

Small Business Services

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**MICHIGAN
ECONOMIC
DEVELOPMENT
CORPORATION**

MEDC Small Business Support Objectives

- Entrepreneurial Ecosystem Building
- Early Stage to Established Company Support:
 - Incl. Main Street & Micro
- Capital Access & Scaling Business Operations
- Supply Chain Resiliency:
 - Diversification
 - Reindustrialization
- Technology Adoption



Goals



Helps Michigan companies:

- Connect procurement and investment demand to the Michigan supply base in key legacy sectors and emerging markets
- Advance the manufacturing supply base through the adoption of Industry 4.0 technologies and advanced materials
- Support and expand the startup and innovation ecosystem for manufacturing technology and scalable hard tech

Supply Chain Resiliency

Partners with state agencies and industry leaders to connect companies with research, purchasing, and investment opportunities in key sectors, including:



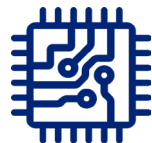
Mobility



Advanced Energy Solutions



Advanced Manufacturing



Artificial Intelligence & Cyber Security



FY27 Small Business RFI

Overview & Tier 1 Recurring Themes

91

Total submissions

61

Unique organizations

86%

Michigan-based respondents

20

Multi-category submitters

TIER 1 RECURRING THEMES

Five themes cited by 10+ respondents across categories

01 Founder & Owner Dependency

The central bottleneck — every decision runs through one person, blocking tech adoption, scaling, and succession.

02 Ecosystem Fragmentation

Resources are siloed across MEDC, MMTc, SBDC, EDOs, and CDFIs with no shared intake, referral, or sequencing infrastructure.

03 Capital Readiness Gap

Capital exists but businesses lack the financials, forecasting, and lender-ready narratives to access it. TA must precede deployment.

04 The “Missing Middle” in Capital

Persistent gap between microloans (\$5K–\$50K) and bank products (\$500K+). The \$50K–\$500K segment is the most-cited market failure.

05 Silver Tsunami as Systemic Risk

83K+ Michigan firms approaching transition; only 20–30% of listed firms transfer. Boomer-owned firms employ ~1M workers, \$201B revenue.

THANK YOU

For more information, please visit:
michiganbusiness.org/smallbusiness

