





# THE POWER OF FOCUS

## WE ARE PROUD TO SUPPORT MICHIGAN VENTURE CAPITAL ASSOCIATION

**Invested in Fund Performance.** We use decades of fund industry experience to help funds and their managers succeed at every stage of the fund life cycle – formation and operations, fund transactions and fund regulation. For the breadth and depth to handle all these needs, choose lawyers who know your world – Pepper Hamilton LLP.

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# Like CEOs love IPOs.

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Bank of Ann Arbor's Technology Industry Group provides a full range of banking and investment management products to emerging and later-stage technology and life sciences companies, venture capital firms, angel investors and entrepreneurs. **Contact Michael Cole, Group President, 734.327.4432**

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**SPARK  
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CENTER**

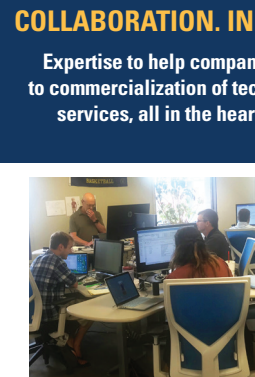
## Ann Arbor's **LOCATION** for **STARTUPS**



"We choose to be at SPARK Central because of the growing community where we are encouraged to think local first and act global. We benefit greatly from the resources SPARK has in place to foster collaboration and innovation."  
— Anya Babbitt,  
Founder & CEO of SPLT



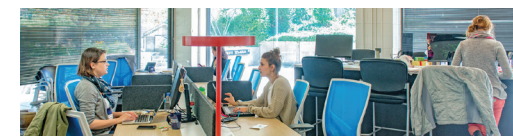
"SPARK provided tangible help such as finding interns, access to funding and the support we needed to scale and graduate from the SPARK Central Innovation Center to our own space in Kerrytown."  
— Lisa McLaughlin,  
Co-Founder Workit Health



"We chose to be at SPARK because of the low cost, flexible tenant arrangement, vibrancy of downtown, and the proximity to other entrepreneurs and startups."  
— Justin Adams,  
CEO of AlertWatch



"I like being around other companies, collaborating and sharing expertise."  
— Christina York,  
Founder of SpellBound



**COLLABORATION. INNOVATION. GROWTH.**

Expertise to help companies move quickly from idea to commercialization of technology-based products and services, all in the heart of downtown Ann Arbor.

## Your future starts here.

- Mentoring
- Workshops
- Meetups
- Funding & Incentive Programs
- Entrepreneur Boot Camp
- Internship Programs

**MEDC  
SMARTZONE**  
Supported by Local Development  
Finance Authority (LDFA)

ANN ARBOR  
**SPARK**

For more information visit [annarborusa.org/start-here](http://annarborusa.org/start-here)



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MVCA Overview



## Get Connected with Michigan's Entrepreneurial & Investment Community

Michigan Venture Capital Association is excited to release its 2018 Michigan Entrepreneurial & Investment Landscape Guide, a tool that connects people with the amazing resources and organizations in Michigan!

One of the primary goals of the Michigan Venture Capital Association is to foster a collaborative entrepreneurial and investment community. With this guide, people can quickly identify information to help them connect with *capital, community, talent, and research*. These connections help Michigan build a stronger entrepreneurial and investment community, creating more economic opportunities for everyone in the long run.

**1** Find overviews, contact information, and investment criteria for angel groups and venture capital firms.

Identify programs offered, resources available, and company stages/sectors served by entrepreneurial support organizations and service providers. **2**

**3** Search by a specific region using the interactive **Landscape Map** online to find all these organizations PLUS startup companies!

Access the information anytime, anywhere at [www.MichiganVCA.org](http://www.MichiganVCA.org)!



Michigan entrepreneurs are served by

2,480 professionals  
150 organizations

WORKING AT

organizations



22.89%  
of contacts listed are women



Fastest Landscape Guide  
Survey Respondent  
**Mercury Fund**



Most Popular Location  
of Organizations  
**Ann Arbor**  
48 organizations

**Did you know?**

You can navigate every  
startup company, investor  
and entrepreneurial support  
organization by geography  
on our Landscape Map at  
[MichiganVCA.org](http://MichiganVCA.org)



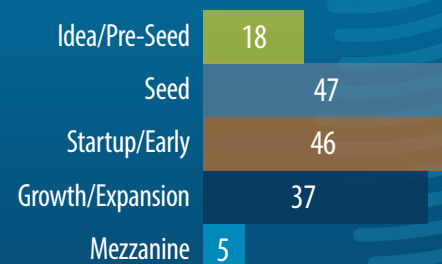
52

## Investment Organizations

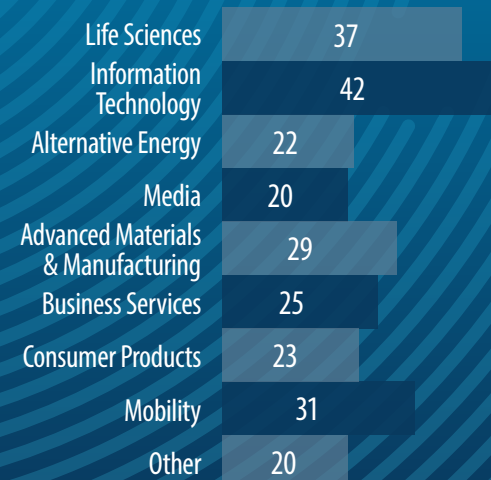
50 ACTIVELY INVESTING

MOST CAPITAL UNDER  
MANAGEMENT  
**River Cities  
Capital Fund**

### STAGE FOCUS (of the 52 Investment Organizations)



### SECTOR FOCUS (of the 52 Investment Organizations)

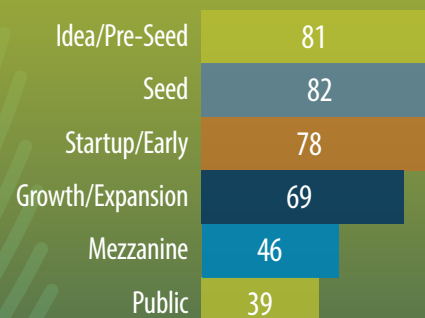


PREFERRED INITIAL INVESTMENT  
**Angel Investors** \$25k - \$500k  
**Venture Capital** \$25K - \$15M

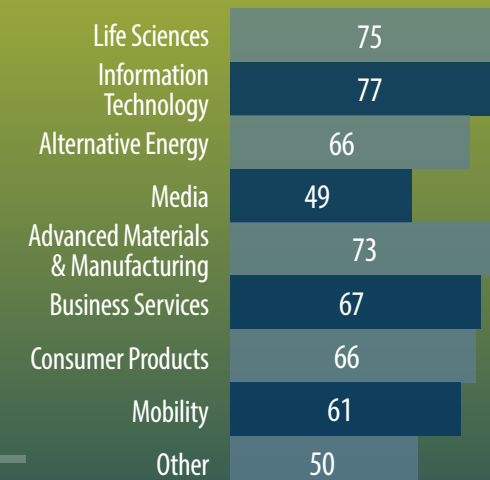
98

## Entrepreneurial Support Organizations

### STAGE FOCUS (of the 98 Entrepreneurial Support Organizations)



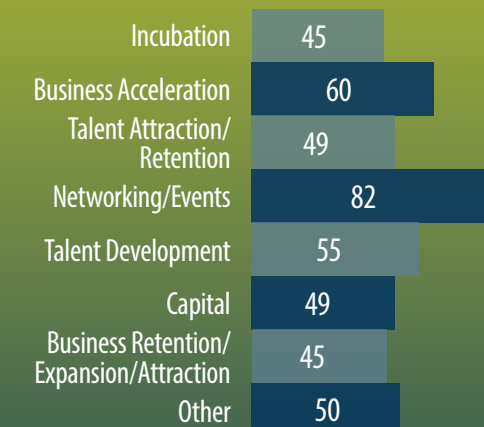
### SECTOR FOCUS (of the 98 Entrepreneurial Support Organizations)



20 smart  
ZONES



### PROGRAMS OFFERED (by the 98 Entrepreneurial Support Organizations)



39 University-  
Related Programs







# MVCA Annual Research Report

For the most comprehensive analysis of entrepreneurial and investment activity in Michigan, visit the MVCA Annual Research Report on our website:  
[www.MichiganVCA.org](http://www.MichiganVCA.org)

## ANGEL GROUPS

### Ann Arbor Angels

[www.annarborangels.org](http://www.annarborangels.org)  
201 South Division Street, Suite 430, Ann Arbor, MI 48104



Staff:  
DOUGLAS FINCH - President d91finch@gmail.com, 517-740-3486  
THOMAS LOZSER - Treasurer tlozser@talmara.com, 248-719-5373

Ann Arbor Angels was founded in 2004 and has evolved into a member-driven angel investment organization, comprised of former CEOs and founders as well as business and investment leaders in the Ann Arbor community. Ann Arbor Angels invests in young companies with breakthrough products or services. In addition to providing capital, they share expertise, provide mentoring, and facilitate connections to the broader marketplace.

Number of Active MI Investments: 26 Actively Investing? Yes  
Number of Angel Investors: 11 Preferred Initial Investment Size: \$200,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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### BELLE Michigan

[www.michbelles.com](http://www.michbelles.com)  
217 Lake Shore Road, Grosse Pointe Farms, MI 48236



Staff:  
CAROLYN CASSIN - General Partner ccassin@miwf.org  
NANCY PHILIPPART - General Partner philippartn@gmail.com  
TERESE HUNWICK - General Partner teresehunwick@yahoo.com

BELLE Michigan's mission is to provide superior returns for investors while serving the early-stage capital needs of women-led companies. The companies in which BELLE invests have access not only to BELLE's capital, but also to a network of limited partners who bring years of experience as entrepreneurs, professionals, and corporate executives to support the success of portfolio companies.

Number of Active MI Investments: 14 Actively Investing? Yes  
Number of Angel Investors: 29 Preferred Initial Investment Size: \$150,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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# ANGEL GROUPS

## BlueWater Angels Investment Network

**www.bluewaterangels.com**  
**1320 North Michigan Avenue, Suite 6, Saginaw, MI 48602**



Staff:  
KEN KOUSKY - Executive Director  
JUDY MORRISON - Administrative Manager

kkousky@ip3inc.com, 989-482-9306  
jmorrison@ip3inc.com, 989-771-1007

BlueWater Angels is a network of accredited investors and select organizations investing capital in promising companies in the Great Lakes Bay Region. The group recognizes the value of supporting and nurturing the entrepreneurial community for the economic benefit of Mid-Michigan and the State of Michigan. BlueWater Angels addresses the tremendous shortage of seed capital through creative initiatives and unique financial approaches.

Number of Active MI Investments: 24  
Number of Angel Investors: 44

Actively Investing? Yes  
Preferred Initial Investment Size: \$500,000

### Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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### Information Technology Subsectors:

Hardware	Software	Services	Other
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### Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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## Capital Community Angel Investors

**www.ccangels.org**  
**1181 Ridgewood Drive, East Lansing, MI 48823**



Staff:  
MARK HOOPER - President  
LOIC COURAUD - Treasurer

hooper@ccangels.org, 517-706-0800  
couraud@ccangels.org

Capital Community Angel Investors is a nonprofit organization that seeks to introduce qualified entrepreneurs to its member investors. The group looks for Michigan-based “disruptive” early-stage investments that offer a sustainable competitive advantage.

Number of Active MI Investments: 9  
Number of Angel Investors: 16

Actively Investing? Yes  
Preferred Initial Investment Size: \$250,000

### Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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### Information Technology Subsectors:

Hardware	Software	Services	Other
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### Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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# ANGEL GROUPS

## Grand Angels

**www.grandangels.org**  
**40 Pearl Street NW, Suite 336, Grand Rapids, MI 49503**



Staff:  
TIMOTHY S. PARKER - President  
PAUL D'AMATO - Managing Director Grand Angels Venture Fund II  
JANET WYLLIE - Director of Engagement

parkert@grandangels.org, 616-446-8173  
paul@damato.us, 616-836-0386  
wylliej@grandangels.org, 616-566-1770

Grand Angels makes investments in new ideas that will have a positive effect on the world. The organization measures this through business growth, job creation, and the attraction and retention of talent to West Michigan. Established in 2004, the group invests in companies based in Michigan and bordering states. To the entrepreneurs in whom they invest, Grand Angels brings engaged, experienced business leaders who provide both financial and intellectual capital.

Number of Active MI Investments: 15  
Number of Angel Investors: 49

Actively Investing? Yes  
Preferred Initial Investment Size: \$500,000

### Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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### Information Technology Subsectors:

Hardware	Software	Services	Other
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### Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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## Great Lakes Angels

**www.glangels.org**  
**568 Woodway Court, Suite 1, Bloomfield Hills, MI 48302**



Staff:  
DAVID WEAVER - Chairman  
PIETRO SARCINA - President

dweaver@glangels.org, 248-540-3758  
psarcina@glangels.org, 248-930-6017

Great Lakes Angels focuses on providing funding to capital-efficient early-stage companies located in the Midwest. They are open to pre-revenue companies that are close to revenue and can demonstrate strong potential customer interest.

Number of Active MI Investments: 4  
Number of Angel Investors: 12

Actively Investing? Yes  
Preferred Initial Investment Size: \$25,000

### Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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### Information Technology Subsectors:

Hardware	Software	Services	Other
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### Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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# ANGEL GROUPS

## Ka-Zoo Angels

**www.grandangels.org**  
**40 Pearl Street NW, Suite 336, Grand Rapids, MI 49503**



### Staff:

TIMOTHY PARKER - President

MARY SUE HOFFMAN - Team Lead

JANET WYLLIE - Director of Engagement

[parkert@grandangels.org](mailto:parkert@grandangels.org), 616-446-8173

[hoffman@estageassessments.com](mailto:hoffman@estageassessments.com), 269-207-9881

[wylliej@grandangels.org](mailto:wylliej@grandangels.org), 616-566-1770

Ka-Zoo Angels formed as an affiliate of Grand Angels in August 2017. Together Ka-Zoo and Grand Angels have created a larger presence in Michigan to efficiently deploy more capital in the startup space. Ka-Zoo Angels has seen 15 pitches and has invested \$385,000 in seven companies. The organization measures impact through business growth, job creation, and the attraction and retention of talent to West Michigan.

Number of Active MI Investments: 7

Actively Investing? Yes

Number of Angel Investors: 15

Preferred Initial Investment Size: \$500,000

### Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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### Information Technology Subsectors:

Hardware	Software	Services	Other
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### Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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## Michigan Angel Fund

**www.miangelfund.com**  
**201 South Division, Suite 430, Ann Arbor, MI 48104**



### Staff:

SKIP SIMMS - Managing Member

MIKE FLANAGAN - Director

[Skip@MIAngelFund.com](mailto:Skip@MIAngelFund.com)

[Mike@AnnArborUSA.org](mailto:Mike@AnnArborUSA.org)

Michigan Angel Fund provides funding to capital-efficient early-stage companies located in Michigan. The fund works closely with other stakeholders in the Michigan entrepreneurial ecosystem to ensure that it invests in the most promising companies and to ensure the future success of those companies and its investments.

Number of Active MI Investments: 22

Actively Investing? Yes

Number of Angel Investors: 120

Preferred Initial Investment Size: \$400,000

### Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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### Information Technology Subsectors:

Hardware	Software	Services	Other
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### Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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# ANGEL GROUPS

## Muskegon Angels

**www.muskegonangels.com**  
**200 Viridian Drive, Muskegon, MI 49440**



### Staff:

ERIC SEIFERT - Administrator

BILL COUSINEAU - Investment Advisor

[seiferer@gvsu.edu](mailto:seiferer@gvsu.edu)

[bill@opticompinc.com](mailto:bill@opticompinc.com)

Muskegon Angels is a member-led organization committed to finding, funding, and mentoring great young companies from pitch through successful exit. Its priority is job creation, with a particular emphasis on Muskegon-area development.

Number of Active MI Investments: 14

Actively Investing? Yes

Number of Angel Investors: 25

Preferred Initial Investment Size: \$100,000 - \$200,000

### Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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### Information Technology Subsectors:

Hardware	Software	Services	Other
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### Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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## Windsor Essex Capital Angel Network

**www.weangelnetwork.com**  
**1501 Howard Avenue, Suite 101, Windsor, ON, N8X 3T5**



### Staff:

COLIN MCKILLOP - Executive Director

MICHELLE TENO-WACHTER - Administration

[cmckillop@weangelnetwork.com](mailto:cmckillop@weangelnetwork.com), 519-259-9836

[admin@weangelnetwork.com](mailto:admin@weangelnetwork.com), 519-997-2855

Windsor Essex Capital Angel Network (WECAN) is an Angel Investors Ontario (AIO) member with 40+ investor members from across Ontario, the Great Lake States, Canada and the USA. WECAN reviews 20+ Canadian & US companies each month with two to three chosen to present to its investor members; it has hosted 160+ startups. WECAN is an active member of National Angel Capital Organization (Canada), Angel Capital Association, and MVCA. WECAN members work together and with other investment groups on deal syndication, and also provide mentorship, sector expertise and valuable business contacts. Key 2018-2019 sectors include: artificial intelligence, automotive, clean-tech and information technology.

Number of Active MI Investments: 1

Actively Investing? Yes

Number of Angel Investors: 40

Preferred Initial Investment Size: \$150,000 - \$500,000

### Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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### Information Technology Subsectors:

Hardware	Software	Services	Other
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### Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Allos Ventures

www.allosventures.com

HEADQUARTERS: 12400 North Meridian Avenue, Suite 150, Carmel, IN 46032



Staff:

DON AQUILANO - Managing Director

JOHN MCILWRAITH - Managing Director

DAVID KERR - Managing Director

JULIE WHITEHEAD - CFO

don@allosventures.com, 317-275-6802

john@allosventures.com, 513-723-2311

david@allosventures.com, 317-275-6800

julie@allosventures.com, 513-723-2302

Allos invests in early-stage companies, augmenting the capital provided by founders and angel investors who have helped the companies reach a stage at which they have initial customers and are ready for their first institutional financing round. Allos believes an “engaged” approach to venture capital investing is critical to the success of these companies. The firm works closely with its partner companies to help them leverage the business-building skills and resources developed by their team, as well as those of their investors, most of whom are successful entrepreneurs themselves.

Michigan Investment Professionals: 0

Worldwide Investment Professionals: 3

Assets Under Management: \$60,000,000

Funds Managed (Current and Historical): 2

Actively Investing? Yes

Preferred Initial Investment: \$1,500,000 - \$2,000,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Amherst Fund, LLC

www.amherstfund.com

HEADQUARTERS: 401 East Stadium Blvd., Ann Arbor, MI 48104



Staff:

MATT TURNER - President & CEO

DAVID LIN - VP of Operations

JONATHAN MARTIN - Managing Director



Amherst Fund makes venture capital investments in early-stage companies and also makes private equity investments in later stage companies. While investing carefully to achieve sound returns, Amherst Fund offers flexibility in structuring investments to best meet the needs of the company. Amherst Fund investments have included equity, subordinated debt, and senior debt structures when appropriate.

Michigan Investment Professionals: 4

Worldwide Investment Professionals: 4

Funds Managed (Current and Historical): 3

Actively Investing? No

Preferred Initial Investment: \$50,000 - \$500,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Arboretum Ventures

www.arboretumvc.com

HEADQUARTERS: 303 Detroit St., Suite 301, Ann Arbor, MI 48104



Staff:

JAN GARFINKLE - Managing Director

TIM PETERSEN - Managing Director

PAUL MCCREADIE - Managing Director

TOM SHEHAB, M.D. - Managing Director

jgarfinkle@arboretumvc.com

tpetersen@arboretumvc.com

pmccreadie@arboretumvc.com

tshehab@arboretumvc.com

Arboretum Ventures is a venture capital firm specializing in the healthcare sector. Founded in 2002, the firm manages \$450 million in capital and has invested in more than 30 companies. It focuses on medical device, diagnostic, healthcare IT and healthcare service companies that can achieve significant milestones and value creation in a capital-efficient manner.

Michigan Investment Professionals: 6

Worldwide Investment Professionals: 6

Assets Under Management: \$453,984,970

Funds Managed (Current and Historical): 4

Actively Investing? Yes

Preferred Initial Investment: \$5,000,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Arsenal

www.arsenalgrowth.com

HEADQUARTERS: 750 S. Orlando Ave., Suite 200, Winter Park, FL 32789

303 Detroit St., Suite 100, Ann Arbor, MI 48104



Staff:

RYAN WADDINGTON - Partner

MARIA THOMPSON - EIR

ryan@arsenalgrowth.com

maria@arsenalgrowth.com

Arsenal is a growth-stage venture capital firm that focuses on the intersection of the government, large corporations, and emerging technology companies. The firm partners with visionary entrepreneurs to build exceptional businesses in the enterprise, commerce/logistics, healthcare, and resource efficiency sectors.

Michigan Investment Professionals: 2

Worldwide Investment Professionals: 14

Assets Under Management: \$230,000,000

Funds Managed (Current and Historical): 5

Actively Investing? Yes

Preferred Initial Investment: \$1,500,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Augment Ventures

www.augmentventures.com

HEADQUARTERS: 206 South Fourth Ave., Ann Arbor, MI 48104



Staff:

SONALI VIJAYAVARGIYA - Managing Director  
NICOLAS WETZLER - Director

sonali@augmentventures.com  
nic@augmentventures.com

Augment Ventures invests in software, software-enabled hardware, and physical sciences innovations that drive impacts in efficiency, sustainability, and health and wellness through products used at work and home.

Michigan Investment Professionals: 2  
Worldwide Investment Professionals: 2  
Assets Under Management: \$10,000,000

Funds Managed (Current and Historical): 2  
Actively Investing? Yes  
Preferred Initial Investment: \$250,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Baird Capital

www.bairdcapital.com

HEADQUARTERS: 227 West Monroe Street, Suite 1900, Chicago, IL 60606  
425 North Main Street, Ann Arbor, MI 48104



Staff:

JIM PAVLIK - Partner  
NICOLE WALKER - Director  
DAVE GREGORKA - Venture Partner

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nwalker@rwbaird.com  
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Baird Capital makes venture capital, growth equity, and private equity investments in strategically-targeted sectors around the world. Baird Capital's venture team invests in early and expansion stage technology-enabled B2B services and healthcare companies. Having invested in more than 300 companies over its history, Baird Capital partners with entrepreneurs and leverages its executive networks to build exceptional companies. The venture team has partnered with many of today's leading emerging businesses in the targeted sectors, including such companies as Accuri Cytometers, Interlace Medical, MI Bioresearch, NeuMoDx Molecular, Autobooks, and Strata Oncology.

Michigan Investment Professionals: 1  
Worldwide Investment Professionals: 9  
Assets Under Management: \$460,000,000

Funds Managed (Current and Historical): 4  
Actively Investing? Yes  
Preferred Initial Investment: \$4,500,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Beringea

www.beringea.com

HEADQUARTERS: 32330 West 12 Mile Road, Farmington Hills, MI 48334



Staff:

CHARLIE ROTHSTEIN - Founder, Senior Managing Director  
MICHAEL GROSS - Managing Director

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mgross@beringea.com

Beringea is a private equity firm providing growth capital to market-leading businesses. The firm's team offers portfolio companies the resources to grow their businesses and create value for shareholders. Beringea invests \$2-15 million in equity in companies seeking capital for business expansion and growth.

Michigan Investment Professionals: 5  
Worldwide Investment Professionals: 19  
Assets Under Management: \$715,000,000

Funds Managed (Current and Historical): 10  
Actively Investing? Yes  
Preferred Initial Investment: \$2,000,000 - \$15,000,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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BioStar Ventures

www.biostarventures.com

HEADQUARTERS: 560 West Mitchell St., Suite 500, Petoskey, MI 49770



Staff:

LOUIS CANNON, M.D. - Founder, Senior Managing Director  
RENEE MASI - Managing Director  
STEVEN ALMANY, M.D. - Managing Director  
MICHAEL FULTON, M.D. - Managing Director

lcannon@biostarventures.com  
rmasi@biostarventures.com  
salmany@biostarventures.com  
mfulton@biostarventures.com

BioStar Ventures is a strategic venture capital partnership focused on accelerating value creation for medical device technologies in cardiovascular and orthopaedic medicine. Combining the insight of seasoned venture capitalists and world-renowned medical thought leaders, BioStar Ventures identifies proprietary technologies that serve unmet patient needs and fit the acquisition criteria of leading medical device companies. BioStar Ventures fills an important gap in translational medical device innovation and acts as a true value-added investor, providing both capital and clinical expertise to mitigate risk, optimize product development, and secure successful exit.

Michigan Investment Professionals: 4  
Worldwide Investment Professionals: 8  
Assets Under Management: \$133,900,000

Funds Managed (Current and Historical): 3  
Actively Investing? Yes  
Preferred Initial Investment: \$1,000,000-\$3,000,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Cultivian Sandbox Ventures

www.cultiviansbx.com

HEADQUARTERS: 1000 W. Fulton Market, Suite 213, Chicago, IL 60607



Staff:

MATTHEW BELL - Managing Director

RON MEEUSEN - Managing Director

ANDY ZIOLKOWSKI - Managing Director

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andy@cultiviansbx.com

Cultivian Sandbox is a venture capital firm focused on building next generation disruptive agriculture and food technology companies capable of generating superior returns. As early investors and active board members, Cultivian employs a hands-on approach to building companies and is often directly involved in setting company strategy, recruiting key executives, and raising additional capital.

Michigan Investment Professionals: 0

Worldwide Investment Professionals: 9

Assets Under Management: \$247,000,000

Funds Managed (Current and Historical): 3

Actively Investing? Yes

Preferred Initial Investment: \$3,000,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Detroit Venture Partners

www.detroitventurepartners.com

HEADQUARTERS: 1555 Broadway St., 3rd Floor, Detroit, MI 48226



Staff:

GABE KARP - Partner

JAKE COHEN - Partner

JARED STASIK

BRANDON EPSTEIN

AARON MCCLENDON

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jake@detroit.vc

jared@detroit.vc

brandon@detroit.vc

aaron@detroit.vc

Detroit Venture Partners (DVP) invests in seed and early-stage technology startups. The firm looks for companies that can be synergistic with DVP's collective experience in product development, operations, sales, and marketing. DVP intends to help rebuild Detroit through entrepreneurial fire.

Michigan Investment Professionals: 5

Worldwide Investment Professionals: 5

Assets Under Management: \$55,260,521

Funds Managed (Current and Historical): 1

Actively Investing? Yes

Preferred Initial Investment: \$500,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Dow Venture Capital

www.dow.com/venture

HEADQUARTERS: 2030 Dow Center, Midland, MI 48674



Staff:

KEVIN MCELGUNN - Investment Director

MANESH SEKHARAN - Director, Ventures & Business Development

DOUG WHITE - Director, New Business Development

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msekharan@dow.com

DPwhite@dow.com

Dow Venture Capital — an investment arm of The Dow Chemical Company — is focused on pursuing strategic investments that enable and accelerate Dow's business growth while adding value to its portfolio companies.

Michigan Investment Professionals: 1

Worldwide Investment Professionals: 2

Assets Under Management: \$100,000,000

Actively Investing? Yes

Preferred Initial Investment: Up to \$5,000,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Draper Triangle Ventures

www.drapertriangle.com

HEADQUARTERS: 2 Gateway Center, Suite 2000, Pittsburgh, PA 15222

303 Detroit St., Suite 100, Ann Arbor, MI 48104



DraperTriangle



Staff:

JONATHAN MURRAY - Managing Director

MIKE STUBLER - Managing Director

JAY KATARINCIC - Managing Director

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mike@dtvc.com, 412-288-9800

jay@dtvc.com, 412-288-9800

Draper Triangle Ventures is a Pittsburgh-based early-stage venture capital firm focused on technology investing in the Midwest. With \$200 million under management across three funds, the firm focuses on early-stage technology businesses with enormous market potential, and helping entrepreneurs achieve their maximum potential through team building, partnership, advice, and support.

Michigan Investment Professionals: 1

Worldwide Investment Professionals: 6

Assets Under Management: \$200,000,000

Funds Managed (Current and Historical): 3

Actively Investing? Yes

Preferred Initial Investment: \$2,000,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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# VENTURE CAPITAL

CORPORATE VENTURE FUND

## eighteen94 capital

www.1894capital.com

HEADQUARTERS: Battle Creek, MI 49016



Staff:

SIMON BURTON - Managing Director

KATHY KILE - Project Manager

Simon.Burton@1894Capital.com

kathy.kile@1894Capital.com, 269-961-3606

eighteen94 makes minority investments in companies pursuing next-generation innovation, bolstering access to cutting-edge ideas and trends. The investment mandate includes startup businesses pioneering new ingredients, foods, packaging, and enabling technology.

Michigan Investment Professionals: 2

Actively Investing? Yes

Worldwide Investment Professionals: 2

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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## eLab Ventures

www.elabvc.com

HEADQUARTERS: 505 E. Liberty St., LL500, Ann Arbor, MI 48104



Staff:

DOUG NEAL - Partner

PAUL BROWN - Partner

BOB STEFANSKI - Partner

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paul@elabvc.com

bob@elabvc.com

eLab Ventures is an early-stage technology venture capital fund created to capitalize on the growth of emerging entrepreneurial markets outside of Silicon Valley and to create bridges to those markets by seeking startups with disruptive innovations, exceptional teams, and capital efficient business models that have the potential to serve large markets. The firm focuses on auto mobility, big data, security, cloud computing and digital healthcare opportunities.

Michigan Investment Professionals: 2

Funds Managed (Current and Historical): 3

Worldwide Investment Professionals: 4

Actively Investing? Yes

Assets Under Management: \$25,000,000

Preferred Initial Investment: \$1,000,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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# VENTURE CAPITAL

## Fontinalis Partners

www.fontinalis.com

HEADQUARTERS: One Woodward Ave., Suite 1600, Detroit, MI 48226



Staff:

CHRIS CHEEVER - Founder and Partner

CHRIS THOMAS - Founder and Partner

CHRIS STALLMAN - Partner

chris.cheever@fontinalis.com

chris.thomas@fontinalis.com

chris.stallman@fontinalis.com

Fontinalis Partners, founded in 2009 and with offices in Detroit and Boston, is a venture capital firm strategically focused on next-generation mobility (i.e., the efficient movement of goods, people, and services). The firm invests across all facets of the world's mobility systems on a stage-agnostic basis.

Michigan Investment Professionals: 7

Funds Managed (Current and Historical): 4

Worldwide Investment Professionals: 10

Actively Investing? Yes

Assets Under Management: \$165,000,000

Preferred Initial Investment: \$2,500,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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CORPORATE VENTURE FUND

## General Motors Ventures

www.gmventures.com

HEADQUARTERS: 300 Renaissance Center, Detroit, MI 48265



Staff:

JON LAUCKNER - President

WADE SHEFFER - Managing Director

General Motors Ventures, LLC was formed in 2010 to identify, engage and build relationships with other venture capital firms and companies to deliver innovative technology to the global transportation sector. GM Ventures' investment strategy includes early and growth stage companies focused on automotive cleantech, infotainment (connected vehicle), advanced materials, and other automotive-related technologies. The firm has 22 active portfolio companies and 12 successful exits to date.

Michigan Investment Professionals: 8

Funds Managed (Current and Historical): 1

Worldwide Investment Professionals: 8

Actively Investing? Yes

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Grand Ventures

www.grandvcp.com  
HEADQUARTERS: 38 W. Fulton St., Suite 308, Grand Rapids, MI 49503



Staff:  
TIM STREIT - Co-Founder and Managing Partner  
MCKEEL HAGERTY - Co-Founder and Managing Partner  
MAITLAN CRAMER - Principal

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mckeel@grandvcp.com  
maitlan@grandvcp.com

Grand Ventures focuses on seed and Series A B2B technology companies (mostly software) with strong Midwest roots that are focused on agriculture, energy, mobility, manufacturing, and other Midwest industries. Their portfolio includes Astronomer.io, a data engineering platform that automates this heavy lifting through the release of a library of reusable connectors and pipelines “recipes” that seamlessly collect and route data from any source, like Salesforce or Google Analytics, to any destination, like Redshift or MySQL, in an enterprise.

Michigan Investment Professionals: 3  
Worldwide Investment Professionals: 3  
Assets Under Management: \$10,000,000

Funds Managed (Current and Historical): 1  
Actively Investing? Yes  
Preferred Initial Investment: \$500,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Hopen Life Science Ventures

www.hopenls.com  
HEADQUARTERS: 171 Monroe Ave. NW, Suite 410, Grand Rapids, MI 49503



Staff:  
MARK OLESNAVAGE - Managing Director  
MICHAEL FULTON, M.D. - Managing Director  
NATE FREDRICKSON - Associate

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mfulton@hopenls.com, 440-385-4225  
nfredrickson@hopenls.com, 616-325-2110

Hopen Life Science Ventures invests in exceptional early to mid-stage healthcare and life science opportunities. The firm’s investment strategy focuses on Midwest companies with innovative solutions that deliver significantly better outcomes and at lower total system costs. Hopen leverages its rich life science talent and resources, as well as its investor syndicates, to provide the financial and human capital necessary for building value.

Michigan Investment Professionals: 5  
Worldwide Investment Professionals: 6  
Assets Under Management: \$70,900,000

Funds Managed (Current and Historical): 2  
Actively Investing? Yes  
Preferred Initial Investment: \$2,000,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Huron River Ventures

www.huronrivervc.com  
HEADQUARTERS: 303 Detroit St., Suite 100, Ann Arbor, MI 48104



Staff:  
RYAN WADDINGTON - Partner

ryan@huronrivervc.com

Huron River Ventures is a venture fund focused on early-stage agriculture, energy, and manufacturing and mobility technology companies based primarily in Michigan and the Mid-west. The fund backs great people with big ideas and the team prides itself on rolling up its sleeves to add value and help entrepreneurs succeed.

Michigan Investment Professionals: 1  
Worldwide Investment Professionals: 1  
Assets Under Management: \$16,000,000

Funds Managed (Current and Historical): 2  
Actively Investing? Yes  
Preferred Initial Investment: \$300,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Hyde Park Venture Partners

www.hydeparkvp.com  
HEADQUARTERS: 440 N. Wells St., Suite 420, Chicago, IL 60654  
10401 N. Meridian St., Suite 215, Indianapolis, IN 46290



Staff:  
GUY TURNER - Partner  
IRA WEISS - Partner  
TIM KOPP - Partner

guy@hydeparkvp.com  
ira@hydeparkvp.com  
tim@hydeparkvp.com

Hyde Park Venture Partners (HPVP) is an early-stage venture fund focused on software startups in the Midwest. HPVP focuses its investment activity on B2B software and consumer marketplace startups raising their first or second rounds of capital. The investment team is a combination of experienced operators, strategists, and investors and helps its portfolio companies scale with a strong network of talent and go-to-market experience. The team prides itself on being active and engaged across the Midwest ecosystem, and Pitchbook recently recognized HPVP as one of the most active VCs in the Great Lakes region.

Michigan Investment Professionals: 0  
Worldwide Investment Professionals: 5  
Assets Under Management: \$90,000,000

Funds Managed (Current and Historical): 2  
Actively Investing? Yes  
Preferred Initial Investment: \$100,000 - \$2,000,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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ID Ventures

www.investdetroit.vc

HEADQUARTERS: 4219 Woodward Ave., Suite 300, Detroit, MI 48201

Staff:

PATTI GLAZA - Managing Director

MARTIN DOBER - Managing Director

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md@investdetroit.com

Invest Detroit Ventures was founded in 2010 and has invested in over 80 companies since inception based on the philosophy that, while the firm cannot invest in every entrepreneur, its team can provide assistance to every one of them. Invest Detroit Ventures is committed to supporting the entrepreneurial ecosystem with capital, ongoing mentorship, and community engagement. The firm implements targeted venture development programs to help build and promote scalable businesses in the region. The team is committed to growing a robust tech community in Detroit and throughout Michigan. They are collectively focused on implementing an investment strategy that is inclusive and supportive of minority, immigrant, and women entrepreneurs.

Michigan Investment Professionals: 4

Worldwide Investment Professionals: 4

Assets Under Management: \$17,000,000

Funds Managed (Current and Historical): 3

Actively Investing? Yes

Preferred Initial Investment: \$50,000 - \$250,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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IncWell

www.incwell.net

HEADQUARTERS: 1000 S. Old Woodward, Suite 105, Birmingham, MI 48009

Staff:

TOM LASORDA - Founder & General Managing Partner

SIMON BOAG - CEO & Managing Partner

REDA JABER - Partner

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reda@incwell.net, 248-593-9355

IncWell is an early-stage venture capital fund that was founded in 2013 by Tom LaSorda, former CEO of Chrysler. IncWell offers seed funding, strategic partnerships, and mentorships for U.S. and Canadian startup companies that present breakthrough or disruptive technologies backed by great leaders.

Michigan Investment Professionals: 3

Worldwide Investment Professionals: 3

Assets Under Management: \$10,240,000

Funds Managed (Current and Historical): 2

Actively Investing? No

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Invest Michigan

www.investmichigan.org

HEADQUARTERS: 500 Griswold St., Suite 1640, Detroit, MI 48226

Staff:

CHARLES MORET - President and CEO

JIM TENZILLO - Senior Associate

PREM BODAGALA - Director

MARILYN WAYLAND, Ph.D. - Consultant



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prem@investmichigan.org, 313-980-4103

marilyn@investmichigan.org

Invest Michigan is a Michigan nonprofit corporation and the fund manager for the Michigan Pre-Seed Fund II, a \$12.2 million investment fund providing capital to early-stage technology companies in Michigan. Its funds come from the state's Michigan Strategic Fund but governed by a private independent board of directors, and its investment decisions are independent of the state, as are the members of its leadership team.

Michigan Investment Professionals: 4

Worldwide Investment Professionals: 4

Assets Under Management: \$12,200,000

Funds Managed (Current and Historical): 2

Actively Investing? Yes

Preferred Initial Investment: \$100,000 - \$250,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Ludlow Ventures

www.ludlowventures.com

HEADQUARTERS: 1555 Broadway, Detroit, MI 48226

Staff:

BRETT DEMARRAIS - Partner

JONATHON TRIEST - Founding and Managing Partner

BLAKE ROBBINS - Partner



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jt@ludlowventures.com

blake@ludlowventures.com

Ludlow operates differently because it's a different kind of VC. It believes in VC without ego. The team wears their hearts on their sleeves, avoiding the puffery and posturing that has given venture capital a bad name. The firm funds the dreams of entrepreneurs and startups, becoming close friends with all of the teams in which they invest. VC is a customer service business; whether it's testing product, leveraging their network, or encouraging people to download a company's app, they're here to help.

Michigan Investment Professionals: 3

Worldwide Investment Professionals: 3

Assets Under Management: \$60,000,000

Funds Managed (Current and Historical): 2

Actively Investing? Yes

Preferred Initial Investment: \$500,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Mercury Fund

www.mercurymfund.com

HEADQUARTERS: 3737 Buffalo Speedway, Suite 1750, Houston, TX 77098  
303 Detroit St., Suite 100, Ann Arbor, MI 48104



Staff:

ADRIAN FORTINO - Partner  
AZIZ GILANI - Partner  
BLAIR GARROU - Partner  
DAN WATKINS, Ph.D. - Partner

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aziz@mercurymfund.com  
blair@mercurymfund.com  
dan@mercurymfund.com

Mercury Fund is an early-stage venture capital firm. Mercury focuses on entrepreneurs and technology innovation originating in the U.S. Midcontinent. Its investment themes target SaaS, cloud, and data science/AI platforms. Over a decade ago, Mercury recognized the rise of entrepreneurs and innovation in the underinvested Midcontinent. The firm's venture investment strategy leverages its unparalleled network of midcontinent startup development organizations, corporate innovation partners, and co-investors to assist entrepreneurs with the resources they need to rapidly scale their businesses. The firm believes now, more than ever, the Midcontinent represents a great venture capital opportunity.

Michigan Investment Professionals: 1  
Worldwide Investment Professionals: 4  
Assets Under Management: \$205,000,000

Funds Managed (Current and Historical): 3  
Actively Investing? Yes  
Preferred Initial Investment: \$1,000,000 - \$3,000,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Michigan Accelerator Fund I

www.maf-1.com

HEADQUARTERS: 140 Monroe Center NW, Suite 300, Grand Rapids, MI 49503



Staff:

JOHN KERSCHEN - Managing Director  
DALE GROGAN - Managing Director  
BRIAN HAMILTON - Senior Associate

jkerschen@chartercapitalpartners.com, 616-235-3567  
dgrogan@chartercapitalpartners.com, 616-235-3567  
bhamilton@chartercapitalpartners.com, 616-235-3567

Michigan Accelerator Fund I invests in promising early-stage Michigan-based companies with the goal of achieving significant, long-term capital appreciation for investors. Prime investment candidates have novel, potentially game-changing technologies, are capital efficient, have near-term market impact, and fill an unmet market need.

Michigan Investment Professionals: 3  
Worldwide Investment Professionals: 3  
Assets Under Management: \$20,128,270

Funds Managed (Current and Historical): 2  
Actively Investing? Yes  
Preferred Initial Investment: \$750,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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MK Capital

www.mkcapital.com

HEADQUARTERS: 40 Skokie Blvd., Suite 430, Northbrook, IL 60062  
535 W. William, Suite 303, Ann Arbor, MI 48103



Staff:

JOSH BEEBE - Director

josh@mkcapital.com

MK Capital offers multi-stage growth equity and venture capital to innovative software and cloud services companies that accelerate the transformation to a digital economy. As members of the MK Capital portfolio, companies get access to a dedicated partner with deep operating experience. The firm leverages insights from a strong understanding of its sectors to help its portfolio companies grow.

Michigan Investment Professionals: 1  
Worldwide Investment Professionals: 6  
Assets Under Management: \$265,000,000

Funds Managed (Current and Historical): 2  
Actively Investing? Yes  
Preferred Initial Investment: \$4,000,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Monroe-Brown Seed Fund

cfe.umich.edu/mb-seedfund

HEADQUARTERS: 3350 Duderstadt, 2281 Bonisteel Ave., Ann Arbor, MI 48103



Staff:

HIRAK PARIKH - Fund Manager  
JONATHAN FAY - Executive Director - Center for Entrepreneurship  
CONNIE CHANG - Executive Director - Fast Forward Medical Innovation

hparikh@umich.edu, 224-210-0477  
jpfay@umich.edu  
changco@umich.edu

The Monroe-Brown Biomedical Seed Fund (M-B Seed Fund) invests in biomedical startup companies with U-M licensed IP in the domain of therapeutics, devices, diagnostics, or health IT. The M-B Seed Fund is a collaborative effort between the U-M College of Engineering's Center for Entrepreneurship (CFE) and U-M Medical School's Fast Forward Medical Innovation program (FFMI). The fund serves to drive the university's world-class leadership by creating a critical pipeline between research and the biomedical innovation life cycle. The goal is to continue in our efforts to attract world-class research talent to U-M and the broader Ann Arbor entrepreneurial ecosystem, securing the university's position as the leader in translational research. This fund is exclusively for biomedical startups or companies with U-M IP or license.

Michigan Investment Professionals: 1  
Worldwide Investment Professionals: 0  
Assets Under Management: \$3,000,000

Funds Managed (Current and Historical): 1  
Actively Investing? Yes  
Preferred Initial Investment: \$100,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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# VENTURE CAPITAL

## Next Coast Ventures

[www.nextcoastventures.com](http://www.nextcoastventures.com)

HEADQUARTERS: 1204 Nueces, Austin, TX 78701



### Staff:

TOM BALL - Managing Director, Founder

MICHAEL SMERKLO - Managing Director, Founder

[tball@nextcoastventures.com](mailto:tball@nextcoastventures.com), 650-842-0883

[msmerklo@nextcoastventures.com](mailto:msmerklo@nextcoastventures.com), 650-814-9469

Next Coast Ventures focuses on supporting the best entrepreneurs in the world as they build their businesses. Instead of focusing on sectors, its investment strategy focuses on thematic investing where the firm is constantly reflecting on what it sees in the marketplace. The firm especially likes to invest in entrepreneurs who are building disruptive companies in big industries. Next Coast's focus is Series A and Series B rounds. The firm looks to lead rounds and take board seats where appropriate.

Michigan Investment Professionals: 0

Worldwide Investment Professionals: 3

Assets Under Management: \$88,000,000

Funds Managed (Current and Historical): 1

Actively Investing? Yes

Preferred Initial Investment: \$2,000,000 - \$4,000,000

### Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Information Technology Subsectors:

Hardware	Software	Services	Other
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### Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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## North Coast Technology Investors

[www.northcoastvc.com](http://www.northcoastvc.com)

HEADQUARTERS: 206 S. Fifth Ave., Suite 550, Ann Arbor, MI 48104

300 Rodd St., Suite 201, Midland, MI 48640



### Staff:

HUGO BRAUN - Partner

LINDSAY ASPEGREN - Partner

STEPHANIE SCHUMACHER - CFO

[hugo@northcoastvc.com](mailto:hugo@northcoastvc.com)

[lindsay@northcoastvc.com](mailto:lindsay@northcoastvc.com)

[stephanie@northcoastvc.com](mailto:stephanie@northcoastvc.com)

North Coast invests in early-stage, technology-driven companies, primarily in the Midwest. Its goal is to work with talented entrepreneurs who want to build great companies. They do this by focusing on a long-term and sustainable plan, creating rapid growth through access to capital, and being good partners.

Michigan Investment Professionals: 3

Worldwide Investment Professionals: 3

Assets Under Management: \$100,000,000

Funds Managed (Current and Historical): 3

Actively Investing? Yes

Preferred Initial Investment: \$750,000

### Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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### Information Technology Subsectors:

Hardware	Software	Services	Other
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### Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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# VENTURE CAPITAL

## Plymouth Growth Partners

[www.plymouthgp.com](http://www.plymouthgp.com)

HEADQUARTERS: 555 Briarwood Circle, Suite 210, Ann Arbor, MI 48108



### Staff:

MARK HORNE - Partner

JEFF BARRY - Partner

KEVIN TERRASI - Partner

EVAN UFER - Partner

BROOK CRITCHFIELD - Partner

[mhorne@plymouthgp.com](mailto:mhorne@plymouthgp.com)

[jbarry@plymouthgp.com](mailto:jbarry@plymouthgp.com)

[kterrasi@plymouthgp.com](mailto:kterrasi@plymouthgp.com)

[eufer@plymouthgp.com](mailto:eufer@plymouthgp.com)

[bcritchfield@plymouthgp.com](mailto:bcritchfield@plymouthgp.com)

Plymouth Growth Partners (formerly Plymouth Ventures) invests in growth-stage businesses throughout the Great Lakes region. With over 100 years of combined investing experience, Plymouth takes a flexible approach to partnering with management teams, helping to drive growth, build value and realize full potential. Plymouth focuses on B2B product and services companies that have a scalable technology and proven growth. Based in Ann Arbor, Michigan, Plymouth Growth Partners has over \$140 million under management and is actively investing out of its fourth fund.

Michigan Investment Professionals: 6

Worldwide Investment Professionals: 6

Assets Under Management: \$140,000,000

Funds Managed (Current and Historical): 4

Actively Investing? Yes

Preferred Initial Investment: \$3,000,000 - \$4,000,000

### Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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### Information Technology Subsectors:

Hardware	Software	Services	Other
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### Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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## Red Cedar Ventures

[www.msufoundation.org/redcedarventures](http://www.msufoundation.org/redcedarventures)

HEADQUARTERS: 325 E. Grand River Ave., Suite 275, East Lansing, MI 48823



### Staff:

DAVID WASHBURN - President

JEFF WESLEY - Executive Director

[davewash@msufoundation.org](mailto:davewash@msufoundation.org), 517-353-9268

[jwesley@redcedarventures.com](mailto:jwesley@redcedarventures.com), 517-884-1819

Red Cedar Ventures, the venture investment arm of the Michigan State University Foundation, focuses on growing startup companies created by MSU faculty, staff, and students. Red Cedar Ventures manages two funds—a \$3.5M Pre-Seed Fund and a \$5M Opportunity Fund—and participates at any financing stage.

Michigan Investment Professionals: 4

Worldwide Investment Professionals: 4

Assets Under Management: \$8,500,000

Funds Managed (Current and Historical): 2

Actively Investing? Yes

Preferred Initial Investment: \$25,000

### Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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### Information Technology Subsectors:

Hardware	Software	Services	Other
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### Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Renaissance Venture Capital Fund

www.renvcf.com

HEADQUARTERS: 201 S. Main Street, 10th Floor, Ann Arbor, MI 48104



Staff:

CHRIS RIZIK - CEO and Founder

JEFF RINVELT - Principal

VINCE NYSTROM - Director of Business Development

chrisr@renvcf.com, 734-997-8661

jeffr@renvcf.com, 734-997-8661

vincen@renvcf.com, 734-255-7167



Renaissance Venture Capital Fund (RVCF) is an innovative venture capital fund-of-funds formed by some of Michigan's most important organizations to profitably invest in the growth of groundbreaking Michigan technologies and companies. RVCF provides capital that increases entrepreneurial activity and creates a strategic connection between innovative young companies and Michigan's strong business and industrial base, providing benefits to both communities and increasing the financial success of the RVCF's investments.

Michigan Investment Professionals: 3

Worldwide Investment Professionals: 3

Assets Under Management: \$204,000,000

Funds Managed (Current and Historical): 3

Actively Investing? Yes

Preferred Initial Investment: \$500,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Resonant Venture Partners

www.resonantvc.com

HEADQUARTERS: 425 N. Main Street, Ann Arbor, MI 48104



Staff:

MICHAEL GODWIN - Managing Director & Founder

JASON TOWNSEND - Managing Director & Founder

michael@resonantvc.com, 734-353-0205

jason@resonantvc.com, 734-277-2054



Resonant Venture Partners is a venture capital firm that invests in early-stage companies developing security, industrial IoT and cloud-based products and services.

Michigan Investment Professionals: 3

Worldwide Investment Professionals: 3

Assets Under Management: \$10,605,000

Funds Managed (Current and Historical): 1

Actively Investing? Yes

Preferred Initial Investment: \$500,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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River Cities Capital Funds

www.rccf.com

HEADQUARTERS: 221 E. Fourth St., Suite 2400, Cincinnati, OH 45202-4151

2501 Blue Ridge Road, Suite 220, Raleigh, NC 27607



Staff:

DANIEL FLEMING - Managing Director

ROB HEIMANN - Managing Director

CARTER MCNABB - Managing Director

PARAG RATHI - Principal

dfleming@rccf.com

rheimann@rccf.com

cmcnabb@rccf.com

prathi@rccf.com, 513-288-7736



River Cities invests in world-class management teams, backing progressive, proven leaders in the markets of healthcare and information technology. River Cities participates as a trust-ed partner side-by-side with company executives, investing significant human capital to leverage what the team has learned from its successes as well as its mistakes during the course of more than 100 investments. With over \$500 million of capital raised and a 20-year track record of success, River Cities has established itself as a preferred source of growth capital.

Michigan Investment Professionals: 1

Worldwide Investment Professionals: 14

Assets Under Management: \$750,000,000

Funds Managed (Current and Historical): 6

Actively Investing? Yes

Preferred Initial Investment: \$5,000,000 - \$12,000,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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RPM Ventures

www.rpmvc.com

HEADQUARTERS: 320 N. Main St., Suite 400, Ann Arbor, MI 48104



Staff:

ADAM BOYDEN - Managing Director

TONY GROVER - Managing Director

MARC WEISER - Managing Director

adam@rpmvc.com

tony@rpmvc.com

marc@rpmvc.com



RPM Ventures, founded in 2000, is a seed and early-stage venture firm that focuses on investing in B2B enterprise solutions, online marketplaces, and, its specialty, automotive IT (which includes connected car, mobility, and transportation). The firm has a deep commitment to its portfolio CEOs and focuses on markets and models where its specific expertise can make a significant impact on the growth of the business – a reflection of RPM's relationship-driven approach.

Michigan Investment Professionals: 3

Worldwide Investment Professionals: 4

Assets Under Management: \$200,000,000

Funds Managed (Current and Historical): 3

Actively Investing? Yes

Preferred Initial Investment: \$2,000,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Spectrum Health Ventures

www.spectrumhealth.org

HEADQUARTERS: 221 Michigan St. NE, Suite 501, Grand Rapids, MI 49503

Staff:

SCOTT MCLEAN - Managing Director

SCOTT LANCASTER - Clinical Director

scott.mclean@spectrumhealth.org, 616-822-8211

scott.lancaster@spectrumhealth.org, 616-802-4412

Spectrum Health Ventures (SHV) invests in products and services that provide strategic value to the Spectrum Health System (including Priority Health). SHV makes growth capital investments in companies that will uniquely allow the Spectrum Health System to reduce costs, increase patient and practitioner engagement, increase the quality of health outcomes, and/or to improve the general health and wellness of the communities that it serves.

Michigan Investment Professionals: 2

Worldwide Investment Professionals: 2

Assets Under Management: \$100,000,000

Funds Managed (Current and Historical): 1

Actively Investing? Yes

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Tamarind Hill

www.tamarind-hill.com

HEADQUARTERS: 220 E. Huron St., Suite 650, Ann Arbor, MI 48104

Staff:

BEN TRUMBULL - Co-Founder/Partner

MARK SHARY - Co-Founder/Partner

btrumbull@tamarind-hill.com

mshary@tamarind-hill.com

Tamarind Hill provides entrepreneurial stage capital to fast-growing, recurring revenue model, software-enabled companies addressing healthcare business needs or supply chain efficiencies. The firm focuses on opportunities throughout the lower Great Lakes region from its Ann Arbor and Columbus offices. Tamarind Hill is often the lead institutional investor in a Series A round with check size from \$1.0-2.5 million; it also participates with smaller investments in earlier rounds to partner with Series A prospects. The firm has significant experience with entrepreneurial stage companies and knows where it can add value by challenging but not second-guessing management.

Michigan Investment Professionals: 1

Worldwide Investment Professionals: 2

Assets Under Management: \$12,500,000

Funds Managed (Current and Historical): 1

Actively Investing? Yes

Preferred Initial Investment: \$500,000 - \$1,000,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Tappan Hill Ventures

www.tappanhillventures.com

HEADQUARTERS: 425 N. Main St., Ann Arbor, MI 48104

Staff:

LINDA FINGERLE - President, Managing Director

fingerle@tappanhillventures.com, 734-355-7399

Tappan Hill invests in B2B software that solves difficult problems in large markets. Tappan Hill is industry agnostic and invests anywhere in the United States.

Michigan Investment Professionals: 3

Worldwide Investment Professionals: 3

Assets Under Management: \$5,200,000

Funds Managed (Current and Historical): 1

Actively Investing? Yes

Preferred Initial Investment: \$200,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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Venture Investors Health Fund

www.ventureinvestors.com

HEADQUARTERS: 505 S. Rosa Road, Suite 201, Madison, WI 53719

201 S. Main St., Suite 900, Ann Arbor, MI 48104

Staff:

JOHN NEIS - Managing Director

JIM ADOX - Managing Director

DAVID ARNSTEIN - CFO

john@ventureinvestors.com, 608-441-2700

jim@ventureinvestors.com, 734-274-2347

david@ventureinvestors.com, 608-441-2700

Venture Investors Health Fund makes seed and early-stage venture capital investments in high potential healthcare companies. The firm focuses on the Midwest and has a national reach. It specializes in university spin-outs from Midwest universities, with a focus on the Universities of Michigan and Wisconsin, where its two offices are located.

Michigan Investment Professionals: 1

Worldwide Investment Professionals: 5

Assets Under Management: \$201,000,000

Funds Managed (Current and Historical): 6

Actively Investing? Yes

Preferred Initial Investment: \$2,500,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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# VENTURE CAPITAL

## Wakestream Ventures

[www.wakestreamventures.com](http://www.wakestreamventures.com)

HEADQUARTERS: 40 Pearl St. NW, Suite 200, Grand Rapids, MI 49503

Staff:

RICK DEVOS - Founder & CEO

KIM PASQUINO - Investment Director

MIKE DEVRIES - Chief Investment Officer



rick@wakestreamventures.com  
kim@wakestreamventures.com  
miked@wakestreamventures.com

Wakestream Ventures, previously a part of Start Garden, wears the hat of early-stage financier and likes startups that take advantage of the Midwest expertise in manufacturing and global enterprise. Wakestream backs fascinating founders working where physical products converge with the internet.

Michigan Investment Professionals: 6

Worldwide Investment Professionals: 6

Assets Under Management: \$33,000,000

Funds Managed (Current and Historical): 3

Actively Investing? Yes

Preferred Initial Investment: \$100,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Information Technology Subsectors:

Hardware	Software	Services	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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## WMU Biosciences Research & Commercialization Center

[www.brcc.wmich.edu](http://www.brcc.wmich.edu)

HEADQUARTERS: 4717 Campus Drive, Kalamazoo, MI 49008

Staff:

STEVE HAAKENSON - Executive Director



stephen.haakenson@wmich.edu, 269-544-1072

WMU Biosciences Research & Commercialization Center (BRCC) is based at West Michigan University and was established in 2003 with a special \$10 million appropriation from the Michigan Legislature as a nonprofit investor, designed to provide seed funding to early-stage companies focused on the life science sector. BRCC considers a wide range of life science technologies across all indications, including but not limited to: biotech therapeutics, diagnostics, medical devices, software, food, environmental and analytical services. BRCC also provides growth capital funding to Contract Research Organizations (CROs) and Contract Manufacturing Organizations (CMOs) already servicing and on the market. The economic development focus of the BRCC aims to promote the growth of Michigan's life sciences business sector and collaborates with the state's entrepreneurial resource service providers.

Michigan Investment Professionals: 1

Worldwide Investment Professionals: 1

Assets Under Management: \$12,000,000

Funds Managed (Current and Historical): 2

Actively Investing? Yes

Preferred Initial Investment: \$250,000

Sectors of Investment:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Life Science Subsectors:

Pharmaceuticals	Devices	Diagnostics	Biotechnology	Healthcare Services	Animal Health/Agriculture	Other
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Stages of Investment:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## A2 Health Hacks

[www.a2healthhacks.org](http://www.a2healthhacks.org)

BEATRIX BALOGH - Director

info@a2healthhacks.org, 734-224-2785

In 2014, investors pumped \$6.5 billion into 459 health technology startups across the United States, many of which originated at hackathons. Traditionally, a hackathon is an event in which a large group of coders come together to collaborate to create usable software or ideas. A2 Health Hacks turns this idea on its head and brings together hackers, makers, entrepreneurs, and healthcare professionals to build on everyone's collective knowledge and experience to tackle some of the industry's most complicated issues.

Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## ACRE AgTech

[www.acreagtech.com](http://www.acreagtech.com)

West Olive, MI

PAUL SACHS - Executive Director

paul@acreagtech.com, 616-994-4745

ACRE AgTech, a nonprofit corporation, specializes in providing ag-tech connections, resources, and expertise to help entities commercialize their ag-tech innovations.

Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Ann Arbor New Tech

[www.meetup.com/a2newtech](http://www.meetup.com/a2newtech)

BRIAN KELLY - Host and Co-Organizer

organizers@a2newtech.org, 703-628-6937

The Ann Arbor New Tech meetup welcomes members from any school, sector, or industry function (entrepreneurs, technologists, investors, lawyers, marketers, students, etc.) interested in local high-tech startups. They seek to foster tech entrepreneurship by facilitating communication, providing access to resources, and creating community. Members meet every few weeks to participate in demo events, educational panels and speaker events, unconferences, and happy hours. Their flagship event (five companies each get five minutes to demo, five minutes to answer questions, then open announcements and networking) is the third Tuesday of each month at the University of Michigan's Law School.

Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Ann Arbor SPARK

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

Ann Arbor, MI

SKIP SIMMS - Senior Vice President

[skip@annarborusa.org](mailto:skip@annarborusa.org), 734-821-0072

Ann Arbor SPARK advances the region by encouraging and supporting business acceleration, attraction, expansion, and retention. The organization identifies and meets the needs of companies at every stage, from startups to large organizations. Ann Arbor SPARK collaborates with business, academic, government and community investment partners to position the region as a destination for innovation.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Automation Alley

[www.automationalley.com](http://www.automationalley.com)

Troy, MI

JON BEDZ - Manager, Entrepreneurship and Defense

[bedzj@automationalley.com](mailto:bedzj@automationalley.com), 248-457-3399

Automation Alley is a nonprofit technology and manufacturing business association and Michigan's Industry 4.0 knowledge center, with a global outlook and a regional focus. We connect industry, academia and government to fuel Michigan's economy and accelerate innovation.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Bamboo Detroit

[www.bamboodetroit.com](http://www.bamboodetroit.com)

Detroit, MI

[info@bamboodetroit.com](mailto:info@bamboodetroit.com), 313-288-2298

Bamboo Detroit is the largest co-working space for entrepreneurs in Detroit. It offers 24/7 access to shared offices downtown, conference rooms, fiber Internet, coffee and tea, workshops and events, and a talented network of support for growing businesses.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## BBC Entrepreneurial Training & Consulting

[www.bbcetc.com](http://www.bbcetc.com)

Chelsea, MI

KRIS BERGMAN - Managing Partner

[kris@bbcetc.com](mailto:kris@bbcetc.com), 734-930-9741

BBCetc manages the Michigan SBIR/STTR Assistance Program, which provides SBIR/STTR training and proposal development services to technology companies with most costs covered by the state. BBCetc is nationally recognized for its success in helping emerging companies win funding through the federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs and using those funds strategically to propel growth. Its Michigan clients have been awarded over \$205 million in funding since 2002.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Beaumont Research Institute

[www.beaumont.edu/choose-beaumont/research-and-innovation-at-beaumont-hospitals-in-michigan](http://www.beaumont.edu/choose-beaumont/research-and-innovation-at-beaumont-hospitals-in-michigan)

Royal Oak, MI

JAIDEEP RAJPUT - Director of Commercialization

[jaideep.rajput@beaumont.org](mailto:jaideep.rajput@beaumont.org), 248-551-0255

Beaumont Health, a major healthcare system serving Michigan and beyond, recognizes the inherent value of research as a major contributing factor to future improvements in healthcare delivery and the health of its local and global communities. Beaumont Research Institute strengthens Beaumont's ability to conduct medical research and supports strong translational research in numerous areas, including Orthopedics, OB-GYN, Urology and Radiation Oncology. Beaumont Commercialization oversees the development, patenting and licensing of Beaumont technologies with the goal of bringing technology from idea to market and can also serve as a conduit to outside parties seeking collaborations with Beaumont researchers.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## BioArbor

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

Ann Arbor, MI

SARAH MURCHISON - Chairperson

[smurchison@newperspectives-us.com](mailto:smurchison@newperspectives-us.com), 734-527-9150

BioArbor, an entirely volunteer-run organization, hosts educational networking events for the life sciences industry in the greater Ann Arbor area. BioArbor events explore technology commercialization (product, device, and service), financing strategies, business development, regulatory affairs, marketing, and other topics useful to life science entrepreneurs. Held six times per year, each event features a networking session, invited speaker(s), and a post-presentation Q&A period. Invited speakers from both the national and local ecosystem share experience on topics such as drug discovery and development, medical devices, diagnostics, and tools. BioArbor events are open to the public and are especially suited for those interested in starting or growing life science businesses.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## CMU Isabella Bank Institute for Entrepreneurship



[www.cmich.edu/colleges/cba/academic\\_programs/departments/ent/new\\_venture/Pages/default.aspx](http://www.cmich.edu/colleges/cba/academic_programs/departments/ent/new_venture/Pages/default.aspx)

Mount Pleasant, MI

BRUCE MARBLE – Executive Director

Marbl1bc@cmich.edu, 989-774-3270

Central Michigan University Isabella Bank Institute for Entrepreneurship is a campus-wide early-stage entrepreneurship and innovation center that provides education, experiential learning, and support for student entrepreneurs to create and incubate business ideas and launch startup ventures. Support programs include workshops and events covering ideation/concept crafting, team building, customer discovery, business model generation, lean startup concepts, pitch competitions, investor presentations, and startup coaching by a pool of alumni and faculty mentors and advisors. Student teams are connected to resources and opportunities throughout the entrepreneurial ecosystem in the state of Michigan. Top teams earn seed funding to launch their businesses and have the chance to participate in a summer accelerator program.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## CU Center for Innovation & Entrepreneurship



[www.cleary.edu/cie](http://www.cleary.edu/cie)

Howell, MI

MARLO RENCHER, Ph.D. - Vice President of Innovation, Entrepreneurship and Diversity

mrencher@cleary.edu, 313-800-4145

Cleary University's vision is a world in which everyone understands, experiences and benefits from innovation and entrepreneurship. As America's foremost business university in applications received, Cleary University will be the country's preferred partner for innovation and entrepreneurship education. The mission of the Center for Innovation and Entrepreneurship at Cleary University is to enrich the community of students, entrepreneurs, intrapreneurs, managers, corporations and small business owners in Southeastern Michigan through knowledge, skills, credentials, and resources that are accessible, innovative and experiential. Their resources include space, services, events, and education.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## D-NewTech

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

THANH TRAN - Founder

organizers@dnewtech.org

The D-NewTech (DNT) is an organization that provides resources and networking opportunities for the Detroit and Southeast Michigan startup community. DNT hosts monthly meetup events that encourage and highlight the entrepreneurship startups in the region. In addition, DNT collaborates with other organizations to provide meaningful events that support entrepreneurs, including Detroit Startup Week and Detroit Startup Weekend. They welcome members from any school, sector, or industry function (e.g. entrepreneurs, technologists, investors, lawyers, marketers, students, etc.) interested in local high-tech or non-tech startups. DNT started in 2010 and has over 1700 members. Their main event includes an inspirational guest speaker who has lived the entrepreneurship experience and is giving back, followed by four to five startup companies with five minutes to present and five minutes for Q&A, then open announcements and networking. The meetup takes place on the first Wednesday of each month.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Design Core Detroit

[www.detroitcreativecorridorcenter.com](http://www.detroitcreativecorridorcenter.com)

Detroit, MI

BONNIE FAHOOME - Director of Business Programs

bfafoome@designcore.org, 313-664-1479

Design Core Detroit offers direct and strategic business and technical guidance, mentorship, and connections to new market opportunities for design businesses, including those in visual, communications, digital, and product sectors. Through one-on-one consultations, emerging and established designers get help starting, operating, and growing their businesses and their teams. Design Core also supports businesses across all industries by connecting them to available talent in digital design, the built environment, and product development. Design companies and potential design buyers should visit [www.designcore.org](http://www.designcore.org) or email Cydney Camp at [ccamp@designcore.org](mailto:ccamp@designcore.org).

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Economic Development Alliance of St. Clair County

[www.edascc.com](http://www.edascc.com)

Port Huron, MI

DAN CASEY - CEO

dcasey@edascc.com, 810-982-9511

The Economic Development Alliance (EDA) of St. Clair County is a regional nonprofit economic development agency that has served the Blue Water Area for over 60 years. The EDA is supported by public and private sector investors and works closely with community stakeholders and regional partners to stimulate the economy and drive job growth and investment. EDA attracts new industry to the county with a focus on the advanced manufacturing, automotive plastics, automation, logistics and transportation, and the Internet of Things related to global mobility and smart cities. EDA manages The Underground Incubator in the Port Huron SmartZone and the Eastern Michigan Manufacturing Association.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Economic Growth Institute - University of Michigan



[www.economicgrowth.umich.edu/?page=home](http://www.economicgrowth.umich.edu/?page=home)

Ann Arbor, MI

STEVE WILSON - Associate Director

sbwilson@umich.edu, 734-274-0728

The University of Michigan's Economic Growth Institute leverages the University of Michigan's expertise, research, technologies, and other resources to work with small and medium-sized enterprises to foster innovation and boost local, state, and national economies.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## EMU Office of Tech Transfer

[www.emich.edu/techtransfer](http://www.emich.edu/techtransfer)

Ypsilanti, MI

MELINDA MARION - Director of Technology Transfer

[mmarion3@emich.edu](mailto:mmarion3@emich.edu), 734-487-9237

At Eastern Michigan University (EMU), much of the research has the end goal of developing or improving a product with commercial potential. The Technology Transfer Office at EMU is responsible for business engagement and dissemination of University-developed technology into the marketplace, much of which has broad application in industry. Numerous opportunities for collaboration on research projects or with EMU I-Corps teams are available.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Endeavor Detroit

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

Detroit, MI

ANTONIO LÜCK - Managing Director

[antonio.luck@endeavor.org](mailto:antonio.luck@endeavor.org)

Endeavor Detroit provides Michigan-based entrepreneurs with a world-renowned suite of services and programs, along with access to an exclusive mentorship network to accelerate the growth of their companies. Benefits of selection by Endeavor Detroit include introductions through a network of more than 3,000 local and international business mentors along with access to capital, talent and international markets. Globally, Endeavor supports more than 1,400 entrepreneurs leading over 900 high-impact companies, which have created 650,000 jobs and generated over \$10 billion in revenue last year. Endeavor currently operates in 27 markets throughout Europe, Latin America, North America, Africa, Southeast Asia and the Middle East.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Entrepreneur Institute

[www.yourfoundationforbusiness.com](http://www.yourfoundationforbusiness.com)

Lansing, MI

[info@yourfoundationforbusiness.com](mailto:info@yourfoundationforbusiness.com), 517-853-5890

The Entrepreneur Institute of Mid-Michigan's provides small businesses and entrepreneurs with access to capital, business plan development training and networking opportunities. As an entrepreneurial resource for Ingham, Eaton, Clinton and Shiawassee Counties, the organization strives to economically strengthen the businesses, entrepreneurs and communities they serve.

### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Entrepreneurs' Organization Detroit

[www.eodetroit.com](http://www.eodetroit.com)

Royal Oak, MI

ANNA LONGE - Chapter Administrator

[admin@eodetroit.com](mailto:admin@eodetroit.com), 248-224-7362

Entrepreneurs' Organization (EO) Detroit is a peer-to-peer network of the most driven and accomplished entrepreneurs in Southeast Michigan. They are a local chapter of The Entrepreneurs' Organization, which is comprised of over 150 chapters worldwide. Laser-focused on creating, building and innovating, members fuel each others passions through killer learning & social events, meaningful experience shares, accountability partnerships and once-in-a-lifetime experiences. With 105 members accounting for more than \$1.4 billion in revenue and more than 6,300 employees, EO Detroit is not a club, a networking group or a marketing "target" —it's a business, family, self and community game changer!

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## GCN - Optimal Impact Group

[www.optimizeimpact.com](http://www.optimizeimpact.com)

Ann Arbor and Detroit, MI

LAUREN BIGELOW

[lauren@growthcap.net](mailto:lauren@growthcap.net), 888-996-4458

GCN – Optimal Impact Group is an Ann Arbor and Detroit-based strategic management, research and evaluation consulting firm focused on economic development, healthcare, and philanthropic communities. Our primary goal is to help our partners optimize their impact through program analysis, strategic design, action plans and effective measurement. We love data so you don't have to.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## GVSU Richard M. and Helen DeVos Center for Entrepreneurship & Innovation

[www.gvsu.edu/cei](http://www.gvsu.edu/cei)

Allendale, MI

SHOROUQ ALMALLAH - Director

[almallas@gvsu.edu](mailto:almallas@gvsu.edu), 616-331-7256

The Richard M. and Helen DeVos Center for Entrepreneurship & Innovation (CEI), in the Seidman College of Business at Grand Valley State University, is dedicated to developing best practices in entrepreneurship education and community engagement that enhance and impact the creation of new ventures and opportunities. Through a combination of courses, curriculum, peer-to-peer networking, competitions, and mentorship, CEI provides all students with an environment that fosters entrepreneurship and enhances entrepreneurial activities.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Henry Ford Innovations

[www.henryford.com/innovations](http://www.henryford.com/innovations)

Detroit, MI

TARYN SIMON - Director, HFI

[tsimon1@hfhs.org](mailto:tsimon1@hfhs.org), 313-916-7044



The mission of Henry Ford Health Systems (HFHS) is to enhance patient care and its profile through research training and commercialization. Henry Ford Innovations leads product development opportunities emanating from both HFHS clinical operations and select private corporate partners on a global level. Henry Ford Innovations is the flagship of HFHS's commitment to innovation and serves as both a physical and virtual resource. It provides HFHS's innovators access to an array of intellectual asset-related resources and programs that include technological opportunity assessment, design and engineering services, challenges and broad educational offerings in the realms of translational medicine and entrepreneurship.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Hope College Entrepreneurial Program

[hope.edu/academic/leadership/index.htm](http://hope.edu/academic/leadership/index.htm)

Holland, MI

MARY ELLEN KETTELHUT - Director of Entrepreneurship

[kettelhut@hope.edu](mailto:kettelhut@hope.edu), 616-395-7244



Hope College Entrepreneurial Program provides hands-on coursework, workshops and summer fellowships for students to create startups. Students from all majors are invited to explore entrepreneurship and join teams. From greeting cards and granola bars to video resume apps and underwater drones, the program is a hub for innovation where students are making a positive impact on communities across the world.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Inforum

[www.inforummichigan.org/home](http://www.inforummichigan.org/home)

Detroit, MI

TEMBER D. SHEA - Director of inGAGE™

[tshea@inforummichigan.org](mailto:tshea@inforummichigan.org), 313-567-0232



Inforum is the only professional organization in Michigan — and one of a few in the country — that combines strategic connections, proven professional development programs, a respected forum for new ideas, and original research to accelerate careers for women and boost talent initiatives for companies. inGAGE is Inforum's strategy to position Michigan as the Midwest hub for high-tech, high-growth women entrepreneurs. The approach delivers programs to increase the number of women angel investors in Michigan, provides women access to its network of investors and advisors, guides women through the process of commercializing technology, and assists emerging second-stage companies to scale.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Invent@NMU

[www.nmu.edu/invent](http://www.nmu.edu/invent)

Marquette, MI

PAULETTE PERTTUNEN - Operations and Finance

[invent@nmu.edu](mailto:invent@nmu.edu), 906-227-6253



Invent@NMU, based at Northern Michigan University, empowers students, inventors, entrepreneurs, and existing businesses across the state of Michigan. The program is a platform for anyone with a product idea to explore, define, develop and bring products to market. Invent@NMU concentrates on physical products that, when possible, can be sourced or manufactured in Michigan. It's the first place fledging inventors can go to find out if their ideas are worth pursuing, and if they are, find help to define a path forward.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Kotra

[www.kotra.or.kr](http://www.kotra.or.kr)

Troy, MI

SANJA SAVIC-BERHAMOVIC - International Trade and Investment Consultant

[sanjaberhamovic@kotra.or.kr](mailto:sanjaberhamovic@kotra.or.kr), 248-619-1601



Invest KOREA (IK), Korea's national investment promotion agency, was established as part of the Korea Trade-Investment Promotion Agency (KOTRA) to support the entry and establishment of foreign businesses in South Korea by providing comprehensive services to foreign businesses, including consultations, assistance with investment and corporate establishments, support for business activities in Korea and grievance resolution.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Lakeshore Advantage

[www.lakeshoreadvantage.com/entrepreneurs](http://www.lakeshoreadvantage.com/entrepreneurs)

Zeeland, MI

ANGELA HUESMAN - Chief Operating Officer

[angela.huesman@lakeshoreadvantage.com](mailto:angela.huesman@lakeshoreadvantage.com), 616-772-5226



Lakeshore Advantage is the nonprofit economic development organization serving Ottawa County in West Michigan. It provides a full range of economic development services for companies doing business in Ottawa County. Also, see the profile for Holland SmartZone.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Lansing Economic Area Partnership

[www.purelansing.com](http://www.purelansing.com)

Lansing, MI

TONY WILLIS - Director of New Economy Division

tony@purelansing.com, 517-230-0342

The Lansing Economic Area Partnership (LEAP) is a coalition of area leaders committed to building a prosperous and vibrant region where businesses can thrive. To do this, LEAP helps entrepreneurs start new businesses, help existing businesses grow, and attract new businesses to the region.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Lenawee Now

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

Adrian, MI

TIM ROBINSON - Director of Operations

tim@lenaweenow.org, 517-265-5141

Lenawee Now is a nonprofit organization dedicated to economic and business expansion throughout Lenawee County. By attracting new businesses, helping to grow established businesses, and supporting entrepreneurial endeavors in Lenawee, Lenawee Now is creating an economically viable and vibrant region. In addition to business attraction, retention and startup activities, Lenawee Now provides critical services to support business growth, including access to funding sources and talent enhancement.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## LSSU Product Development Center

[www.lssu.edu/eng/pdc](http://www.lssu.edu/eng/pdc)

Sault Ste Marie, MI

ERIC BECKS - Project Manager

PDC@lssu.edu, 906-635-2738

Lake Superior State University (LSSU) Product Development Center offers prototyping and engineering services, provided by students and managed by administrative professional staff with extensive industrial, manufacturing and entrepreneurial experience. LSSU engineering students get real world project experience, and clients benefit from economical engineering services. The related LSSU Business Development Center can provide business plan support, marketing, and other similar services.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## LTU Collaboratory

[www.ltucollaboratory.com](http://www.ltucollaboratory.com)

Southfield, MI

MARK BRUCKI - Executive Director Corporate and Community Partnerships

mbrucki@ltu.edu, 248-204-2310

The LTU Collaboratory is a hands-on, regional resource center at Lawrence Technological University in Southfield fostering business growth and economic vitality. They assist entrepreneurs, intrapreneurs and second-stage startups in growing and launching their ideas through education, resources, networking, mentoring and connection to funding sources, all in its state-of-the-art collaborative environment for innovation.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Macomb-Oakland University INCubator

[www.oakland.edu/macombouinc](http://www.oakland.edu/macombouinc)

Sterling Heights, MI

LARRY HERRIMAN - Executive Director

herriman@oakland.edu, 586-884-9332

The Macomb-Oakland University Incubator supports economic development in Southeast Michigan by accelerating high-tech businesses, cultivating academic innovation and encouraging research and development in the targeted industries of defense, homeland security, advanced manufacturing, and technology. Its mission is to provide comprehensive development and support services to startup and emerging businesses, support an entrepreneurial climate, commercialize new technologies, attract investment, and create new jobs. In addition, Mac-OU Inc manages the publicly-accessible, unclassified Velocity Hub of the Michigan Cyber Range (MCR), powered by the Merit Network, the first-of-its-kind, connected-to-an-incubator program targeted at startup companies in Michigan.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## MadDog Technology

[www.maddogtechnology.com](http://www.maddogtechnology.com)

Birmingham, MI

ROBERT CELL - Managing Director

rcell@maddogtechnology.com, 248-686-0900

MadDog Technology is a venture operator and investor. In addition to investing, the company partners with venture capital firms and entrepreneurs to immediately complete the full team required to elevate each venture to expansion-round funding or the next level. MadDog Technology specializes in advanced technology and mobile device development.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Mi-Light

[www.mi-light.org](http://www.mi-light.org)

Ann Arbor, MI

MICHELLE L. STOCK, Ph.D. - Chairperson

[chair@mi-light.org](mailto:chair@mi-light.org), 734-417-1079

Mi-Light is a nonprofit trade association that serves as the focal point for the photonics industry in Michigan, bringing together professionals from companies, academia and organizations who are dedicated to mutually supporting, promoting and growing Michigan's photonics industry. Mi-Light's mission is to promote and grow Michigan's internationally-recognized talent pool and leverage strong industrial and academic capabilities in order to expand the photonics industry, attract funding and stimulate innovation in the state.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Michigan Association for Female Entrepreneurs

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

Detroit, MI

TONYA MCNEAL-WEARY - Founder

[info@mafedetroit.org](mailto:info@mafedetroit.org), 844-490-6233

Michigan Association for Female Entrepreneurs (MAFE) is a nonprofit, membership-based organization committed to supporting and promoting the economic growth and advancement of women business owners in Michigan. MAFE provides opportunities for female entrepreneurs, in both new development and growth-stages of their businesses to build their entrepreneurial capacity through educational programs focused on sustainable business growth and development. MAFE gives women entrepreneurs the opportunity to expand their influence and increase their visibility by providing a forum where business women can unite, network, and leverage best practices.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Michigan Biosciences Industry Association

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

Ann Arbor, MI

STEPHEN RAPUNDALO, Ph.D. - President & CEO

[stephen@michbio.org](mailto:stephen@michbio.org), 734-527-9144

MichBio is the statewide biosciences industry association in Michigan. It represents the interests of over 1,700 companies, organizations and institutions across the agri-/industrial biotech, medical devices and equipment, pharmaceuticals and therapeutics, research and testing, and distribution/logistics sectors. MichBio offers its members various resources and programs, educational and networking events, business-to-business connections, marketing and promotion, information and business intelligence, talent recruitment and retention support, and advocacy on public policy. Its mission of "driving bio-industry growth" is meant to create strong economic benefits statewide and ensure that Michigan is a global leader in biosciences research, development, and manufacturing.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Michigan Business Innovation Association

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

Kalamazoo, MI

SANDRA COCHRANE - President

[michigan.incubation@gmail.com](mailto:michigan.incubation@gmail.com), 268-353-1823

The Michigan Business Innovation Association (MBIA) is comprised of the state's best business incubators, accelerators, co-working spaces, maker spaces, economic development partners, and entrepreneurial support professionals who are focused on creating jobs and developing Michigan's local economies. The MBIA provides a supportive entrepreneurial environment that stimulates the growth of businesses to ensure economic vitality and encourage job creation.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
---------------	------------------------	--------------------	-------	-------------------------------	-------------------	-------------------	----------	-------

### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Michigan Economic Development Corporation

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

Lansing, MI

FRED MOLNAR - Vice President, Entrepreneurism

[molnarf@michigan.org](mailto:molnarf@michigan.org), 734-233-3975

The Michigan Economic Development Corporation (MEDC) is the state's marketing arm and lead advocate for business development, talent and jobs, tourism, film and digital media, arts and cultural grants, and overall economic growth. The MEDC offers a number of business assistance services and capital programs for business attraction and acceleration, talent enhancement, and urban and community development.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Michigan Life Science & Innovation Center

[www.mlsic.com](http://www.mlsic.com)

Plymouth, MI

FRED MOLNAR - Vice President, Entrepreneurism, MEDC

[molnarf@michigan.org](mailto:molnarf@michigan.org), 734-478-8254

Southeastern Michigan's premier wet lab incubator and innovation center, the Michigan Life Science & Innovation Center is a 70,000 square foot life science incubator complete with state-of-the-art wet labs, a 13-bed Phase 1 Clinical Trial facility, well-appointed offices and conference rooms, ample parking, and every possible business amenity. Tenants include very early-stage startups through growth-stage companies; life science leaders provide plenty of opportunities for mentoring, networking and expertise sharing.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Michigan Research Institute

**Ann Arbor, MI**

JAMES RICHTER

jarichter@michresearch.org, 734-353-4398

The Michigan Research Institute provides wet lab and office space in addition to services for startups and growing biotech companies.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Michigan Small Business Development Center

**sbdcmichigan.org/find-us**

**Statewide**

ALAIN PIETTE - Technology Team Manager

piettea@gvsu.edu, 248-931-3886

### Contact the SBDC that is nearest to your location:

Ann Arbor	Flint	Lansing	Traverse City
Detroit	Grand Rapids	Mt. Pleasant	University Center
Escanaba	Kalamazoo	Onaway	

The Michigan Small Business Development Center (SBDC) enhances Michigan's economic well-being by providing counseling, financial prep, training, secondary market research, and technology commercialization services to new and existing small businesses and advanced technology companies. With 11 offices statewide, the SBDC positively impacts the economy by strengthening existing companies, creating new jobs, retaining existing jobs, and assisting companies in defining their paths to success. The SBDC also administers Michigan's Business Accelerator Fund and Emerging Technology Fund.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Michigan Venture Capital Association

**www.michiganvca.org**

**Ann Arbor, MI**

MAUREEN MILLER BROSINAN - Executive Director

Maureen@MichiganVCA.org, 734-369-4632

Michigan Venture Capital Association (MVCA) is a nonprofit trade organization designed to increase the amount of capital and talent available to venture and angel investors for the funding of Michigan's most innovative entrepreneurs, as well as to work closely with them to transform breakthrough ideas into new companies and industries that drive Michigan job creation and economic growth. MVCA membership includes private and corporate venture capital funds, angel investors, universities and economic development participants, and service providers. More than 400 individuals are members of MVCA, representing over 100 organizations across the nation.

### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Michigan Women's Foundation

**www.miwf.org/programs/entrepreneurs**

**Detroit, MI**

CAROLYN CASSIN - President and CEO

ccassin@miwf.org, 313-962-1920

Michigan Women's Foundation (MWF) works to eliminate the barriers to economic and social equality by developing a scalable model across Michigan that provides access to capital and a strong entrepreneurial ecosystem for women starting and growing businesses with the goal of preparing them to qualify for traditional funding sources. MWF is helping women achieve economic and social equality by providing access to entrepreneurial training, capital and resources to start or grow their businesses.

### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Midland Tomorrow

**www.midlandtomorrow.org**

**Midland, MI**

CHRIS MOULTRUP - Innovation Center Director

moultrup@midlandtomorrow.org, 989-839-2333

Midland Tomorrow is a private, nonprofit 501(c)(3) founded in 1963 as the Midland Economic Development Corporation. The organization's mission has always been to enhance the quality of life in the County of Midland, Michigan, and its municipalities through the retention and creation of quality jobs and diversification of the economic base.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
---------------	------------------------	--------------------	-------	-------------------------------	-------------------	-------------------	----------	-------

### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## MiQuest

**www.miquest.org**

**Lansing, MI**

ROB FOWLER - Treasurer

rob.fowler@sbam.org, 517-483-8210

MiQuest collaborates with business development, economic development and membership organizations across the state to introduce growth-stage companies from all industries to support resources, opportunities for CEO peer networking and learning, and increased media exposure. By supporting and promoting programs, events, and competitions such as Michigan 50 Companies to Watch, CEO Growth Symposiums, and the Michigan Growth Capital Symposium, MiQuest connects entrepreneurs to relevant and timely resources. MiQuest researches and publishes the annual Michigan Entrepreneurship Score Card, which has benchmarked metrics across 50 states and has provided a measure of Michigan's entrepreneurial vitality, climate, and change over the past 12 years.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# smart ZONES

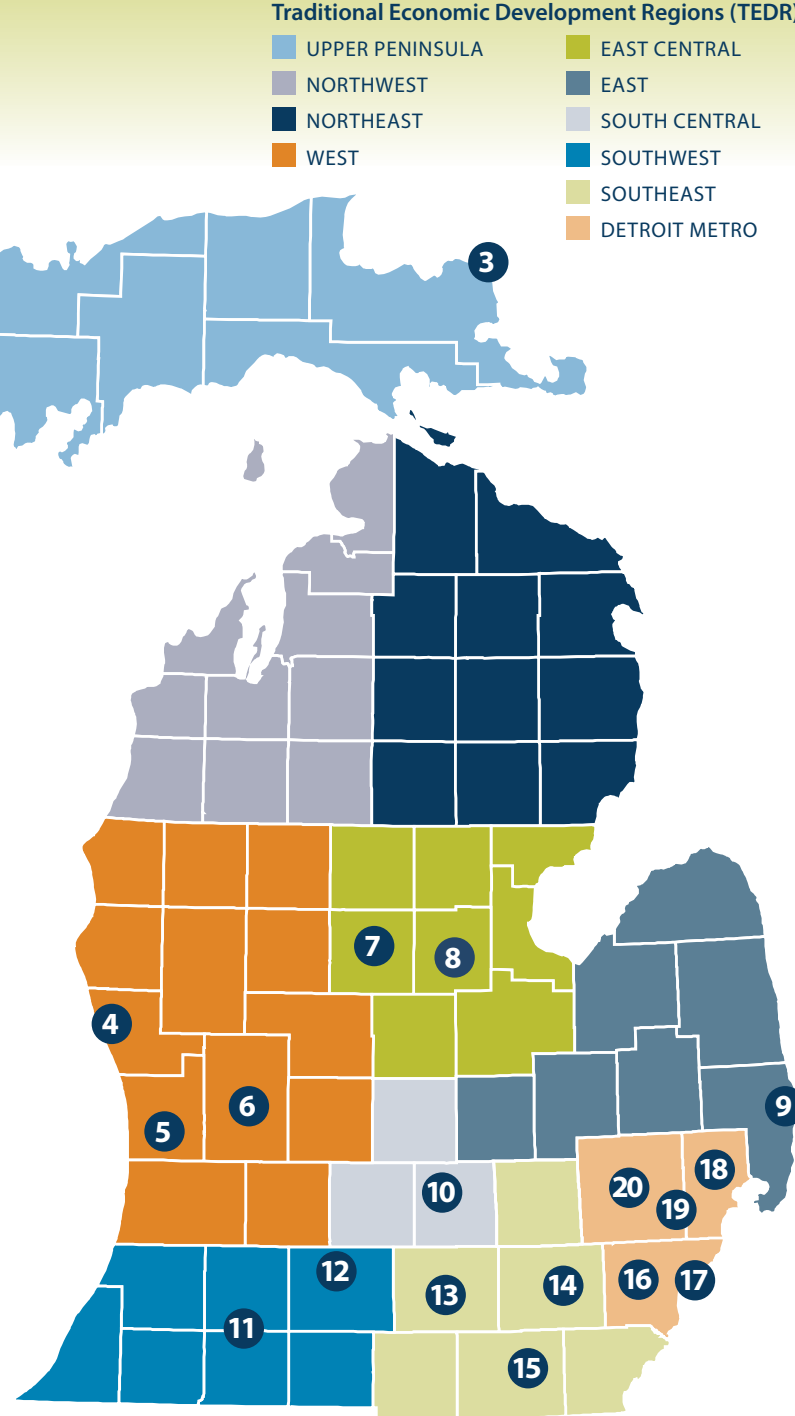
Michigan SmartZones are regions designated by the Michigan Economic Development Corporation. Organizations within each SmartZone promote resource collaborations between universities, industry, research organizations, government and other community institutions in that region. SmartZone organizations connect individuals to local resources in their area, from employment, investment, expansion and networking opportunities to general information about their region.

## Traditional Economic Development Regions (TEDR):

UPPER PENINSULA	EAST CENTRAL
NORTHWEST	EAST
NORTHEAST	SOUTH CENTRAL
WEST	SOUTHWEST
	SOUTHEAST
	DETROIT METRO

## What organization should I contact?

1. Find your location on the map and take note of your Traditional Economic Development Region.
2. If there is one or more SmartZone organizations serving your Traditional Economic Development Region, review the listing on page 51 to determine whether one of the SmartZone organizations serves your specific location. Contact the SmartZone organization that serves your specific location.
3. If no organization serves your specific location, contact the closest SmartZone organization to your location within your Traditional Economic Development Region.
4. If there are no SmartZone organizations located in your Traditional Economic Development Region, contact the SmartZone organization closest to your location, even if it is in another Traditional Economic Development Region.
5. If you need assistance finding a SmartZone organization, contact the Michigan Small Business Development Center (find contact information in this guide on page 48).



## SmartZone Organizations

- 1 MTEC SmartZone**  
Serves Houghton County and the greater Upper Peninsula TEDR  
[www.mtecsz.com](http://www.mtecsz.com)  
MARILYN CLARK – CEO  
mclark@mtecsz.com, 906-487-7000
- 2 Innovate Marquette SmartZone**  
Serves City of Marquette and the greater Upper Peninsula TEDR  
[www.innovatemarquette.org](http://www.innovatemarquette.org)  
RAYMOND JOHNSON – CEO  
ray.johnson@innovatemarquette.org, 612-382-4998
- 3 Sault Ste. Marie SmartZone**  
Serves City of Sault Ste. Marie and the greater Upper Peninsula TEDR  
[www.ssmartzone.com](http://www.ssmartzone.com)  
ERIC BECKS – President & CEO  
ebeck@ssmartzone.com, 906-632-8400
- 4 Muskegon Innovation Hub**  
Serves City of Muskegon, Lake Michigan Shoreline and the greater West TEDR  
[www.gvsu.edu/mihub](http://www.gvsu.edu/mihub)  
KEVIN RICCO – Director  
mihubinfo@gvsu.edu, 616-331-6900
- 5 Surge Powered by Lakeshore Advantage**  
Serves City of Holland, Holland Charter Township and the greater West TEDR  
[www.cityofholland.com/citymanager/holland-smartzone](http://www.cityofholland.com/citymanager/holland-smartzone)  
ANGELA HUESMAN – Chief Operating Officer  
angela.huesman@lakeshoreadvantage.com, 269-806-3124
- 6 Grand Rapids SmartZone**  
Serves City of Grand Rapids and the greater West TEDR  
[www.startgarden.com](http://www.startgarden.com)  
ROB FOWLER – Treasurer  
rob.fowler@sbam.org, 517-483-8210
- 7 Central Michigan University Research Corporation**  
Serves City of Mount Pleasant, Isabella, Gratiot, Clare, Saginaw & Bay Counties and the greater East Central TEDR  
[www.cmurc.com](http://www.cmurc.com)  
ERIN STRANG – President & CEO  
ceo@cmurc.com, 989-774-2424
- 8 Midland Tomorrow**  
Serves City of Midland and the greater East Central TEDR  
[www.midlandtomorrow.org](http://www.midlandtomorrow.org)  
CHRIS MOULTRUP – Innovation Center Director  
moultrup@midlandtomorrow.org, 989-839-2333
- 9 Port Huron SmartZone**  
Serves City of Port Huron Industrial Park, St. Clair Community College Campus and the greater East TEDR  
[www.startunderground.com](http://www.startunderground.com)  
DAN CASEY – CEO  
dcasey@edascc.com, 810-982-9511
- 10 Lansing Regional SmartZone**  
Serves City of East Lansing, City of Lansing and the greater South Central TEDR  
[www.purelansing.com](http://www.purelansing.com)  
TONY WILLIS – Director of New Economy Division  
tony@purelansing.com, 517-230-0342
- 11 Western Michigan University Homer Stryker M.D. School of Medicine Innovation Center**  
Serves Cities across Southwest Michigan Region and the greater Southwest TEDR  
[www.med.wmich.edu/node/373](http://www.med.wmich.edu/node/373)  
SANDRA COCHRANE – Director of Innovation Center  
wmedic@med.wmich.edu, 269-353-1823
- 12 Battle Creek Unlimited**  
Serves City of Battle Creek and greater Southwest TEDR  
[www.downtownbattlecreek.com](http://www.downtownbattlecreek.com)  
VALERIE BYRNES – Business Retention & Development Manager  
vabyrnes@battlecreekmi.gov, 269-966-3355 ext. 1193
- 13 Jackson Technology Park SmartZone**  
Serves Jackson County and the greater Southeast TEDR  
[www.enterprisegroup.org/partners/bldfa](http://www.enterprisegroup.org/partners/bldfa)  
AMY TORRES – VP of Economic Development  
atorres@enterprisegroup.org, 517-788-4458
- 14 Ann Arbor SPARK**  
Serves City of Ann Arbor, City of Ypsilanti and the greater Southeast TEDR  
[www.annarborusa.org](http://www.annarborusa.org)  
SKIP SIMMS – Senior Vice President  
skip@annarborusa.org, 734-821-0072
- 15 Adrian-Tecumseh SmartZone**  
Serves City of Adrian, City of Tecumseh and the greater Southeast TEDR  
[www.lenaweenow.org](http://www.lenaweenow.org)  
TIM ROBINSON – Director of Operations  
tim@lenaweenow.org, 517-265-5141
- 16 Pinnacle Aeropark**  
Serves Wayne County and the greater Detroit Metro TEDR  
[www.hurontwpdlda.com](http://www.hurontwpdlda.com)  
RP LILLY – Chairman,  
pamaclassic@chartermi.net, 734-753-4320
- 17 TechTown**  
Serves City of Detroit and the greater Detroit Metro TEDR  
[www.techtowndetroit.org](http://www.techtowndetroit.org)  
NED STAEBLER – President & CEO  
nedstaebler@wayne.edu, 313-577-2164
- 18 Macomb-Oakland University INCubator**  
Serves Macomb County and the greater Detroit Metro TEDR  
[www.oakland.edu/macombouinc](http://www.oakland.edu/macombouinc)  
LARRY HERRIMAN – Executive Director of Innovation Development  
herriman@oakland.edu, 586-884-9332
- 19 Automation Alley**  
Serves Genesee, St. Clair, Livingston, Oakland, Macomb, Wayne, Washtenaw & Monroe Counties and the greater Detroit Metro TEDR  
[www.automationalley.com](http://www.automationalley.com)  
DOM HOLMES – Manager of Entrepreneurship & Innovation  
holmesd@automationalley.com, 248-457-3231
- 20 OU INC**  
Serves City of Rochester Hills, Oakland County and the greater Detroit Metro TEDR  
[www.oakland.edu/ouinc](http://www.oakland.edu/ouinc)  
STEPHEN KENT – Client Specialist  
kent@oakland.edu, 248-648-4802

# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Mobile Technology Association of Michigan

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

Detroit, MI

MICHAEL WATZA

[info@GoMobileMichigan.org](mailto:info@GoMobileMichigan.org), 248-470-3257

The Mobile Technology Association of Michigan (MTAM) is a nonprofit trade association for Michigan's mobile/wireless (connected) technologies industry, businesses that provide these technologies, and the businesses - in all industries - that use these technologies. They are the first state-based mobile/wireless (connected) technologies trade association in the United States and are focused on increasing demand for Michigan-based mobile/wireless technology products and services within the state, nationally and globally, thereby generating increased entrepreneurial and enterprise-level opportunities and creating sustainable jobs in Michigan. MTAM sponsors Michigan-based growth of the Mobile Monday organization which, to date, boasts 3000+ members in chapters located in Ann Arbor, Detroit, Grand Rapids and Lansing; performs research for members and other interested parties; facilitates idea sharing, entrepreneurial programs, training programs and jobs creation; acts as a liaison with the mobile/wireless tech community inside/outside of Michigan; and serves as a resource for all things related to mobile/wireless (connected) technologies.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## MSU Conquer Accelerator

[www.conqueraccelerator.com](http://www.conqueraccelerator.com)

East Lansing, MI

PAUL JAQUES - Director of Student & Community Engagement

[pjaques@spartaninnovations.org](mailto:pjaques@spartaninnovations.org), 517-256-9285

Designed to help both newer and established companies overcome business hurdles, the Conquer Accelerator emphasizes smart planning and growth. Built with a strong bench of more than 40 entrepreneur and business leader mentors, each of the ten weeks in the Conquer program focuses on completing specific goals, as well as working with mentors and instructors on topics like fundraising, technology, and sustainability. The Conquer Accelerator is a collaborative effort between Michigan State University, the MSU Foundation, Spartan Innovations and MSU Federal Credit Union.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## MSU Entrepreneurship Association

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

EDDIE KONECZNY - President

[koneczn1@msu.edu](mailto:koneczn1@msu.edu), 586-718-0042

Michigan State University Entrepreneurship Association is a registered student organization open to all majors who are passionate about creating solutions to real world problems. Services and resources offered include monthly meetings to share and collaborate on ideas, networking with peers, talks with industry professionals, road trips involving business competitions, conferences, and more. This is a great organization to meet like-minded motivated individuals. Membership is open to all.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## MSU Financial Markets Institute

[www.finance.broad.msu.edu/fmi](http://www.finance.broad.msu.edu/fmi)

East Lansing, MI

HELEN DASHNEY - Director

[dashneyh@broad.msu.edu](mailto:dashneyh@broad.msu.edu), 517-353-0784

The Financial Markets Institute at Michigan State University provides comprehensive training to a select group of highly motivated finance and accounting students at the Broad College of Business. Admission to the institute is based on each individual's academic success, informed desire to pursue a career in the financial services industry, and demonstrated potential to achieve established goals.

### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## MSU Innovation Center & Business Connect

[www.innovationcenter.msu.edu](http://www.innovationcenter.msu.edu)

East Lansing, MI

CHARLES A. HASEMANN - Assistant Vice President for Innovation & Economic Development

[haseman1@msu.edu](mailto:haseman1@msu.edu), 517-884-2370

Michigan State University (MSU) Innovation Center creates economic value for Michigan from MSU's intellectual assets through partnering with Michigan companies in R&D, capturing MSU innovations and licensing them for commercial use at existing companies, and starting new companies based on MSU intellectual property and/or MSU student innovations. MSU Innovation Center is a hub for faculty and student experiential learning and creating new startups in Michigan.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## MSU Technologies

[www.technologies.msu.edu](http://www.technologies.msu.edu)

East Lansing, MI

RICHARD W CHYLLA - Executive Director

[rchylla@msu.edu](mailto:rchylla@msu.edu)

MSU Technologies (MSUT) is Michigan State University's technology transfer and commercialization office. MSUT facilitates the commercial development and public use of technologies and copyrightable materials developed by MSU faculty and staff. Housed within the MSU Innovation Center, MSUT moves MSU's technologies from the lab to the marketplace to improve lives and communities locally, regionally, and around the world.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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MTRAC for BioMedical

www.research.wayne.edu/techtransfer/index.php

Detroit, MI

SCOTT OLSON - Director

scott.olson@wayne.edu, 313-577-1714

The MTRAC for BioMedical at Wayne State University is a grant program supported by Wayne State University and the Michigan Economic Development Corporation with the goal of providing resources to support translational Wayne State research with high commercial potential. The program includes research funding for proof-of-concept and late-stage translational studies, regulatory guidance, business plan development and mentorship from industry and investment experts outside the University. The MTRAC funding focuses on medical devices (including diagnostics), biomaterials (e.g., drug delivery technologies, imaging agents) and healthcare information technology.

Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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MTRAC Innovaton Hub for Advanced Materials

www.mtu.edu/research/administration/iie/campus-inventors/mtrac

Houghton, MI

BRENDA DA COSTA - MTRAC Commercialization Program Director, Innovation & Industry Engagement

bdacosta@mtu.edu

The MTRAC Innovation Hub for Advanced Materials at Michigan Tech University is a grant program supported by Michigan Tech University and the Michigan Economic Development Corporation with the goal of offering gap funding for proof-of-concept, prototype development and other activities appropriate for early stage technologies. Milestones are designed to create opportunities for significant outside funding or licensing. Institutions of higher education, non-profit research centers, and hospital systems throughout the State of Michigan are eligible to submit proposals.

Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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MTRAC Innovation Hub for Advanced Transportation

www.cfe.umich.edu/mtrac-transportation

Ann Arbor, MI

ERIC PETERSEN - Commercialization Program Director

ericp@umich.edu, 734-936-1556

The MTRAC Innovation Hub for Advanced Transportation at the University of Michigan is a grant program supported by the University of Michigan and the Michigan Economic Development Corporation with the goal of offering gap funding for translational research applications in advanced transportation materials, robotics and autonomy, sensors, electric vehicle drivetrain/propulsion, software/controls/data, and advanced manufacturing processes. The mission of this program is to advance transportation technologies that address poorly met market needs. Since 2013, U-M housed the MTRAC Advanced Transportation program and accelerated the commercial development of mobility projects. Institutions of higher education, nonprofit research centers, and hospital systems throughout the State of Michigan are eligible to submit proposals.

Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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MTRAC Innovaton Hub for Ag & Bio

www.innovationcenter.msu.edu/programs/msu-mtrac-program

East Lansing, MI

J. KEVIN MCCURREN - Commercialization Program Director

mccurren@msu.edu, 517-884-1824

The MTRAC Innovation Hub for Ag & Bio at Michigan State University is a program supported by Michigan State University and the Michigan Economic Development Corporation that provides funding, support, and guidance to facilitate the development of agricultural, food and natural resource technologies from the laboratory benchtop to the point where they can be successfully commercialized via a licensee to a startup or existing company. Researchers from state institutions of higher education, nonprofit research centers, and hospital systems throughout Michigan are eligible to submit proposals.

Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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MTRAC Innovaton Hub for Life Sciences

www.innovation.medicine.umich.edu/innovation-hub

Ann Arbor, MI

BRADLEY MARTIN - Senior Director of Commercialization Programs

bradmart@umich.edu, 734-936-8577

The MTRAC Innovation Hub for Life Sciences at the University of Michigan is a grant program supported by the University of Michigan and the Michigan Economic Development Corporation with the goal of providing mid-stage, translational research funding and resources to identify, nurture, and “fast forward” projects with a high potential for commercial success. Projects funded by MTRAC enhance the internal innovation pipeline for long-term success in commercialization. And while invention reports and IP licensing are important milestones for MTRAC projects, positive impacts to human health — as well as job creation — are the ultimate measures of success. Institutions of higher education, nonprofit research centers, and hospital systems throughout the State of Michigan are eligible to submit proposals.

Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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MTU Innovation Center for Entrepreneurship

www.mtu.edu/honors/ice

Houghton, MI

JIM BAKER - Co-Director

jrbaker@mtu.edu, 906-487-3459

The Michigan Tech University Innovation Center for Entrepreneurship is a campus-based early-stage innovation and entrepreneurship center, which provides services and events in support of early-stage entrepreneurs, innovators, and companies. Support programs include I-Corps and other training activities, pitch competition support, networking events, access to mentors, and general startup counseling. Programs are targeted at students and researchers at Michigan Tech but are open to the public and conducted in close collaboration with community-based partners including the Small Business Development Center, MTEC SmartZone, and Innovate Marquette.

Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## MTU Office of Innovation and Industry Engagement

[www.mtu.edu/research/administration/iie](http://www.mtu.edu/research/administration/iie)

Houghton, MI

MIKE MORLEY - Director of Technology Commercialization

mcmorley@mtu.edu, 906-487-2228

The Michigan Tech University Office of Innovation and Industry Engagement (IIE) works closely with startups and established companies to identify commercial needs and match them with research discoveries, technologies, and faculty expertise that can help overcome technical challenges or present new market opportunities. IIE can act as a single point of entry to craft a relationship which maximizes the value of research and technology development investment from its partners.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Muskegon Innovation Hub at Grand Valley State University

[www.gvsu.edu/mihub](http://www.gvsu.edu/mihub)

Muskegon, MI

KEVIN RICCO

riccok@gvsu.edu, 616-331-6900

The Muskegon Innovation Hub (the Hub) is a business innovation center that provides coaching, funding, networking, and a synergistic work environment to help businesses and entrepreneurs maximize their growth potential. We are a key partner in the region's innovation ecosystem, supporting startup businesses, entrepreneurs, and corporate innovations teams.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## New Economy Initiative

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

Detroit, MI

MATTHEW LEWIS - Communications Officer

neicommunications@cfsem.org, 313-961-6675

The New Economy Initiative (NEI) is the largest philanthropy-led economic development initiative in the U.S. working to build a regional network of support for entrepreneurs and small businesses. NEI makes grants (over \$150 million since 2008) to entrepreneurial service providers that are helping all types of businesses grow and thrive in metro Detroit. Equity and Inclusion are guiding principles of NEI's investments.

A special project of the Community Foundation for Southeast Michigan, NEI is supported by 13 national and local foundations.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## New Enterprise Forum

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

Ann Arbor, MI

STEFAN SYSKO

President@NewEnterpriseForum.org, 248-534-5917

The New Enterprise Forum (NEF) is an all-volunteer organization of experienced service providers, entrepreneurs, and executives. The organization provides coaching at no cost to startup entrepreneurs to perfect their investor pitches. They critique and provide insights on the pitch's content, including both business and investor perspectives, to help the team succeed. The organization also helps companies connect with local and regional investors as well as other resources. Startups have the opportunity to present their pitches to the entrepreneurial community at one of NEF's monthly Forum meetings, with follow-on distribution of their executive summaries to NEF's curated list of investors.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## NextEnergy

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

Detroit, MI

JIM SABER - President & CEO

saberj@nextenergy.org, 313-833-0100

Founded in 2002 as 501(c)(3) nonprofit organization, NextEnergy is an innovation center accelerating advanced energy, mobility, and built environment technologies to enable smarter and more sustainable cities. Since its inception, NextEnergy has worked with more than 400 companies, universities, federal agencies, and philanthropic organizations to drive more than \$1.5 billion in advanced energy and mobility technology investments.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## NSF International Applied Research Center

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

Ann Arbor, MI

JESSE D. MILLER - Director

jdmill@nsf.org, 734-707-5413

The NSF Applied Research Center (ARC) is NSF International's research and development arm, providing custom R&D services to academia, industry, and government. Services include proof-of-concept testing, method development, product validation/commercialization, next generation sequencing, clinical health services, toxicology, and risk assessment. The ARC furthers NSF's mission of public health and safety by supporting scientific innovation and leadership. The ARC forms strategic partnerships with academia (researchers and tech transfer centers), industry (startups through Fortune 500 companies) and regulatory bodies for research and development to promote innovative public health solutions in the food, water, healthcare, sustainable products and consumer goods sectors.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Oakland County Medical Main Street and Tech248

[www.medicalmainstreet.com](http://www.medicalmainstreet.com) & [www.tech248.com](http://www.tech248.com)

Waterford Township, MI



Oakland County provides workforce development assistance, site location assistance, local and state incentive coordination, debt funding packaging, SBA 504 loan funding, and expat services. Oakland County initiatives Medical Main Street and Tech248 directly engage the health/life sciences and IT sectors by hosting networking events, supporting the success of businesses in Oakland County, and offering fresh ideas regarding talent attraction solutions.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Oakland County One Stop Shop Business Center

[www.oakgov.com/edca/business/OneStopShop/Pages/default.aspx](http://www.oakgov.com/edca/business/OneStopShop/Pages/default.aspx)

Waterford, MI

KAREN DEAVER-LEAR

[smallbusiness@oakgov.com](mailto:smallbusiness@oakgov.com), 248-858-0783

The Oakland County One Stop Shop Business Center provides education, one-on-one consulting, and connections to Oakland County-based small businesses. The team has over 70 years of experience working with small businesses and specializes in helping companies grow. Through advanced marketing, financial, and management tools, clients get critical information to help them make better decisions about their businesses, secure capital, expand into new markets, find talent, improve processes, and grow profit.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## OU INC

[www.oakland.edu/ouinc](http://www.oakland.edu/ouinc)

Rochester, MI

STEPHEN KENT - Client Specialist

[kent@oakland.edu](mailto:kent@oakland.edu), 248-648-4800

OU INC is a state-designated SmartZone business incubator and technology accelerator. OU INC's mission is to advance the economic strength of the region by transforming industry and university innovations into commercial successes. Its vision is to be recognized as an integral contributor to Southeast Michigan's success as a global hub of high-tech companies led by the best and brightest minds.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Ponyride

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

Detroit, MI

NOAH ELLIOTT MORRISON - Director

[noah@ponyride.org](mailto:noah@ponyride.org)

Operating from its 33,000 square foot building in Corktown, Ponyride is a catalyst for deploying social capital to a diverse group of artists, creative entrepreneurs, and makers who are committed to working together to make communities in Detroit sustainable.

### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## re:purpose

[www.repurpose.co](http://www.repurpose.co)

RYAN LANDAU - Founder

[ryan@repurpose.co](mailto:ryan@repurpose.co), 888-848-7686

re:purpose is a curated marketplace that matches highly curated talent with startup companies. The company leverages their placement algorithm and curation team to make matches. They are the only company in the world that matches based on culture. Yes, they'll match based on role and compensation, too. But that's the easy stuff! The company wants everyone to be able to pursue their passions and be a part of something greater than themselves.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Sault Ste. Marie Advanced Resources & Technology, Inc.

[www.ssmartzone.com](http://www.ssmartzone.com)

Sault Ste Marie, MI

ERIC BECKS - President & CEO

[ebeck@ssmartzone.com](mailto:ebeck@ssmartzone.com), 906-632-8400

SSMart is a Michigan SmartZone located in Sault Ste. Marie, which provides support to technology-based companies in collaboration with MEDC strategic service providers, MI-SBDC, and local and regional economic development agencies.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Seamless IoT

[www.seamlessiot.com](http://www.seamlessiot.com)

Grand Rapids, MI

MIKE MORIN - Director

[mike@seamlessiot.com](mailto:mike@seamlessiot.com)

Seamless is a global commercialization program, pairing startups with large enterprises to bring smart, connected things to market. This first-of-its-kind collaboration merges the best from startup culture and enterprise expertise.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Southeast Michigan Entrepreneurs Association

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

Southfield, MI

ZALONYA ALLEN, Ph.D. - Executive Director

[administrator@semea.info](mailto:administrator@semea.info), 248-491-3146

Southeast Michigan Entrepreneurs Association is a member-based organization focused on providing entrepreneurs with vital support through mastermind groups. Mastermind groups allow entrepreneurs to brainstorm, problem solve, learn and grow with like-minded entrepreneurs and small business owners. Meetings are held once a month.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Southwest Michigan First

[www.southwestmichiganfirst.com](http://www.southwestmichiganfirst.com)

Kalamazoo, MI

MIRANDA GARCIDE - Associate

[mgarside@southwestmichiganfirst.com](mailto:mgarside@southwestmichiganfirst.com), 269-553-9588

Southwest Michigan First is an organization of privately funded economic development advisors who act as the catalyst for economic success in Southwest Michigan. Founded in 1999 on the principle that the most powerful force for change is a well-paying job, the organization works across all industries throughout the seven counties making up the Southwest Michigan Region. Looking to expand, locate or start something new? Southwest Michigan First's people and services are focused on connecting community capital to respond to its customers' needs, wants and desires to generate meaningful results. Community driven, Southwest Michigan First is committed to company growth, government and education alignment, acceleration of its vibrant core communities, talent development and communication of its regional advantages.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Spartan Innovations

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

East Lansing, MI

ANDREW MCCOLM - Managing Director, Venture Creation

[asmccolm@spartaninnovations.org](mailto:asmccolm@spartaninnovations.org), 517-884-4542

Spartan Innovations is a venture development organization dedicated to turning inventions created at Michigan State University into successful businesses. Programs include Conquer Accelerator, Entrepreneurs-in-Residence, Greenlight Business Model Competition, The Hatch, The Hatch Dev Shop, Mentors, Sparta Hack, Venture Fellows, and many more.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## Start Garden

[www.startgarden.com](http://www.startgarden.com)

Grand Rapids, MI

MIKE MORIN - Director

[mike@startgarden.com](mailto:mike@startgarden.com), 616-990-1097

Start Garden originated in 2012 to fund fast growing startups at their very earliest stages. Now, it operates as three different entities. Wakestream Ventures focuses on early-stage investing in the Internet of Things (IoT) space. Start Garden Foundation is a 501c3 to make entrepreneurship more accessible for everyone in West Michigan. Lastly, Start Garden is a management company administering the Grand Rapids SmartZone and running the Seamless program that bridges new IoT startups to regional enterprises.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## TC New Tech

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

Traverse City, MI

RUSSELL SCHINDLER - President

[schindler@sampleserve.com](mailto:schindler@sampleserve.com), 231-218-7955

TC New Tech's event is free and open to the public. From Traverse City to Alpena, Sault Ste. Marie to Grand Rapids – all are welcome! Up to five presenters each month will take the stage to highlight their new tech products or business ventures. Each presenter will be allowed five minutes to present and five minutes of Q&A (time limits will be politely enforced). Between presenters, the audience is allowed to make brief announcements for things such as job openings, persons seeking employment, and other events happening in the area related to technology. An optional informal social hour is after the meeting for further discussion and networking. The audience is typically made up of technology-minded people and consists mostly of programmers, IT staff, people looking for opportunities for their tech companies, tech companies looking for staff, individuals looking for investment opportunities, startup founders looking for investors, and tech geeks that like learning about new offerings. Meetings are held monthly on the first Tuesday of every month at 6:00 pm and will last no longer than 75 minutes . . . guaranteed! The presenter line-up is announced one week before the meetup. The goal of the meetings is to facilitate networking and interaction among technology enthusiasts in northern Michigan.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Techstars Mobility

[www.techstars.com/programs/mobility-program](http://www.techstars.com/programs/mobility-program)

**Detroit, MI**

TED SERBINSKI - Managing Director, Mobility

[ted.serbinski@techstars.com](mailto:ted.serbinski@techstars.com)

Techstars Mobility invests in startups building technologies and innovative business models that impact how people and goods move across all modes of transportation (including pedestrian). Dominant mobility themes include autonomous, connected, shared, and electric. This program encompasses a wide range of industries including automotive, trucking, transportation, smart city, energy, logistics, supply chain, and travel. Techstars Mobility runs in downtown Detroit.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## TechTown Detroit

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

**Detroit, MI**

PAUL RISER - Managing Director, Technology-Based Entrepreneurship

[paul@techtowndetroit.org](mailto:paul@techtowndetroit.org), 313-399-7565

TechTown is Detroit's most established business accelerator and incubator. At TechTown Detroit, powerful connections are made to a broad network of resources, catalyzing entire communities of entrepreneurs best poised to energize the local economy. Through both tech-based and place-based entrepreneurship support programs and technical assistance, TechTown Detroit strives to deliver both economic and community development strategies that bolster the local and state-based economies.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## The A2 Startup Garage

[www.a2startupgarage.com](http://www.a2startupgarage.com)

**Ann Arbor, MI**

CAROL SHERIDAN - Menlo Innovations Factory Floor Manager

[Startupgarage@menloinnovations.com](mailto:Startupgarage@menloinnovations.com), 734-665-1847

The A2 Startup Garage is a coworking space in downtown Ann Arbor dedicated to helping early-stage startups make an impact.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## The Enterprise Group of Jackson, Inc

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

**Jackson, MI**

AMY L. TORRES - Vice President of Economic Development

[atorres@enterprisegroup.org](mailto:atorres@enterprisegroup.org), 517-788-4458

The Enterprise Group of Jackson, Inc. (EG) was established in 1997 to lead business recruitment and retention in Jackson County. The EG is a nonprofit private/public partnership organized to promote and coordinate economic development initiatives and create wealth within Jackson County.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## The Right Place

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

**Grand Rapids, MI**

BIRGIT KLOHS - President & CEO

[klohsb@rightplace.org](mailto:klohsb@rightplace.org), 616-771-0325

The Right Place is a primary source for business success in Grand Rapids, Michigan. It is a private, nonprofit economic development organization that has led West Michigan's economic growth for over 30 years. It provides business growth assistance to both local and international companies, including site location services, connections to regional supply chain and service providers, regional business tours, consultation on state and local business incentives, and more.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## The Starting Block

[www.startingblock.biz](http://www.startingblock.biz)

**Hart, MI**

JANE DOSEMAGEN - Director

[tsbi4@frontier.com](mailto:tsbi4@frontier.com), 231-873-1432

Since 2006, The Starting Block has served as West Michigan's nonprofit regional kitchen incubator and entrepreneurial center. As a shared-use facility, it helps entrepreneurs start their food-related businesses at reasonable rentals without the initial investment in costly facilities and equipment. The Starting Block offers low-cost kitchen rental, refrigerated, frozen, and dry storage, warehouse space, and office rental. From product development to marketing and outreach, it provides the assistance and support to help people achieve their business dreams. The Starting Block offers a fully-equipped licensed, commercial kitchen as well as two additional commercial, licensed kitchens for specialty and small-scale production, including a USDA-inspected meat processing facility and a dairy production facility with a pasteurizer. The USDA-inspected meat processing incubator facility is the only one in the state, and one of few in the country. Certified staff in food handling and equipment operation are available for assistance and training. The Starting Block kitchens and meat facility are available for use 24 hours a day, seven days a week.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## UM Center for Entrepreneurship

[www.cfe.umich.edu](http://www.cfe.umich.edu)

Ann Arbor, MI

JONATHAN FAY - Executive Director

[jpfay@umich.edu](mailto:jpfay@umich.edu), 734-763-1021

The mission of the Center for Entrepreneurship (CFE) is to inspire and transform the University of Michigan community into entrepreneurial thinkers and doers. The CFE provides active learning experiences to all students and faculty at the university through classes and programs that are designed to teach the skills needed to translate high-potential projects and ideas into the world successfully. In learning these skills, individuals become better prepared to identify and act on opportunities to solve problems in any organization or entrepreneurial endeavor.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## UM Desai Accelerator

[www.desaiaccelerator.umich.edu](http://www.desaiaccelerator.umich.edu)

Ann Arbor, MI

ANGELA KUJAVA - Managing Director

[amkujava@umich.edu](mailto:amkujava@umich.edu), 734-707-8112

The Desai Accelerator is an intensive program of funding, mentorship, and resources to help early-stage ventures scale and succeed. Startups are accepted in cohorts, and the program culminates with a Demo Day, where each team will pitch to investors. The Desai Accelerator is a collaborative effort at the University of Michigan between the Zell Lurie Institute of Entrepreneurial Studies at the Ross School of Business and the Center for Entrepreneurship at the College of Engineering. While the accelerator is a University of Michigan-supported program, applications are open to the public.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## UM Fast Forward Medical Innovation

[www.innovation.medicine.umich.edu](http://www.innovation.medicine.umich.edu)

Ann Arbor, MI

CONNIE CHANG - Managing Director

[changco@umich.edu](mailto:changco@umich.edu), 734-615-5060

Fast Forward Medical Innovation is part of the University of Michigan Medical School. Its team offers resources and support to world-class biomedical researchers at the University of Michigan and across the state in the realms of diagnostics, therapeutics, devices, and healthcare IT. Fast Forward Medical Innovation's groundbreaking funding programs (including the statewide MTRAC for Life Sciences Hub), dynamic educational offerings, and deep industry connections help biomedical researchers navigate the road to successful innovation and commercialization, with the ultimate goal of positively impacting human health.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## UM Office of Technology Transfer

[www.techtransfer.umich.edu](http://www.techtransfer.umich.edu)

Ann Arbor, MI

MICHAEL PSAROUTHAKIS - Director, Tech Transfer Venture Center

[mikeps@umich.edu](mailto:mikeps@umich.edu), 734-647-4738

University of Michigan (UM) Tech Transfer is responsible for the commercialization of UM technology, licensing and helping to create new startups based on UM IP. The office includes the Tech Transfer Venture Center, the hub for investors and entrepreneurs interested in UM startup opportunities.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## UM Samuel Zell and Robert H. Lurie Institute for Entrepreneurial Studies

[www.zli.umich.edu](http://www.zli.umich.edu)

Ann Arbor, MI

MARGARET PATTERSON

[mcoats@umich.edu](mailto:mcoats@umich.edu), 734-615-4419

Located within the Ross School of Business, the globally recognized Samuel Zell & Robert H. Lurie Institute for Entrepreneurial Studies provides the curriculum, program initiatives, community involvement, and alumni outreach activities that deliver exclusive resources for entrepreneurs at the University of Michigan. The Institute and its Center for Venture Capital and Private Equity Finance bring together a potent mix of knowledge, experience, and opportunities from the front lines of entrepreneurship and alternative investments. The school's four student-led investment funds, with over \$8.5M under management, immerse students in the business assessment and investment process.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## UM Zell Entrepreneurship and Law Program

[www.law.umich.edu/ec](http://www.law.umich.edu/ec)

Ann Arbor, MI

DANA THOMPSON - Clinical Professor of Law, Director of Entrepreneurship Clinic

[drthomp@umich.edu](mailto:drthomp@umich.edu), 734-763-1981

The Zell Entrepreneurship and Law Program (ZEAL) at the University of Michigan (UM) Law School offers an Entrepreneur Clinic that provides free legal services to UM student-led startups and other startups in Southeastern Michigan. The clinic also offers legal office hours around the UM campus as well workshops and other legal training activities. ZEAL also provides other law school courses such as the Venture Capital Lab, internships and others.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## University Research Corridor

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

Lansing, MI

BRITANY AFFOLTER-CAINE - Executive Director

[britanycaine@urcmich.org](mailto:britanycaine@urcmich.org), 517-999-4007

Michigan's University Research Corridor (URC) is one of the nation's top academic research clusters and the leading engine for innovation in Michigan and the Great Lakes region. An alliance of Michigan State University, the University of Michigan and Wayne State University, the URC focuses on increasing economic prosperity and connecting Michigan to the world. In FY 2016, the three URC universities produced \$2.3 billion on research and development - 92 percent of all academic R&D conducted in Michigan, and granted degrees to more than 35,000 graduates. Since 2002 the URC has cultivated 230 startup companies, and in FY 2017, the URC contributed \$18.7 billion to Michigan's economy. Among the top eight United States academic research clusters to which the URC benchmarks itself each year, the URC consistently ranks in the top three on the Innovation Power Ranking, an index of R&D, talent, and technology transfer metrics. The URC is competitive and often outperforms university innovation clusters in well-known regions such as North Carolina's Research Triangle, California's Silicon Valley, and Massachusetts' Route 128 Corridor. The alliance makes Michigan attractive to business and talent by training the next generation of highly skilled, in-demand workers, finding solutions through innovative research, and fostering an array of international business and academic partnerships.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## WCC Entrepreneurship Center



[www.ec.wccnet.edu](http://www.ec.wccnet.edu)

Ann Arbor, MI

KRISTIN GAPSKE - Director

[entrepreneurship@wccnet.edu](mailto:entrepreneurship@wccnet.edu), 734-249-5880

The Entrepreneurship Center at Washtenaw Community College is a meeting place and resource hub open to the public. Its purpose is to connect the community to resources and professional assistance in order to help entrepreneurs bring their ideas to market. In addition to many free workshops, the Entrepreneurship Center has an open coworking space available for people to work on business ideas, study or do business research and share computer and printing resources. For current business owners and future entrepreneurs, the center offers one-on-one appointments to assist individuals with their business questions and challenges.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## WeWork

[www.wework.com](http://www.wework.com)

Detroit, MI

KYLE STEINER - Community Director

[detroit@wework.com](mailto:detroit@wework.com), 313-314-8100

WeWork is a global network of workspaces where companies and people grow together. We transform buildings into dynamic environments for creativity, focus, and connection. We believe that CEOs can help each other, offices can use the comforts of home, and we can all look forward to Monday if we find real meaning in what we do.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

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### Types of Programs Offered:

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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## WMU Business Connection



[www.wmich.edu/businessconnection](http://www.wmich.edu/businessconnection)

Kalamazoo, MI

LISA GARCIA - Director

[lisa.garcia@wmich.edu](mailto:lisa.garcia@wmich.edu), 269-387-6004

WMU's Business Connection is an office of Western Michigan University dedicated to strategically matching Western's resources to the needs of the local business community. By working together with the numerous resources available on campus, the office serves as a "one-stop-shop" for companies that want to engage with the university.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## WMU Business Technology and Research Park



[www.wmich.edu/btr](http://www.wmich.edu/btr)

Kalamazoo, MI

BOB MILLER - Associate Vice President

[bob.miller@wmich.edu](mailto:bob.miller@wmich.edu), 269-387-2072

Western Michigan University's (WMU) BTR Park fosters mutually beneficial relationships that involve resident businesses, the University and the Kalamazoo community. The private-sector firms located at the Park are recruited from three key business sectors — life sciences, advanced engineering and information technology. The Park is located on WMU's 265-acre Parkview Campus, the home of WMU's highly regarded College of Engineering and Applied Sciences. The proximity to the College and the University's campus wide commitment to the three areas of focus mean opportunities abound for businesses to interact and partner with the faculty and students of one of the nation's largest major research universities.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## WMU Center for Entrepreneurship and Innovation



[www.wmich.edu/business/entrepreneurship](http://www.wmich.edu/business/entrepreneurship)

Kalamazoo, MI

ROBERT LANDEROS, Ph.D. - Professor of Management and Chair, Department of Management, Director

[robert.landeros@wmich.edu](mailto:robert.landeros@wmich.edu), 269-387-5802

Western Michigan University's Center for Entrepreneurship and Innovation strives to bring together community members, faculty, business experts and students to provide a setting for students to develop and commercialize new technology.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## WMU Homer Stryker M.D. School of Medicine Innovation Center

[www.kazoosmic.com](http://www.kazoosmic.com)

Kalamazoo, MI

SANDRA COCHRANE - Assistant Dean, Director of Innovation Center

wmedic@med.wmich.edu, 269-353-1823

WMed is a private medical school formed through a collaboration of Western Michigan University and Kalamazoo's two teaching hospitals, Borgess Health and Bronson Healthcare. An integral component of the medical school's research strategy, the Innovation Center supplements the two research floors on WMed's downtown W.E. Upjohn M.D. Campus by providing incubator space that serves to advance research discoveries to commercialization as well as more research experience opportunities for medical school learners. Innovation Center researchers are encouraged to seek a faculty appointment at the medical school to share their expertise with learners, collaborate with other faculty, and to benefit from medical school resources.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## WMU Starting Gate

[www.wmich.edu/startinggate](http://www.wmich.edu/startinggate)

Kalamazoo, MI

LARA HOBSON - Director of Operations, Starting Gate, and Instructor, Department of Management

lara.hobson@wmich.edu, 269-387-5860

Starting Gate is a student business accelerator that gives WMU students rich and valuable resources to develop their startup companies. Since its inception in 2013, the program has helped over 68 student companies prepare and launch their startups. The free program is open to all WMU students and runs across both fall and winter semesters, culminating in a Demo Day open to investors in the spring.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## WSU Innovation Warriors

[www.wayne.thelaunchpad.org](http://www.wayne.thelaunchpad.org)

Detroit, MI

AUBREY AGEE

aubrey.agee@wayne.edu, 313-577-1533

Innovation Warriors offers career guidance, resources, and advice to entrepreneurs, innovators, and inventors at Wayne State University. Its primary mission is to show Wayne State University students that starting a new venture is a legitimate career path and an attainable reality. Through regular individual and group consultative sessions, workshops, and networking events, Innovation Warriors is strengthening the entrepreneurial culture at Wayne State University and helping students from every school, college, and campus transform innovative ideas into successful Southeast Michigan startups. Innovation Warriors is committed to fostering the entrepreneurial community and revitalizing the economies of Midtown, Detroit, and Michigan.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## WSU Technology Commercialization

[www.techtransfer.wayne.edu](http://www.techtransfer.wayne.edu)

Detroit, MI

DR. JOAN C. DUNBAR

313-577-1912

Wayne State University Technology Commercialization (TC) is responsible for the identification, protection, marketing and licensing of intellectual property (e.g., patents, unique biological or other materials, and certain copyrights) developed by WSU faculty, staff, and students. The TC office promotes an entrepreneurial culture and supports startup ventures and regional economic development. TC also negotiates Material Transfer Agreements and Confidentiality Agreements and reviews the Intellectual property terms of Sponsored Research Agreements.

### Industry Sectors Served:

Life Sciences	Information Technology	Alternative Energy	Media	Adv Materials & Manufacturing	Business Services	Consumer Products	Mobility	Other
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### Company Stages Served:

Idea/ Pre-Seed	Seed	Startup/Early	Growth/Expansion	Mezzanine	Public
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### Types of Programs Offered:

Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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## 2018 SERVICE PROVIDER MEMBERS

Each year, the MVCA Membership Committee and MVCA Board of Directors extend a very limited number of invitations to a carefully curated selection of professional service organizations. These are elite organizations who have been identified by MVCA as valuable partners within the entrepreneurial and investment community. MVCA and its membership are grateful to our valued 2018 Service Provider Members.

### GOLD SERVICE PROVIDER MEMBERS



#### Brooks Kushman

[www.brookskushman.com](http://www.brookskushman.com)

**Michigan Offices: Southfield**

JOHN NEMAZI

CHRISTOPHER SMITH

MICHAEL MACCALLUM

BERNARD TOMSA

Since its inception in 1983, and during its 30+ year growth into the largest intellectual property law firm in Michigan, Brooks Kushman has been a strong proponent and advocate for the advancement of the Michigan entrepreneurial community. Their services to the Michigan technology and entrepreneurial community include procurement of patents and trademarks, open source code analysis, strategic planning, licensing support, IP due-diligence, and litigation support. Brooks Kushman attorneys pride themselves on becoming members of your team, not just being your IP attorneys.



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[csmith@BrooksKushman.com](mailto:csmith@BrooksKushman.com), 248-226-2780

[mmacallum@BrooksKushman.com](mailto:mmacallum@BrooksKushman.com), 248-226-2934

[btomsa@BrooksKushman.com](mailto:btomsa@BrooksKushman.com), 248-226-2821

#### Cendrowski Corporate Advisors

[www.cca-advisors.com](http://www.cca-advisors.com)

**Michigan Offices: Bloomfield Hills**

**Other Offices Nationally**

JOHN T. ALFONSI

WALTER M. MCGRAIL

JIM MARTIN

THERESA MACK

HARRY CENDROWSKI

Bringing a “different perspective” to entrepreneurs and venture investors, Cendrowski Corporate Advisors (CCA) provides full service financial consulting to private equity and venture capital general partners, fund principals, and portfolio company management teams in Michigan. CCA has been part of the MVCA membership since 2012, and its experience serving both capital providers and the startups they fund puts CCA in a unique position to guide MVCA members.

“We have extensive experience in tax issues related to venture capital funds as well as their investors and portfolio companies including choice of entity, UBTI, and partnership taxation. Our forensic and investigative services are used by funds and principals for background investigations, asset searches, digital forensics, and non-financial due diligence,” says Harry Cendrowski, founding member and managing director of the firm.

As a longtime member of the MVCA community, CCA is a critical piece of the success of MVCA members, who look to CCA to complete its back office and annual valuation services for the portfolio.



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[hc@cendsel.com](mailto:hc@cendsel.com), 248-540-5760

## 2018 SERVICE PROVIDER MEMBERS

#### Jaffe Raitt Heuer & Weiss, P.C.

[www.jaffelaw.com](http://www.jaffelaw.com)

**Michigan Offices: Southfield**

**Other Offices Nationally**

SARA KRUSE

JYOTSNA BALAKRISHNAN

PETER SUGAR

CHRIS MOCERI

A dedicated member of the Michigan entrepreneurial and investor community, Jaffe Raitt Heuer & Weiss (Jaffe) assists entrepreneurs, startup companies and growing businesses in all areas of formation, development and funding, and complex business transactions. A multidisciplinary team of Jaffe lawyers can provide venture firms and their portfolio companies with assistance in entity selection and formation, commercial agreements, intellectual property, employee benefits and compensation, corporate law and governance, finance, venture capital and private equity, private and public offerings, mergers and acquisitions and tax planning, among others. Its cross-disciplinary teams provide substantial value when advising a startup or emerging growth business and planning for its growth.

Jaffe partner Sara Kruse is a member of the Firm's Corporate and Emerging and Growth Business Practice Groups, where she is a trusted advisor to both private and public companies in all aspects of formation, governance and operations. Kruse uses her experience advising both venture investors and their portfolio companies to create an environment in which members can collaborate and find synergies easily. “Coming from a firm (Jaffe) that's been a longtime resource to entrepreneurs and investors, it's been exciting to see the increase in the venture activity and MVCA's role in that, especially in the last five years,” Kruse said. Sara served as a member of the MVCA board for the past three years.



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#### Pepper Hamilton LLP

[www.pepperlaw.com](http://www.pepperlaw.com)

**Michigan Offices: Southfield**

**Other Offices Nationally**

MICHAEL TEMPLE

AMANDA HASSAN

PRESTON MORTEMORE

SEAN MCNALLY

An MVCA member since 2009, Pepper Hamilton's connection to the Michigan venture and entrepreneurial community goes much further back than that, when Small Business Investment Company (SBIC) law experts at Pepper Hamilton advised Michigan's earliest venture funds and helped usher the state's venture capital industry into existence. Decades later, Pepper Hamilton is still an important partner to Michigan venture funds and their portfolio companies, with the country's largest and most active SBIC practices in the country. Pepper Hamilton lawyers have assisted more than 280 SBICs with obtaining licensing since 1994, advising on fund formation, including structuring funds and raising private capital, regulatory issues, fund investment activities, and systematic improvements to the SBIC Program.

“It has been exciting to be a part of the growth and maturation of the venture capital community in Michigan over the last 10 to 15 years. I've thoroughly enjoyed helping firms thrive and spark the entrepreneurial flame throughout the state,” said Mike Temple, partner at Pepper Hamilton.

Pepper Hamilton attorneys also serve as counsel to portfolio companies, and they represent a wide range of alternative capital sources (such as private equity funds, venture capital funds, mezzanine funds and private debt funds) that are licensed as SBICs in their debt and equity investment transactions.



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[mortemop@pepperlaw.com](mailto:mortemop@pepperlaw.com), 248-359-7328

[mcnallys@pepperlaw.com](mailto:mcnallys@pepperlaw.com), 248-359-7317

#### Varnum, LLP

[www.varnumlaw.com](http://www.varnumlaw.com)

**Michigan Offices: Grand Rapids**

RICHARD MANCZAK

MATHEW BOWER

TIMOTHY KRONINGER

MALLORY FIELD

ZACHARY MEYER

With 177 lawyers located in eight offices throughout Michigan, Varnum Law serves members of Michigan's entrepreneurial and investment community with innovative programs and high-quality legal counsel and has been a member of MVCA since 2016. Varnum assists emerging companies with all aspects of raising capital, as well as entity formation, shareholder agreements, intellectual property and employment matters. They also work directly with venture capital firms, private equity funds, banks and other lending organizations on their legal needs. As part of its ongoing commitment to supporting startups in Michigan, Varnum created MiSpringboard, a statewide initiative designed to remove some of the barriers associated with starting a business by providing free legal services to Michigan startups. Launched in 2011 as a way of helping Michigan's then-struggling economy, Varnum pledged to give \$1 million in free legal services to businesses and individuals. In 2016, Varnum renewed its commitment to Michigan startups by dedicating a second \$1 million in free legal services through the MiSpringboard program. Varnum partner Matt Bower, whose practice focuses on entrepreneurs and startups, works extensively with MiSpringboard. “For most of our MiSpringboard clients, we are helping them with the building blocks of getting their company off the ground,” Bower said. “Once that groundwork has been laid, an emerging company is much better able to get traction and attract investors or other financing.” MVCA members also rely on Varnum Law for guidance and advice throughout the stages of their business.



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[zmeyer@varnumlaw.com](mailto:zmeyer@varnumlaw.com), 616-336-6586

# 2018 SERVICE PROVIDER MEMBERS

## SILVER SERVICE PROVIDER MEMBERS



### Bodman PLC

[www.bodmanlaw.com](http://www.bodmanlaw.com)

**Michigan Offices: Ann Arbor, Cheboygan, Detroit, Grand Rapids, and Troy**

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With more than 150 attorneys in offices throughout Michigan, Bodman PLC has delivered extraordinary results to our clients for more than 85 years. Our attorneys provide savvy business counsel to the region's most successful companies and individuals on a broad range of issues, and we provide clients with the personal attention of a small firm with the talent and skill expected of the nation's leading law firms. With practices in banking and financial services, corporate/mergers and acquisitions, aviation law and finance, construction, healthcare, emerging companies, environmental, enterprise procurement, real estate, intellectual property, data privacy and security, tax, trusts and estates, labor and employment, bankruptcy, and insurance, we work to understand our clients' businesses and the markets in which they operate. This enables us to provide strategic advice and preventative counsel to address potential issues efficiently and discreetly before they become significant and expensive problems that affect their bottom line.

### Essential Solutions

[www.esiweb.com](http://www.esiweb.com)

**Offices located Nationally**

AARON WOO  
JUSTIN HAMMAR

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Essential Solutions is the Silicon Valley's premier retained executive search firm specializing in the placement of highly qualified leaders for venture capital firms and companies in industries such as artificial intelligence, autonomous vehicles, virtual reality, IoT, cloud infrastructure, software-defined networking, security, storage, SaaS, digital health, wireless, semiconductors, sensors, and related industries.

The Essential Solutions Advantage ensures fast delivery of highly skilled candidates with outstanding qualifications to complete executive teams and drive company success.

Our deep networks, robust and efficient search processes, and professional commitment ensure rapid delivery of superior, highly qualified candidates. Unlike traditional search firms, Essential Solutions utilizes a collaborative process, leveraging the talent, contacts, and knowledge of our entire team of senior search professionals on every search.

Aaron Woo, who founded Essential Solutions over 20 years ago, leads our team of senior search professionals who each bring a blend of technical and search experience plus a personal commitment to our clients' success.

With hundreds of filled searches, we have mastered the art of conversation, and our long-term relationships, energy and ingenuity are our recipe for success.

### Gunderson Dettmer

[www.gunder.com](http://www.gunder.com)

**Michigan Offices: Ann Arbor**

**Other Offices Nationally and Internationally**

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NICHOLAS HARLEY  
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Gunderson Dettmer is the only business law firm of its kind—singularly focused on the global venture capital and emerging technology marketplace. The firm has committed to representing top technology companies in the Midwest with the opening of its office in Ann Arbor, Michigan. With approximately 250 attorneys in nine offices—Silicon Valley, Ann Arbor, Boston, Los Angeles, New York, San Diego, San Francisco, Beijing, and Singapore—Gunderson Dettmer represents more than 2,500 high-growth companies from a broad range of industries in every stage of development. The firm provides clients with counsel on general corporate and securities law, mergers and acquisitions, financings, intellectual property and commercial agreements, strategic alliances, executive compensation, and tax matters, combining a deep market knowledge with strong industry relationships to provide practical, business-oriented counsel designed for the needs of the emerging growth company marketplace.

# 2018 SERVICE PROVIDER MEMBERS

### Plante Moran, PLLC

[www.plantemoran.com](http://www.plantemoran.com)

**Michigan Offices: Ann Arbor, Auburn Hills, Detroit, East Lansing, Flint, Grand Rapids, Kalamazoo, Macomb, Southfield, St. Joseph, and Traverse City**

**Other Offices Nationally and Internationally**

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Plante Moran has built a national practice from their Midwestern footprint and has become the 14th largest certified public accounting and business advisory firm in the country. Via their multidisciplinary engagement teams, clients work with professionals with a range of expertise to solve problems in a variety of areas including commercial diligence, cybersecurity, medical device consulting /commercialization operations, tax and accounting, employee benefits, global sourcing, and mergers and acquisitions.

### Square 1 Bank

[www.square1bank.com](http://www.square1bank.com)

**Offices located Nationally**

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LISA FOUSSIANES  
JEFFREY LAMPE  
ROSS MIRES



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jlampe@square1bank.com, 312-588-3203  
rmires@square1bank.com, 919-627-6333

A financial solution for companies that are positioned for growth, Square 1 Bank offers venture capital firms and their early-stage portfolio companies a full-service financial services partner. As a division of Pacific Western Bank, Square 1 can provide a broad range of venture debt, treasury and cash management solutions from offices in top innovation centers throughout the United States. The bank's founders, all of whom are entrepreneurs themselves, assembled experts from across several industries, including financial services, technology and venture banking, to meet the needs of its investor and entrepreneur clients.

### Taft Stettinius & Hollister LLP

[www.taftlaw.com](http://www.taftlaw.com)

**Michigan Offices: Ann Arbor**

**Other Offices Nationally**

TOM STASI  
BETHANY SMITH

tstasi@taftlaw.com, 734-585-2821  
bsmith@taftlaw.com, 513-357-9470



Taft Stettinius & Hollister LLP (Taft) represents both venture capital funds and venture-backed companies, providing award-winning legal counsel and cost-efficient, practical solutions that high-growth companies and their investors need. Taft's investment fund clients range from family offices and angel groups to institutional seed and late-stage venture funds; their team of corporate attorneys are engaged for the entire venture capital growth cycle, from fund formation to IPOs and strategic exit transactions. Typical services include deal negotiations; regulatory and tax planning and compliance; general partner entity and management company structuring and governance; compensation and incentives programs; and portfolio company due diligence, SEC filings and interaction, investment and ongoing oversight.

### Warner Norcross & Judd LLP

[www.wnj.com](http://www.wnj.com)

**Michigan Offices: Clinton Township, Grand Rapids, Holland, Kalamazoo, Lansing, Midland, Muskegon, and Southfield**

LOREN ANDRULIS  
LINDA PAULLIN-HEBDEN  
JOSCELYN CEKOLA BOUCHER  
MATTHEW JOHNSON  
JOHN MUHS

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Bank of Ann Arbor began in 1996 with a simple mission: to give Ann Arbor businesses a local banking option. Bank of Ann Arbor has grown to become Washtenaw County's second-largest bank, with a major presence throughout Southeast Michigan. Bank of Ann Arbor's Technology Industry Group celebrated 15 years in 2017. The group provides a specialized and full range of banking and investment management products to emerging and later-stage information technology, advanced manufacturing and life sciences companies, venture capital firms, and angel investors. Its business financing solutions for growing companies include working capital lines of credit, equipment financing, commercial real estate mortgages, acquisition financing, sale and purchase leasing options, letters of credit and business credit cards. For venture capital firm clients, capital call lines of credit have proven to be an especially valuable service offered by the bank.

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In today's business environment, highly competitive forces and economic trends are driving businesses toward mergers, acquisitions, divestitures, joint ventures, partnerships, financings, restructurings and consolidation. In an environment in which transactions are becoming more and more complex, companies are relying on strategic and financial business advisors with credentialed expertise and cross-border experience to manage and/or assist in the transaction process.

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UHY is an acknowledged and respected practice leader in providing transaction services to the investment and business community. The firm's practitioners work with private business owners, private equity groups, and venture capital firms throughout the U.S. and are involved in a wide range of transactions, from venture financings to sell side advisory services for middle market businesses.

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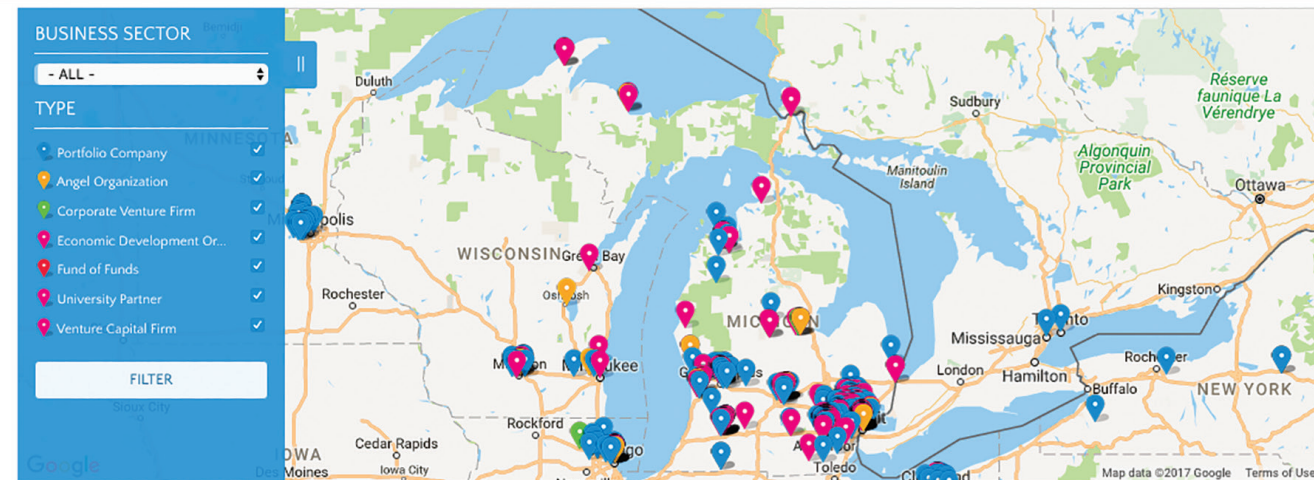
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Michigan Tech Campus



## MICHIGAN ENTREPRENEURIAL & INVESTMENT LANDSCAPE MAP



Get Connected! MVCA's Michigan Entrepreneurial & Investment Landscape Guide provides you with detailed information on angel investors, venture capital firms, entrepreneurial support organizations, and professional service firms who do business in Michigan. Everything you need to know to make a meaningful first connection can be found in this guide!

[VIEW LANDSCAPE GUIDE](#)

ORGANIZATION	TYPE	CITY	STATE
365 Retail Markets	Portfolio Company	Troy	MI
3D Biomatrix, Inc	Portfolio Company	Ann Arbor	MI
3IS	Portfolio Company	Novi	MI
A2B Bikeshare	Portfolio Company	Ann Arbor	MI
Abcelex	Portfolio Company	Mississauga	ON
Abe's Market	Portfolio Company	Chicago	IL
Ablative Solutions	Portfolio Company	Kalamazoo	MI

## Landscape Map

To navigate startup companies, investors, and entrepreneurial support organizations by geography, visit the Landscape Map on our website:

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

## MVCA Board of Directors

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We wanted to give a special shout-out to MVCA Summer Intern Alhan Kandrikar for assisting in the development of the newly updated 2017-2018 Michigan Entrepreneurial & Investment Landscape Guide! Alhan is a senior at the University of Michigan – Stephen M. Ross School of Business where he is pursuing a bachelor's degree in business administration. Alhan has been an incredible asset to the MVCA team, spending months coordinating, reviewing and completing the Landscape Guide entries for over 200 venture firms, angel groups, service providers and entrepreneurial support organizations. Thank you, Alhan, for all your hard work on this project!



# MVCA Overview

The MVCA Board of Directors and staff are dedicated to expanding opportunities for the growth of Michigan’s entrepreneurial and investment community through the following programs, services and publications.

## Research

MVCA develops and distributes an annual research report, which offers a comprehensive summary of venture capital investment activities across Michigan. MVCA works with the National Venture Capital Association, Pitchbook, the U.S. Census Bureau, and the Angel Capital Association to analyze Michigan’s entrepreneurial and investment activities relative to national trends. The annual research report is the critical source of quantitative information

used to unite the Michigan entrepreneurial and investment community into a common voice to drive initiatives that encourage its growth in Michigan.

## Advocacy

Core to MVCA’s mission is serving as the statewide voice for Michigan’s growing entrepreneurial and investment community. To advance this objective, MVCA communicates with legislators, the media, and the general public regarding the entrepreneurial investment opportunities, challenges, and successes in Michigan.

## Events

MVCA facilitates the development of a strong network within the Michigan entrepreneurial and investment community and builds connections with out-of-state angel and venture investors through targeted meetings and events.

## Outreach

MVCA broadens the reach of Michigan’s entrepreneurial and investment community by building relationships and educating national partners about opportunities and trends in Michigan.

## Programs

MVCA provides program development assistance to Michigan’s entrepreneurial support organizations. In this role, MVCA provides research, direction, and feedback to help shape the ultimate goals and desired outcomes of the programs so they best suit the needs of Michigan’s entrepreneurial and investment community. In addition, MVCA offers several programs funded by the Michigan Economic Development Corporation, which has played a critical role in building Michigan’s entrepreneurial and investment landscape.

- **Venture Fellows:** MVCA aims to increase the number of venture professionals in Michigan and accelerate fundraising and deployment of capital into early-stage companies. MVCA’s Venture Fellows launch their venture capital careers at Michigan-based venture firms.
- **ExeConnect:** MVCA provides resources and connections to help organizations and executives navigate and engage with Michigan’s entrepreneurial and investment community. MVCA can coordinate introductions and Immersion Days with venture firms, entrepreneurial support organizations, and universities in Michigan as well as out-of-state partners.
- **Education & Outreach Initiative:** MVCA engages with venture firms, entrepreneurs, universities, and economic development organizations from across the country to educate people about the entrepreneurial and investment community in Michigan. In addition to promoting Michigan’s successes, MVCA provides research, direction, and feedback to entrepreneurial support organizations to help shape the ultimate goals and outcomes of their initiatives to better address the identified needs of Michigan’s entrepreneurial and investment community.





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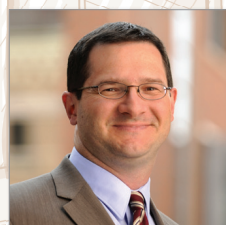
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