and local agencies are being maximized to assist the development or redevelopment within Michigan's communities. Recognizing the need for quality places that attract business and talent, the Community Development team is focused on supporting efforts internally as well as aligning funding sources with other departments to support community-led projects.

The **Community Assistance Team** and **Community Development Program** administration staff support the implementation of place based real estate redevelopment projects throughout the state.

COMMUNITY ASSISTANCE TEAM: COMMUNITY DEVELOPMENT PROGRAM STAFF	
FTEs	12 <sup>1</sup>
Programs tracked and facilitated	More than 20 programs
Customer visits	1,246 <sup>2</sup>
Jobs generated	4,700
Downtown private investment	\$1.1 billion
Square feet of space revitalized	5.7 million
Public space created or activated	4.9 million
<i>1 Specialists serve as primary contacts for all projects eligible for the Michigan Community Revitalization Program, the federal Community Development Block Grant program and the state Brownfield Tax Increment Financing tool</i> <i>2 Includes community visits, project scoping, presentations and other meetings</i>	

The **Redevelopment Ready Communities®** (RRC) program supports communities statewide to be development ready and competitive. This voluntary, no cost certification program promotes effective redevelopment strategies through a set of best practices.

REDEVELOPMENT READY COMMUNITIES®	
Participating communities	242 communities <sup>1</sup>
Communities certified in FY 2019	7 communities <sup>2</sup>
Best Practice Training participants	148 participants, 10 regions represented
eLearning Tool participants <sup>3</sup>	99 community representatives
Regional workshop locations;	7 locations; 55 communities assisted
Communities assisted with technical assistance funding <sup>4</sup>	46 communities
<i>1 276 communities formally engaged by fiscal year end</i> <i>2 34 certified communities in total</i> <i>3 RRC launched eLearning tool for the Best Practice training series in FY 2019</i> <i>4 Funding used to complete projects and provide specialized trainings and prioritization of key community sites</i>	

The **Redevelopment Services Team** is charged with a proactive approach to site redevelopment with a focus on priority sites in certified RRCs. The team is built on three focus areas as they engage with each certified RRC: high-quality and in-depth technical assistance; site marketing and promotion; and developer relationship building and matchmaking.

REDEVELOPMENT SERVICES TEAM	
Site consultations	More than 100 consultations in 34 certified RRCs
Site specific property information packages created	More than 90 packages
Site RFQs supported	5 RFQs
Development agreements successfully executed on priority Redevelopment Ready Sites	3 agreements
Sites with design/build packages finalized	10 sites <sup>1</sup>
Communities with pre-development deliverables finalized	14 certified RRCs
Redevelopment projects planned and approved locally	2 projects <sup>2</sup>
<i>1 Of these, one site purchased with development plans underway</i> <i>2 In Graying and Boyne City</i>	

The **Michigan Main Street** program continues to generate real results for communities by supporting new and existing businesses, planning and funding physical improvements, organizing events and promotions to raise the profile of communities' downtown districts and engaging community members in downtown revitalization.

MICHIGAN MAIN STREET	
Select and Master Level communities in active work <sup>1,2</sup>	24 communities in active work
Select and Master Level communities engaged <sup>1,2</sup>	6 communities engaged
New businesses generated	116 businesses
Façade improvements	92 improvements
Volunteer hours	More than 56,566
<i>1 Select Level: Once a community has successfully fulfilled the requirements of the Engaged Level, they have the option to apply for the Select Level. At this level, communities can expect assistance in implementing the Main Street Approach™. Michigan Main Street staff, along with other professionals, work closely with Select Level communities to train their boards and committees, hire a full-time Main Street director, recruit volunteers, and get the program up and running. The Select Level requires a five-year commitment from participating communities.</i> <i>2 Master Level: The Master Level is available to communities that have successfully completed five years in the Select Level. The Master Level focuses on continuing to assist communities that have successfully integrated a full Main Street program into their community. This is achieved by continuing to offer Select Level trainings and networking opportunities through Michigan Main Street, as well as the opportunity to act as mentors for other Michigan Main Street communities. The Master Level requires a two-year commitment from participating communities. Communities have the opportunity to renew their participation for as long as they are actively practicing the Main Street Approach.</i>	

## COMMUNITY DEVELOPMENT *continued*

A small business grant program, called “**Match on Main,**” was created in FY 2019. It was intended to provide grants of between \$5,000 and \$25,000 to Select or Master level Michigan Main Street communities in conjunction with eligible businesses seeking support. Projects could include interior building renovations, furniture and fixtures, permanent equipment, point of sale systems, marketing expenses, and inventory. Participating businesses must also have worked with the Michigan Small Business Development Center on a business plan.

<b>MATCH ON MAIN PROGRAM</b>	
Grant funding awarded <sup>1</sup>	\$262,000
Jobs created	33 full time and 77 part time
Square feet of space activated	27,685
Private investment leveraged	More than \$1.5 million
<i>1 Awarded to new and expanding businesses located in Select and Master level Michigan Main Street communities</i>	

**Public Spaces Community Places** continued to be an innovative, timely and grassroots approach to supporting community development. The first of its kind in the country, the partnership is an innovative tool for communities, nonprofits and businesses to fill funding gaps for public-use community development projects.

<b>PUBLIC SPACES COMMUNITY PLACES – CROWDFUNDING INITIATIVE</b>	
Distinct projects supported	48 projects
Communities with projects	37 communities
Square feet of space revitalized	1,229,120
Grant funding	\$1,647,030
Private investment stimulated	\$11,538,388

## MICHIGAN COMMUNITY REVITALIZATION PROGRAM

The Michigan Community Revitalization Program (MCRP) is an incentive program designed to accelerate private investment in Michigan's communities through the redevelopment of functionally obsolete properties, reduction of blight and the reuse of brownfield and historic properties. Job creation is not a focus of this program. MCRP functions as a deal closing mechanism to address financial gaps and market deficiencies. The program provides grants of \$1.5 million or less to projects that have a demonstrated financing gap. Loans and other investment vehicles

in amounts up to \$10 million are also provided in conjunction with senior lenders.

In FY 2019, 21 projects were approved by the MSF board or by delegated authority and one was reapproved. MSF board members receive a report on projects that are approved by delegated authority and all awards are posted on the MEDC's website. The following is a table of project approvals that occurred between October 1, 2018, and September 30, 2019.

<b>MCRP APPROVALS</b>						
Fiscal year 2019: 10/01/2018–09/30/2019						
Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount
25 Michigan Holdings LLC	11/27/2018	Battle Creek	Calhoun	New	Loan	\$10,000,000
Corlin Builders, Inc.	12/12/2018	Fenton	Genesee	New	Grant	\$750,000
600 E. Michigan-Lansing LLC	12/18/2018	Lansing	Ingham	New	Grant	\$1,500,000
Alma Opera Block LLC	01/22/2019	Alma	Gratiot	Reapproval	Grant	\$1,500,000
Kzoo Hotel Partners LLC	02/26/2019	Kalamazoo	Kalamazoo	New	Other	\$7,454,000
Jackson Downtown Partners LLC	02/26/2019	Jackson	Jackson	New	Other	\$3,066,250
Kercheval Associates LLC	03/26/2019	Detroit	Wayne	New	Loan	\$3,500,000
515 Ionia LLC	03/26/2019	Lansing	Ingham	New	Grant	\$254,362
South Haven Center LLC	04/16/2019	South Haven	Van Buren	New	Grant	\$750,000
Canute Properties LLC	04/19/2019	Alpena	Alpena	New	Grant	\$622,939
FCM Development LLC	04/25/2019	St. Johns	Clinton	New	Grant	\$429,534
City of Boyne City	04/29/2019	Boyne City	Charlevoix	Expansion	Grant	\$408,515
Record Box LLC	05/08/2019	Battle Creek	Calhoun	New	Grant	\$415,000
Cheboygan Main Street LLC	05/13/2019	Cheboygan	Cheboygan	New	Grant	\$417,500
D-Town Grand LLC	05/26/2019	Detroit	Wayne	New	Grant	\$220,682
Wax Real Estate Holdings LLC	06/06/2019	Linden	Genesee	New	Grant	\$723,975
Jim Gilmore, Jr. Foundation	06/07/2019	Kalamazoo	Kalamazoo	New	Grant	\$487,000
Cadillac Lofts LLC	06/25/2019	Cadillac	Wexford	New	Grant	\$1,500,000
Gemini Capital Management VIII LLC	07/15/2019	Alma	Gratiot	New	Grant	\$316,534
WB Vacation Properties LLC	07/29/2019	Cheboygan	Cheboygan	New	Grant	\$490,538
Benton Harbor Flats LLC	09/24/2019	Benton Harbor	Berrien	New	Grant	\$1,500,000
RainCheck Development LLC	09/24/2019	Detroit	Wayne	New	Loan	\$1,400,000
<b>TOTAL</b>						<b>\$37,706,829</b>

## MICHIGAN COMMUNITY REVITALIZATION PROGRAM

The General Government Omnibus Budget requires the MSF to submit a report updating the legislature on the Michigan Community Revitalization Program (MCRP) performance metrics. The following report shows activity as of September 30, 2019.

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, 2019, is \$2,072,206,704. The actual private investment is \$1,651,367,162.

Since the program's inception, a total of 5,960,107 square feet of public and private space has been created or reactivated, which includes 2,369,175 square feet of commercial space, 2,905,832 square feet of residential space and 685,100 square

feet of retail space. In addition, a total of 3,045 residential units have been added or reactivated. For a list of projects by year, refer to the Exhibit 1 table of MCRP awards.

The table below includes a listing of MCRP amendments in FY 2019. There were no revocations in FY 2019.

### MCRP PROJECT AMENDMENTS

Fiscal year 2019: 10/01/2018–09/30/2019

Company name	Change in approved amount	Original approval date	Amended date	Amendment description	Amendment justification
Peregrine PNC LLC	N/A	05/24/2016	10/09/2018	Updated terms of the grant, extended the due date of milestone two to March 31, 2019, and extended the due date of pre-grant disbursement due diligence conditions to July 31, 2019.	Amendment needed due to delays in construction of Phase 3 of the project, which is the commercial space.
Y Site LLC	N/A	02/24/2018	01/10/2019	Extended the due date of milestone two to April 30, 2019.	Amendment needed due to discovery of previously unknown site infrastructure relocation needs prior to demolition.
Lofts on Alabama LLC	N/A	06/08/2015	02/12/2019	Updated terms of the loan.	Amendment needed because actual rents fell short of projections necessitating a restructuring of the debt service coverage loan covenants.
Looney Moon LLC	N/A	08/22/2017	03/15/2019	Added a co-applicant to the grant, extended the due date of milestone two to December 31, 2019, and the due date of pre-grant due diligence conditions to March 31, 2020.	Amendment needed due to construction delays because of issues with subcontractor and needed to add co-applicant because the sole member paid for project expenses out of personal account.
L&P Properties LLC	N/A	01/05/2018	04/23/2019	Updated terms of the grant.	Amendment needed to update the amount of the bank loan due to lower than expected appraisal of the property.
Uptown Reinvestment Corporation Inc.	N/A	08/28/2018	05/21/2019	Extended the due date of milestone two to May 31, 2019 and the due date of project completion requirements to December 31, 2021.	Amendment needed to allow additional time for project completion as well as National Park Service processing of the Part III approval.
Lofts on Michigan LLC	N/A	08/26/2014	05/22/2019	Updated terms of the loan.	Amendment needed due to slower than anticipated residential lease up resulting in a need to refinance with the MCRP award converted from a loan participation to a direct loan.
Bridge and Turner LLC	N/A	10/27/2015	06/21/2019	Updated terms of the loan.	Amendment needed to amend a definition in the agreement to ensure payment continues to the MSE.
AG Selden LLC	N/A	03/28/2017	07/03/2019	Updated terms of the loan.	Amendment needed to revise loan terms to extend due dates because the lender's deadlines were not able to be met.
Metropolitan Hotel Partners LLC	N/A	11/22/2016	07/15/2019	Extended the due date of milestone four to December 31, 2019.	Amendment needed due to delays in receiving final certificate of occupancy and the National Park Service Historic Part III approval.
Trident-Corktown LLC	N/A	09/27/2016	08/15/2019	Extended the due date of milestone three to March 31, 2020.	Amendment needed is due to unexpected construction delays due to subcontractor staffing issues, unanticipated site issues and weather delays.



## MICHIGAN COMMUNITY REVITALIZATION PROGRAM

The Michigan Strategic Fund Act requires the MSF to submit a report on the Michigan Community Revitalization Program (MCRP) activities that occurred in the previous fiscal year. This report addresses the reporting requirements for FY 2019. It also includes cumulative activity as of September 30, 2019.

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 2019 represents the eighth year of the transition from brownfield tax credits to MCRP, which is a grant, loan and other types of investment program. MCRP functions as a deal closing mechanism to address cost gaps and market deficiencies. The program provides incentives that offset the excess costs or extraordinary financial need of the redevelopment opportunity. Loans and other investment vehicles also are provided in conjunction with senior lenders and are required for any incentive over \$1.5 million.

Exhibit 1 shows the details of each approved project. During the fiscal year, 21 projects were approved by the MSF board or by delegated authority and one project was reapproved. Of the 21 projects that were approved, 16 projects were awarded grants, three were awarded loans and two were awarded other types of economic assistance. No projects were awarded a combination of loan and grant funds. Other economic assistance awards include loan participations with a senior lender as well as equity contributions through a partnership with the development entity.

Job creation is not a primary objective of MCRP, therefore, there is no information to report for the number of new jobs committed or projected, the number of retained jobs committed or projected, the actual number of new jobs, the actual number of retained jobs, the average annual salary for new jobs created or the average annual salary for retained jobs. All data reported is cumulative from program inception through the end of the fiscal year.

All awards are posted on the MEDC's website at [www.michiganbusiness.org/reports-data/michigan-community-revitalization-program-projects](http://www.michiganbusiness.org/reports-data/michigan-community-revitalization-program-projects).

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

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

The total administrative costs for MCRP in FY 2019 were \$2,696,655.17.

In the beginning of FY 2019, the program had 129 finalized written agreements and 35 agreements were ended; the companies successfully met all requirements of the agreement. Twenty-five additional agreements were executed during the reporting period.

All waivers to the MCRP Guidelines approved in FY 2019 are listed in Exhibit 2. MCRP parameters were approved on May 24, 2016, by the MSF board as an addition to the MCRP guidelines. The purpose of the parameters was to establish preferred principles to assist in determining financial need, reasonableness of returns, level of MCRP support and expectations for the financial performance of a proposed MCRP project.

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

## MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*

financial strength of a significant equity position of the development team.

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

Examples of parameter deviations include:

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

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*

### EXHIBIT 1 MSF BOARD ACTION TAKEN: EXECUTED AGREEMENT

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount <sup>1</sup>	Minimum eligible investment <sup>2</sup>	Verified eligible investment <sup>3</sup>	Actual private investment attracted as reported to the MSF <sup>4</sup>	Commercial: sq. footage revitalized/added	Residential: sq. footage revitalized/added	Retail: sq. footage revitalized/added	Number of residential units revitalized/added	Status <sup>10</sup>	Duration of economic assistance (years)
FY 2012	Woodward Theatre LLC *	Detroit	Wayne	New	Other	04/17/12	\$750,000	\$750,000	\$12,389,857	\$3,250,000	\$3,250,000	\$11,880,713	32,000	0	0	0	Monitoring	10
FY 2013	Shiawassee Center (Owosso Community Players) *	Owosso	Shiawassee	New	Grant	10/23/12	\$446,000	\$446,000	\$7,385,496	\$3,498,838	\$5,533,545	\$6,729,000	16,830	0	0	0	Monitoring	14
	Veridea Group *	Marquette	Marquette	New	Other	11/28/12	\$1,857,151	\$1,857,151	\$9,739,432	\$7,428,604	\$7,467,100	\$6,645,287	28,406	0	0	0	Monitoring	6
	Grand Rapids Downtown Market Holdings LLC *	Grand Rapids	Kent	New	Loan	02/27/13	\$3,000,000	\$3,000,000	\$30,165,835	\$12,000,000	\$22,348,686	\$21,500,000	138,000	0	138,000	0	Monitoring	10
	HWD Investors LLC (URC FJ LLC and Uptown Reinvestment Corporation Inc.)	Flint	Genesee	New	Other	06/26/13	\$5,649,071	\$5,649,071	\$30,654,023	\$22,596,284	\$23,004,774	\$30,766,147	60,000	16,000	4,500	16	Monitoring	N/A**
	Kirco CH Distribution LLC and Henry Ford Health System *	Detroit	Wayne	New	Grant	06/26/13	\$1,000,000	\$1,000,000	\$29,866,172	\$18,237,430	\$19,610,701	\$26,948,324	274,751	0	0	0	Ended	7
	618 South Main LLC *	Ann Arbor	Washtenaw	New	Loan	11/28/12	\$3,000,000	\$3,000,000	\$37,047,208	\$12,000,000	\$26,108,227	\$41,200,000	48,000	130,000	0	164	Monitoring	40
	609 E Kirby Lofts LLC *	Detroit	Wayne	New	Other	07/26/13	\$1,000,000	\$1,000,000	\$6,562,627	\$2,000,000	\$3,037,174	\$4,440,252	0	26,000	0	26	Ended	22
	Mid Towne Hospitality LLC *	Grand Rapids	Kent	New	Other	08/28/13	\$3,000,000	\$3,000,000	\$24,018,173	\$12,000,000	\$20,834,389	\$25,959,177	118,050	0	0	0	Monitoring	9
	Parkland Muskegon LLC *	Muskegon	Muskegon	New	Loan	02/27/13	\$1,950,000	\$1,950,000	\$10,700,000	\$6,500,000	\$8,440,331	\$6,200,000	5,000	54,000	7,000	47	Monitoring	25
Harbortown Riverside LLC and Harbortown Riverside Financing Inc. *	Detroit	Wayne	New	Grant	09/27/13	\$1,000,000	\$1,000,000	\$19,936,653	\$12,773,322	\$16,926,427	\$18,936,653	0	196,425	0	144	Monitoring	6	
FY 2014	Midland DTH LLC *	Midland	Midland	New	Loan	02/25/14	\$4,780,000	\$4,780,000	\$22,966,749	\$16,658,199	\$19,261,320	\$23,232,761	16,819	22,786	11,563	10	Monitoring	15
	Strathmore Apartments LDHA LLC	Detroit	Wayne	New	Other	02/25/14	\$3,500,000	\$3,500,000	\$28,446,000	\$17,500,000	\$18,135,689	\$19,524,000	0	93,854	2,031	129	Monitoring	N/A**
	Landmark Port Huron LLC *	Port Huron	St. Clair	New	Grant	03/06/14	\$100,000	\$100,000	\$1,043,763	\$699,010	\$767,383	\$1,043,000	0	6,300	3,900	8	Ended	5
	Bancroft Project Saginaw LLC	Saginaw	Saginaw	New	Grant	03/12/14	\$1,000,000	\$1,000,000	\$5,496,673	\$3,200,000	\$4,310,756	\$4,500,000	0	97,256	34,015	126	Ended	6
	Alex and Beck LLC	Detroit	Wayne	New	Grant	03/19/14	\$178,000	\$178,000	\$839,084	\$570,521	\$746,632	\$738,369	5,470	2,206	1,632	3	Monitoring	6
	Diamonds and Rifles LLC and Gold Cash Gold LLC	Detroit	Wayne	New	Grant	03/19/14	\$200,000	\$200,000	\$1,890,314	\$1,142,834	\$1,428,542	\$2,347,000	0	6,000	3,000	0	Ended	5
	Arena Place Development LLC	Grand Rapids	Kent	New	Other	03/25/14	\$4,500,000	\$4,500,000	\$44,000,000	\$18,000,000	\$36,295,312	\$48,000,000	235,042	109,644	15,853	100	Monitoring	9
	Woodward Willis LLC	Detroit	Wayne	New	Grant	04/01/14	\$745,000	\$745,000	\$6,429,399	\$4,019,205	\$4,297,395	\$4,086,289	24,098	0	2,222	0	Ended	6
	Ransom Real Estate LLC	Kalamazoo	Kalamazoo	New	Grant	04/30/14	\$411,000	\$384,314	\$2,356,461	\$1,634,561	\$1,821,571	\$1,637,257	8,485	4,500	0	5	Monitoring	6
	Wesener LLC *	Owosso	Shiawassee	New	Grant	05/18/14	\$560,000	\$560,000	\$2,697,783	\$1,790,400	\$2,336,879	\$2,697,783	0	11,500	5,750	7	Monitoring	6
	NY Jefferson LLC	Detroit	Wayne	New	Grant	06/20/14	\$834,800	\$601,807	\$5,189,853	\$2,407,229	\$2,407,229	\$3,670,000	0	0	87,000	0	Ended	5
	Du Charme Place LLC *	Detroit	Wayne	New	Other	08/26/14	\$5,700,000	\$5,700,000	\$38,463,308	\$22,800,000	\$30,797,961	\$39,336,627	0	196,791	0	185	Monitoring	N/A**
	Lofts on Michigan LLC *	Grand Rapids	Kent	New	Loan	08/26/14	\$2,450,000	\$2,450,000	\$15,150,000	\$8,206,800	\$11,098,512	\$15,811,000	0	43,773	12,735	52	Monitoring	8
	Rivertown Phase I LLC *	Detroit	Wayne	New	Other	08/26/14	\$8,110,000	\$8,110,000	\$61,035,220	\$32,440,000	\$39,625,412	\$61,025,000	0	230,239	10,500	278	Monitoring	N/A**
	1400 Wealthy LLC *	Grand Rapids	Kent	New	Grant	9/12/14	\$800,000	\$800,000	\$5,500,000	\$3,510,400	\$4,259,939	\$5,179,939	0	37,510	2,500	35	Ended	6
	Hallmark Ventures LLC *	Dearborn	Wayne	New	Grant	09/17/14	\$1,000,000	\$1,000,000	\$8,641,020	\$5,255,776	\$7,644,774	\$8,570,500	60,000	0	2,500	0	Monitoring	6
	Griswold Project LLC	Detroit	Wayne	New	Other	09/17/14	\$4,798,000	\$4,798,000	\$22,806,250	\$19,192,000	\$19,256,466	\$14,555,666	0	73,306	0	80	Monitoring	N/A**
	Lofts on 820 LLC	Grand Rapids	Kent	New	Other	09/17/14	\$3,100,000	\$3,100,000	\$21,800,000	\$12,808,000	\$14,327,392	\$18,556,962	0	63,685	25,787	87	Monitoring	7
	751 Griswold Detroit LLC	Detroit	Wayne	New	Grant	09/19/14	\$682,279	\$682,279	\$4,455,795	\$2,366,104	\$3,035,021	\$6,800,000	26,454	0	0	0	Monitoring	6
	Artspace Projects Inc.	Dearborn	Wayne	New	Grant	09/22/14	\$1,000,000	\$1,000,000	\$15,807,762	\$4,021,815	\$4,595,811	\$14,592,162	19,510	80,496	0	53	Monitoring	7
5734 Woodward LLC	Detroit	Wayne	New	Grant	09/26/14	\$240,625	\$240,625	\$1,565,200	\$770,000	\$1,615,641	\$1,325,200	4,600	1,800	2,800	4	Ended	5	
Stocking Street Properties LLC	Grand Rapids	Kent	New	Grant	09/29/14	\$89,574	\$89,574	\$1,165,193	\$358,300	\$466,686	\$1,765,800	11,915	0	0	0	Ended	5	
TFG Building LLC	Grand Rapids	Kent	New	Grant	09/30/14	\$136,527	\$136,527	\$1,289,182	\$728,145	\$956,569	\$1,484,402	3,600	7,200	0	8	Ended	5	
FY 2015	250 West Larned LLC	Detroit	Wayne	New	Other	10/28/14	\$5,840,000	\$5,840,000	\$28,947,940	\$23,360,000	\$26,022,034	\$29,094,442	91200	0	0	0	Monitoring	N/A**
	Outfield Partners LLC <sup>5</sup>	Lansing	Ingham	New	Other	12/16/14	\$2,455,000	\$2,455,000	\$11,201,213	\$9,820,000	\$10,224,017	\$9,498,158	0	74000	0	84	Monitoring	N/A**
	TC 555 Michigan LLC *	Grand Rapids	Kent	New	Grant	12/16/14	\$1,000,000	\$1,000,000	\$7,339,671	\$4,308,797	\$4,997,915	\$7,120,883	0	22,500	5,600	26	Monitoring	5

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*
**EXHIBIT 1 *continued***  
**MSF BOARD ACTION TAKEN: EXECUTED AGREEMENT**

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount <sup>1</sup>	Minimum eligible investment <sup>2</sup>	Verified eligible investment <sup>3</sup>	Actual private investment attracted as reported to the MSF <sup>4</sup>	Commercial: sq. footage revitalized/ added	Residential: sq. footage revitalized/ added	Retail: sq. footage revitalized/ added	Number of residential units revitalized/ added	Status <sup>10</sup>	Duration of economic assistance (years)
FY 2015	Roebuck Residential LLC	Wyandotte	Wayne	New	Grant	02/05/15	\$798,000	\$798,000	\$5,050,000	\$3,192,000	\$5,000,094	\$5,600,000	24,960	9,600	9,100	6	Ended	5
	Cedar Springs Brewing Company LLC *	Cedar Springs	Kent	New	Grant	02/18/15	\$285,614	\$285,614	\$1,564,570	\$1,146,456	\$1,902,263	\$2,122,263	6,300	0	1,500	0	Ended	5
	KWA I Residential LLC *	Detroit	Wayne	New	Grant	02/18/15	\$1,000,000	\$1,000,000	\$12,765,896	\$7,643,774	\$9,554,718	\$11,409,517	0	48,478	5,504	42	Monitoring	6
	Veridea Group	Marquette	Marquette	New	Other	02/24/15	\$4,100,000	\$4,100,000	\$20,358,038	\$14,800,000	\$14,964,505	\$18,229,980	62,008	6,690	200	0	Monitoring	5
	55 Ionia Partners LLC	Grand Rapids	Kent	New	Other	02/24/15	\$4,325,000	\$4,325,000	\$34,400,000	\$20,223,000	\$26,856,575	\$29,408,182	15,101	99,134	27,336	99	Monitoring	10
	George F. Eyde Family LLC	Lansing	Ingham	New	Grant	03/25/15	\$289,250	\$282,523	\$1,666,200	\$925,600	\$1,412,623	\$1,450,387	7,028	0	5,079	0	Monitoring	5
	207 East Baltimore LLC	Detroit	Wayne	New	Grant	04/01/15	\$225,000	\$225,000	\$1,787,300	\$1,058,960	\$1,471,308	\$2,229,000	0	13,600	0	12	Monitoring	6
	Paradise Valley Real Estate Holdings LLC	Detroit	Wayne	New	Grant	04/22/15	\$413,000	\$413,000	\$3,155,006	\$1,321,627	\$1,655,274	\$3,244,000	4,000	0	0	0	Monitoring	6
	Moso Village LLC *	Sturgis	St. Joseph	New	Grant	04/28/15	\$1,000,000	\$1,000,000	\$6,693,668	\$4,010,726	\$4,826,632	\$5,320,000	10,500	12,000	12,000	12	Monitoring	7
	Woodward and Erskine LLC	Detroit	Wayne	New	Loan	06/08/15	\$1,500,000	\$1,500,000	\$61,275,000	\$43,030,000	\$48,494,306	\$64,995,000	0	200,000	15,000	199	Ended	8
	Lofts on Alabama LLC *	Grand Rapids	Kent	New	Other	06/08/15	\$3,000,000	\$3,000,000	\$20,000,000	\$12,000,000	\$14,998,628	\$16,700,000	0	101,399	0	100	Monitoring	7
	678 Selden LLC	Detroit	Wayne	New	Grant	06/16/15	\$670,210	\$670,210	\$3,689,001	\$2,153,484	\$2,689,668	\$3,462,700	0	11,000	0	30	Monitoring	6
	Fulton and Seward *	Grand Rapids	Kent	New	Other	06/23/15	\$3,000,000	\$3,000,000	\$33,775,000	\$20,021,000	\$26,506,520	\$29,393,055	10,045	122,000	0	110	Monitoring	10
	1215 Griswold LLC	Detroit	Wayne	New	Loan	07/07/15	\$1,000,000	\$1,000,000	\$10,317,618	\$6,910,598	\$8,536,111	\$11,625,413	0	40,984	23,359	25	Monitoring	23
	Casamira Detroit LLC *	Detroit	Wayne	New	Grant	08/25/15	\$1,000,000	\$1,000,000	\$10,176,032	\$5,494,324	\$6,943,556	\$5,314,642	0	54,000	0	44	Monitoring	6
	Port Huron Citadel LLC	Port Huron	St. Clair	New	Grant	09/17/15	\$200,000	\$165,120	\$1,210,970	\$888,775	\$917,330	\$1,023,922	6,000	6,000	1,000	6	Monitoring	4
HM Ventures Group 6 LLC*	Detroit	Wayne	New	Loan	09/22/15	\$3,500,000	\$3,500,000	\$22,285,010	\$14,000,000	\$15,277,107	\$24,000,000	55,000	0	0	0	Monitoring	7	
OMH LLC*	Grand Rapids	Kent	New	Other	09/22/15	\$5,400,000	\$5,400,000	\$26,889,744	\$21,600,000	\$24,735,588	\$28,303,798	0	58,583	9,610	87	Monitoring	9	
FY 2016	Strand Theater Manager LLC	Pontiac	Oakland	New	Loan	10/27/15	\$4,500,000	\$4,500,000	\$19,687,183	\$9,000,000	\$9,598,256	\$12,568,996	45,000	0	0	0	Monitoring	20
	The Plaza Midtown LLC	Detroit	Wayne	New	Other	10/27/15	\$3,500,000	\$3,500,000	\$21,107,860	\$14,000,000	\$14,163,262	\$12,000,000	0	71,314	0	72	Monitoring	N/A**
	Bridge and Turner, L.L.C.*	Grand Rapids	Kent	New	Other	10/27/15	\$2,500,000	\$2,500,000	\$25,000,000	\$16,066,000	\$23,598,150	\$23,293,706	60,110	39,093	7,386	40	Monitoring	8
	GL Rentals LLC	Zeeland	Ottawa	New	Grant	10/30/15	\$325,000	\$325,000	\$1,219,462	\$1,145,530	\$1,421,180	\$1,533,733	3,872	3,872	0	3	Monitoring	7
	NOMI Developers LLC*	Kalamazoo	Kalamazoo	New	Grant	11/24/15	\$665,000	\$665,000	\$3,803,857	\$2,835,615	\$4,273,318	\$3,356,500	0	31,500	2,000	47	Monitoring	6
	1030 Plym Park LLC	Niles	Berrien	New	Grant	12/22/15	\$210,501	\$210,501	\$924,073	\$844,930	\$1,059,428	\$1,450,000	14,400	0	0	0	Monitoring	5
	Uptown Reinvestment Corporation Inc.	Flint	Genesee	New	Other	02/23/16	\$5,500,000	\$5,500,000	\$31,401,700	\$20,120,000	\$22,714,947	\$30,561,443	51,159	0	8,640	0	Monitoring	N/A**
	GTW Depot LLC*	Kalamazoo	Kalamazoo	New	Grant	03/29/16	\$484,435	\$484,435	\$3,110,509	\$1,937,740	\$2,487,069	\$3,218,525	2,247	0	11,486	0	Monitoring	6
	Uptown Housing LLC	Grand Rapids	Kent	New	Grant	04/12/16	\$132,000	\$132,000	\$1,244,194	\$700,000	\$1,264,277	\$1,740,000	0	7,120	825	6	Monitoring	6
	GS Entertainment LLC	Utica	Macomb	New	Grant	05/12/16	\$287,000	\$287,000	\$1,813,000	\$1,148,000	\$1,605,530	\$1,018,239	294,300	0	0	0	Ended	3
	Peregrine PNC LLC*	Kalamazoo	Kalamazoo	New	Grant	05/24/16	\$750,000	\$750,000	\$4,501,360	\$3,151,381	\$5,012,117	\$5,569,769	5,190	28,716	1,964	16	Monitoring	4
	River's Edge Partners LLC*	Kalamazoo	Kalamazoo	New	Grant	06/28/16	\$750,000	\$725,389	\$9,654,434	\$6,457,340	\$7,253,891	\$11,000,000	53,052	0	0	0	Monitoring	6
	River Parc Place II LLC*	Manistee	Manistee	New	Grant	06/28/16	\$636,680	\$583,675	\$3,414,944	\$2,456,720	\$2,918,375	\$2,918,375	0	20,000	0	18	Monitoring	4
	Cellar Brewing Co.	Sparta	Kent	New	Grant	07/25/16	\$250,940	\$240,741	\$1,624,000	\$1,244,790	\$1,416,120	\$1,664,120	10,137	0	0	0	Monitoring	5
	601 West LLC*	Grand Rapids	Kent	New	Other	07/26/16	\$2,900,000	\$2,900,000	\$19,040,500	\$13,152,900	\$13,513,433	\$17,716,000	0	55,473	8,200	63	Monitoring	28
	Inn on Water Street LLC*	Marine City	St. Clair	New	Grant	09/23/16	\$642,000	\$642,000	\$3,549,007	\$2,568,000	\$3,413,344	\$3,661,413	14,558	11,836	2,326	4	Monitoring	6
	Third & Grand LLC*	Detroit	Wayne	New	Other	09/27/16	\$2,000,000	\$2,000,000	\$54,615,786	\$29,651,000	\$0	\$59,900,000	0	0	0	0	Monitoring	4
Diamond Place LLC**	Grand Rapids	Kent	New	Other	09/27/16	\$2,826,000	\$2,826,000	\$19,503,507	\$11,304,909	\$15,393,360	\$8,957,467	22,421	36,850	0	123	Monitoring	8	
Shoppes at Woodward LLC	Detroit	Wayne	New	Grant	09/28/16	\$750,000	\$750,000	\$5,804,857	\$3,356,518	\$4,271,620	\$6,562,595	15,757	5,231	2,136	10	Monitoring	5	
Chamber Support Corporation	Owosso	Shiawassee	New	Grant	09/27/16	\$1,402,000	\$1,402,000	\$4,272,778	\$2,986,190	\$3,811,289	\$2,500,000	0	0	0	0	Monitoring	6	

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*
**EXHIBIT 1 *continued***  
**MSF BOARD ACTION TAKEN: EXECUTED AGREEMENT**

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount <sup>1</sup>	Minimum eligible investment <sup>2</sup>	Verified eligible investment <sup>3</sup>	Actual private investment attracted as reported to the MSF <sup>4</sup>	Commercial: sq. footage revitalized/ added	Residential: sq. footage revitalized/ added	Retail: sq. footage revitalized/ added	Number of residential units revitalized/ added	Status <sup>10</sup>	Duration of economic assistance (years)
FY 2016	Trident-Corktown LLC	Detroit	Wayne	New	Other	09/27/16	\$6,900,000	\$6,900,000	\$43,824,479	\$27,390,000	\$0	\$36,290,110	0	0	0	0	Monitoring	N/A**
	Downtown Albion Hotel LLC	Albion	Calhoun	New	Grant	09/27/16	\$1,000,000	\$1,000,000	\$9,587,408	\$6,347,000	\$9,413,916	\$10,061,434	67,000	0	0	0	Monitoring	7
FY 2017	MidTown Lofts LLC	Port Huron	St. Clair	New	Grant	10/19/16	\$83,126	\$69,696	\$432,504	\$332,504	\$348,479	\$453,433	3,000	2,850	0	3	Monitoring	5
	216/220 WM LLC*	Kalamazoo	Kalamazoo	New	Grant	10/21/16	\$387,147	\$386,714	\$2,409,138	\$1,563,168	\$1,933,568	\$2,618,027	4,912	3,565	3,226	2	Monitoring	5
	Detroit Entrepreneur Development LLC	Jackson	Jackson	New	Other	10/25/16	\$1,300,000	\$1,300,000	\$5,385,838	\$5,200,000	\$0	\$4,168,969	8,500	29,655	0	30	Monitoring	3
	Offsite Lake Drive LLC*	Grand Rapids	Kent	New	Other	10/25/16	\$1,773,700	\$1,773,700	\$11,942,125	\$6,439,000	\$9,332,571	\$8,565,000	7,467	42,321	0	41	Ended	9
	Hinman Lake LLC	Muskegon	Muskegon	New	Grant	10/31/16	\$450,600	\$450,600	\$2,603,125	\$1,802,400	\$2,572,333	\$3,050,000	5,832	24,060	0	20	Monitoring	5
	Metropolitan Hotel Partners LLC	Detroit	Wayne	New	Loan	11/22/16	\$6,500,000	\$6,500,000	\$34,056,974	\$26,000,000	\$28,233,076	\$27,613,692	81,000	0	7,000	0	Monitoring	8
	Exchange Building LLC*	Kalamazoo	Kalamazoo	New	Other	12/20/16	\$6,400,000	\$6,400,000	\$52,691,371	\$32,000,000	\$0	\$40,389,311	0	0	0	0	Monitoring	9
	BGR Investments LLC	Lowell	Kent	New	Grant	12/22/16	\$193,200	\$193,200	\$1,189,342	\$673,360	\$841,556	\$1,407,000	9,600	0	0	0	Monitoring	4
	Coe Van Dyke LLC	Detroit	Wayne	New	Grant	02/23/17	\$730,933	\$730,933	\$3,266,717	\$2,923,732	\$3,655,879	\$3,424,352	0	17,456	1,354	12	Monitoring	5
	AG Selden LLC	Detroit	Wayne	New	Other	03/28/17	\$1,000,000	\$1,000,000	\$7,236,720	\$4,396,128	\$5,034,291	\$3,816,592	0	9,636	18,978	8	Monitoring	18
	Skypoint Ventures LLC	Flint	Genesee	New	Grant	03/28/17	\$1,000,000	\$957,521	\$5,139,952	\$4,748,362	\$5,319,560	\$6,248,111	44,000	0	2,354	0	Monitoring	5
	SVRC Industries Incorporated	Saginaw	Saginaw	New	Loan	04/25/17	\$3,475,000	\$3,475,000	\$20,689,043	\$14,574,000	\$14,899,826	\$21,186,000	50,000	0	11,000	0	Monitoring	10
	Bridge and Stocking, LLC*	Grand Rapids	Kent	New	Other	04/25/17	\$6,300,000	\$6,300,000	\$55,615,000	\$38,795,000	\$0	\$42,715,000	0	0	0	0	Monitoring	10
	6402 Woodward Ave LLC	Detroit	Wayne	New	Grant	06/15/17	\$750,000	\$750,000	\$6,825,305	\$4,579,487	\$6,186,832	\$9,064,659	0	17,040	9,810	23	Monitoring	4
	213 Development LLC*	Bay City	Bay	Expansion	Loan	06/27/17	\$2,400,000	\$2,400,000	\$10,723,004	\$7,764,000	\$0	\$11,230,853	0	0	0	0	Monitoring	7
	The Corner Lender LLC*	Detroit	Wayne	New	Loan	07/25/17	\$4,375,000	\$4,375,000	\$27,291,067	\$21,875,000	\$0	\$27,900,305	0	0	0	0	Monitoring	8
	TKJ Fenton L.L.C.	Fenton	Genesee	New	Grant	07/25/17	\$543,743	\$543,743	\$5,790,000	\$4,198,744	\$5,814,844	\$7,840,944	24,244	0	8,040	0	Monitoring	6
	Looney Moon LLC	Lansing	Ingham	New	Grant	08/22/17	\$300,000	\$0	\$1,396,023	\$1,260,990	\$0	\$1,048,850	0	0	0	0	Monitoring	6
	550 Bears LLC	Flint	Genesee	New	Grant	09/26/17	\$1,500,000	\$1,500,000	\$11,149,687	\$6,453,656	\$7,567,070	\$12,675,045	0	0	0	0	Monitoring	6
	HB BM East Lansing LLC*	East Lansing	Ingham	New	Loan	09/26/17	\$6,750,000	\$6,750,000	\$126,603,899	\$33,750,000	\$0	\$120,000,000	0	0	0	0	Monitoring	6
Geenen DeKock Properties LLC*	Holland	Ottawa	New	Other	09/26/17	\$1,000,000	\$1,000,000	\$9,100,000	\$5,000,000	\$9,138,470	\$8,100,000	0	19,060	35,254	16	Monitoring	10	
FY 2018	Wabash & Main LLC <sup>7</sup>	Milan	Washtenaw	New	Grant	10/24/17	\$1,123,601	\$1,123,601	\$5,265,118	\$2,795,523	\$5,272,129	\$368,455	0	16,500	26,500	15	Monitoring	9
	Landmark Port Huron LLC	Port Huron	St. Clair	New	Grant	10/24/17	\$644,330	\$644,330	\$2,483,303	\$2,061,860	\$0	\$2,506,320	0	0	0	0	Monitoring	5
	Bagley Forest Property LLC*	Detroit	Wayne	New	Grant	11/28/17	\$1,300,000	\$0	\$6,779,317	\$4,230,000	\$0	\$6,905,631	0	0	0	0	Monitoring	6
	North Channel Investors LLC*	Manistee	Manistee	New	Grant	11/28/17	\$970,000	\$970,000	\$4,417,639	\$3,200,308	\$3,927,963	\$4,155,000	8,000	8,000	0	10	Monitoring	4
	The Original and Only Thompson Block LLC*	Ypsilanti	Washtenaw	New	Other	12/19/17	\$3,175,000	\$3,175,000	\$11,779,614	\$7,620,200	\$0	\$9,011,462	0	0	0	0	Monitoring	7
	L&P Properties LLC	Lansing	Ingham	New	Grant	01/05/18	\$92,960	\$80,506	\$508,635	\$372,224	\$402,529	\$547,024	2,145	2,145	2,145	2	Monitoring	5
	3424 Chicago Drive LLC	Hudsonville	Ottawa	New	Grant	01/12/18	\$686,645	\$686,645	\$3,549,665	\$2,840,980	\$3,551,227	\$3,551,227	3,400	8,400	8,400	9	Monitoring	5
	13 N. Washington Street LLC	Ypsilanti	Washtenaw	New	Grant	01/29/18	\$295,000	\$295,000	\$1,183,387	\$946,697	\$1,268,749	\$1,268,749	9,000	0	0	0	Monitoring	4
	Y Site LLC*	Lansing	Ingham	New	Other	02/27/18	\$2,957,000	\$2,957,000	\$24,665,567	\$14,785,000	\$0	\$20,824,637	0	0	0	0	Monitoring	44
	Jackson Entertainment LLC*	Grand Rapids	Kent	New	Other	04/24/18	\$5,500,000	\$5,500,000	\$69,093,423	\$29,910,000	\$0	\$34,684,905	0	0	0	0	Monitoring	9
	George F. Eyde Family LLC*	Lansing	Ingham	New	Other	04/24/18	\$2,400,000	\$2,400,000	\$13,698,710	\$9,600,000	\$0	\$7,418,439	0	0	0	0	Monitoring	8
	Holden Block LLC	Detroit	Wayne	New	Grant	05/15/18	\$400,000	\$0	\$2,914,714	\$1,853,018	\$2,048,054	\$2,887,849	19,700	0	17,500	0	Monitoring	5
	Great Lakes Development Investments Inc.	Muskegon	Muskegon	New	Other	05/22/18	\$1,500,000	\$1,500,000	\$7,267,890	\$6,000,000	\$0	\$3,998,003	0	0	0	0	Monitoring	5
	400 Rose LLC*	Kalamazoo	Kalamazoo	New	Other	06/26/18	\$4,400,000	\$4,400,000	\$25,558,576	\$17,600,000	\$0	\$6,868,250	0	0	0	0	Monitoring	9
	Communities First Inc.	Flint	Genesee	New	Grant	06/26/18	\$1,000,000	\$0	\$15,515,679	\$3,382,000	\$0	\$0	0	0	0	0	Monitoring	5
Gemini Capital Management LLC	Alma	Gratiot	New	Grant	07/24/18	\$109,172	\$109,172	\$306,700	\$209,778	\$262,410	\$280,402	0	2,900	0	3	Monitoring	4	

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*

**EXHIBIT 1 *continued***  
**MSF BOARD ACTION TAKEN: EXECUTED AGREEMENT**  
 Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount <sup>1</sup>	Minimum eligible investment <sup>2</sup>	Verified eligible investment <sup>3</sup>	Actual private investment attracted as reported to the MSF <sup>4</sup>	Commercial: sq. footage revitalized/ added	Residential: sq. footage revitalized/ added	Retail: sq. footage revitalized/ added	Number of residential units revitalized/ added	Status <sup>10</sup>	Duration of economic assistance (years)
FY 2018	Uptown Reinvestment Corporation Inc.*	Flint	Genesee	New	Other	08/28/18	\$7,949,000	\$7,949,000	\$37,982,531	\$31,796,000	\$0	\$14,216,173	0	0	0	0	Monitoring	19
	Main Street Uptown Development LLC	Bay City	Bay	New	Grant	09/15/18	\$575,000	\$0	\$8,022,566	\$6,397,519	\$0	\$8,218,142	0	0	0	0	Monitoring	5
	Temple Group Holdings LLC*	Detroit	Wayne	New	Other	09/25/18	\$5,697,000	\$5,697,000	\$67,679,658	\$36,473,000	\$0	\$23,400,000	0	0	0	0	Monitoring	7
	URC South 600 LLC	Flint	Genesee	New	Grant	09/27/18	\$200,000	\$200,000	\$1,221,509	\$889,541	\$1,126,197	\$1,129,406	0	0	0	0	Monitoring	5
FY 2019	MDH Development LLC <sup>9a</sup>	Battle Creek	Calhoun	New	Loan	11/27/18	\$10,000,000	\$10,000,000	\$32,330,000	\$20,000,000	\$0	\$13,500,000	0	0	0	0	Monitoring	4
	Corlin Builders Inc.	Fenton	Genesee	New	Grant	12/12/18	\$750,000	\$0	\$6,314,541	\$5,031,000	\$0	\$355,384	0	0	0	0	Monitoring	6
	600 E. Michigan-Lansing LLC*	Lansing	Ingham	New	Grant	12/18/18	\$1,500,000	\$0	\$40,000,000	\$10,306,652	\$0	\$7,407,735	0	0	0	0	Monitoring	11
	Kzoo Hotel Partners LLC*	Kalamazoo	Kalamazoo	New	Other	02/26/19	\$7,454,000	\$7,454,000	\$44,065,463	\$29,816,000	\$0	\$37,792,423	0	0	0	0	Monitoring	5
	515 Ionia LLC*	Lansing	Ingham	New	Grant	03/26/19	\$254,362	\$0	\$1,468,779	\$1,017,447	\$0	\$243,855	0	0	0	0	Monitoring	5
	South Haven Center LLC	South Haven	Van Buren	New	Grant	04/16/19	\$750,000	\$0	\$3,827,767	\$3,126,274	\$0	\$3,900,000	0	0	0	0	Monitoring	4
	Canute Properties LLC	Alpena	Alpena	New	Grant	04/19/19	\$622,939	\$0	\$867,316	\$996,700	\$0	\$495,356	0	0	0	0	Monitoring	5
	FCM Development LLC	St. Johns	Clinton	New	Grant	04/25/19	\$429,534	\$0	\$2,020,000	\$1,723,180	\$0	\$0	0	0	0	0	Monitoring	4
	City of Boyne City*	Boyne City	Charlevoix	New	Grant	04/29/19	\$408,515	\$0	\$408,515	\$653,464	\$0	\$0	0	0	0	0	Monitoring	4
	Record Box LLC	Battle Creek	Calhoun	New	Grant	05/08/19	\$415,000	\$0	\$1,405,233	\$1,334,666	\$0	\$250,000	0	0	0	0	Monitoring	5
	Cheboygan Main Street LLC	Cheboygan	Cheboygan	New	Grant	05/13/19	\$417,500	\$0	\$485,300	\$668,000	\$0	\$0	0	0	0	0	Monitoring	4
	D-Town Grand LLC	Detroit	Wayne	New	Grant	05/26/19	\$220,682	\$0	\$902,379	\$706,184	\$0	\$852,379	0	0	0	0	Monitoring	4
	Wax Real Estate Holdings LLC	Linden	Genesee	New	Grant	06/06/19	\$723,975	\$0	\$3,790,158	\$2,908,021	\$0	\$0	0	0	0	0	Monitoring	4
	Jim Gilmore, Jr. Foundation*	Kalamazoo	Kalamazoo	New	Grant	06/07/19	\$487,000	\$0	\$5,077,334	\$3,088,384	\$0	\$1,231,085	0	0	0	0	Monitoring	5
Gemini Capital Management VIII LLC	Alma	Gratiot	New	Grant	07/15/19	\$316,534	\$0	\$421,664	\$506,454	\$0	\$421,507	0	0	0	0	Monitoring	4	
WB Vacation Properties LLC*	Cheboygan	Cheboygan		Grant	07/29/19	\$490,538	\$0	\$1,029,842	\$784,861	\$0	\$388,184	0	0	0	0	Monitoring	4	
<b>TOTAL</b>							<b>\$260,908,393</b>	<b>\$249,088,916</b>	<b>\$2,006,598,586</b>	<b>\$1,178,097,927</b>	<b>\$911,377,513</b>	<b>\$1,651,367,162</b>	<b>2,369,175</b>	<b>2,905,832</b>	<b>685,100</b>	<b>3,045</b>		<b>7.69</b>

**EXHIBIT 1**  
**MSF BOARD ACTION TAKEN: NO EXECUTED AGREEMENT**  
 Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount <sup>1</sup>	Minimum eligible investment	Verified eligible investment	Actual Private Investment Attracted <sup>3</sup>	Commercial: sq. footage revitalized/ added	Residential: sq. footage revitalized/ added	Retail: sq. footage revitalized/ added	Number of residential units revitalized/ added	
	Jackson Downtown Partners LLC	Jackson	Jackson	New	Other	02/26/19	\$3,066,250	\$0	\$13,560,651								
	IDRE3 LLC	Detroit	Wayne	New	Loan	03/26/19	\$3,500,000	\$0	\$22,500,000								
	Cadillac Lofts LLC	Cadillac	Wexford	New	Grant	06/25/19	\$1,500,000	\$0	\$17,786,788								
	RainCheck Development LLC	Detroit	Wayne	New	Loan	09/24/19	\$1,400,000	\$0	\$8,159,970								
	Benton Harbor Flats LLC	Benton Harbor	Berrien	New	Grant	09/24/19	\$1,500,000	\$0	\$3,600,709								
<b>TOTAL</b>							<b>\$10,966,250</b>	<b>\$0</b>	<b>\$65,608,118</b>								
<b>GRAND TOTAL</b>							<b>\$271,874,643</b>	<b>\$249,088,916</b>	<b>\$2,072,206,704</b>	<b>\$1,178,097,927</b>	<b>\$911,377,513</b>	<b>\$1,651,367,162</b>	<b>2,369,175</b>	<b>2,905,832</b>	<b>685,100</b>	<b>3,045</b>	

Total active projects: 123

Total written agreements: 118

Aggregate increase in taxable value: \$210,864,837 (as self reported by the companies on their annual progress reports)

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued***EXHIBIT 1**

Fiscal year 2019: 10/01/2018–09/30/2019

1 The proposed private investment amount may include other sources of non-MSF public dollars in the form of tax credits, grants, federally insured loans or other funding. It does not include the MSF's MCRP contribution.

2 Minimum eligible investment means the minimum amount of eligible investment required to be spent by the company on the project.

3 Verified eligible investment means the actual hard costs incurred and paid by the company on the project. Hard costs include demolition, construction, alteration, rehabilitation or improvement of buildings, site improvements, the addition of machinery, equipment or fixtures to the property, or professional fees or costs for the project for architectural services, engineering services, Phase I environmental site assessment, Phase II environmental site assessment, baseline environmental assessment or surveying services.

4 If a company meets all of its contractually required milestones and makes its minimum eligible investment for the project, the company will receive disbursement of its MCRP incentive to reimburse those hard costs. Therefore, actual private investment attracted may decrease once the project is complete and after the company has been reimbursed for its hard costs. Actual private investment attracted for direct loans, loan participations, collateral support and equity total funds secured for the project as a whole, not just paid to date, less the MCRP incentive amount.

5 Two awards were approved for this project, an equity contribution of \$1,455,000 and a grant of \$1,000,000.

6 Two awards were approved for this project, a loan participation of \$2,826,000 in 2016 and a grant of \$1,000,000 in 2018.

7 Two awards were approved for this project, a grant of \$873,601 in 2015 and a grant of \$250,000 in 2017.

8 Two awards were approved for this project, a grant of \$1,000,000 and a loan of \$1,400,000.

9 Two awards were approved for this project, a loan of \$1,713,123 and an equity contribution of \$8,287,877.

10 Additional stages have been created to clarify the status of each incentive as defined below:

- Ended: The company has successfully met all requirements of the grant agreement and amendments.
- Monitoring: The project has been approved by the MSF board and the agreement has been fully executed. The agreement remains the monitoring stage until all agreement requirements are fully met.

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

\*\* Project is an other investment without a specific duration.

\*\*\*On average, the duration of a MCRP incentive is 7.69 years.

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*

**EXHIBIT 2**  
**MCRP GUIDELINE WAIVERS**  
 Fiscal year 2019: 10/01/2018–09/30/2019

Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Outside of parameters
25 Michigan Holdings LLC	11/27/18	Battle Creek	Calhoun	New	Loan	\$10,000,000	<p>The Heritage Tower project was awarded a \$10 million MCRP loan and equity investment to rehabilitate a vacant, historic building into an active mixed-use development in downtown Battle Creek.</p> <p>The project deviates from the following MCRP parameters: 1) Developer and related party fees limited to 4%. Deviation accepted because the additional 2.16% will be deferred, and later paid through available cash flow; 2) Minimum owner equity of 10%. Deviation accepted because the development team and other related parties have contributed over \$1.3 million to the property over the course of the past five years to cover carrying costs and predevelopment costs and approval recognizes \$560,000 of these previously incurred costs as owner equity and other equity contributed by prior development team of \$740,000; 3) Equity structure deviates from the MCRP parameters preferred economic equity structure. Deviation accepted due to unique nature of the project and the significant involvement of City of Battle Creek and Battle Creek Unlimited and projected return of cash flow to the MSF.</p> <p>1) Minimum debt service coverage ratio (DSCR) of 1.20 to 1.00, 2) limit of award to 20% of eligible investment unless the project qualifies as historic. Deviations were accepted due to the challenges of the site and the evidence of commitment by all parties involved, including financing by double bottom line lenders committed to seeing this project through to a successful conclusion.</p>
600 E. Michigan-Lansing LLC	12/18/18	Lansing	Ingham	New	Grant	\$1,500,000	<p>The project will be new construction and will redevelop approximately 4.2 acres of blighted, contaminated property into a four-story, mixed use building consisting of an urban grocery market, market-rate residential units and a hotel. The project deviates from the following MCRP parameters: 1) Minimum debt service coverage of 1.20:1.00. Deviation accepted because the proforma debt service coverage ratio is anticipated to average 1.19:1.00 through the 20-year horizon based on the committed financing for the project; 2) MCRP performance based grant limit \$750,000. Deviation accepted due to the tight cash flow and the low level of return on investment to the developer currently anticipated to be 2.61%.</p>
Kzoo Hotel Partners LLC	02/26/19	Kalamazoo	Kalamazoo	New	Other	\$7,454,000	<p>Kzoo Hotel Partners LLC plans to redevelop the historic Rose Street Market building and adjacent parking lot into hotel and commercial space in downtown Kalamazoo. The project deviates from the following MCRP parameters: 1) Minimum debt service coverage ratio (DSCR) of 1.20 to 1.00. Deviation accepted due to the financial strength of the development team and their experience with owning and operating similar developments; 2) Limit of award to 20% of eligible investment unless the project qualifies as historic. Additionally, MEDC staff is requesting an MCRP award above 20%. Deviation accepted because the project is seeking a Green Globes Certification for long term energy efficiency resulting in additional project costs up front of approximately \$1,400,000.</p>
Jackson Downtown Partners LLC	02/26/19	Jackson	Jackson	New	Other	\$3,066,250	<p>The project is a four-story, mixed-use development on a vacant brownfield site in downtown Jackson, consisting of approximately 4,100 square feet of ground floor commercial space and 86 residential rental units. The project deviates from the following MCRP parameters: 1) Limit of award to 20% of eligible investment unless the project qualifies as historic. Deviation accepted because the project will utilize the LEED (Leadership in Energy and Environmental Design) framework in design, construction and operations and will obtain a third-party opinion the project could qualify for a third-party green certification; 2) MCRP performance based grant limit \$750,000. Deviation accepted because \$750,000 of the \$1,500,000 forgivable portion of the loan will be repayable through a success fee at the time of the MSF's exit from the project.</p>
Kercheval Associates LLC	03/26/19	Detroit	Wayne	New	Loan	\$3,500,000	<p>IDRE3 LLC was awarded \$3.5 million in MCRP funds in support of a four-story infill project in Detroit's West Village neighborhood. The project deviates from the following MCRP parameter: Minimum debt service coverage ratio (DSCR) of 1.20 to 1.00. Deviation accepted because cash flow will be supported by a rental reserve and operating reserve combined to total \$1,200,000. Additionally, future cash potential will be improved as a portion of the affordability requirements expire.</p>
515 Ionia LLC	03/26/19	Lansing	Ingham	New	Grant	\$254,362	<p>This project will completely renovate two traditional-style mixed-use buildings near the capitol in downtown Lansing with six new residential units and four commercial/retail spaces. The applicant anticipates that the project will result in a total capital investment of \$1,468,779. The project deviates from the following MCRP parameter: 1) Limit of award to 20% of eligible investment unless the project qualifies as historic. Deviation accepted because the applicant has applied to have the buildings listed in the National Register of Historic Places. SHPO approved the request and the request was under review by the National Parks Service at the time that this went to the MSF for consideration.</p>
<b>TOTAL</b>						<b>\$25,774,612</b>	



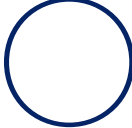
## CDBG GRANT AWARDS

<b>CDBG GRANT AWARDS</b>				
Fiscal year 2019: 10/01/2018–09/30/2019				
<b>MSF approval date</b>	<b>Pass-through grantee</b>	<b>County</b>	<b>Project description</b>	<b>Award amount</b>
02/05/19	City of Cadillac	Wexford	Blight elimination: Cadillac Lofts	\$831,864
02/21/19	City of Houghton	Houghton	Historic preservation: Copper Range Depot	\$605,750
01/22/19	City of Gladwin	Gladwin	Frozen water infrastructure	\$1,030,000
09/28/19	City of Escanaba	Delta	Façade improvements	\$492,545
06/13/19	Village of Paw Paw	Van Buren	Project Rising Tide	\$607,383
01/22/19	City of Big Rapids	Mecosta	Frozen water infrastructure	\$1,815,600
01/22/19	Village of North Branch	Lapeer	Frozen water infrastructure	\$1,090,839
01/22/19	City of Howell	Livingston	Frozen water infrastructure	\$1,753,179
01/22/19	Village of Calumet	Houghton	Frozen water infrastructure	\$1,074,600
01/22/19	City of Durand	Shiawassee	Frozen water infrastructure	\$1,516,500
01/22/19	City of Gaylord	Otsego	Frozen water infrastructure	\$1,457,300
01/22/19	City of East Jordan	Charlevoix	Frozen water infrastructure	\$2,000,000
01/22/19	City of Laingsburg	Shiawassee	Frozen water infrastructure	\$1,235,800
01/22/19	City of Albion	Calhoun	Frozen water infrastructure	\$2,029,600
01/22/19	Village of Howard City	Montcalm	Frozen water infrastructure	\$1,637,500
03/13/19	Otsego County	Otsego	Public facility: Trailhead	\$300,000
07/09/19	Township of Baraga	Baraga	Job creation: Fabricator Diversification	\$73,000
10/16/18	City of Sault Ste. Marie	Chippewa	Façade improvements	\$485,505
02/21/19	City of Mason	Ingham	Building rehabilitation: Wren Redevelopment	\$462,658
10/17/18	City of Grayling	Crawford	Project Rising Tide: Canoe Launch	\$328,372
11/19/18	City of Sandusky	Sanilac	Project Rising Tide: Pedestrian Walkway	\$800,859
04/23/19	City of Hillsdale	Hillsdale	Project Rising Tide: Dawn Theatre	\$1,415,000
08/13/19	City of Gaylord	Otsego	Façade improvements	\$140,180
06/13/19	City of Sault Ste. Marie	Chippewa	Rental rehabilitation: Portage Street	\$484,231
04/23/19	City of Tawas City	Iosco	Public facility: Pier Enhancements	\$3,589,949
08/23/19	City of South Haven	Van Buren	Placemaking initiative: Center Street	\$901,000
12/05/18	City of Wayland	Allegan	Historic preservation: Superior Street	\$115,034
03/04/19	City of Charlotte	Eaton	Project Rising Tide: Beach Market	\$213,920
01/04/19	City of Lapeer	Lapeer	Public facility: Teamworks	\$995,811
12/16/18	City of Owosso	Shiawassee	Façade improvements	\$355,472
<b>TOTAL</b>				<b>\$29,839,451</b>

**CDBG GRANT AWARDS** *continued*

<b>CDBG GRANT AMENDMENTS</b>				
Fiscal year 2019: 10/01/2018–09/30/2019				
<b>MSF approval date</b>	<b>Pass-through grantee</b>	<b>County</b>	<b>Project description</b>	<b>Award amount</b>
03/21/19	Village of Middleville	Barry	Building rehabilitation: Lofts of Middleville	\$150,581
05/16/19	City of Howell	Livingston	Frozen water infrastructure	\$268,066
06/02/19	Village of Howard City	Montcalm	Frozen water infrastructure	\$162,050
06/03/19	Village of Calumet	Houghton	Frozen water infrastructure	\$245,489
07/26/19	City of Newaygo	Newaygo	Façade improvement project	\$76,075
<b>TOTAL</b>				<b>\$902,261</b>

## FAÇADE RESTORATION INITIATIVE

 In April 24, 2018, the MSF approved the creation and operation of the Façade Restoration Initiative to award grants to eligible applicants. The Façade Restoration Initiative (FRI) is a community development program intended to strengthen and expand the positive impact of local façade improvement programs in downtowns and commercial corridors around the state. The MSF grants

funding to eligible applicants who, in turn, re-grants the MSF funds to individual façade project grantees. MSF funds cannot be used to pay for more than 50 percent of the costs of each individual façade projects. Consequently, at least 50 percent of the costs of each individual façade projects should come from other sources such as private funding, local match funding and/or donation-based crowdfunding.

<b>FAÇADE RESTORATION INITIATIVE</b>									
Fiscal year 2019: 10/01/2018–09/30/2019									
<b>FY approved</b>	<b>Awardee name</b>	<b>MSF approval date</b>	<b>Municipality</b>	<b>County</b>	<b>Incentive type</b>	<b>Award amount</b>	<b>Amount disbursed</b>	<b>Incentive status</b>	<b>Term of incentive</b>
2018	Marquette Downtown Development Authority	08/28/18	Marquette	Marquette	Grant	\$300,000	\$300,000	Monitoring	12/18/18–03/31/21
	Wayland Downtown Development Authority	08/28/18	Wayland	Allegan	Grant	\$200,000	\$100,000	Monitoring	12/05/18–03/31/21
	Ypsilanti Downtown Development Authority	08/28/18	Ypsilanti	Washtenaw	Grant	\$300,000	\$150,000	Monitoring	12/21/18–03/31/21

## BROWNFIELD TAX INCREMENT FINANCING

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

On January 1, 2012, the Brownfield Tax Credit Program

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

Brownfield Tax Credits are addressed under the “Legacy Programs” section of this report.

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

<b>BROWNFIELD TIF PROJECTS</b>					
Fiscal year 2019: 10/01/2018–09/30/2019					
MSF approval date	Brownfield authority	Project name	Municipality	County	MSF brownfield TIF amount
11/08/18	City of Muskegon BRA	Pigeon Hill Brewing Company LLC project	Muskegon	Muskegon	\$329,732
11/27/18	City of Hazel Park BRA	Tri-County Commerce Center Redevelopment Project No. 2 and No. 3	Hazel Park	Oakland	\$21,436,910
11/27/18	City of Battle Creek BRA	Heritage Tower	Battle Creek	Calhoun	\$2,426,600
11/27/18	City of Kalamazoo BRA	Catalyst 12	Kalamazoo	Kalamazoo	\$3,844,493
12/18/18	City of Grand Rapids BRA	10 Ionia Avenue NW	Grand Rapids	Kent	\$2,131,741
12/18/18	Lansing BRA	Capital City Market	Lansing	Ingham	\$5,908,518
12/18/18	City of Detroit BRA	Joe Louis Arena redevelopment project	Detroit	Wayne	\$13,172,392
01/04/19	City of Grand Rapids BRA	111 Halo LLC	Grand Rapids	Kent	\$142,336
02/26/19	City of Jackson BRA	200 Redevelopment project	Jackson	Jackson	\$757,679
02/26/19	City of Kalamazoo BRA	Kzoo Hotel partners	Kalamazoo	Kalamazoo	\$3,413,041
02/26/19	City of Grand Rapids BRA	Michigan Meadows LLC	Grand Rapids	Kent	\$2,021,784
03/26/19	County of Oakland BRA	Ford Wixom site development project	Wixom	Oakland	\$3,480,000
03/26/19	Township of Waterford BRA	Summit Place Mall redevelopment project	Waterford	Oakland	\$12,864,514
03/26/19	City of Cadillac BRA	412 Cadillac-412 S. Mitchell Street	Cadillac	Wexford	\$102,243
03/26/19	City of Lansing BRA	Belen Buildings redevelopment project	Lansing	Ingham	\$220,420
04/11/19	City of Grand Rapids BRA	12 Weston project	Grand Rapids	Kent	\$419,425
05/21/19	City of Kalamazoo BRA	1101 Portage Street	Kalamazoo	Kalamazoo	\$280,018
05/21/19	City of Detroit BRA	Albert Kahn Building redevelopment project	Detroit	Wayne	\$2,967,675
05/21/19	City of Detroit BRA	Cambria @ The Ashton Redevelopment project	Detroit	Wayne	\$8,448,739
06/07/19	City of Kalamazoo BRA	The Michigan Building	Kalamazoo	Kalamazoo	\$423,459
06/25/19	City of Detroit BRA	Proposed Chemical Bank headquarters project	Detroit	Wayne	\$16,698,029
06/25/19	City of Cadillac BRA	Cadillac Lofts	Cadillac	Wexford	\$840,355
07/16/19	County of Shiawassee BRA	7505 M-71 redevelopment project	Durand	Shiawassee	\$988,500
07/23/19	City of Detroit BRA	Proposed SoMA redevelopment	Detroit	Wayne	\$9,965,000

BROWNFIELD TAX INCREMENT FINANCING *continued*

<b>BROWNFIELD TIF PROJECTS</b> <i>continued</i>					
Fiscal year 2019: 10/01/2018–09/30/2019					
MSF approval date	Brownfield authority	Project name	Municipality	County	MSF brownfield TIF amount
07/23/19	City of Detroit BRA	Mack and Connor redevelopment project	Detroit	Wayne	\$92,853,618
07/23/19	City of Holland BRA	Parking deck project	Holland	Ottawa	\$6,901,450
07/23/19	City of Detroit BRA	The Mid at 3750 project	Detroit	Wayne	\$58,331,654
07/23/19	County of Kalamazoo BRA	Mill at Vicksburg project (Transformational Brownfield Plan)	Vicksburg	Kalamazoo	\$30,074,426
07/29/19	City of Cheboygan BRA	WB Vacation Properties	Cheboygan	Cheboygan	\$320,128
09/11/19	City of Marquette BRA	231 West Patisserie	Marquette	Marquette	\$271,608
09/21/19	County of Oakland BRA	Project Growth Peninsula Plastics	Pontiac	Oakland	\$269,832
09/24/19	City of Detroit BRA	40 Hague redevelopment	Detroit	Wayne	\$561,538
09/24/19	City of Lansing BRA	Farnum Building redevelopment	Lansing	Ingham	\$2,823,450
09/24/19	County of Kalamazoo BRA	Graphic Packaging International	Kalamazoo	Kalamazoo	\$21,064,391
<b>TOTAL</b>					<b>\$326,755,698</b>

<b>BROWNFIELD TIF AMENDMENTS</b>								
Fiscal year 2019: 10/01/2018–09/30/2019								
Original approval date	Amended date	Brownfield authority	Project name	Municipality	County	Original TIF amount	Amended TIF amount	Amendment action
12/14/10	04/22/19	City of Lansing BRA	Marketplace development	Lansing	Ingham	\$6,717,356	\$6,717,356	Amendment 3. Extended time to complete eligible activities and adjustments to the park improvement activities to December 31, 2028.
11/13/07	07/23/19	City of Holland BRA	Parking deck project	Holland	Ottawa	\$4,031,000	\$6,901,450	Amendment 1. Amended to change scope of project to include 20,000-square-foot multi-tenant office building and public snowmelt equipped sidewalks.
07/22/14	07/23/19	City of Detroit BRA	The Mid at 3750 project	Detroit	Wayne	\$8,033,979	\$58,331,654	Amendment 2. This work plan amendment includes a scope change from the construction of a five-story mixed-use medical building, rehabilitation of an existing 12-story tower, and a parking deck to the rehabilitation of the existing 12-story building and the new construction of a 25-story hotel tower; a 27-story building containing 180 multi-family units and five levels of integrated parking; a 12-story building containing 198 co-living residential units and retail on the first two floors, and two single story cultural/arts buildings whose final programming has not been determined. The total square footage for the project is approximately 1,104,038 square feet and will include a total capital investment of \$376,981,185, which is an increase of \$303,981,185 over the previously approved work plan.
<b>TOTAL</b>						<b>\$18,782,335</b>	<b>\$71,950,460</b>	

## MICHIGAN COUNCIL FOR ARTS AND CULTURAL AFFAIRS

The Michigan Council for Arts and Cultural Affairs (MCACA) serves as the state agency that administers appropriations for matching grants, facilitates communication networks and develops funding resources for arts and cultural activities. MCACA makes grants in six competitive grant programs. At the time of this reporting, the FY 2019 grantees of MCACA grants reported 14.3 million individuals, including 5.4 million youth, benefited from MCACA grants. The grantees also report 8,757 full-time equivalent employees and contracting with 99,071 Michigan independent contractor artists.

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

**Touring Arts:** 152 grant awards totaling \$80,000

**Bus Trek Grants:** 98 grant awards totaling \$39,332

**Arts Equipment and Supplies Grants:** 51 grant awards totaling \$60,668

**Regional Regranting:** 244 grant awards totaling \$508,155

**Arts Midwest:** 26 direct grant awards totaling \$72,332

Overall, funds appropriated for MCACA in FY 2019 resulted in 1,053 grants being made in 76 counties across the state for arts and cultural activities. In addition, when all MCACA grant-making is considered by legislative district, MCACA reached every Congressional District, every State Senate District and 107 of the 110 State House Districts with some type of arts and cultural funding.

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

### MCACA DIRECT GRANTS PROGRAM<sup>1</sup>

Fiscal year 2019: 10/01/2018–09/30/2019

Grant type	Number of awards	Individuals benefiting	Award amount	Overall match
Arts in Education Residencies	30	15,819	\$261,633	\$784,827
Capital Improvements Program	83	1,247	\$2,906,722	\$10,679,655
Operational support	288	14,686,884	\$5,393,797	\$5,393,797
Project support	65	545,269	\$980,848	\$3,954,107
Regional Regranting Mini-grant Program	30	271,042	\$699,720	\$2,555,837
Services to the Field	9	9,272,343	\$559,213	\$7,747,208
<b>TOTAL</b>	<b>505</b>	<b>24,792,604</b>	<b>\$10,801,933</b>	<b>\$31,115,431</b>

<sup>1</sup> Includes all grants awarded in FY 2019 and financial activity through November 26, 2019.

# IMAGE



## TRAVEL MICHIGAN

### Pure Michigan Tourism Marketing Campaign

In FY 2019, the Pure Michigan tourism marketing campaign attracted visitors to the state via three major seasonal campaigns: fall, winter, spring/summer. The vast majority of this advertising was out-of-state, both regionally and nationally. The amount spent on out-of-state media was \$15,384,831.

The total amount spent for the Pure Michigan campaign in FY 2019 was \$17,572,124. In-state and out-of-state advertising featured:

- Agriculture: \$1,333,000
- Fishing: \$1,282,798
- Other (cultural, vacation, recreational, leisure): \$14,956,326

The Travel Michigan media plan, on the following page, details the spending, types of media purchased and markets for the FY 2019 fall, winter and spring/summer advertising campaigns.

The campaign continues to be recognized by peers in other states and the travel industry. Pure Michigan was recognized by the annual Hospitality Sales and Marketing Association International (HSMIAI) with two Adrian Awards: Gold in Public Relations—Influencer Marketing for “Pure Michigan Fall and Seek;” and Silver in Advertising—Television for “A Postcard from Michigan.”

Co-branding relationships continued in FY 2019 with marketing partnerships that included the Detroit Tigers, Detroit Belle Isle Grand Prix, Pure Michigan Ford F-150, Spartan Nash/Coca-Cola, Vernors, and Detroit Metropolitan Airport (International and McNamara concourses).

There were 14 new commercials produced in FY 2019 including six radio spots, three television ads and five digital pre-roll videos.

Regional markets for FY 2019 included:

Chicago	Ft. Wayne	Nashville
Cincinnati	Grand Rapids	Pittsburgh
Cleveland	Green Bay	South Bend
Columbus	Indianapolis	Southern
Dallas	Lansing	Ontario, Can.
Dayton	Louisville	St. Louis
Detroit	Milwaukee	Toledo
Flint	Minneapolis	Traverse City

In 2019, more than 5.8 million visits were made to Michigan from outside of the state as a result of exposure to the Pure Michigan campaign. These visitors spent \$2.3 billion in communities and local businesses across the state.

The result of these trips and visitor spending was a return on investment (ROI) of \$8.79 for every dollar spent on the combined Pure Michigan warm weather and fall campaigns.

The full report is available at [www.michigan.org/industry/researchandreports](http://www.michigan.org/industry/researchandreports).

<b>TRAVEL WEB ACTIVITY ON MICHIGAN.ORG</b>	
Fiscal year 2019: 10/01/2018–09/30/2019	
Month	Number of web visits
October	852,296
November	501,034
December	573,258
January	674,316
February	609,819
March	768,507
April	850,586
May	1,199,207
June	1,553,528
July	1,784,519
August	1,481,322
September	998,691
<b>TOTAL</b>	<b>11,847,083</b>



## TRAVEL MICHIGAN *continued*

There were 11,847,083 total michigan.org web visits in FY 2019. External clicks to Michigan tourism properties numbered 2,457,682. There were 512,323 subscribers to the Pure Michigan consumer e-newsletter; 302,877 subscribers to the featured deals e-newsletter; 32,702 subscribers to the tourism update; and 228,331 subscribers to the fall color reports.

Social media channels: Total fans/followers on the following channels as of September 30, 2019, were:

- Facebook: 1,206,799 fans
- Twitter: 492,243 followers
- Instagram: 719,703 followers
- Pinterest: 25,100 followers
- YouTube: 13,900 subscribers

### Travel Public Relations Support

As a result of proactive media outreach in FY 2019, there were more than 440 unique print, digital and broadcast placements totaling more than 45 million impressions in outlets including *Travel + Leisure*, *Billboard*, *Chicago Tribune*, *U.S. News & World Report*, *Outside Magazine*, *Thrillist* and others. Year-over-year there was a 316 percent increase in national placements and a 250 percent increase in regional placements. Additionally, those unique stories provided another 435 corresponding social posts totaling more than 36 million potential impressions.

Key coverage highlights include:

- *Travel + Leisure*: “On the Slow Road in West Michigan”
- *Billboard*: “Pure Sounds of Michigan’ Album Looks to Lure Tourists With Ambient Music”
- *Chicago Tribune*: “Best of the Midwest: 9 must-see destinations worth a visit in 2019”
- *U.S. News & World Report*: “The 20 Best Michigan State Parks”
- *Outside Magazine*: “Best Trips 2019”
- *Thrillist*: “America’s Most Beautiful Springtime Destinations”
- *Fodor’s*: “Fodor’s Go List 2019”
- *Gear Patrol*: “1,000 Miles Through Michigan in a \$600,000 Grand Tourer Trio”
- *Men’s Journal*: “Meet the Men Suffering Massive Brain Freezes to Surf the Coldest Waves in the U.S.”
- *Budget Travel*: “7 Things to Do in Detroit”
- *Chicago Sun-Times*: “Night-fishing trout, history and the Au Sable: Browns in Grayling”

- *Liquor.com*: “One of the country’s best Scotch collections in an unexpected place”
- *Curb Free with Cory Lee*: “5 spectacularly accessible things to do in Ludington, Michigan, as a wheelchair user”
- *Vice Amuse*: “Cocktail-Hop Across Detroit | The Wanderlist 2019”
- *SUP Magazine*: “Pure Michigan Stoke: Discovering surf culture in America’s Heartland”

MEDIA DOMESTIC FAM TOURS	
Fiscal year 2019: 10/01/2018–09/30/2019	
Dates	Tour details
October 11–14, 2018	The Ultimate Outdoor Trails Fall Getaway: Planned in FY 2018, but executed in FY 2019, this trip took four journalists through the Upper Peninsula to explore the fall colors, spectacular views and cities.
June 10–14, 2019	Lodging Influencer Trip: Six social media influencers visited Traverse City, Charlevoix, Frankfort, Manistee and Ludington. It was the first all influencer trip for Pure Michigan and produced social media coverage during the trip as well as social posts and blogs following the trip.
Independent Press Trips	Pure Michigan Travel supported seven independent press trips to the state totaling more than 10 journalists covering topics including craft beer, outdoor adventure, family travel and urban destinations.

### Partnership Programs

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

Interest in the program has grown since its launch in 2002 with three convention and visitors bureau (CVB) partners. In FY 2019, 28 advertising partners committed \$4.1 million in private sector funds for television and digital/on-line campaigns. Travel Michigan matched the private sector partnerships dollar-for-dollar for a total partnership advertising budget of \$8.2 million.

**TRAVEL MICHIGAN** *continued*

<b>PURE MICHIGAN PARTNERSHIPS</b>
Fiscal year 2019: 10/01/2018–09/30/2019
<b>National Cable TV Campaign Advertising Partners</b>
Ann Arbor/Washtenaw County CVB (\$600,000 contribution)
Grand Rapids CVB (\$600,000 contribution)
Great Lakes Bay Region (Bay City, Birch Run, Chesaning, Frankenmuth, Midland and Saginaw) (\$600,000 contribution)
Traverse City CVB (\$600,000 contribution)
Upper Peninsula (\$500,000 contribution)
<b>Regional Always-on Digital Campaign</b>
Ann Arbor/Washtenaw County CVB
Beachtowns (Grand Haven, Holland, Muskegon, Saugatuck-Douglas, Silver Lake Sand Dunes-Hart/Mears, South Haven and Southwest Michigan Tourist Council-St. Joseph/Benton Harbor)
Blue Water Area CVB (Clay Township/City of Algonac, Harbor Beach, Lexington, Marine City, Marysville, Port Austin, Port Huron, Port Sanilac and St. Clair)
Calhoun County
Charlevoix
Cheboygan Tourist Bureau
Detroit CVB (Macomb, Oakland and Wayne Counties)
Frankenmuth CVB
Gaylord CVB
Grand Rapids CVB
Great Lakes Bay Region (Bay City, Birch Run, Chesaning, Frankenmuth, Midland and Saginaw)
Kalamazoo CVB
Livingston County CVB
Ludington Area CVB
Manistee CVB
Marquette County CVB
Mecosta County CVB
Michigan Apple Committee
Michigan's Adventure
Mt. Pleasant CVB
Petoskey CVB (Alanson, Bay Harbor, Bay View, Boyne City/ Boyne Falls, Harbor Springs, Petoskey, Walloon Lake)
Saugatuck-Douglas CVB
Sault Ste. Marie CVB
South Haven/Van Buren County CVB
The Henry Ford
Traverse City Tourism Bureau
Upper Peninsula Travel and Recreation Association (UPTRA)
Ypsilanti Area CVB

TRAVEL MICHIGAN *continued*

<b>PURE MICHIGAN MEDIA PLAN</b>					
Fiscal year 2019: 10/01/2018–09/30/2019					
	<b>Fall Oct '18–Dec '18</b>	<b>Winter Jan '19–Mar '19</b>	<b>Spring April '19–June '19</b>	<b>Summer July '19–Sept '19</b>	<b>Total</b>
National Cable	\$0	\$500,000	\$4,400,000	\$2,000,000	\$6,900,000
Print (Delta & MWL)	\$0	\$10,400	\$0	\$0	\$10,400
Radio and TV sponsorships	\$0	\$10,009	\$38,404	\$52,181	\$100,594
Chicago	\$571,291	\$0	\$419,724	\$123,285	\$1,114,300
Cincinnati	\$88,935	\$0	\$58,608	\$0	\$147,543
Cleveland	\$117,963	\$0	\$55,515	\$0	\$173,478
Columbus	\$71,026	\$0	\$61,505	\$0	\$132,531
Dayton	\$35,060	\$0	\$7,811	\$0	\$42,871
Ft. Wayne	\$33,929	\$0	\$18,673	\$6,820	\$59,422
Green Bay	\$38,589	\$0	\$34,663	\$0	\$73,252
Indianapolis	\$100,262	\$0	\$54,295	\$0	\$154,557
Milwaukee	\$82,976	\$0	\$61,169	\$0	\$144,145
Minneapolis	\$0	\$0	\$144,815	\$0	\$144,815
Pittsburgh	\$0	\$0	\$29,454	\$0	\$29,454
South Bend	\$31,011	\$0	\$13,878	\$7,672	\$52,561
St. Louis	\$0	\$0	\$29,186	\$0	\$29,186
Toledo	\$33,541	\$0	\$17,475	\$14,548	\$65,564
Snow Day Passion	\$305,341	\$343,509	\$0	\$0	\$648,850
Scenic Route Passion	\$132,975	\$0	\$0	\$0	\$132,975
Dark Sky	\$0	\$0	\$1,521,591	\$1,053,409	\$2,575,000
Meanwhile in Michigan	\$0	\$0	\$456,944	\$1,188,056	\$1,645,000
Always On	\$0	\$0	\$466,667	\$466,667	\$933,333
Pure Sounds	\$0	\$0	\$20,833	\$54,167	\$75,000
<b>TOTAL</b>	<b>\$1,642,899</b>	<b>\$863,918</b>	<b>\$7,911,210</b>	<b>\$4,966,804</b>	<b>\$15,384,831</b>
<b>IN-STATE MARKETS</b>					
Detroit	\$19,600	\$0	\$122,870	\$25,080	\$167,550
Flint	\$14,400	\$0	\$32,504	\$12,320	\$59,224
Grand Rapids	\$17,850	\$0	\$45,401	\$23,590	\$86,841
Lansing	\$19,300	\$0	\$27,457	\$17,105	\$63,862
Traverse City	\$0	\$0	\$21,049	\$8,360	\$29,409
<b>TOTAL</b>	<b>\$71,150</b>	<b>\$0</b>	<b>\$249,281</b>	<b>\$86,455</b>	<b>\$406,886</b>
<b>CANADIAN MEDIA</b>					
Ontario TV	\$0	\$0	\$121,924	\$511,796	\$633,720
Digital/search	\$0	\$58,333	\$161,190	\$161,190	\$380,713
Ontario Radio	\$0	\$0	\$78,414	\$87,560	\$165,974
<b>TOTAL</b>	<b>\$0</b>	<b>\$58,333</b>	<b>\$361,528</b>	<b>\$760,547</b>	<b>\$1,180,407</b>
Paid Search: Google	\$150,000	\$150,000	\$150,000	\$150,000	\$600,000
<b>GRAND TOTALS</b>	<b>\$1,864,049</b>	<b>\$1,072,251</b>	<b>\$8,672,018</b>	<b>\$5,963,805</b>	<b>\$17,572,124</b>

Please note, amounts in forecast reflect planned spend until activity has run, been verified and is fully paid. Regional spending is MEDC only, does not include partner funding.

## BUSINESS MARKETING

**M**EDC’s business marketing campaigns implement the full range of marketing and communications activities to attract, retain and grow target industries that deliver economic benefit to the people of the state. The program uses both corporate and general fund money to support the campaigns. In March 2019, the MEDC launched new integrated campaigns as well as a targeted micro-campaign designed to attract businesses to Michigan and to connect Michigan companies to core services.

Aligned with significant new market research, the business attraction and PlanetM “Pure Opportunity” campaign focuses on impactful peer-to-peer testimonials, featuring CEOs and leaders from across Michigan who convey the value and competitive advantage of doing business in the state. Appearing in national print, social and digital media, these testimonials also serve as the foundation of the digital and social campaign promoting Michigan as the place to do business.

The in-state services campaign, promoting “Pure Partnership,” demonstrates commitment to providing services that drive growth and retention for existing businesses. This campaign highlighted several programs in digital channels, billboards and radio spots.

A targeted micro-campaign focused on technology companies was launched, demonstrating why Silicon Valley businesses like Nexient, KLA, Waymo and other have chosen to take advantage of the state’s talent, quality of life and business-friendly environment.

### FY 2019 Outcomes

The media campaigns drove 561 million impressions and 1,300,000 visitors to the three MEDC websites (michiganbusiness.org, miplace.org, and planetm.org). Through branded content and lead generation mindset, 8,900 prospect’s contact details were acquired allowing for ongoing conversations that keep Michigan top of mind. Completing the next step in the acquisition journey, 141 website visitors wanted to learn more and filled out a contact us form.

### Business Public Relations

As a result of proactive outreach in FY 2019, there were a total of 244 unique print, digital and broadcast placements totaling 129,407,799 impressions in outlets

including *Bloomberg*, *Financial Times*, *Forbes*, *Digital Trends*, *Wall Street Journal*, *Associated Press*, *The Telegraph*, *Tech Crunch*, *Engadget* and others. Year-over-year, there was a 109 percent increase in national placements. Additionally, paid media drove 219 leads resulting in two companies being involved with the PlanetM Landing Zone—Singh Systems and SkyOpz.

Key coverage includes:

- *Digital Trends*: “Michigan’s former transportation chief has some advice for wannabe smart cities”
- *Forbes*: “Michigan Manufacturing: The Birthplace of the Assembly Line leads a U.S. Manufacturing Renaissance”
- *Tech Crunch*: “FarmWise turns to Roush to build autonomous vegetable weeders”
- *Bloomberg*: “Alphabet’s Waymo Reviving Detroit Plant With Self-Driving Cars”
- *Wall Street Journal*: “Factories Tire of Wage Wars; Give Fridays Off, Spiff Up Bathrooms”
- *Forbes*: “Michigan’s Mobility Matchmaker Pairs High Tech Startups With Legacy Manufacturers”
- *Financial Times*: “Grand Rapids dips its toes in the driverless vehicle market”
- *Axios*: “Michigan lines up global partners to develop AV standards”
- *Trade & Industry Development*: “Manufacturing the Future in Michigan”
- *Crain’s Detroit Business*: “PlanetM grants fund Beaumont Hospital drug delivery robot, more mobility ventures”
- *Industry Week*: “The Road to Lightweighting: The Tech & Materials Leading the Way”

<b>MEDIA DOMESTIC FAM TOURS</b> Fiscal year 2019: 10/01/2018–09/30/2019	
Dates	Tour details
Sept. 16–19, 2019	MEDC/PlanetM Mobility Tour: This trip took five journalists on an immersive trip, starting in Grand Rapids and ending in Detroit, highlighting Michigan’s mobility ecosystem. The journalists participated in the May Mobility, HAAS Alert and the West Michigan Center for Arts and Technology (WMCAT) Cyber Hub demonstrations. Additionally, they toured Roush and the American Center for Mobility, and Ford shared plans for the Michigan Central Station.

## BUSINESS MARKETING *continued*

### BUSINESS WEB ACTIVITY ON MICHIGANBUSINESS.ORG AND E-NEWSLETTERS

Fiscal year 2019: 10/01/2018–09/30/2019

Month	Number of web visits
October	50,653
November	52,381
December	41,268
January	26,248
February	25,859
March	30,423
April	102,864
May	133,907
June	109,044
July	121,996
August	129,547
September	110,221
<b>TOTAL</b>	<b>934,411</b>

There were 934,411 total web visits in FY 2019. There were 27,564 subscribers to the “MEDC Daily;” 38,017 subscribers to “Michigan Business Updates & Breaking News;” 269 subscribers to “Inside Edition;” 34 subscribers to “Legislators;” 11,072 subscribers to “PlanetM Mobility Report;” and 533 subscribers to “Site Selectors.”

Total fans/followers on the following channels as of September 30, 2019, were:

- Facebook: 20,488 fans
- Twitter: 15,063 followers
- Instagram: 2,605 followers
- LinkedIn: 14,153 followers
- YouTube: 1,310 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 the MEDC participated in during FY 2019 include:

- Michigan Celebrates Small Business: A premier small business awards program honoring and recognizing small businesses in Michigan.
- Paris Air Show: The world’s premier and largest event dedicated to the aviation and space industry.
- SelectUSA Investment Summit: The SelectUSA Investment Summit brings the diversity of the United States together under one roof, enabling any business to find the people, resources and market it needs to be successful.
- The Battery Show: Premier showcase of the latest advanced battery technology attended by technical leaders, scientists, engineers, project leaders, buyers and senior executives.
- North American International Auto Show (NAIAS): Detroit’s premier international automotive event is among the most prestigious auto shows in the world.

### BUSINESS MARKETING CAMPAIGN

Fiscal year 2019: 10/01/2018–09/30/2019

BUSINESS ATTRACTION CAMPAIGN, FLIGHT DATES: OCTOBER 2018–SEPTEMBER 2019		
Media partner	Tactic	Total YTD
Acast	Digital	\$75,000.00
Cadreon	Digital	\$450,000.00
CFO	Digital	\$56,000.00
Chief Executive	Digital	\$100,000.00
CNN	Digital	\$250,000.00
Fortune	Digital	\$125,136.18
Harvard Business Review	Digital	\$32,264.10

BUSINESS MARKETING *continued***BUSINESS MARKETING CAMPAIGN** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

<b>BUSINESS ATTRACTION CAMPAIGN, FLIGHT DATES: OCTOBER 2018–SEPTEMBER 2019</b> <i>continued</i>		
<b>Media partner</b>	<b>Tactic</b>	<b>Total YTD</b>
Industry Week	Digital	\$46,500.00
LinkedIn	Digital	\$375,000.00
Multiview (B2B Network)	Digital	\$301,924.82
NPR	Digital	\$275,000.00
Reprise	Digital	\$30,000.00
Reuters	Digital	\$300,000.00
Sizmek	Digital	\$149,999.45
Site Selection	Digital	\$106,700.00
SmartBriefs	Digital	\$30,000.00
TechBriefs	Digital	\$29,400.00
The Week	Digital	\$259,999.98
DoubleClick	AdServing	\$12,996.10
Paid Search	Search	\$394,548.92
Global Trade: 3PL & Supply Chain Summit	Other	\$3,500.00
Captivate	OOH <sup>1</sup>	\$75,000.00
Aerospace & Defense Technology	Print	\$12,110.00
AIAM Annual Directory	Print	\$1,975.00
Area Development	Print	\$27,960.00
Automotive Industries	Print	\$9,550.00
Automotive News	Print	\$26,055.15
Bloomberg Business Week	Print	\$64,428.00
Business Facilities	Print	\$34,750.00
Business Xpansion	Print	\$11,685.00
CFO	Print	\$54,000.00
Chief Executive	Print	\$40,000.00
Chief Executive CEO Guide	Print	\$10,000.00
Expansion Solution	Print	\$28,000.00
Food Engineering	Print	\$10,000.00
Food Processing	Print	\$4,273.29
Forbes	Print	\$26,450.00
Fortune	Print	\$141,207.90
Global Trade	Print	\$22,060.00
Harvard Business Review	Print	\$60,000.00
ProFood World	Print	\$3,715.00
Security Management	Print	\$10,400.00
Signal	Print	\$10,614.80
Site Selection	Print	\$54,610.00
Tech Briefs	Print	\$17,700.00

BUSINESS MARKETING *continued***BUSINESS MARKETING CAMPAIGN** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

<b>BUSINESS ATTRACTION CAMPAIGN, FLIGHT DATES: OCTOBER 2018–SEPTEMBER 2019</b> <i>continued</i>		
<b>Media partner</b>	<b>Tactic</b>	<b>Total YTD</b>
The Economist	Print	\$71,346.00
The Week	Print	\$165,616.00
Trade Industry & Development	Print	\$27,342.00
WSJ Magazine	Print	\$97,598.90
Compass Media Networks	Radio	\$500,000.00
Sirius	Radio	\$150,000.00
<b>Grand total</b>		<b>\$5,172,416.59</b>
<b>MEDC IN-STATE SERVICES CAMPAIGN, FLIGHT DATES: OCTOBER 2018–SEPTEMBER 2019</b>		
Aki	Digital	\$150,000.00
Cadreon	Digital	\$170,000.00
Crain's Detroit 2.0 Newsletter	Digital	\$27,664.00
Crain's Detroit Business (Webinar)	Digital	\$51,000.00
Crain's Real Estate Newsletter	Digital	\$27,664.00
Dbusiness Daily Exec	Digital	\$1,044.00
Dbusiness	Digital	\$11,511.00
Driven	Digital	\$6,000.00
Grand Rapids Business Journal Early Edition	Digital	\$3,700.00
Grand Rapids Business Journal RED	Digital	\$300.00
Grand Rapids Business Journal	Digital	\$15,310.00
MiBiz	Digital	\$10,175.00
Michigan Chronicle	Digital	\$15,000.00
Michigan.com	Digital	\$75,000.00
Paid Search	Search	\$49,600.00
DoubleClick	AdServing	\$12,000.00
Mackinac Policy Conference Billboards	OOH <sup>1</sup>	\$14,350.00
269 Magazine	Print	\$2,700.00
Crain's Detroit Business	Print	\$61,500.00
Dbusiness	Print	\$19,932.00
Detroit 500	Print	\$8,491.00
Detroiter Magazine	Print	\$5,350.00
Grand Rapids Business Journal	Print	\$15,600.00
Great Lakes Banker Magazine	Print	\$1,375.00
MI Press Associate Directory	Print	\$750.00
MiBiz "Made in Michigan"	Print	\$12,684.00
MiBiz "Real Estate"	Print	\$12,609.00
SBAM Focus	Print	\$3,975.00
The Mining Journal	Print	\$2,304.00
Urban Land Magazine	Print	\$4,500.00

BUSINESS MARKETING *continued***BUSINESS MARKETING CAMPAIGN** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

<b>MEDC IN-STATE SERVICES CAMPAIGN, FLIGHT DATES: OCTOBER 2018–SEPTEMBER 2019</b> <i>continued</i>		
<b>Media partner</b>	<b>Tactic</b>	<b>Total YTD</b>
WJR	Radio	\$121,000.00
WWJ & Michigan News Network	Radio	\$148,500.00
<b>Grand total</b>		<b>\$1,061,588.00</b>
<b>PLANETM CAMPAIGN, FLIGHT DATES: OCTOBER 2018–SEPTEMBER 2019</b>		
Adaptly	Digital	\$60,000.00
Automotive News	Digital	\$332,243.90
Axios	Digital	\$150,000.00
Bloomberg Business Week	Digital	\$171,143.50
Business Insider	Digital	\$74,999.98
Cadreon	Digital	\$523,635.00
Digital Trends	Digital	\$325,000.00
Entrepreneur	Digital	\$132,033.00
Fast Company	Digital	\$150,000.00
Forbes	Digital	\$271,999.98
Inc.	Digital	\$162,499.95
Inc. & SXSW Partnership	Digital	\$235,000.00
LinkedIn	Digital	\$75,000.00
Midroll	Digital	\$324,993.00
MIT Technology Review	Digital	\$45,000.00
NYTimes	Digital	\$100,000.00
Politico	Digital	\$72,000.00
Recode	Digital	\$75,000.00
Reprise	Digital	\$30,000.00
Sizmek	Digital	\$199,999.98
Tech Crunch	Digital	\$74,635.83
Tech Crunch Mobility Session	Digital	\$75,000.00
TechBriefs	Digital	\$26,925.00
Techradar	Digital	\$75,000.00
The Economist	Digital	\$220,901.89
Wall Street Journal	Digital	\$99,999.93
WardsAuto	Digital	\$40,000.00
DoubleClick	Ad Serving	\$18,387.26
Paid Search	Search	\$496,018.13
Automotive News	Print	\$83,936.49
Autonomous Vehicle Engineering	Print	\$16,000.00
Bloomberg Business Week	Print	\$150,332.00
Delta Airlines Sky Magazine	Print	\$10,400.00
Entrepreneur	Print	\$16,441.00



BUSINESS MARKETING *continued***BUSINESS MARKETING CAMPAIGN** *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

<b>PLANETM CAMPAIGN, FLIGHT DATES: OCTOBER 2018–SEPTEMBER 2019</b> <i>continued</i>		
<b>Media partner</b>	<b>Tactic</b>	<b>Total YTD</b>
WardsAuto	Other	\$50,000.00
Fast Company	Print	\$34,580.00
Federal Times	Print	\$17,278.80
Forbes	Print	\$105,800.00
Inc.	Print	\$69,300.00
ITS America Program Directory	Print	\$11,365.00
MIT Technology Review	Print	\$26,000.00
North American International Auto Show Guide	Print	\$6,120.00
Politico Magazine	Print	\$11,500.00
Politico Newspaper	Print	\$23,700.00
Roll Call	Print	\$15,000.00
Smart Manufacturing	Print	\$3,849.00
The Economist	Print	\$71,346.00
The Hill	Print	\$29,400.00
The Week	Print	\$60,224.00
Wired	Print	\$46,000.00
Wired (25th Anniversary)	Print	\$60,000.00
WMAL-FM	Radio	\$62,490.00
WTOP-FM	Radio	\$62,500.02
<b>Grand total</b>		<b>\$5,680,978.64</b>
<b>SILICON VALLEY CAMPAIGN, FLIGHT DATES: MARCH 2019–SEPTEMBER 2019</b>		
San Francisco Chronicle Magazine	Print	\$55,000.00
The Mercury News/East Bay Times	Print	\$204,000.00
Rapport	OOH <sup>1</sup>	\$102,000.00
Captivate	OOH <sup>1</sup>	\$150,000.00
Cadreon	Digital	\$96,500.00
LinkedIn	Digital	\$157,000.00
DoubleClick	Ad Serving	\$4,820.00
<b>Grand total</b>		<b>\$769,320.00</b>
<b>GRAND TOTAL MEDIA EXPENSE</b>		<b>\$12,684,303.23</b>
<i>1 Outdoor advertising (i.e., billboards)</i>		
<i>*No commercials were produced in FY 2019. A majority of business development efforts are aimed at promoting Michigan to a combination of in-state, national and international audiences. Therefore, amounts spent for business development efforts cannot be split between in-state and out-of-state.</i>		
<i>**Please note, amounts in forecast reflect planned spend until activity has run, been verified and is fully paid.</i>		

# LEGACY PROGRAMS



## BROWNFIELD TAX CREDIT PROGRAM

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

support the redevelopment of challenged sites.

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

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

### APPROVED BROWNFIELD MBT CREDIT AMENDMENTS

Fiscal year 2019: 10/01/2018–09/30/2019

MSF approval date	Qualified taxpayer	Municipality	County	Original estimated credit amount	New estimated credit amount	Amendment action
10/23/18	City Center Two Project LLC	East Lansing	Ingham	\$10,000,000	\$10,000,000	Addition of qualified taxpayer, 100 Grand River LLC and removal of City Center Two Project LLC as a qualified taxpayer
11/27/18	100 Grand River LLC	East Lansing	Ingham	-	-	Time extension and scope change by new qualified taxpayer. Credit amounts accounted for in first amendment dated 10/23/18
11/28/18	Creative Arts Center LLC	Detroit	Wayne	\$195,219	\$105,219	Decrease in amount of credit and scope change
12/06/18	Historic Book House LLC	Detroit	Wayne	\$400,000	\$400,000	Time extension and scope change
12/21/18	BST Investments LLC	Dexter	Washtenaw	\$700,000	\$327,604	Decrease in amount of credit and scope change
02/11/19	Minervini Group LLC	Traverse City	Grand Traverse	\$875,947	\$875,947	Addition of qualified taxpayers Mediterraneo LLC and Kirkbride Hall LLC and project scope change
03/25/19	Capitol Park Center Limited Dividend Housing Association LLC	Lansing	Ingham	\$1,803,856	\$1,803,856	Time extension
03/26/19	Harbor Shores BHBT Land Development LLC	Benton Harbor	Berrien	\$2,625,000	\$2,345,610	Addition of 26 qualified taxpayers and scope change
03/26/19	Ford Motor Company (Project Area A)	Wixom	Oakland	\$10,000,000	\$10,000,000	Addition of qualified taxpayer, Detroit Wixom LLC and scope change
03/26/19	Ford Motor Company (Project Area B)	Wixom	Oakland	\$10,000,000	\$2,833,750	Addition of qualified taxpayer, Detroit Wixom LLC, scope change, and decrease in amount of credit
04/23/19	925 Cherry LLC	Grand Rapids	Kent	\$556,000	\$485,784	Scope change
05/16/19	Crescent Shores LLC	Holland	Ottawa	\$1,250,000	\$1,250,000	Scope change
07/23/19	Midtown Project LLC	Detroit	Wayne	\$8,970,000	\$8,970,000	Addition of qualified taxpayer, 3750 Woodward LLC and scope change
<b>AMENDMENT TOTAL</b>				<b>\$47,376,022</b>	<b>\$39,397,770</b>	

## MICHIGAN FILM INCENTIVES

### Tax Credit Program

As of December 21, 2011, the Film and Digital Media Production Assistance Program has been operating within the scope of Section 29 of the MSF Act and no longer approves new film tax credit applications under Section 455 of the Michigan Business Tax (MBT) Act. However, previously approved projects may be issued a post-production tax credit certificate after the project is complete. There were no post production tax credit certificates issued in 2019. As of December 10, 2019, a total of \$292,416,203.19 in film tax credits has been paid out by the state, with \$27,326,404.57 in potential film tax credits that remain eligible to be claimed under the tax credit program.

### Cash Rebate Program

During FY 2019, four projects were issued an approved certificate of completion request (COCR) and paid out by the state under the film incentive (direct cash rebate) program, for a total of \$1,414,435. These incentives are

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

In FY 2019, the total administrative expenses were \$628,279.

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

### APPROVED CERTIFICATES OF COMPLETION REQUESTS

Fiscal year 2019: 10/01/2018–09/30/2019

Project	Production company	Type of project	Total Mich. spend by production company	Financial assistance	Duration of financial assistance	Persons employed in state as FTE	COCR approved date	Locations (dashboard)
Believe	Do You Believe Movie LLC	Feature film	\$4,662,370	\$657,142	3 years	12	11/15/18	Manistee, Grand Rapids, Ludington, Muskegon, Commerce, Ionia
Ask Dr. Nandi Season 3	Ask Partha LLC	TV series	\$1,845,121	\$389,798	3 years	10	12/17/18	Farmington Hills
Ask Dr. Nandi Season 2	Ask Partha LLC	TV series	\$1,146,280	\$255,484	3 years	6	01/02/19	Troy
Mickey Matson and the Helm of Darkness	Helm Films LLC	Feature film	\$37,297	\$112,011	3 years	2	02/04/19	Scottville
<b>TOTALS</b>			<b>\$7,691,068</b>	<b>\$1,414,435</b>				

## MICHIGAN ECONOMIC GROWTH AUTHORITY

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

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

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

to the Michigan Strategic Fund (MSF) by Executive Order 2012-09, there were no MEGA agreements executed in FY 2019, and no authority exists to award new tax credits against the MBT. An amendment to a previously awarded MEGA tax credit approved by the MSF board in FY 2019 is listed below.

In the FY 2019 reporting year, the MSF issued 63 annual certificate applications. All MEGA applications and supporting documentation are reviewed for compliance prior to approval and all self-reported data is validated. After being reviewed, approved and issued a tax credit certificate, the company is responsible for attaching the signed MEGA tax credit certificate to its MBT filing to obtain a credit or refund, depending on its tax liability, from the Michigan Department of Treasury.

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

### MEGA AMENDMENTS

Fiscal year 2019: 10/01/2018–09/30/2019

MSF approval date	Company name	Municipality	County	Original max incented jobs created <sup>1</sup>	Amended max incented jobs created	Previous approved amount <sup>1</sup>	Amended approved amount
11/27/18	Federal Mogul Corporation <sup>2</sup>	Southfield	Wayne	1,866	3,400	\$92,401,000	\$73,312,159

<sup>1</sup> This amount reflects the estimated value of the tax credit at the time of the original agreement and value adjustments due to prior amendments. It is important to note prior to the FY 2019 amendment the overall liability to State of Michigan was not limited.

<sup>2</sup> On October 1, 2018, Tenneco Inc. acquired Federal-Mogul Corporation. On November 27, 2018, the MSF approved adding Tenneco Inc. and Tenneco Automotive Operating Company Inc. as entities able to be included for the purpose of counting retained jobs under the agreement for tax year 2018; increased the maximum number of retained jobs from 1,866 to 3,400; allowed for statewide consideration when calculating retained jobs; reduced the term of the tax credit from 17 to 13 years, expiring on December 31, 2018; imposed a cap of \$12 million for any tax credit claimed for tax year 2018; and required repayment if 33 percent or more of the retained jobs are relocated out of the state of Michigan within four years of December 31, 2018.

*This amendment has not been executed.*

## 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 2019: 10/01/2018–09/30/2019

MSF board date	Company or Renaissance Zone	Location	County	MSF board action
11/27/18	Casey Tool & Die	Pokagon Township	Cass	Revocation of existing Tool & Die Recovery Zone property; member of the Southwest Michigan Tooling Collaborative.
11/27/18	Extreme Tooling & Engineering	Wakefield	Gogebic	Revocation of existing Tool & Die Recovery Zone property; member of the Michigan Coast-to-Coast Tool and Die Collaborative.
06/25/19	Vicount Industries	Farmington Hills	Oakland	Revocation of existing Tool & Die Recovery Zone property; member of the Global Tooling Alliance Collaborative.

## ACCELERATOR FUND

Since 2011, the Accelerator Fund program has invested \$12 million from the 21st Century Jobs Fund into two early stage venture funds, Huron River Ventures and Michigan Accelerator Fund I. As of September 30, 2019, the funds have leveraged an additional \$593.8 million from other private investors and have made investments into a total of 22 Michigan early stage companies.

New FY 2019 activities include follow-on investments into the following Michigan-based companies:

- **Sight Machine (Ann Arbor):** developer of a digital manufacturing platform designed to address critical challenges in quality and productivity throughout the enterprise. The company's digital manufacturing platform uses artificial intelligence, machine learning and advanced analytics that allow manufacturers to use all of their data, no matter where or in what format it is created, using an automated and systematic data intake process that acquires, refines and contextualizes data, creating a digital twin of each part and process, enabling companies to gain real-time visibility and actionable insights for every part, machine, line and plant throughout a manufacturing enterprise.
- **SkySpecs (Ann Arbor):** provider of autonomous drone inspections services designed to inspect onshore and offshore wind turbines. The company's drone safety

software services include development of unmanned aerial vehicles with an automated robotic inspection feature for applications in wind turbine, utility and other infrastructure operations and maintenance activities, enabling wind farm owners, ISPs and OEMs to easily monitor and track the health of their wind turbines.

- **ArborMetrix (Ann Arbor):** provider of clinical performance analytics tools designed to improve the delivery of health care through data science. The company's performance analytics tools combine insights and statistics to measure clinical performance and efficiency, enabling clients including health systems, state hospital associations, specialty societies, quality collaborative, payers and other at-risk entities to integrate, store and analyze cloud-based data.

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

### ACCELERATOR FUND AWARDS

As of September 30, 2019

Entity receiving funding	City	County	Type of funding	Amount committed by MSF	Capital called for investment <sup>1</sup>	Initial and additional private funds leveraged <sup>2</sup>	New private funds leveraged <sup>3</sup>	Companies invested in (Mich.)	Jobs created/retained in Mich. <sup>4</sup>
Michigan Accelerator Fund I	Grand Rapids	Kent	Venture capital	\$6,000,000	\$6,000,000	\$9,128,370	\$361,304,446	10	166
Huron River Ventures I	Ann Arbor	Washtenaw	Venture capital	\$6,000,000	\$6,000,000	\$5,091,667	\$218,278,984	12	299
<b>TOTAL</b>				<b>\$12,000,000</b>	<b>\$12,000,000</b>	<b>\$14,220,037</b>	<b>\$579,583,430</b>	<b>22</b>	<b>465</b>

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

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

<sup>3</sup> Total amount invested into underlying portfolio companies by other venture capital funds.

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

ACCELERATOR FUND *continued*

## ACCELERATOR FUND AWARDS

As of September 30, 2019

Entity receiving funding	Type of funding	Award date	Award amount	Capital called for investment <sup>1</sup>	Amount rescinded, withdrawn or reduced <sup>2</sup>	Money, revenue, or property returned	Initial and additional private funds leveraged <sup>3</sup>	New private funds leveraged <sup>4</sup>	New patents, copyrights and trademarks applied for <sup>5</sup>	New patents, copyrights and trademarks issued <sup>5</sup>	New start-up companies <sup>5</sup>	Projected new job growth <sup>5</sup>	Current FTEs; net jobs <sup>5</sup>	Number of new licensing agreements <sup>3</sup>			Products commercialized <sup>5</sup>
														Total agreements in <sup>6</sup>	Total agreements out <sup>7</sup>	With Mich.-based companies	
Michigan Accelerator Fund I	Venture capital	09/14/10	\$6,000,000	\$6,000,000	\$0	\$1,187,259	\$9,128,370	\$361,304,446	101	41	10	15	166	4	1	0	7
Huron River Ventures	Venture capital	09/14/10	\$6,000,000	\$6,000,000	\$0	\$639,676	\$5,091,667	\$218,278,984	81	53	12	42	299	0	0	0	40
<b>TOTAL</b>			<b>\$12,000,000</b>	<b>\$12,000,000</b>	<b>\$0</b>	<b>\$1,826,934</b>	<b>\$14,220,037</b>	<b>\$579,583,430</b>	<b>182</b>	<b>94</b>	<b>22</b>	<b>57</b>	<b>465</b>	<b>4</b>	<b>1</b>	<b>0</b>	<b>47</b>

<sup>1</sup> Up to 15 percent of these awards may be used for management expenses; these expenses are included in "Capital Called for Investment."

<sup>2</sup> This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced.

<sup>3</sup> These funds were reallocated for use in accordance with the MSF Act.

<sup>4</sup> Total additional private investment into funds by other limited partners.

<sup>5</sup> Total amount invested into underlying portfolio companies by other venture capital funds.

<sup>6</sup> These figures are taken from the progress reports submitted to the MSF by the entities that received funds.

<sup>7</sup> Licensing Agreements In: Licensing agreements for the project/company to acquire technology from a third party.

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



## 21ST CENTURY INVESTMENT FUND PROGRAM

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

New FY 2019 (follow-on) investments into Michigan 21st CIF portfolio companies include:

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

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

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

As of September 30, 2019, as reported by Grosvenor, the Michigan 21st CIF managers have invested \$268.9 million into 31 Michigan-based portfolio companies which now have 1,367 Michigan employees. Overall, over \$1.1 billion of equity has been invested into these 31 portfolio companies by all syndicate partners. This represents about 9x leverage of the Michigan 21st CIF underlying fund manager investments. These portfolio companies continue to be diversified across sectors, including life sciences, manufacturing, health care, IT, waste services and media.

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

### 21ST CIF AWARDS

As of September 30, 2019

Entity receiving funding	Municipality	County	Type of funding	Amount committed <sup>1</sup>	Capital called for investment <sup>2</sup>	Total private commitment	Performance of Michigan investments						Jobs created/retained	
							Total fund investment in Mich. companies <sup>3</sup>	Unrealized value	Realized proceeds	Total adjusted value <sup>4</sup>	Year to year growth <sup>5</sup>	Inception to date growth		Leverage
Arboretum II	Ann Arbor	Washtenaw	Venture capital	\$7,500,000	\$7,125,000	\$73,400,000	\$27,800,000	\$10,200,000	\$78,300,000	\$88,500,000	\$1,000,000	\$60,700,000	\$286,417,200	120
Arboretum III	Ann Arbor	Washtenaw	Venture capital	\$10,000,000	\$9,500,000	\$138,200,000	\$57,400,000	\$78,500,000	\$400,000	\$78,900,000	\$29,000,000	\$21,500,000	\$186,771,000	367
Arsenal Venture Partners II	Birmingham	Oakland	Venture capital	\$5,000,000	\$4,471,073	\$64,400,000	\$4,200,000	\$4,100,000	\$0	\$4,100,000	\$100,000	(\$100,000)	\$31,549,400	39
Early Stage Partners II	Ann Arbor	Washtenaw	Venture capital	\$6,000,000	\$5,700,001	\$54,500,000	\$6,100,000	\$3,000,000	\$0	\$3,000,000	(\$2,000,000)	(\$3,100,000)	\$98,920,000	56
Maranon Mezzanine	Birmingham	Oakland	Mezzanine	\$7,500,000	\$10,578,161	\$209,100,000	\$10,100,000	\$0	\$12,200,000	\$12,200,000	\$0	\$2,100,000	\$69,000,000	166
Microposite Inc.	Auburn Hills	Oakland	Direct investment	\$1,650,000	\$1,567,293	\$3,600,000	\$1,650,000	\$0	\$55,737	\$55,737	\$0	(\$1,594,263)	\$0	0
Midwest Mezzanine IV	Grand Rapids	Kent	Mezzanine	\$10,000,000	\$9,599,495	\$110,700,000	\$4,200,000	\$0	\$6,300,000	\$6,300,000	\$0	\$2,100,000	\$7,600,000	0
MK Capital II	Ann Arbor	Washtenaw	Venture capital	\$4,500,000	\$3,847,500	\$106,700,000	\$11,800,000	\$35,400,000	\$28,500,000	\$63,900,000	\$700,000	\$52,100,000	\$60,100,000	296
Nth Power IV	Detroit	Wayne	Venture capital	\$10,000,000	\$9,357,500	\$169,100,000	\$5,800,000	\$0	\$60,700,000	\$60,700,000	\$60,300,000	\$54,900,000	\$18,700,000	0
Pegasus Fund V	Birmingham	Oakland	Private equity	\$10,000,000	\$13,516,336	\$623,700,000	\$109,100,000	\$500,000	\$0	\$500,000	(\$61,000,000)	(\$108,600,000)	\$220,000,000	250
Quad Partners II	Madison Heights	Oakland	Private equity	\$10,000,000	\$10,283,645	\$82,300,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0
Relativity I	Bloomfield Hills	Oakland	Private equity	\$10,000,000	\$6,138,793	\$202,500,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0
RPM Ventures II	Ann Arbor	Washtenaw	Venture capital	\$6,000,000	\$5,700,000	\$55,600,000	\$8,700,000	\$2,600,000	\$12,600,000	\$15,200,000	(\$700,000)	\$6,500,000	\$46,700,000	56
Venture Investors IV	Ann Arbor	Washtenaw	Venture capital	\$10,850,000	\$10,307,500	\$118,500,000	\$22,000,000	\$20,200,000	\$5,200,000	\$25,400,000	\$10,200,000	\$3,400,000	\$68,730,000	17
<b>TOTAL</b>				<b>\$109,000,000</b>	<b>\$107,692,296</b>	<b>\$2,012,300,000</b>	<b>\$268,850,000</b>	<b>\$154,500,000</b>	<b>\$204,255,737</b>	<b>\$358,755,737</b>	<b>\$37,600,000</b>	<b>\$89,905,737</b>	<b>\$1,094,487,600</b>	<b>1,367</b>

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

<sup>2</sup> Commitments remain in MSF account until capital calls are issued. Capital calls are requests from the fund to send a

portion of the commitment needed for a specific investment or fee. "Capital Called for Investment" can be greater than the amount committed if a fund reinvests proceeds into new investments.

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

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

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

## CENTERS OF INNOVATION

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

The MSF board allocated \$7 million to the program and named the MEDC as the COI program center's manager. In August 2012, the MSF began accepting applications for

the COI program. In September 2012, the MSF approved one grant award for a period of five years. No additional funding beyond the \$5,000,000 was awarded.

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

CENTERS OF INNOVATION										
As of September 30, 2019										
Entity receiving funding	County	Municipality	Type of funding and award status	Award date	Award amount	Amount disbursed	Projected private investment <sup>1</sup>	Total actual private investment <sup>2</sup>	Projected jobs <sup>1</sup>	Current direct jobs <sup>2</sup>
SRI International	Wayne	Plymouth	Grant-ended*	09/27/12	\$5,000,000	\$4,500,000 <sup>3</sup>	\$8,000,000	\$170,000	14	13.0
<b>TOTAL</b>					<b>\$5,000,000</b>	<b>\$4,500,000</b>	<b>\$8,000,000</b>	<b>\$170,000</b>	<b>14</b>	<b>13.0</b>
<p><sup>1</sup> This figure was taken from the grantee's COI proposal.</p> <p><sup>2</sup> This figure is self-reported by the entity receiving funding in progress reports that are submitted to the MEDC; it is cumulative to date over the life of the grant.</p> <p><sup>3</sup> This amount was underreported in fiscal year 2016 due to a clerical oversight. The total amount disbursed should of totaled \$4,500,000 and not \$2,500,000. No disbursements were released during the 2017 fiscal reporting year.</p> <p>*Grant ended on February 28, 2019. No additional progress reports are required, therefore, no additional updates to metrics.</p>										

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

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

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

The SEIC board was abolished by Executive Order 2010-8 and all powers and duties of the SEIC board were transferred to the Michigan Strategic Fund (MSF). Companies with multiple incentives are only required to report once and will show identical numbers for each program where they received an award. All awards that are expired, paid off, written off, withdrawn, rescinded or otherwise closed will be removed from future reports. At the time of this report, the total loan amount awarded to active companies under this program is \$15,341,290; money, revenue or property returned through

September 30, 2019, is \$3,622,260 for the companies listed below. Due to a modification to the reporting process, there will be some variations from prior year's reporting.

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

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

For the period October 1, 2006, to September 30, 2019

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue or property returned	Initial funds leveraged <sup>2</sup>	New funds leveraged <sup>3</sup>	New patents, copyrights and trademarks applied for <sup>3</sup>	New patents, copyrights and trademarks issued <sup>3</sup>	New start-up companies <sup>3</sup>	Projected new job growth <sup>2</sup>	Current FTEs <sup>3</sup>	Number of new licensing agreements <sup>3</sup>			Products commercialized <sup>3</sup>
													Total agreements in <sup>4</sup>	Total agreements out <sup>5</sup>	With Mich.-based companies	
Everist Genomics Inc. <sup>8</sup>	Loan: In default	09/06/06	\$1,569,999	\$0	\$740,981	\$382,998	\$9,067,000	48	11	0	10	6.0	2	4	1	14
Evigia Systems Inc.	Loan: Converted	10/16/06	\$1,736,300	\$0	\$0	\$6,330,899	\$12,256,034	17	15	0	5	8.0	2	0	0	18
Integrated Sensing Systems Inc.	Loan: Converted	09/06/06	\$974,999	\$0	\$0	\$975,000	\$21,010,290	23	31	0	738	9.0	0	2	0	2
KTM Industries Inc.	Loan; Paid off/partially converted	09/06/06	\$2,011,185	\$0	\$2,406,010	\$3,649,600	\$16,860,384	5	0	0	66	85.0	0	2	0	11
NanoBio Corporation	Loan: Partially converted	09/06/06	\$2,377,526	\$0	\$0	\$5,194,828	\$161,120,172	42	21	0	2	15.0	0	1	0	0
ProNAi Therapeutics Inc. <sup>6</sup>	Loan: Converted	09/06/06	\$3,297,826	\$0	\$0	\$6,464,090	\$88,925,144	1	4	0	20	5.0	2	0	0	0
Sonetics Ultrasound Inc. <sup>*</sup>	Loan: Converted	09/06/06	\$1,214,682	\$0	\$0	\$1,116,273	\$2,637,466	11	5	0	1	1.0	0	0	0	0
Translume Inc.	Loan: Converted	09/06/06	\$1,650,510	\$0	\$0	\$499,100	\$8,615,186	8	17	0	38	6.0	1	0	1	6
XB TransMed Solutions LLC <sup>9</sup>	Loan	09/06/06	\$508,263	\$123,263	\$475,270	\$594,744	\$20,023,623	2	2	0	4	0.0	3	4	0	4
<b>CURRENT OUTSTANDING<sup>7</sup></b>			<b>\$15,341,290</b>	<b>\$123,263</b>	<b>\$3,622,260</b>	<b>\$25,207,532</b>	<b>\$340,515,299</b>	<b>157</b>	<b>106</b>	<b>0</b>	<b>884</b>	<b>135.0</b>	<b>10</b>	<b>13</b>	<b>2</b>	<b>55</b>

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

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

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

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

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

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

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

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

<sup>9</sup> Company is located out of state. All figures except money, revenue or property returned, represent previously reported information.

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

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

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

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

The SEIC board was abolished by Executive Order 2010-8 and all powers and duties of the SEIC board were transferred to the Michigan Strategic Fund (MSF). Companies with multiple incentives are only required to report once and will show identical numbers for each program where they received an award. All awards that are expired, paid off, written off or otherwise closed will be removed from future reports. At the time of this report, the total amount awarded to active companies under this program is \$12,639,626; money, revenue or property returned through September 30, 2019,

is \$6,011,121 for the companies listed below. Due to a modification to the reporting process, there will be some variations from prior year's reporting.

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

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

For the period October 1, 2009, to September 30, 2019

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue or property returned	Initial funds leveraged <sup>2</sup>	New funds leveraged <sup>3</sup>	New patents, copyrights and trademarks applied for <sup>3</sup>	New patents, copyrights and trademarks issued <sup>3</sup>	New start-up companies <sup>3</sup>	Projected new job growth <sup>2</sup>	Current FTEs <sup>3</sup>	Number of new licensing agreements <sup>3</sup>			Products commercialized <sup>3</sup>
													Total agreements in <sup>4</sup>	Total agreements out <sup>5</sup>	With Mich.-based companies	
Arbor Photonics, Inc. <sup>6</sup>	Loan: Converted	10/08/08	\$1,502,000	\$0	\$0	\$1,515,000	\$1,100,000	0	0	0	136	0	0	0	0	1
Critical Signal Technologies Inc.*	Loan: Sold	10/08/08	\$2,000,000	\$0	\$5,736,436	\$6,599,999	\$77,033,262	19	14	0	366	139	0	0	0	0
CytoPherx, Inc. (fka Nephron Inc.) <sup>*</sup>	Loan: Converted	10/08/08	\$2,000,000	\$0	\$193,035	\$2,000,000	\$74,368,744	2	0	0	200	2	0	0	0	0
Metabolic Solutions Development Co.	Loan: Converted	10/08/08	\$2,450,000	\$0	\$78,277	\$10,000,000	\$62,563,181	9	9	1	113	0	1	1	1	0
Nanocerox Inc.	Loan: Converted	10/08/08	\$1,050,000	\$0	\$0	\$1,057,300	\$14,125,380	0	0	0	25	4	0	0	0	1
Pixel Velocity Inc.	Loan: Partially converted	10/08/08	\$1,808,645	\$0	\$3,373	\$2,000,000	\$25,849,655	25	12	1	36	3	2	4	0	5
Vestaron Corp.	Loan: Converted	03/28/09	\$1,828,981	\$0	\$0	\$5,625,000	\$61,266,135	53	19	2	18	11	41	2	0	1
<b>CURRENT OUTSTANDING<sup>7</sup></b>			<b>\$12,639,626</b>	<b>\$0</b>	<b>\$6,011,121</b>	<b>\$28,797,299</b>	<b>\$316,306,357</b>	<b>108</b>	<b>54</b>	<b>4</b>	<b>894</b>	<b>159</b>	<b>44</b>	<b>7</b>	<b>1</b>	<b>8</b>

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

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

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

cumulative except current FTEs.

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

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

<sup>6</sup> Arbor Photonics Inc. merged with NP Acquisition Corp., and nLIGHT Photonics Corporation on November 26, 2012. As a result of the merger, Arbor Photonics became a wholly owned subsidiary of nLIGHT Photonics Corporation. Coincident with

the merger, the total indebtedness owed by Arbor Photonics Inc. to the MSF was converted into shares of nLIGHT Photonics Corporation common stock. Data is from award inception to September 30, 2016.

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

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

## PURE MICHIGAN VENTURE DEVELOPMENT FUND

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

The MSF committed up to \$9 million from the 21st Century Jobs Fund to split equally between four early stage venture funds. Each fund is required to raise at least \$8 million in additional private investment in order for the full \$2.25 million investment in each fund to fully vest. As of September 30, 2019, these funds have leveraged an additional \$877.5 million from other private investors and have made investments into 46 early-stage Michigan companies.

New FY 2019 activities include follow-on investments into the following Michigan-based companies:

- Akadeum Life Sciences (Ann Arbor): developer of a two-parameter cell separation technology designed to facilitate the removal of target cells from biological samples. The company's technological product is based on buoyancy-activated cell sorting (BACS) that uses microscopic micro-bubbles to capture target cells and quickly float them to the surface of a liquid sample for removal, enabling medical practitioners to use those cells for performing downstream testing and analysis with increased efficiency.
- ArborMetrix (Ann Arbor): provider of clinical performance analytics tools designed to improve the delivery of health care outcomes through data science. The company's performance analytics tools combine data insights and statistics to measure clinical performance and efficiency, enabling clients including health systems, state hospital associations, specialty societies, quality collaborative, payers and other at-risk entities to integrate, store and analyze cloud-based data to accelerate performance and improve care.
- Autobooks (Detroit): developer of an integrated receivables and cash-management platform designed to help financial institutions unlock their small businesses potential. The company's integrated receivables and cash-management platform helps to bundle comprehensive business services like invoicing, payments and accounting, enabling small business' clients to better manage cash flows and

automate administratively burdensome book-keeping tasks.

- Bloomscape (Detroit): provider of consumer online plant shopping platform intended to offer parenting tips and care. The company's services leveraging proprietary packing and shipping systems to deliver fully potted plants and post-purchase direction and advice, enabling consumers to get ready-to-go plants at the doorstep with tips and tricks need to help plants thrive.
- Celsee Diagnostics (Plymouth): developer and manufacturer of integrated comprehensive single-cell analysis products to accurately identify, analyze and viably retrieve single cells directly from blood and tissue. The company's platforms provide a practical approach to accurately analyze previously undetectable or rare cells to a scale of millions of single cells from an individual sample. The patented approach incorporates the fundamental properties of gravity for the gentle capture and isolation of individual cells from heterogeneous blood and tissue suspensions.
- Change Dynamix (Royal Oak): developer of user and entity behavior and security analytics software designed to monitor identities and accounts for compliance, policy and risk exposure. The company's user and entity behavior and security analytics software helps to elevate risk events of interest, analyzing the changing dynamics and entity behavior, enabling users to get advanced security with faster threat detection and accuracy.
- Genomenon (Ann Arbor): developer of genome interpretation software intended to improve cancer diagnosis and treatment. The company's software offers a set of diagnostic and discovery tools to identify disease-causing genomic variants and helps to treat cancer and other inheritable diseases, enabling physicians to treat their patients in an enhanced way.
- Floyd (Detroit): provider of an online marketplace designed to produce affordable and high quality products manufactured in partnerships with factories. The company's online marketplace offers apartment furniture that is easy to put together and has longevity, enabling users to order furniture as per their preference with an easy shipping and transport facility.
- May Mobility (Ann Arbor): developer of autonomous vehicle technology. The company's vehicle fleets include shuttles that provide comfortable individual seats and belts for every rider and interact with other road users like a human driver, giving extra space to vulnerable users, passing other cars as well as offers full fleet operation service.
- Orbion (Houghton): developer of electric propulsion satellites designed to

revolutionize the small satellite missions in outer space. The company's satellites increase the value of imagery by operating at lower orbit altitudes, as well as decrease the launch costs by reducing the mass of propellant carried by small satellite for on-orbit maneuvers, enabling space organizations to reduce the rate of replacement launches that are required to maintain the space infrastructure.

- Shoptelligence (Ann Arbor): developer of a style discovery platform designed to empower shoppers to effortlessly discover new products across categories. The company's platform offers dynamic ensemble recommendations using artificial intelligence enriched product data and consumer engagement, enabling shoppers to get a more engaging experience and discover more of the retailer's catalogue.
- Sportsman Tracker (Grand Rapids): developer of a communication and tracking platform designed to make hunting and fishing experiences better. The company's communication and tracking platform uses an outdoor sports analytics and mobile technology to view maps, chart hunting and fishing locations and record their results in the field, enabling hunters and anglers to increase their success in hunting and fishing.
- StockX (Detroit): provider of an online marketplace for buying and selling sneakers designed to trade high-demand and limited edition products. The company's marketplace offers buyers and sellers historical price and volume metrics, real-time bids and offers time-stamped trades, individualized portfolio tracking and metrics, as well as in-depth market analysis and news, enabling buyers to bid a value for their products and sellers to receive a fair deal.
- Varsity News Network (Grand Rapids): developer of an all-in-one communication platform designed to facilitate online communication between high school athletic departments, parents and athletes. The company's platform automatically synchronizes schedules, game results, articles, photos, forms and alerts in order to manage them in everyday life, enabling high school athletic directors to manage communication and create media coverage for athletic events in the process.

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

### PMVDF AWARDS

As of September 30, 2019

Entity receiving funding	Municipality	County	Type of funding	Amount committed	Capital called for investment <sup>1</sup>	Initial and additional private funds leveraged <sup>2</sup>	New private funds leveraged <sup>3</sup>	Mich.-based companies invested in	Jobs created/retained in Mich. <sup>4</sup>
Michigan eLab	Ann Arbor	Washtenaw	Venture capital	\$2,250,000	\$1,950,000	\$20,250,000	\$129,077,212	5	197
Resonant Venture Partners	Ann Arbor	Washtenaw	Venture capital	\$2,250,000	\$2,068,371	\$8,895,000	\$183,049,947	5	665
Detroit Venture Partners	Detroit	Wayne	Venture capital	\$2,250,000	\$2,250,000	\$53,010,521	\$321,101,768	21	1,507
Detroit Innovate Fund	Detroit	Wayne	Venture capital	\$2,250,000	\$837,500	\$5,496,203	\$244,221,182	15	266
<b>TOTAL</b>				<b>\$9,000,000</b>	<b>\$7,105,871</b>	<b>\$87,651,724</b>	<b>\$877,450,109</b>	<b>46</b>	<b>2,635</b>

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

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

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

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

PURE MICHIGAN VENTURE DEVELOPMENT FUND *continued***PMVDF AWARDS**

Total as of September 30, 2019

Entity receiving funding	Type of funding	Award date	Award amount	Capital called for investment	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue or property returned	Initial and additional private funds leveraged <sup>2</sup>	New private funds leveraged <sup>3</sup>	New patents, copyrights and trademarks applied for <sup>4</sup>	New patents, copyrights and trademarks issued <sup>4</sup>	New start-up companies <sup>4</sup>	Projected new job growth <sup>4</sup>	Current FTEs: net jobs <sup>4</sup>	Number of new licensing agreements <sup>4</sup>			Products commercialized <sup>4</sup>
														Total agreements in <sup>5</sup>	Total agreements out <sup>6</sup>	With Mich.-based companies	
Michigan eLab	Venture capital	09/12/13	\$2,250,000	\$1,950,000	\$0	\$429,339	\$20,250,000	\$129,077,212	5	3	5	39	197	49	0	15	10
Resonant Venture Partners	Venture capital	07/12/13	\$2,250,000	\$2,068,371	\$0	\$8,155,929	\$8,895,000	\$183,049,947	12	12	5	110	665	0	0	0	9
Detroit Venture Partners	Venture capital	01/01/13	\$2,250,000	\$2,250,000	\$0	\$338,756	\$53,010,521	\$321,101,768	3	3	21	930	1,507	0	0	0	5
Detroit Innovate Fund	Venture capital	09/15/15	\$2,250,000	\$837,500	\$0	\$471,780	\$5,496,203	\$244,221,182	70	47	15	124	266	9	3	2	39
<b>TOTAL</b>			<b>\$9,000,000</b>	<b>\$7,105,871</b>	<b>\$0</b>	<b>\$9,395,804</b>	<b>\$87,651,724</b>	<b>\$877,450,109</b>	<b>90</b>	<b>65</b>	<b>46</b>	<b>1,203</b>	<b>2,635</b>	<b>58</b>	<b>3</b>	<b>17</b>	<b>63</b>

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

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

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

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

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

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

## PURE MICHIGAN VENTURE MATCH FUND

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

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

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

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

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

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

### PURE MICHIGAN VENTURE MATCH FUND

Fiscal year 2019: 10/01/2018–09/30/2019

Entity receiving funding	Type of funding	Award date	Award amount	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue, or property returned	Initial funds leveraged <sup>2</sup>	Follow-on funding <sup>3</sup>	New patents, copyrights and trademarks applied for <sup>3</sup>	New patents, copyrights and trademarks issued <sup>3</sup>	New start-up companies <sup>3</sup>	Projected new job growth	Current FTEs <sup>3</sup>	Number of new licensing agreements <sup>3</sup>			Products commercialized <sup>3</sup>
													Total agreements in <sup>4</sup>	Total agreements out <sup>5</sup>	With Mich.-based companies	
Amplifinity (Urefer Inc.) <sup>6</sup>	Equity	12/06/12	\$375,000	\$0	\$0	\$1,125,677	\$9,660,437	0	0	0	0	73.0	0	12	0	1
		01/28/14	\$125,000													
		07/22/14	\$286,000													
Waymark (Knew Deal Inc.) <sup>7</sup>	Equity	02/14/13	\$499,999	\$0	\$0	\$1,439,922	\$3,242,579	1	0	0	0	31.0	0	0	0	4
		07/08/14	\$187,500													
		12/12/14	\$200,000													
Tissue Regeneration Systems Inc. <sup>8</sup>	Equity	02/01/13	\$500,000	\$0	\$1,029,565	\$1,500,000	\$6,122,523	8	4	0	0	19.0	2	3	1	0
		08/06/14	\$500,000													
Larky Inc.	Equity	04/30/14	\$500,000	\$0	\$0	\$500,000	\$1,580,000	2	2	1	20	13.0	0	0	0	2
<b>TOTAL</b>			<b>\$3,173,499</b>	<b>\$0</b>	<b>\$1,029,565</b>	<b>\$4,565,599</b>	<b>\$20,605,539</b>	<b>11</b>	<b>6</b>	<b>1</b>	<b>20</b>	<b>136</b>	<b>2</b>	<b>15</b>	<b>1</b>	<b>7</b>

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

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

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

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

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

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

<sup>7</sup> The company was approved for a Follow-on award under this program in the amount of \$187,500 on July 8, 2014, and another Follow-on award under this program in the amount of \$200,000 on December 12, 2014, to bring the total award amount to \$387,499.

<sup>8</sup> The company was approved for a Follow-on award under this program in the amount of \$500,000 on August 6, 2014. As of September 30, 2019, the MSF realized a return of \$1,029,565 from its equity stake in the company.

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

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

Companies with multiple incentives are only required to report once and will show identical numbers for each program where they received an award. All awards that are expired, paid off, written off, withdrawn, rescinded or otherwise closed will be removed from future reports. At the time of this report, the total amount awarded to active companies under this program is \$1,600,000; money, revenue, or property returned through September 30, 2019, is \$182,603 for the companies listed below. Due to a modification to the reporting process, there will be some variations from prior year's reporting.

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

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

Fiscal year 2019: 10/01/2018–09/30/2019

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced <sup>1</sup>	Money, revenue, or property returned	New funds leveraged <sup>2</sup>	New patents, copyrights and trademarks applied for <sup>2</sup>	New patents, copyrights and trademarks issued <sup>2</sup>	New start-up companies <sup>2</sup>	Projected new job growth <sup>3</sup>	Current FTEs <sup>2</sup>	Number of new licensing agreements <sup>2</sup>			Products commercialized <sup>2</sup>
												Total agreements in <sup>4</sup>	Total agreements out <sup>5</sup>	With Mich.-based companies	
Emiliem Inc.*	Loan	11/28/07	\$250,000	\$125,000	\$42,783	\$52,000	2	0	1	5	4	0	0	0	2
Kalexyn Inc.	Loan: Paid in Full	10/28/09	\$150,000	\$100,000	\$52,907	\$1,666,224	0	0	0	10	28	0	0	0	0
Phrixus Pharmaceuticals	Loan	11/28/07	\$350,000	\$0	\$23,719	\$5,206,823	0	1	0	7	0	1	1	0	0
ProNAi Therapeutics Inc. <sup>7</sup>	Loan: Converted	11/28/07	\$400,000	\$0	\$0	\$88,925,144	1	4	0	8	5	2	0	0	0
Venntis LLC*	Loan	0/25/10	\$50,000	\$0	\$44,456	\$450,001	1	1	1	1	2	0	0	0	0
Vestaron Corporation <sup>6</sup>	Loan: Converted	11/28/07	\$50,000	\$100,000	\$0	\$43,066,135	53	19	2	4	11	41	2	0	1
		01/27/10	\$150,000												
Zoltan Laboratories LLC <sup>8</sup>	Loan	01/23/08	\$200,000	\$0	\$18,737	\$277,536	0	0	0	4	0	0	0	0	0
<b>CURRENT OUTSTANDING <sup>9</sup></b>			<b>\$1,600,000</b>	<b>\$325,000</b>	<b>\$182,603</b>	<b>\$139,643,863</b>	<b>57</b>	<b>25</b>	<b>4</b>	<b>39</b>	<b>50</b>	<b>44</b>	<b>3</b>	<b>0</b>	<b>3</b>

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

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

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

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

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

<sup>6</sup> Companies with multiple loans under this program show one row of combined numbers. Companies with multiple loans under different programs show the same figures, except those contained in the original programmatic proposal.

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

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

<sup>9</sup> Totals in this row represent the totals for the remaining active companies.

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



# ADMINISTRATIVE



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

As of September 30, 2019

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 09/30/2018** **\$316,708,834**

**Revenues to the Permanent Fund during FY 2019:**

21st Century loans and investment programs	\$34,305,565
Common Cash Earnings <sup>1</sup>	\$3,972,324
	\$38,277,889

**Total funds from inception to 09/30/2019** **\$354,986,723**

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

American Center for Mobility	\$32,000,000
Buick City	\$5,500,000
Capital Conduit Program	\$39,600,000
Joe Louis Arena Demolition/City of Detroit	\$10,000,000
Community Revitalization Program	\$73,080,951
Fiat Chrysler Automobiles/Detroit Brownfield Redevelopment Authority	\$20,000,000
Michigan Community Capital	\$22,500,000
Michigan Supplier Diversification Fund	\$60,256,488
Pure Michigan Venture Development Fund	\$9,000,000
UP Broadband/Northern Michigan University	\$6,500,000
Completed commitments	\$26,548,898
	\$304,986,337

**Available Funds at 09/30/2019** **\$50,000,386**

*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.*

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

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

<b>MICHIGAN STRATEGIC FUND ACTIVITIES: SECTION 88(b)(2) (c)</b>									
Fiscal year 2019: 10/01/2018–09/30/2019									
FY approved	Awardee name	MSF approval date	Municipality	County	Incentive type	Award amount	Amount disbursed	Incentive status <sup>20</sup>	Term of incentive
2014	Michigan Manufacturing Technology Center <sup>1</sup>	03/25/14	Plymouth	Wayne	Grant	\$5,630,000	\$5,630,000	Ended	04/01/2014–09/30/2016
2015	Port of Monroe <sup>2</sup>	09/22/15	Monroe	Monroe	Investment	\$3,000,000	\$3,000,000	Ended	02/04/2016–12/31/2017
2016	Invenergy Thermal Development LLC <sup>3</sup>	12/15/15	Richmond Township	Marquette	Grant	\$500,000	\$500,000	Monitoring	04/19/2016–12/31/2017
	Michigan-China Business Development Group dba Michigan-China Innovation Center <sup>4</sup>	03/22/16	Troy	Oakland	Grant	\$5,000,000	\$2,750,000	Monitoring	4/22/2016–4/30/2021
	RecoveryPark & RecoveryPark Farms Inc. <sup>5</sup>	03/22/16	Detroit	Wayne	Grant	\$400,000	\$400,000	Monitoring	03/29/2016–12/31/2018
	Willow Run Arsenal of Democracy Land Holdings Limited Partnership <sup>6</sup>	03/22/16 and 07/26/16	Ypsilanti	Washtenaw and small part in Wayne	Grant and Investment	\$35,000,000	\$32,000,000	Monitoring	04/08/2016–12/31/2017 (Grant Only)
	City of Flint <sup>7</sup>	09/27/16	Flint	Genesee	Investment	\$3,500,000	\$0	Monitoring	N/A
2017	RecoveryPark & RecoveryPark Farms Inc. <sup>5</sup>	10/25/16	Detroit	Wayne	Loan	\$1,000,000	\$750,000	Monitoring	03/01/2017–03/30/2022
	Michigan Manufacturing Technology Center <sup>9</sup>	11/22/16	Plymouth	Wayne	Grant	\$4,250,000	\$2,125,000	Monitoring	11/01/2016–10/31/2018
	City of Dearborn <sup>8</sup>	12/20/16	Dearborn	Wayne	Grant	\$3,000,000	\$3,000,000	Monitoring	04/19/2017–12/31/2018
	Flint & Genesee Chamber of Commerce <sup>10</sup>	12/21/16	Flint	Genesee	Grant	\$550,000	\$295,000	Monitoring	02/22/2017–12/31/2019
	Michigan Community Capital <sup>11</sup>	02/28/17	Lansing	Ingham	Loan	\$22,500,000	\$9,628,285	Monitoring	06/30/2017–07/01/2040
	Northern Michigan University <sup>12</sup>	03/28/17	Marquette	Marquette	Investment	\$6,500,000	\$4,250,000	Monitoring	06/15/2016–12/31/2032
	Evergreen Community Development Initiative <sup>13</sup>	08/22/17	Flint	Genesee	Grant	\$300,000	\$150,000	Monitoring	09/01/2017–09/30/2020

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

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

Fiscal year 2019: 10/01/2018–09/30/2019

FY approved	Awardee name	MSF approval date	Municipality	County	Incentive type	Award amount	Amount disbursed	Incentive status <sup>20</sup>	Term of incentive
2017	Michigan Technology Commercialization Corporation dba Michigan Research Institute <sup>14</sup>	08/22/17	Ann Arbor	Washtenaw	Loan participation	\$1,525,000	\$1,525,000	Monitoring	See footnote
	Cornerstone Alliance <sup>15</sup>	09/26/17	Benton Harbor	Berrien	Grant	\$1,200,000	\$0	Monitoring	12/08/2017–12/31/2021
2018	Michigan Community Capital <sup>11</sup>	12/19/17	Lansing	Ingham	Loan	\$3,000,000	\$0	Ended	12/19/2017–12/19/2041
	Buick City <sup>16</sup>	02/27/18	Flint	Genesee	Grant	\$5,500,000	\$999,900	Monitoring	04/26/2018–04/26/2019
2019	310 East Third Street (Flint Market Place Apartments) <sup>17</sup>	09/25/18	Flint	Genesee	Loan	\$7,000,000	\$7,000,000	Monitoring	04/26/2019–04/26/2037
	City of Detroit (JLA Demolition) <sup>18</sup>	12/18/18	Detroit	Wayne	Loan	\$10,000,000	\$4,159,104	Monitoring	06/17/2019–06/17/2039
	Detroit Brownfield Redevelopment Authority <sup>19</sup>	05/21/19	Detroit	Wayne	Grant	\$55,000,000	\$30,000,000	Monitoring	06/14/2019–12/31/2051

1 The Michigan Manufacturing Technology Center (MMTC) received an initial grant of up to \$1,380,000 through the Manufacturing Services Request for Proposals in March 2014 for the purpose of providing support services to companies in advanced manufacturing and other related industries for an initial term of April 1, 2014, to September 30, 2014. On December 16, 2014, the MSF board allocated an additional \$2,125,000 in funding and extended the term to September 30, 2015. On November 24, 2015, the MSF board allocated an additional \$2,125,000 in additional funding and extended the term of the grant to September 30, 2016.

2 The Port of Monroe received an investment of \$3,000,000 for the purpose of revitalizing the commercial harbor area located on Lake Erie in the city of Monroe.

3 Invenery Thermal Development LLC received a grant of up to \$500,000 to offset the costs related to the development of a combined heat and power cogeneration facility to supply process steam and power at the Cliffs Natural Resources Mining Complex in Palmer, Mich. The MSF approved an amendment to the grant on December 20, 2016, to reduce the required investment from \$1,385,745 to \$567,200 and remove a provision that prohibited any portion of the required investment from being returned to the company.

4 The Michigan-China Innovation Center received a grant of up to \$5,000,000 to support start-up costs and capital needs of the Michigan-China Innovation Center.

5 RecoveryPark Farms Inc. received a grant of up to \$400,000 and a loan of \$1,000,000 to serve as bridge financing for RecoveryPark and RecoveryPark Farms to support acquisition and development of 105 acres of land on the east side of Detroit for the growth and sale of branded specialty herbs and produce to local restaurants for farm-to-table sourcing while also providing sustainable jobs to individuals with barriers to employment. On November 30, 2017, RecoveryPark and RecoveryPark Farms Inc. was placed in default of their loan agreement.

6 On March 22, 2016, the Willow Run Arsenal of Democracy Land Holdings LP received an award of \$3,000,000, consisting of \$2,999,900 in the form of a grant and \$100 in the form of an equity investment. The grant funds were intended to pay environmental, consultant and other professional due-diligence and property acquisition costs and to support the start-up costs for the American Center for Mobility's connected and automated vehicle (CAV) test facility at Willow Run. The equity investment was necessary to form the limited partnership. On July 26, 2016, the MSF board approved an additional \$17,000,000 to the limited partnership, and on April 25, 2017, the MSF board approved an additional \$15,000,000 to the Limited Partnership, in each case to facilitate the final design, construction costs and operations for the completion of Phase 1A of the CAV test facility. The term of the limited partnership is perpetual unless terminated and dissolved in accordance with the terms of the limited partnership agreement.

7 City of Flint received an investment of up to \$3,500,000 to finance the acquisition, construction and installation of a water pipeline to connect the city's water treatment plant to the Karegnondi Water Authority's water supply system. The final agreement has not been executed between the MSF and City of Flint.

8 City of Dearborn received grant of up to \$3,000,000 toward financing construction of a parking deck.

9 MMTC received an initial grant of \$2,125,000 for the purpose of providing matchmaking assistance in support of the Pure Michigan Business Connect initiative, consulting and training related to process improvement and efficiency, and business outreach and support services for business development efforts for an initial term of November 1, 2016, to October 31, 2017. On September 26, 2017, the MSF board allocated an additional \$2,125,000 in funding and extended the term to October 31, 2018.

10 Flint & Genesee Chamber of Commerce received a grant of up to \$550,000 to use in its Flint Grocer Improvement Grant Program to facilitate financial support to eligible grocers.

11 Michigan Community Capital will use the loan to purchase interests in project entities engaged in developing Michigan real estate projects targeted at residential rental with affordable housing components. On April 23, 2019, the MSF approved an amendment increasing the Investment Fund Loan Award by \$9,000,000 and taking the total loan amount to \$22,500,000. The amendment also terminated the loan to Michigan Community Capital for the \$3,000,000 Small Developer Initiative.

12 Northern Michigan University received the investment to reimburse Northern Michigan University for certain fees, costs, and expenses of Northern Michigan University to build out NMIU Educational Access Network, a high-speed broadband service across Michigan's Upper Peninsula.

13 The Evergreen Community Development Initiative received a grant of up to \$300,000 from the MSF to support its literacy center, which includes a complete virtual library, computer laboratory, and dedicated literacy coaches with a curriculum designed to increase adult literacy and job readiness. The Michigan Department of Treasury provided the funds to the MSF pursuant to a memorandum of understanding.

14 The Michigan Technology Commercialization Center, dba the Michigan Research Institute (MRI), received a loan participation award toward the purchase of real property and working capital in support of MRI's startup incubator operations. Under this transaction, the MSF participated in the amount of \$1,525,000 on a loan of \$3,386,150 provided by Level One Bank. The loan is amortized over 240 months, with monthly payments split between the lender and the MSF in the amounts of \$11,684.02 and \$7,013.39, respectively. Loan payments began on November 1, 2017.

15 Cornerstone Alliance received a grant of up to \$1,200,000 to collaborate with Whirlpool Corporation to make improvements to its St. Joseph Technology Center by developing and constructing a 200-foot pedestrian bridge to connect the cities of St. Joseph and Benton Harbor. The agreement has not yet been executed.

16 Buick City will use the grant to fund due diligence activities, assess the financial feasibility of acquiring and developing the site of the former Buick City automobile manufacturing plant in Flint. If the project moves forward an additional \$5,500,000 has been approved for the purpose of developing and operating the property.

17 Flint Market Place Apartments will use the loan to develop two new buildings containing 92 units (48 low income) and 94 parking spaces.

18 The city will use the loan for the demolition and site preparation of approximately 5.9 acres of property located at 600 Civic Center Drive, Detroit (more commonly known as the Joe Louis Arena).

19 On May 21, 2019, the Detroit Brownfield Redevelopment Authority (DBRA) received a performance-based award of \$55,000,000 from the MSF. The award is intended to be used by DBRA to finance site preparation activities for the construction of FCA's new assembly plant that will be located in Detroit. DBRA agree to perform the site preparation activities on behalf of FCA as way to incentivized FCA to construct its assembly plant in the city of Detroit.

20 Additional stages have been created to clarify the status of each incentive. Ended means the company has successfully met all requirements of the agreement and amendments. Monitoring means the project has been approved by the MSF board and the agreement has been fully executed.

**MICHIGAN STRATEGIC FUND: WORK PROJECT INFORMATION****MICHIGAN STRATEGIC FUND ACTIVITIES: WORK PROJECT SPENDING**

Fiscal year 2019: 10/01/2018–09/30/2019

<b>TOTAL WORK PROJECT EXPENDITURES IN FY 2019 (multiple appropriation years)</b>				<b>\$172,972,867</b>
<b>WORK PROJECT BALANCES CARRIED INTO FY 2020</b>				
<b>Appropriation title</b>	<b>Appropriation year</b>	<b>Work project balances carried into FY 2020</b>	<b>Amount committed to projects</b>	<b>Uncommitted balance of work project</b>
Business Attraction and Community Revitalization	2016	\$41,992,606	\$41,992,606	\$(0)
Film Incentive Program	2016	\$1,434,844	\$3,000	\$1,431,844
<b>Total</b>		<b>\$43,427,450</b>	<b>\$41,995,606</b>	<b>\$1,431,844</b>
Business Attraction & Community Revitalization	2017	\$50,561,746	\$50,561,747	\$(0)
Entrepreneurship Eco-system	2017	\$24,124		\$24,124
Protect and Grow	2017	\$249,582	\$157,037	\$92,545
Special grants	2017	\$2,307,553	\$2,300,000	\$7,553
<b>Total</b>		<b>\$53,143,004</b>	<b>\$53,018,783</b>	<b>\$124,221</b>
Business Attraction & Community Revitalization	2018	\$87,253,286	\$87,253,286	\$0
Entrepreneurship Eco-system	2018	\$5,353,064	\$5,353,064	\$0
Michigan Enhancement Grants	2018	\$13,218,630	\$12,143,500	\$1,075,130
Project Rising Tide	2018	\$1,157,379	\$383,907	\$773,472
Protect and Grow	2018	\$458,389	\$190,825	\$267,564
<b>Total</b>		<b>\$107,440,749</b>	<b>\$105,324,582</b>	<b>\$2,116,166</b>
Michigan Enhancement Grants/Special Legislative Grants	2019	\$18,849,626	\$18,274,741	\$574,885
Business Attraction & Community Revitalization	2019	\$72,858,669	\$72,858,669	\$0
Entrepreneurship Eco-system	2019	\$6,467,098	\$2,410,455	\$4,056,643
Northern Michigan Tourism and Sports Fund	2019	\$45,412	\$0	\$45,412
Project Rising Tide	2019	\$599,342	\$0	\$599,342
Pure Michigan	2019	\$8,809,071	\$5,096,194	\$3,712,877
<b>Total</b>		<b>\$107,629,218</b>	<b>\$98,640,059</b>	<b>\$8,989,159</b>
<b>TOTAL</b>		<b>\$311,640,420</b>	<b>\$298,979,031</b>	<b>\$12,661,390</b>
<i>Note: Of the \$311.6 million in work projects carried into FY 2020, \$299.0 million was committed to projects and \$12.7 million was uncommitted on September 30, 2019.</i>				

# MICHIGAN STRATEGIC FUND: SPECIAL LEGISLATIVE GRANTS/MICHIGAN ENHANCEMENT GRANTS

## MSF: SPECIAL LEGISLATIVE GRANTS/MICHIGAN ENHANCEMENT GRANTS (DETAIL BY APPROPRIATION YEAR)

Fiscal year 2019: 10/01/2018–09/30/2019

GRANT (AY 2019)	FY 2019 beginning balance	Expenditures	FY 2019 ending balance
American Center of Mobility	\$10,000,000	\$10,000,000	—
Bagley Street Bridge	\$2,700,000	\$2,700,000	—
Beaver Island Ferry	\$1,000,000	\$1,000,000	—
Buffalo Soldiers stable/fence upgrade	\$150,000	\$150,000	—
Catholic Charities SE Michigan	\$100,000	\$100,000	—
Child and family welfare service provider	\$1,200,000	—	\$1,200,000
City of Lansing Road Improvements	\$3,300,000	\$3,300,000	—
Dearborn Heights Fire Department	\$300,000	\$300,000	—
Detroit Economic Development Association: PGA upgrades	\$2,000,000	\$2,000,000	—
Detroit PAL	\$50,000	\$50,000	—
Discovery Center Pier	\$2,000,000	\$2,000,000	—
Eastern MI University Information Security	\$1,000,000	\$1,000,000	—
Escanaba River Environmental Project	\$936,000	\$936,000	—
Families Against Narcotics	\$75,000	\$75,000	—
Flint Development Center Virtual Library	\$50,000	\$50,000	—
Flint Schools HVAC Repairs	\$208,000	\$208,000	—
Food Forward FARM Incubator	\$2,000,000	\$2,000,000	—
Gerald R. Ford Airport Upgrades	\$5,000,000	\$5,000,000	—
Gogebic Community College — Workforce Development Training	\$2,000,000	\$2,000,000	—
Grand Haven Pavilion	\$1,500,000	—	\$1,500,000
Grand Rapids Children's Museum STEAM Lab	\$1,500,000	\$1,500,000	—
Grand Rapids JA Free Enterprise Center	\$250,000	\$250,000	—
Grand Rapids Public Schools T2C Studio	\$300,000	\$300,000	—
Grand Traverse Civic Center Amphitheater	\$147,000	\$147,000	—
Henry Ford Kingswood IT Upgrades	\$500,000	\$500,000	—
Home Confinement Inc Tether Pilot*	\$500,000	—	\$500,000
Human services support organization in Southeast Michigan	\$500,000	\$500,000	—
Impression 5 Science Center	\$100,000	\$100,000	—
Inkster Park Band Shell	\$150,000	\$150,000	—
Jobs for Michigan Graduates	\$1,000,000	—	\$1,000,000
John Ball Zoo Renovations	\$1,000,000	\$1,000,000	—
Kent County food scarcity program targeting children	\$350,000	\$350,000	—
Large Special Events Fund	\$1,500,000	\$1,500,000	—
Lowell Showboat	\$1,300,000	\$1,300,000	—
Mackinac Island Road improvements	\$500,000	\$30,825	\$469,175
Macomb County Retention Basin	\$3,000,000	\$3,000,000	—

## MSF: SPECIAL LEGISLATIVE GRANTS/MICHIGAN ENHANCEMENT GRANTS *continued*

<b>MSF: SPECIAL LEGISLATIVE GRANTS/MICHIGAN ENHANCEMENT GRANTS (DETAIL BY APPROPRIATION YEAR) <i>continued</i></b>			
Fiscal year 2019: 10/01/2018–09/30/2019			
<b>GRANT (AY 2019) <i>continued</i></b>	<b>FY 2019 beginning balance</b>	<b>Expenditures</b>	<b>FY 2019 ending balance</b>
MAMA Airport Facility & Low Orbit Launch	\$2,500,000	\$1,250,000	\$1,250,000
Manistee Road Detour	\$300,000	\$300,000	—
McDevitt Avenue Road Repairs	\$3,700,000	\$3,700,000	—
McLaren Northern Michigan Upgrades	\$1,000,000	\$1,000,000	—
Mental Health and Substance Abuse Pilot Project	\$3,750,000	\$3,750,000	—
Michigan Health Information Network	\$1,500,000	\$1,340,470	\$159,530
Michigan Research Institute	\$750,000	\$750,000	—
Michilimackinac Historical Cultural Society	\$1,000,000	\$1,000,000	—
Mid Michigan College HVAC Upgrades	\$2,500,000	\$2,500,000	—
Midland/Gladwin Dam Project	\$5,000,000	\$5,000,000	—
Monroe Public Health Partnership	\$100,000	\$100,000	—
Muskegon Industrial Park	\$4,000,000	\$4,000,000	—
Muskegon Lake Cleanup	\$5,000,000	\$5,000,000	—
Oscoda Water Line Replacements	\$580,000	—	\$580,000
Owosso Armory Renovation	\$327,500	\$327,500	—
Paving of White Pine Trail	\$3,000,000	\$3,000,000	—
Primary Care Physician: Arab American and Chaldean Council	\$200,000	\$200,000	—
Protect & Grow	\$500,000	\$135,417	\$364,583
Restore the Rapids	\$2,000,000	—	\$2,000,000
Rochester Hill's — Play Structure and Park Improvements	\$200,000	\$200,000	—
Rural Blight Removal	\$350,000	\$273,660	\$76,340
Salem Township Urban Services District	\$10,000,000	—	\$10,000,000
Sheldon House Renovations	\$214,000	\$214,000	—
Sherman Boulevard Investment Attraction and Safe Neighborhoods	\$3,000,000	\$3,000,000	—
Sloan Museum (Flint)	\$500,000	\$500,000	—
South Haven American Legion	\$85,000	\$85,000	—
Spring Lake/Grand Haven Wastewater Project	\$2,500,000	\$2,500,000	—
St. Clair County Road Commission	\$200,000	\$200,000	—
St. Clair Community College STEM Children's Museum	\$400,000	\$400,000	—
St. Jude Iraq	\$200,000	\$200,000	—
Stottlemeyer Park Enhancements	\$150,000	\$150,000	—
SW MI First Talent Strategy	\$466,000	\$466,000	—
TART Trails	\$162,000	\$162,000	—
Traverse City DDA Civic Square	\$2,000,000	\$2,000,000	—
Traverse City School District audit fines*	\$700,000	\$691,510	\$8,490
Van Andel Institute	\$1,000,000	\$750,000	\$250,000

## MSF: SPECIAL LEGISLATIVE GRANTS/MICHIGAN ENHANCEMENT GRANTS *continued*

<b>MSF: SPECIAL LEGISLATIVE GRANTS/MICHIGAN ENHANCEMENT GRANTS (DETAIL BY APPROPRIATION YEAR) <i>continued</i></b>			
Fiscal year 2019: 10/01/2018–09/30/2019			
<b>GRANT (AY 2019) <i>continued</i></b>	<b>FY 2019 beginning balance</b>	<b>Expenditures</b>	<b>FY 2019 ending balance</b>
Van Buren County School Safety	\$500,000	\$500,000	—
War Memorial Hospital Upgrades	\$1,300,000	\$1,300,000	—
West Michigan Amphitheater	\$5,000,000	\$5,000,000	—
<b>AY 2019 TOTAL</b>	<b>\$114,800,500</b>	<b>\$95,442,382</b>	<b>\$19,358,118</b>
<b>GRANT (AY 2018)</b>			
Albion Oaklawn Behavioral and Physical Health Clinic	\$200,000	\$200,000	—
Albion Sewer and Water Project	\$500,000	\$500,000	—
Arab American Museum	\$250,000	\$250,000	—
Arthur Lesow Community Center renovation	\$100,000	\$100,000	—
Au Gres Boat Launch	\$100,000	\$100,000	—
Bay Mills Indian Community Hospital	\$750,000	—	\$750,000
Branch County Road Project	\$250,000	\$250,000	—
Camp Grayling Veteran Land Improvement/ Camp Grayling Law Enforcement Building	\$75,000	\$37,500	\$37,500
Chaldean Community Foundation	\$250,000	\$250,000	—
Charles H. Wright Museum	\$250,000	\$250,000	—
Chesterfield Township Veterans Park Sidewalk Repair	\$50,000	\$25,000	\$25,000
Cristo Rey Community Center	\$50,000	\$50,000	—
Delta County Upper Peninsula	\$250,000	\$250,000	—
Dixie Highway Federal Match (Saginaw County Road Commission)	\$500,000	\$500,000	—
Gladwin WWI Monument Restoration	\$2,500	\$2,500	—
Glen Oaks Community College Local Match Funding	\$750,000	—	\$750,000
Grand Haven State Park Upgrades	\$1,900,000	\$950,000	\$950,000
Grand Rapids Civic Theater	\$500,000	\$500,000	—
Grand Rapids Civic Theatre	\$1,000,000	\$1,000,000	—
Grand River Environmental Testing and Dredging	\$1,150,000	\$75,000	\$1,075,000
Grayling Airport Tree Cutting	\$125,000	\$62,500	\$62,500
Great Lakes Center for the Arts	\$500,000	\$500,000	—
Helmets to Hardhats (Statewide)	\$100,000	\$100,000	—
Henry Ford Museum	\$250,000	\$250,000	—
Holocaust Memorial Museum	\$250,000	\$250,000	—
Holy Cross Services (supp)	\$1,000,000	\$1,000,000	—
Interchange Upgrade (Zeeland)	\$2,000,000	—	\$2,000,000
Jefferson Barns Community Vitality Center	\$50,000	\$50,000	—
Kalamazoo County Engagement Grant	\$50,000	—	\$50,000
Kids Food Basket	\$250,000	\$250,000	—



## MSF: SPECIAL LEGISLATIVE GRANTS/MICHIGAN ENHANCEMENT GRANTS *continued*

<b>MSF: SPECIAL LEGISLATIVE GRANTS/MICHIGAN ENHANCEMENT GRANTS (DETAIL BY APPROPRIATION YEAR) <i>continued</i></b>			
Fiscal year 2019: 10/01/2018–09/30/2019			
<b>GRANT (AY 2018) <i>continued</i></b>	<b>FY 2019 beginning balance</b>	<b>Expenditures</b>	<b>FY 2019 ending balance</b>
Lake Superior State University Community Center	\$75,000	\$75,000	—
Lenawee County Conservation District	\$22,500	\$22,500	—
Lowell Showboat Replacement	\$500,000	—	\$500,000
Macomb County Community Mental Health	\$500,000	\$500,000	—
Master Plan Study (Village of Lexington)	\$60,000	\$60,000	—
Michigan Research Institute	\$125,000	\$125,000	—
MICorps: Cooperative Lakes Monitoring Program	\$150,000	\$75,000	\$75,000
Monroe Women's Addiction Center Renovation	\$50,000	\$50,000	—
No Wrong Door (Wayne County)	\$125,000	—	\$125,000
North Grand River Riverfront Park	\$375,000	\$375,000	—
North Rosedale Park Community Center	\$75,000	\$75,000	—
Oceana County Trail	\$1,400,000	\$294,000	\$1,106,000
Oscoda Township Water Pipeline	\$325,000	\$162,500	\$162,500
Plymouth Dangerous Intersection Upgrade (Ann Arbor/McClumpha)	\$1,000,000	\$1,000,000	—
Plymouth Library Upgrades	\$48,000	\$48,000	—
Plymouth Township Fire Engine	\$200,000	\$200,000	—
Presque Isle Rural Broadband	\$100,000	\$50,000	\$50,000
Rebuilding of historic Whites Bridge (Ionia County)	\$175,000	\$175,000	—
River Raisin Center for the Arts	\$36,500	\$36,500	—
Road Infrastructure Improvement (White Lake Township)	\$375,000	\$375,000	—
Saginaw River Deepening Project	\$100,000	\$100,000	—
Salem Township Infrastructure	\$5,000,000	—	\$5,000,000
Sault Ste. Marie Carbide docks	\$1,000,000	\$500,000	\$500,000
Sault Ste. Marie 350th Anniversary	\$12,500	\$12,500	—
Scarlet's Park Playground (Commerce)*	\$130	—	\$130
Seita Scholars Program (Western Michigan University)	\$250,000	\$250,000	—
Sloan Museum Expansion	\$250,000	\$250,000	—
St. Clair Highway Bridge	\$1,350,000	\$1,350,000	—
Tuscola County Trail Project	\$150,000	\$150,000	—
Utica Downtown Development Authority Property Redevelopment	\$250,000	\$250,000	—
Utica Veterans Memorial Park	\$12,500	\$12,500	—
Van Andel Institute (Grand Rapids)	\$700,000	\$700,000	—
Wastewater treatment improvement (Muskegon County/Ottawa County, Coopersville)*	\$2,500,000	—	\$2,500,000
White Lake Township Environmental Cleanup	\$250,000	\$250,000	—
<b>AY 2018 TOTAL</b>	<b>\$30,994,630</b>	<b>\$15,276,000</b>	<b>\$15,718,630</b>

## MSF: SPECIAL LEGISLATIVE GRANTS/MICHIGAN ENHANCEMENT GRANTS *continued*

### MSF: SPECIAL LEGISLATIVE GRANTS/MICHIGAN ENHANCEMENT GRANTS (DETAIL BY APPROPRIATION YEAR) *continued*

Fiscal year 2019: 10/01/2018–09/30/2019

<b>GRANT (AY 2017)</b>	<b>FY 2019 beginning balance</b>	<b>Expenditures</b>	<b>FY 2019 ending balance</b>
Detroit Collaborative Design Center	\$50,000	—	\$50,000
Dort Highway	\$1,800,000	—	\$1,800,000
Gogebic County Flooding Emergency Infrastructure Improvements	\$500,000	\$492,447	\$7,553
Oakland County Road Paving Project	\$375,000	—	\$375,000
Unmanned Aerial Drone Development	\$110,000	\$35,000	\$75,000
<b>AY 2017 TOTAL</b>	<b>\$2,835,000</b>	<b>\$527,447</b>	<b>\$2,307,553</b>
<b>GRANT (AY 2016)</b>			
Northern Michigan UAV Consortium	\$50,000	\$50,000	—
<b>GRANT (AY 2015)</b>			
GED Testing and Certification	\$268,088	\$207,928	\$60,160
<i>*Projects either will not be moving forward or the balance of funds will not be used. Projects closed.</i>			

**MICHIGAN ECONOMIC DEVELOPMENT CORPORATION****FY 2019 BUDGET VS. ACTUAL EXPENDITURES**

	<b>FY 2019 Budget</b>	<b>Expenditures</b>	<b>Balance</b>
<b>Expenditures</b>			
<i>Operational</i>			
Salaries and other administrative costs	\$22,652,500	\$22,311,237	\$341,263
<b>Sub-total: Operational</b>	<b>\$22,652,500</b>	<b>\$22,311,237</b>	<b>\$341,263</b>
<i>Programs and Projects by Core Focus</i>			
Business Development	\$22,829,400	\$14,564,152	\$8,265,248
Central Administration	\$1,906,300	\$1,207,381	\$698,919
Community Vitality	\$9,935,000	\$2,128,327	\$7,806,673
Image	\$6,134,900	\$4,270,843	\$1,864,057
	<b>\$40,805,600</b>	<b>\$22,170,702</b>	<b>\$18,634,898</b>
<b>TOTAL EXPENDITURES</b>	<b>\$63,458,100</b>	<b>\$44,481,939</b>	<b>\$18,976,161</b>

*Note: \$10,758,367 of the unexpended balance was committed to projects at fiscal year end.*

**FY 2019 REVENUES****Actual revenues****CORPORATE REVENUES**

Tribal Gaming Revenues	\$53,094,542
Fees and Investments	\$3,090,094
<b>TOTAL REVENUES</b>	<b>\$56,184,636</b>

**FY 2019 YEAR END AVAILABLE FUND BALANCE****FUND BALANCE**

Total Fund Balance	\$72,551,879
Operating Stabilization Fund	(\$20,000,000)
Building Sinking Fund	(\$1,750,000)
Strategic Projects Reserve	(\$5,500,000)
<b>TOTAL FUND BALANCE AVAILABLE</b>	<b>\$45,301,879</b>

## MICHIGAN STRATEGIC FUND

## FY 2019 AND AY 2019 BUDGET VS. ACTUAL EXPENDITURES

Appropriation	Core Focus	Appropriation	Budget	Expenditures	Balance
Administrative Services	Central Administration	\$6,418,300	\$6,418,300	\$3,068,814	\$3,349,486
Job Creation Services	Business Development	\$22,518,900	\$2,925,000	\$2,838,610	\$86,390
	Central Administration		\$19,168,900	\$14,680,480	\$4,488,420
	Community Vitality		\$425,000	\$418,051	\$6,949
Pure Michigan	Central Administration	\$36,000,000	\$1,400,000	\$493,741	\$906,259
	Image		\$34,600,000	\$26,697,188	\$7,902,812
Entrepreneurship Eco-System	Central Administration	\$18,900,000	\$956,000	\$931,512	\$24,488
	Business Development		\$17,124,000	\$10,810,276	\$6,313,724
	Image		\$820,000	\$691,113	\$128,887
Business Attraction and Community Revitalization	Central Administration	\$125,379,900	\$4,215,196	\$2,835,577	\$1,379,619
	Business Development		\$76,637,425	\$6,505,512	\$70,131,914
	Community Vitality		\$39,258,284	\$39,189,101	\$69,182
	Image		\$5,268,995	\$3,991,041	\$1,277,954
Community Development Block Grant*	Central Administration	\$47,000,000	\$100,000	\$93,078	\$6,922
	Business Development		\$3,500,000	\$2,669,643	\$830,357
	Community Vitality		\$30,292,168	\$30,111,225	\$180,943
Arts and Cultural Program	Central Administration	\$11,150,000	\$0	\$0	\$0
	Community Vitality		\$11,150,000	\$10,822,656	\$327,344
Community College Skilled Trades Equipment Program	Legislatively Directed	\$4,600,000	\$4,600,000	\$4,600,000	\$0
Facility for Rare Isotope Beams	Legislatively Directed	\$7,300,000	\$7,300,000	\$7,300,000	\$0
Special grants	Legislatively Directed	\$1,350,000	\$1,350,000	\$1,173,660	\$176,340
Project Rising Tide	Community Vitality	\$1,000,000	\$1,000,000	\$400,657	\$599,343
Northern Michigan Tourism***	Legislatively Directed	\$10,000,000	\$10,148,595	\$10,148,595	\$0
Michigan Enhancement Grants	Legislatively Directed	\$113,450,500	\$113,450,500	\$94,418,722	\$19,031,778
State Small Business Credit Initiative (SSBCI)**	Business Development	\$0	\$10,000,000	\$2,578,122	\$7,421,878
	Central Administration		\$429,500	\$368,067	\$61,433
STEP Export Grant (Federal)**	Business Development	\$0	\$800,000	\$800,000	\$0
Other Administrative**	Central Administration	\$0	\$800,000	\$703,237	\$96,763
		<b>\$405,067,600</b>	<b>\$404,137,863</b>	<b>\$279,338,680</b>	<b>\$124,799,183</b>

\*Budgeted Amount reflects Pass Through grant funds received in the fiscal year.

\*\*Unappropriated funds

\*\*\*Interest earnings on the cash balance were also expended

Note: The remaining balance includes funds committed to projects and funds carried forward to FY 2020 as work projects

**MEDC & MSF**

<b>FY 2019 FTE POSITION COUNT</b>			
<b>STAFFING LEVELS FY 2019</b>			
<b>FTE Counts</b>	<b>Corporate</b>	<b>State</b>	<b>Total</b>
<b>Program Staff by Core Focus</b>			
Business Development	79	20	<b>99</b>
Community Vitality	30	30	<b>60</b>
Image	23	11	<b>34</b>
Administrative Staff	47	47	<b>94</b>
<b>TOTAL</b>	<b>179</b>	<b>108</b>	<b>287</b>
<i>Notes: FTE counts are based on full occupancy of all active positions            Administrative staff includes finance, human resources, facilities, legal, compliance &amp; information technology.            Staff is spread across all applicable appropriation line items</i>			

## MSF ACTIVITIES: OTHER SECTION 125.2009 REPORT REQUIREMENTS

Sec. 9(1)(i) requires a list of all entities that are in bankruptcy, that the fund has received actual notice of, filed by the direct recipient of an active single incentive of at least \$500,000. The MSF received no bankruptcy notifications in FY 2019; however, the Cherry Growers Inc. bankruptcy, which was previously reported in prior year legislative reports, was finalized. The MSF received \$211,637.20 on the proof of claim it submitted for the company's Michigan Business Development Program grant.

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

Sec. 9(4) contains requirements related to a 21st century investment made by the MSF under Chapter 8A, including year-to-year growth and a statement of the amount of money in each loan reserve fund established

under the Small Business Capital Access Program (SBCAP). This information is included in the SBCAP pages of this report.

There are other specific reporting requirements within Sec. 9 for tourism and business promotion efforts, MBDP and MCRP awards and business incubators. This information is included under those program pages in the report.

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

MSF site visit guidelines:  
[www.michiganbusiness.org/49b696/globalassets/documents/reports/msf-reports/msf-site-visit-guidelines-3-1-16.pdf](http://www.michiganbusiness.org/49b696/globalassets/documents/reports/msf-reports/msf-site-visit-guidelines-3-1-16.pdf)