



2019  
2020

# Michigan Entrepreneurial & Investment Landscape Guide



**MVCA**  
MICHIGAN VENTURE  
CAPITAL ASSOCIATION

KEY SPONSOR

# WE GROW MICHIGAN BUSINESS LIKE NOBODY'S BUSINESS.



## PURE PARTNERSHIP

You know your business better than anyone. But MEDC knows more about Michigan businesses than everyone. We're here to help you build relationships through our Pure Michigan Business Connect program, assist with finding access to capital at every stage, expand into global markets through our International Trade Program and get you going in the mobility sector through PlanetM. Unsure how your business can benefit? Give us a call, we have the answers. Find out more at [michiganbusiness.org/pure-partnership](https://michiganbusiness.org/pure-partnership)

MICHIGAN ECONOMIC  
DEVELOPMENT CORPORATION



## THANKS FOR SUPERCHARGING TOMORROW

General Motors is proud to be a strong supporter of the Michigan venture capital community. Your power to grow our economy is exponential.



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2020 Corvette Stingray. Preproduction model shown. Actual production model may vary. Available early 2020.

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## MVCA OVERVIEW



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

Check out the Michigan Entrepreneurial & Investment Landscape Guide and interactive Landscape Map on MichiganVCA.org! The Michigan Entrepreneurial & Investment Landscape Guide connects people with resources and organizations that can help them launch and grow their businesses.

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.

**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

**3,119** professionals  
**158** organizations  
 WORKING AT



**28.38%**  
 of contacts listed are women



Fastest Landscape Guide  
 Survey Respondent  
**ID Ventures**



Most Popular Location  
 of Organizations  
**Ann Arbor**  
 45 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)



**54**

## Investment Organizations

**49 ACTIVELY INVESTING**

MOST ASSETS UNDER  
 MANAGEMENT  
**River Cities  
 Capital Fund**  
**Beringea**

**STAGE FOCUS**  
 (of the 54 Investment Organizations)

Startup/Early	48
Seed	38
Growth/Expansion	38
Idea/Pre-Seed	18
Mezzanine	6

**SECTOR FOCUS**  
 (of the 54 Investment Organizations)

Information Technology	44
Life Sciences	37
Mobility	35
Advanced Materials & Manufacturing	33
Business Services	29
Alternative Energy	25
Consumer Products	22
Other	22
Media	21

PREFERRED INITIAL INVESTMENT  
**Angel Investors \$25k - \$500k**  
**Venture Capital \$25K - \$20M**



**104**

## Entrepreneurial Support Organizations



**21 smart ZONES**

**STAGE FOCUS**  
 (of the 104 Entrepreneurial Support Organizations)

Seed	94
Idea/Pre-Seed	91
Startup/Early	87
Growth/Expansion	77
Mezzanine	53
Public	43

**SECTOR FOCUS**  
 (of the 104 Entrepreneurial Support Organizations)

Information Technology	87
Advanced Materials & Manufacturing	86
Life Sciences	80
Business Services	79
Consumer Products	76
Alternative Energy	75
Mobility	72
Other	62
Media	58

**PROGRAMS OFFERED**  
 (by the 104 Entrepreneurial Support Organizations)

Networking/Events	91
Business Acceleration	65
Talent Development	59
Other	57
Talent Attraction/Retention	56
Capital	56
Incubation	50
Business Retention/Expansion/Attraction	49

**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](mailto:d91finch@gmail.com), 517-740-3486

THOMAS LOZSER - Treasurer

[tlozser@talmara.com](mailto: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: 31

Actively Investing? Yes

Number of Angel Investors: 17

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

#### Life Science Subsectors:

Pharmaceuticals | Devices | Diagnostics | Biotechnology | Healthcare Services | Animal Health/Agriculture | Other

#### Information Technology Subsectors:

Hardware | Software | Services | Other

#### Stages of Investment:

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

### BELLE Impact Fund

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

217 Lake Shore Road, Grosse Pointe Farms, MI 48236



#### Staff:

CAROLYN CASSIN - General Partner

[ccassin@miwf.org](mailto:ccassin@miwf.org)

NANCY PHILIPPART - General Partner

[philippartn@gmail.com](mailto:philippartn@gmail.com)

BELLE Impact Fund's mission is to provide superior returns for investors while serving the early-stage capital needs of women-led companies. The companies invested have access not only to BELLE's capital but 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: 7

Actively Investing? Yes

Number of Angel Investors: 57

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

#### Life Science Subsectors:

Pharmaceuticals | Devices | Diagnostics | Biotechnology | Healthcare Services | Animal Health/Agriculture | Other

#### Information Technology Subsectors:

Hardware | Software | Services | Other

#### Stages of Investment:

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

2019  
ANNUAL RESEARCH REPORT

# ANGEL GROUPS

## BlueWater Angels Network LLC

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

1320 North Michigan Avenue, Suite 6, Saginaw, MI 48602



### Staff:

KEN KOUSKY - Executive Director

kkousky@bluewaterangels.com, 989-482-9306

JUDY MORRISON - Administrative Manager

jmorrison@bluewaterangels.com, 989-771-1007

BlueWater Angels Network LLC is a private, for-profit organization established to provide members a significant return on equity investments. While providing risk capital to promising businesses, BlueWater Angels Network recognizes the value of supporting and nurturing the entrepreneurial community for the economic benefit of mid-Michigan and the state of Michigan.

Number of Active MI Investments: 17

Actively Investing? Yes

Number of Angel Investors: 44

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](http://www.ccangels.org)

1181 Ridgewood Drive, East Lansing, MI 48823



### Staff:

MARK HOOPER - President

hooper@ccangels.org, 517-706-0800

LOIC COURAUD - Treasurer

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

Actively Investing? Yes

Number of Angel Investors: 16

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](http://www.grandangels.org)

40 Pearl Street NW, Suite 336, Grand Rapids, MI 49503



Grand Angels

### Staff:

TIM PARKER - President

parkert@grandangels.org, 616-446-8173

JANET WYLLIE - Director of Engagement

wylliej@grandangels.org, 616-566-1770

PAUL D'AMATO - Managing Director Grand Angels Venture Funds II & III

paul@damato.us, 616-836-0386

Grand Angels makes investments in new ideas that will have a positive effect on the world. The organization measures its impact through business growth, job creation, and the attraction and retention of talent to West Michigan. The group invests in companies based in Michigan and throughout the Great Lakes region. To the entrepreneurs with whom they invest, Grand Angels brings engaged, experienced business leaders who provide both financial and intellectual capital. Established in 2004, Grand Angels is now part of Michigan Capital Network along with Ka-Zoo Angels and Woodward Angels.

Number of Active MI Investments: 14

Actively Investing? Yes

Number of Angel Investors: 51

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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## Great Lakes Angels Fund

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

34300 Woodward Ave. Suite 200, Birmingham, MI 48009



### Staff:

DAVID WEAVER - Chief Investment Officer

dweaver@glangels.org, 248-540-3758

DORON YORK - Chairman / CEO

dyork@citysideventures.com, 248-981-6688

Great Lakes Angels Fund focuses on providing funding to capital-efficient early-stage companies located in the Michigan. They are open to pre-revenue companies that are close to revenue and can demonstrate strong potential customer interest. We are more than just traditional investors – we are a different investment management firm that creates and manages high-risk venture investment funds. We are comprised of experienced business builders, die-hard serial entrepreneurs, disrupters, innovators, and technologists.

Number of Active MI Investments: 0

Actively Investing? Yes

Number of Angel Investors: 0

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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## Ka-Zoo Angels

[www.grandangels.org](http://www.grandangels.org)  
 40 Pearl Street NW, Suite 336, Grand Rapids, MI 49503



Staff:  
 TIM PARKER - President  
 MARY SUE HOFFMAN - Director  
 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 activates investment in early-stage high-growth startups in Kalamazoo and around the Great Lakes Region. The organization measures impact through business growth, job creation, and the attraction and retention of talent to West Michigan. Formed in August 2017, Ka-Zoo Angels is an affiliate of Michigan Capital Network, along with Grand Angels and Woodward Angels.

Number of Active MI Investments: 7      Actively Investing? Yes  
 Number of Angel Investors: 15      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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## Michigan Angel Fund

[www.miangelfund.com](http://www.miangelfund.com)  
 330 E. Liberty St., Ann Arbor, 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 their investments.

Number of Active MI Investments: 27      Actively Investing? Yes  
 Number of Angel Investors: 120      Preferred Initial Investment Size: \$350,000

### 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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## Muskegon Angels

200 Viridian Drive, Muskegon, MI 49440



Staff:  
 ERIC SEIFERT - Administrator  
 BILL COUSINEAU - Investment Advisor

[seiferer@gvsu.edu](mailto:seiferer@gvsu.edu)  
[bill@opticompin.com](mailto:bill@opticompin.com)

Muskegon Angels is a member-led organization committed to finding, funding, and mentoring great young companies from their initial pitches to their successful exits. The organization's priority is job creation, with a particular emphasis on Muskegon-area development.

Number of Active MI Investments: 14      Actively Investing? No  
 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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## Woodward Angels

[www.woodwardangels.com](http://www.woodwardangels.com)  
 40 Pearl Street NW, Suite 336, Grand Rapids MI 49503



Staff:  
 TIM PARKER - President  
 LAUREN HOFFMAN - Director  
 JANET WYLLIE - Director of Engagement

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

Woodward Angels activates early-stage, founder-friendly investment capital for high-growth startups in and around Detroit. The organization invests in tech and digitally scaling companies at the pre-seed and seed stage and spends its time and energy in helping those companies succeed. Formed in February 2019, Woodward Angels is an affiliate of Michigan Capital Network, along with Grand Angels and Ka-Zoo Angels.

Number of Active MI Investments: 3      Actively Investing? Yes  
 Number of Angel Investors: 19      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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## Allos Ventures

www.allosventures.com

HEADQUARTERS: 6340 Westfield Blvd., Indianapolis, Indiana 46220



### Staff:

DON AQUILANO - Managing Director  
 JOHN MCILWRAITH - Managing Director  
 DAVID KERR - Managing Director  
 JULIE WHITEHEAD - CFO

don@allosventures.com, 317-407-5558  
 john@allosventures.com, 513-608-5851  
 david@allosventures.com, 317-997-0101  
 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.

Michigan Investment Professionals: 0  
 Worldwide Investment Professionals: 3  
 Assets Under Management: \$100,000,000

Funds Managed (Current and Historical): 3  
 Actively Investing? Yes  
 Preferred Initial Investment: \$1,500,000 - \$2,000,000

### Sectors of Investment:



### Life Science Subsectors:



### Information Technology Subsectors:



### Stages of Investment:



## 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 where 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 Science Subsectors:



### Information Technology Subsectors:



### Stages of Investment:



## Arboretum Ventures

www.arboretumvc.com

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



### Staff:

JAN GARFINKLE - Managing Partner  
 TIM PETERSEN - Managing Partner  
 TOM SHEHAB, M.D. - Managing Partner

jgarfinkle@arboretumvc.com  
 tpetersen@arboretumvc.com  
 tshehab@arboretumvc.com

Arboretum Ventures is a venture capital firm specializing in the healthcare sector. Founded in 2002, the firm manages \$700 million in capital and has invested in more than 40 companies. The firm 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: 7  
 Worldwide Investment Professionals: 7  
 Assets Under Management: \$700,000,000

Funds Managed (Current and Historical): 5  
 Actively Investing? Yes  
 Preferred Initial Investment: \$5,000,000

### Sectors of Investment:



### Life Science Subsectors:



### Stages of Investment:



## Arsenal

www.arsenalgrowth.com

HEADQUARTERS: 750 South Orlando Ave., Suite 200, Winter Park, FL 32789  
 303 Detroit St., Suite 100, Ann Arbor, MI 48104



### Staff:

MARIA THOMPSON - Venture Partner

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: 1  
 Worldwide Investment Professionals: 14  
 Assets Under Management: \$300,220,926

Funds Managed (Current and Historical): 5  
 Actively Investing? Yes  
 Preferred Initial Investment: \$1,500,000

### Sectors of Investment:



### Life Science Subsectors:



### Information Technology Subsectors:



### Stages of Investment:





## Augment Ventures

www.augmentventures.com

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



### Staff:

SONALI VIJAYAVARGIYA - Managing Director  
HIRAK PARIKH - Venture Partner

sonali@augmentventures.com  
hirak@augmentventures.com

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

Michigan Investment Professionals: 2  
Worldwide Investment Professionals: 2  
Assets Under Management: \$15,000,000

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

### Information Technology Subsectors:

Hardware Software Services Other

### Stages of Investment:

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

## 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

crothstein@beringea.com  
mgross@beringea.com

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

Michigan Investment Professionals: 4  
Worldwide Investment Professionals: 18  
Assets Under Management: \$750,000,000

Funds Managed (Current and Historical): 10  
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

### Life Science Subsectors:

Pharmaceuticals Devices Diagnostics Biotechnology Healthcare Services Animal Health/Agriculture Other

### Information Technology Subsectors:

Hardware Software Services Other

### Stages of Investment:

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

## BioStar Capital

www.biostar-capital.com

HEADQUARTERS: 206 Bridge Street, Charlevoix, MI 49720



### 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

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

BioStar Capital is a Midwest-based investment firm focused on turning visionary cardiovascular and orthopedic technologies into reality. As part of its unique investment model, BioStar has selectively assembled a team of physician Key Opinion Leaders from each of these fields as Medical Venture Partners (MVPs). This approach provides access to the highest quality deals in cardiovascular and orthopedics and facilitates tremendous value-add from this extended team after the initial investment has been made. Managing four funds over the last 15 years, BioStar has generated a consistent track record of profitable returns for its investors.

Michigan Investment Professionals: 3  
Worldwide Investment Professionals: 7  
Assets Under Management: \$161,000,000

Funds Managed (Current and Historical): 4  
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

### Life Science Subsectors:

Pharmaceuticals Devices Diagnostics Biotechnology Healthcare Services Animal Health/Agriculture Other

### Stages of Investment:

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

## Blue Victor Capital

www.bluevictorcapital.com

HEADQUARTERS: 2103 Rochelle Park Drive, Rochester Hills, MI 48309



### Staff:

SHERWIN PRIOR - Managing Partner  
ANISH PATEL - General Partner

sherwin.prior@bluevictorcapital.com, 734-657-6194  
anish.patel@bluevictorcapital.com, 734-644-2125

Blue Victor Capital is focused on the Transportation/Mobility space. We seek early-stage startups.

Michigan Investment Professionals: 1  
Worldwide Investment Professionals: 1

Funds Managed (Current and Historical): 0  
Actively Investing? No  
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

### Information Technology Subsectors:

Hardware Software Services Other

### Stages of Investment:

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

## Detroit Venture Partners

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

HEADQUARTERS: 1555 Broadway Street, 3rd Floor, Detroit, MI 48226



### Staff:

GABE KARP - Partner  
 JAKE COHEN - Partner  
 JARED STASIK - Partner  
 KATIE HERNANDEZ - Principal

gabe@detroit.vc  
 jake@detroit.vc  
 jared@detroit.vc  
 katie@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: 8  
 Worldwide Investment Professionals: 8  
 Assets Under Management: \$300,000,000

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

### Sectors of Investment:



### Information Technology Subsectors:



### Stages of Investment:



CORPORATE VENTURE FUND

## Dow Venture Capital

[www.corporate.dow.com/en-us/about/venture-capital](http://www.corporate.dow.com/en-us/about/venture-capital)

HEADQUARTERS: Global Dow Center, 2211 H. H. Dow Way, Midland, MI 48674



### Staff:

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 MARK FELIX - Investment Manager  
 DOUG WHITE - Director, Ventures & Business Development

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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 Science Subsectors:



### Stages of Investment:



## Draper Triangle Ventures

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

HEADQUARTERS: 2 Gateway Center, Suite 2000, Pittsburgh, PA 15222  
 303 Detroit St., Suite 100, Ann Arbor, MI 48104



### Staff:

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 MIKE STUBLER - Managing Director  
 JAY KATARINCIC - Managing Director

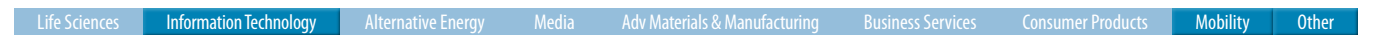
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 jay@dtvc.com, 412-288-9800

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

Michigan Investment Professionals: 1  
 Worldwide Investment Professionals: 5  
 Assets Under Management: \$205,000,000

Funds Managed (Current and Historical): 3  
 Actively Investing? Yes  
 Preferred Initial Investment: \$2,000,000

### Sectors of Investment:



### Information Technology Subsectors:



### Stages of Investment:



CORPORATE VENTURE FUND

## eighteen94 capital

[www.1894capital.com](http://www.1894capital.com)

HEADQUARTERS: Battle Creek, MI 49016



### Staff:

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 KATHY KILE - Project Manager

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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  
 Worldwide Investment Professionals: 2

Actively Investing? Yes

### Sectors of Investment:



### Stages of Investment:



## 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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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 build bridges to those markets to seek 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): 2

Worldwide Investment Professionals: 4

Actively Investing? Yes

Assets Under Management: \$50,000,000

Preferred Initial Investment: \$2,000,000

### Sectors of Investment:



### Life Science Subsectors:



### Information Technology Subsectors:



### Stages of Investment:



## Fontinalis Partners

www.fontinalis.com

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

### Staff:

CHRIS CHEEVER - Founder and Partner

CHRIS STALLMAN - Partner

LAURA PETTERLE - CFO & Partner



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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: 6

Funds Managed (Current and Historical): 4

Worldwide Investment Professionals: 9

Actively Investing? Yes

Assets Under Management: \$237,000,000

Preferred Initial Investment: \$4,000,000

### Sectors of Investment:



### Information Technology Subsectors:



### Stages of Investment:



CORPORATE VENTURE FUND

## General Motors Ventures

www.gmventures.com

HEADQUARTERS: 30470 Harley Earl Blvd., Warren, MI 48092

### 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 24 active portfolio companies and 15 successful exits to date.

Michigan Investment Professionals: 8

Funds Managed (Current and Historical): 1

Worldwide Investment Professionals: 8

Actively Investing? Yes

### Sectors of Investment:



### Stages of Investment:



## 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

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Grand Ventures focuses on Seed and Series A B2B technology companies with strong Midwest roots that are focused on agriculture, energy, mobility, manufacturing, and other Midwest industries. Grand Ventures portfolio includes Astronomer.io, CRE Simple, Engage Talent, Give and Take, Sigstr, and TimeDoc.

Michigan Investment Professionals: 5

Funds Managed (Current and Historical): 1

Worldwide Investment Professionals: 5

Actively Investing? Yes

Assets Under Management: \$20,000,000

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

### Sectors of Investment:



### Information Technology Subsectors:



### Stages of Investment:



## Hopen Life Science Ventures

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

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



### Staff:

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 MICHAEL FULTON, M.D. - Managing Director  
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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 in addition to investor syndicates to provide the financial and human capital necessary for building value.

Michigan Investment Professionals: 5  
 Worldwide Investment Professionals: 6  
 Assets Under Management: \$72,131,510

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

### Life Science Subsectors:

Pharmaceuticals Devices Diagnostics Biotechnology Healthcare Services Animal Health/Agriculture Other

### Stages of Investment:

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

## Huron River Ventures

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

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



### Staff:

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 MICHAEL UHL - Partner

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 michael@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 Midwest. 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: 2  
 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

### Information Technology Subsectors:

Hardware Software Services Other

### Stages of Investment:

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

## Hyde Park Venture Partners

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

HEADQUARTERS: 415 N LaSalle St Suite 502, Chicago, IL 60654  
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Hyde Park Venture Partners (HPVP) is an early-stage venture capital firm focused on high-growth, mid-continent technology startups. We seek companies with an exceptional founding team and fast-growth potential, looking to raise a first or second round 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: 6  
 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

### Information Technology Subsectors:

Hardware Software Services Other

### Stages of Investment:

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

## ID Ventures

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

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



### Staff:

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 MARTIN DOBER - Managing Director

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 md@investdetroit.com

Invest Detroit Ventures was founded in 2010 and has invested in over 125 companies since inception, based on its philosophy that while it cannot invest every entrepreneur it meets, its team can assist 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 collectively focus on implementing an investment strategy that is inclusive and supportive of minority, immigrant, and women entrepreneurs.

Michigan Investment Professionals: 5  
 Worldwide Investment Professionals: 5  
 Assets Under Management: \$17,500,000

Funds Managed (Current and Historical): 3  
 Actively Investing? Yes  
 Preferred Initial Investment: \$150,000

### Sectors of Investment:

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

### Life Science Subsectors:

Pharmaceuticals Devices Diagnostics Biotechnology Healthcare Services Animal Health/Agriculture Other

### Information Technology Subsectors:

Hardware Software Services Other

### Stages of Investment:

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

## IncWell

www.incwell.net

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



Staff:

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SIMON BOAG - CEO & Managing Partner

REDA JABER - Partner

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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: 1

Worldwide Investment Professionals: 3

Assets Under Management: \$8,744,750

Funds Managed (Current and Historical): 2

Actively Investing? No

Preferred Initial Investment: \$250,000

Sectors of Investment:



Life Science Subsectors:



Information Technology Subsectors:



Stages of Investment:



## Invest Michigan

www.investmichigan.org

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



Staff:

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JIM TENZILLO - Director

NANCY BENOVIK GILBY - Executive-in-Residence

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nancy@investmichigan.org

Invest Michigan is a Michigan nonprofit corporation and the fund manager for the Michigan Pre-Seed Fund, a \$15 million investment fund providing capital to early-stage technology companies in Michigan. The corporation's funds come from the state's Michigan Strategic Fund but are governed by an independent private board of directors, and its investment decisions are independent of the state, as are the members of its leadership team.

Michigan Investment Professionals: 3

Worldwide Investment Professionals: 3

Assets Under Management: \$15,000,000

Funds Managed (Current and Historical): 2

Actively Investing? Yes

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

Sectors of Investment:



Life Science Subsectors:



Information Technology Subsectors:



Stages of Investment:



CORPORATE VENTURE FUND

## Kelly Innovation Fund

www.kellyservicesinvestments.com

HEADQUARTERS: 999 West Big Beaver Road, Troy, MI 48084



Staff:

YANA KRIVOZUS - Senior Director

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Kelly Innovation Fund invests in early-stage, HR Tech companies where Kelly can add significant strategic value in addition to our investment capital. KIF prefers to partner with other investors in the round. KIF is currently interested in four verticals: (1) training, credentialing and upskilling; (2) new employee benefits and engagement tools; (3) innovations supporting and enabling independent and gig work; and (4) technology like AI, machine learning and robotics that helps automate repetitive, boring and inefficient tasks.

Michigan Investment Professionals: 4

Worldwide Investment Professionals: 4

Funds Managed (Current and Historical): 1

Actively Investing? Yes

Preferred Initial Investment: \$250,000 - \$500,000

Sectors of Investment:



Information Technology Subsectors:



Stages of Investment:



## Ludlow Ventures

www.ludlowventures.com

HEADQUARTERS: 1555 Broadway, Detroit, MI 48226



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JONATHON TRIEST - Founding and Managing Partner

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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 have 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 a product, leveraging their network, or forcing people to download a company's app, they're here to help.

Michigan Investment Professionals: 3

Worldwide Investment Professionals: 3

Assets Under Management: \$110,000,000

Funds Managed (Current and Historical): 3

Actively Investing? Yes

Preferred Initial Investment: \$750,000

Sectors of Investment:



Information Technology Subsectors:



Stages of Investment:



## Mercury Fund

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

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



### Staff:

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AZIZ GILANI - Managing Director  
BLAIR GARROU - Managing Director  
DAN WATKINS, Ph.D. - Managing Director

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Mercury Fund is an early-stage venture capital firm. With over \$275 million under management, Mercury focuses on entrepreneurs and technology innovation originating in the U.S. Midcontinent. The firm's investment themes target SaaS, cloud, and data science/AI platforms that make the industrial ecosystems of Middle America more competitive and efficient.

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. Members of the firm have spent their professional careers advising, mentoring, and investing in Mid-American entrepreneurs. Mercury Fund believes now, more than ever, the Midcontinent represents a great venture capital opportunity.

Michigan Investment Professionals: 1  
Worldwide Investment Professionals: 6  
Assets Under Management: \$300,000,000

Funds Managed (Current and Historical): 4  
Actively Investing? Yes  
Preferred Initial Investment: \$1,000,000 - \$3,000,000

### Sectors of Investment:



### Life Science Subsectors:



### Information Technology Subsectors:



### Stages of Investment:



## Michigan Accelerator Fund I

[www.maf-1.com](http://www.maf-1.com)

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



### Staff:

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

Michigan Investment Professionals: 4  
Worldwide Investment Professionals: 4  
Assets Under Management: \$20,128,270

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

### Sectors of Investment:



### Life Science Subsectors:



### Stages of Investment:



## Michigan Biomedical Venture Fund

[www.cfe.umich.edu/mbvf](http://www.cfe.umich.edu/mbvf)

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



### Staff:

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C. NDU OZOR - Associate General Counsel - University of Michigan  
JONATHAN FAY - Executive Director - Center for Entrepreneurship

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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, and 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 (FFMI) program. 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 its 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 Science Subsectors:



### Stages of Investment:



## MK Capital

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

HEADQUARTERS: 1751 Lake Cook Road, Suite 540, Deerfield, IL 60015  
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:



### Information Technology Subsectors:



### Stages of Investment:



## Narrow Gauge Ventures

www.narrowgaugeventures.com

HEADQUARTERS: 303 Detroit Street, Suite 100, Ann Arbor, MI 48104



Staff:

JONATHAN GOLDSTEIN - Partner

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Narrow Gauge Ventures invests in early-stage health-tech companies. The firm invests in companies to become partners, allowing its experience to add more value than only a check. Narrow Gauge Ventures focuses on the change that is coming to the healthcare industry.

Michigan Investment Professionals: 1  
Worldwide Investment Professionals: 1

Funds Managed (Current and Historical): 1  
Actively Investing? Yes  
Preferred Initial Investment: \$100,000-\$500,000

Sectors of Investment:



Life Science Subsectors:



Information Technology Subsectors:



Stages of Investment:



## Next Coast Ventures

www.nextcoastventures.com

HEADQUARTERS: 1204 Nueces, Austin, TX 78701



Staff:

TOM BALL - Managing Director, Founder

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Next Coast Ventures is an Austin venture capital firm that partners with bold entrepreneurs building innovative companies in big markets. The firm provides early-stage capital to high-growth startups in "Next Coast" markets, using macro trends and themes to guide their investment strategy. In partnering with Next Coast, the fund provides hands-on, company building resources to its growing portfolio through its strong industry network, venture partner program, and the founders' own experiences as entrepreneurs. Learn more at www.nextcoastventures.com.

Michigan Investment Professionals: 0  
Worldwide Investment Professionals: 4  
Assets Under Management: \$88,000,000

Funds Managed (Current and Historical): 1  
Actively Investing? Yes  
Preferred Initial Investment: \$5,000,000 - \$10,000,000

Sectors of Investment:



Information Technology Subsectors:



Stages of Investment:



## North Coast Technology Investors

www.northcoastvc.com

HEADQUARTERS: 206 S. Fifth Ave., Suite 550, Ann Arbor, MI 48104  
300 Rodd St., Suite 201, Midland, MI 48640



Staff:

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North Coast invests in early-stage technology-driven companies, primarily in the Midwest. The firm's 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: \$105,000,000

Funds Managed (Current and Historical): 3  
Actively Investing? Yes  
Preferred Initial Investment: \$750,000

Sectors of Investment:



Life Science Subsectors:



Information Technology Subsectors:



Stages of Investment:



## Plymouth Growth Partners

www.plymouthgp.com

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



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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 in partnering with management teams, helping to drive growth, build value, and realize full potential. Plymouth focuses on B2B product and services companies that have scalable technology and proven growth. Based in Ann Arbor, Michigan, Plymouth Growth Partners has over \$145 million under management and is actively investing out of its fourth fund.

Michigan Investment Professionals: 6  
Worldwide Investment Professionals: 6  
Assets Under Management: \$148,000,000

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

Sectors of Investment:



Life Science Subsectors:



Information Technology Subsectors:



Stages of Investment:



## Red Cedar Ventures

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

HEADQUARTERS: 325 E. Grand River Ave., Suite 225, East Lansing, MI 48823



Staff:

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JEFF WESLEY - Executive Director

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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: 2  
Worldwide Investment Professionals: 2  
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

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

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



Staff:

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kimberlyr@renvcf.com, 734-997-8661

Renaissance Venture Capital (RVC) 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. RVC provides capital that increases entrepreneurial activity and creates a strategic connection between innovative young companies and Michigan's strong business and industrial base, providing benefit to both communities and increasing the financial success of RVC'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](http://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: 2  
Worldwide Investment Professionals: 2  
Assets Under Management: \$10,605,000

Funds Managed (Current and Historical): 1  
Actively Investing? No  
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](http://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 trusted 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: 0  
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 - \$20,000,000

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

### Information Technology Subsectors:

Hardware Software Services Other

### Stages of Investment:

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

## Skypoint Ventures

www.skypointventures.com

HEADQUARTERS: 601 S Saginaw St., Flint, MI 48502

### Staff:

PHIL HAGERMAN - Founder & CEO  
 DAVID OLLILA - President & Chief Innovation Officer  
 ADHAM HABBAS - Analyst



phagerman@skpv.com, 810-285-9221  
 davidoll@skpv.com, 810-285-8272  
 ahabbas@skpv.com, 810-285-9236

Skypoint Ventures is a Flint-based family office venture capital and real estate firm founded in 2014. Skypoint is dedicated to supporting new businesses through funding, providing resources, and creating connections within the industry and community.

Michigan Investment Professionals: 3  
 Worldwide Investment Professionals: 3  
 Assets Under Management: \$30,000,000

Funds Managed (Current and Historical): 3  
 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

### Life Science Subsectors:

Pharmaceuticals Devices Diagnostics Biotechnology Healthcare Services Animal Health/Agriculture Other

### Information Technology Subsectors:

Hardware Software Services Other

### Stages of Investment:

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

## 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 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

### Life Science Subsectors:

Pharmaceuticals Devices Diagnostics Biotechnology Healthcare Services Animal Health/Agriculture Other

### Stages of Investment:

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

## Tamarind Hill

www.tamarind-hill.com

HEADQUARTERS: 220 E. Huron Street, 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 that address healthcare business needs or supply chain inefficiencies. The firm is often the lead institutional investor in a Seed or Series A round with check size from \$1.0-2.5 million, but it also participates with smaller investments in earlier rounds in order to partner with Series A prospects, as well as participate in follow-on rounds when it has previously invested in a Series A round. 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: \$12,435,000

Funds Managed (Current and Historical): 1  
 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

### Information Technology Subsectors:

Hardware Software Services Other

### Stages of Investment:

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

## Tappan Hill Ventures

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

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

Staff:

LINDA FINGERLE - President, Managing Director

[fingerle@tappanhillventures.com](mailto:fingerle@tappanhillventures.com), 734-646-4386



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

Michigan Investment Professionals: 3

Funds Managed (Current and Historical): 1

Worldwide Investment Professionals: 3

Actively Investing? Yes

Assets Under Management: \$5,200,000

Preferred Initial Investment: \$200,000

Sectors of Investment:

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

Information Technology Subsectors:

Hardware **Software** Services Other

Stages of Investment:

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

## Venture Investors

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

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

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

Staff:

JIM ADOX - Managing Director

[jim@ventureinvestors.com](mailto:jim@ventureinvestors.com), 734-274-2347

JOHN NEIS - Managing Director

[john@ventureinvestors.com](mailto:john@ventureinvestors.com), 608-441-2700

DAVID ARNSTEIN - CFO

[david@ventureinvestors.com](mailto:david@ventureinvestors.com), 608-441-2700



Venture Investors makes seed and early-stage venture capital investments in high-potential healthcare companies. The firm focuses on the Midwest and has a national reach. Venture Investors 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

Funds Managed (Current and Historical): 6

Worldwide Investment Professionals: 4

Actively Investing? Yes

Assets Under Management: \$272,000,000

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

Life Science Subsectors:

Pharmaceuticals **Devices** Diagnostics **Biotechnology** Healthcare Services Animal Health/Agriculture Other

Stages of Investment:

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

## 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

[rick@wakestreamventures.com](mailto:rick@wakestreamventures.com)

KIM PASQUINO - Investment Director

[kim@wakestreamventures.com](mailto:kim@wakestreamventures.com)

MIKE DEVRIES - Chief Investment Officer

[miked@wakestreamventures.com](mailto:miked@wakestreamventures.com)

JOE LAMPEN - Finance Director

[joe@wakestreamventures.com](mailto:joe@wakestreamventures.com)

MIKE MORIN - Investment Director

[mike@wakestreamventures.com](mailto:mike@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: 5

Funds Managed (Current and Historical): 4

Worldwide Investment Professionals: 6

Actively Investing? Yes

Assets Under Management: \$44,000,000

Preferred Initial Investment: \$250,000

Sectors of Investment:

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

Life Science Subsectors:

Pharmaceuticals **Devices** Diagnostics Biotechnology **Healthcare Services** Animal Health/Agriculture Other

Information Technology Subsectors:

Hardware **Software** Services Other

Stages of Investment:

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

## 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](mailto:stephen.haakenson@wmich.edu), 269-544-1072



WMU Biosciences Research & Commercialization Center (BRCC) is based at West Michigan University and 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

Funds Managed (Current and Historical): 2

Worldwide Investment Professionals: 1

Actively Investing? Yes

Assets Under Management: \$12,000,000

Preferred Initial Investment: \$250,000

Sectors of Investment:

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

Life Science Subsectors:

Pharmaceuticals **Devices** Diagnostics Biotechnology Healthcare Services Animal Health/Agriculture Other

Stages of Investment:

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

# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## 20Fathoms

[www.20fathoms.org](http://www.20fathoms.org)

Traverse City, MI

ANDY COLE - Executive Director

[andy@20fathoms.org](mailto:andy@20fathoms.org), 231-938-6519

20Fathoms is a technology hub and startup incubator focused on cultivating a thriving and connected startup ecosystem 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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## A2 Health Hacks

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

BEATRIX BALOGH - Director

[info@a2healthhacks.org](mailto: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 where 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](mailto:paul@acreagtech.com), 616-994-4745

ACRE AgTech, a nonprofit corporation, specializes in providing agtech connections, resources, and expertise to help entities commercialize their agtech 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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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Ann Arbor New Tech

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

DAVID NESBITT - Host and Co-Organizer

[organizers@a2newtech.org](mailto:organizers@a2newtech.org), 517-614-2519

The Ann Arbor New Tech Meetup welcomes members from any school, sector, or industry function (e.g., 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 at a variety of events, such as demo events, educational panels and speaker events, conferences, 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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## Ann Arbor SPARK

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

Ann Arbor, MI

BILL MAYER - Vice President Entrepreneurial Services

[bill@annarborusa.org](mailto:bill@annarborusa.org), 734-821-0073

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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## applied Medical Device Institute (aMDI)

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

Grand Rapids, MI

BRENT NOWAK - Executive Director

[nowakbr@gvsu.edu](mailto:nowakbr@gvsu.edu), 616-331-6843

The applied Medical Device Institute (aMDI), founded in 2015 within Grand Valley State University (GVSU), successfully connects academia, industry, healthcare systems, and the entrepreneurial community to provide contract engineering, science, and business incubator services for commercialization. aMDI serves the community by providing access to researchers, engineers, medical professionals, business and entrepreneurial expertise within an integrated process that includes technical services, intellectual property, business review, and mentoring. aMDI is devoted to the betterment of human health and well-being through applied medical device and technology 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

JOHN BEDZ - Manager, Special Programs

bedzj@automationalley.com, 248-457-3399

Automation Alley is a nonprofit manufacturing and technology business association and Michigan's Industry 4.0 knowledge center, with a global outlook and a regional focus. The organization connects industry, academia, and government to fuel Michigan's economy and accelerate innovation. Automation Alley offers programs, resources, and knowledge to help its members grow and prosper in the digital age.

### 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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## Backstage Capital

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

Detroit, MI

MONICA WHEAT - Managing Director

monicawheat@backstagecapital.com

Backstage Capital is a boutique venture fund that invests in startup founders who identify as women, people of color and/or LGBTQ. Backstage believes these founders are underestimated and have a high potential for unlocking innovation and creating valuable businesses. To support more founders, Backstage is growing a global community of local accelerator programs that launched in Detroit, Los Angeles, London, and Philadelphia. Backstage invests \$100,000 and 12 weeks of acceleration in accelerator cohort companies. Backstage has invested in 125+ companies. Detroit was the first global accelerator city to launch.

### 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, 313-288-2298

Bamboo Detroit is the largest coworking space for entrepreneurs and doers in Detroit. The organization offers over 20,000 square feet of shared and private suites downtown, conferences 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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## BBC Entrepreneurial Training & Consulting

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

Chelsea, MI

KRIS BERGMAN - Managing Partner

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, who then use those funds strategically to propel growth. The organization's Michigan clients have been awarded over \$250 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, 248-551-0255

Beaumont Health, a major healthcare system serving Michigan and beyond, recognizes the inherent value of research as a significant 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, 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. Each event, held six times per year, features a networking session, invited speaker(s), and a post-presentation Q&A period. Invited speakers from both the national and local ecosystems 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

## Build Institute

[www.buildinstitute.org](http://www.buildinstitute.org)  
Detroit, MI

APRIL BOYLE - Founder and Executive Director

[april@buildinstitute.org](mailto:april@buildinstitute.org)

Build Institute was started in January 2012 as a program of D:hive, a welcome center and resource hub located downtown. Build helps people turn their business ideas into reality by providing them with the necessary tools, resources, and support network in Detroit. To date, they have graduated over 1400 aspiring and experienced entrepreneurs from their classes, many of whom have gone on to start successful businesses in the city. In addition to classes, they offer networking events, mentorship, connections to resources and a nurturing community that allows ideas to develop and flourish over time.

### 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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## Cahoots

[www.beincahoots.com](http://www.beincahoots.com)  
Ann Arbor, MI

ALISON TODAK - Managing Director

[alison@beincahoots.com](mailto:alison@beincahoots.com), 734-249-8988

Cahoots is the coworking space for Ann Arbor's tech ecosystem. Cahoots offers a home to companies looking for desirable downtown space with flexible terms and provides a central and purposeful hub for our vibrant and ever-growing tech community.

### 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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## CMU Isabella Bank Institute for Entrepreneurship

[www.cmich.edu/colleges/cba/academic\\_programs/departments/ent/Pages/Isabella-Bank-Institute-for-Entrepreneurship.aspx](http://www.cmich.edu/colleges/cba/academic_programs/departments/ent/Pages/Isabella-Bank-Institute-for-Entrepreneurship.aspx)

Mount Pleasant, MI

BRUCE MARBLE - Executive Director

[Marbl1bc@cmich.edu](mailto:Marbl1bc@cmich.edu), 989-774-3270

The CMU 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 connect to resources and opportunities throughout the entrepreneurial ecosystem in the state of Michigan. Top teams earn seed funding to launch their business 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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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## 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](mailto:mrencher@cleary.edu), 313-800-4145

Cleary University's vision is a world where everyone understands, experiences, and benefits from innovation and entrepreneurship. As America's most applied-for business university, 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](mailto: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 1,700 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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## Design Core

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

Detroit, MI

BONNIE FAHOOME - Director of Business Programs

[bfahoome@designcore.org](mailto:bfahoome@designcore.org), 313-664-1479

Design Core Detroit champions design-driven businesses and their role in strengthening Michigan's economy. The organization helps strengthen, grow, and attract design businesses, increases market demand for design services, and tells Detroit's design story locally and globally. Design Core also serves industries utilizing design as a central discipline of their business strategy or requiring connection to those services to achieve growth objectives. A department of College for Creative Studies and steward of Detroit's UNESCO City of Design designation, Design Core is the convener and backbone organization for the Detroit City of Design initiative.

### 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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## 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, 734-487-9237

At Eastern Michigan University (EMU), much of their 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.endeavoredetroit.org](http://www.endeavoredetroit.org)

Detroit, MI

detroit@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 to 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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## Entrepreneurs' Organization Detroit

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

Royal Oak, MI

ANNA LONGE - Chapter Administrator

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. The organization is laser-focused on creating, building, and innovating. Members fuel each other's passions through killer learning and 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 nor 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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## EntryPoint

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

Ann Arbor, MI

EMILY HEINTZ - Founder & Managing Director

emily@entrypointmi.com, 517-927-3369

EntryPoint uses a data-driven approach to advance the entrepreneurial ecosystem. The cornerstone of the organization is the development of statewide, regional, and community research reports that are used to guide our services from advocacy efforts to educational purposes. EntryPoint manages strategic events designed around specific trends, successes, and needs in the entrepreneurial ecosystem based on its research findings. EntryPoint has partnered with organizations across the Midwest region, including Invest Detroit, JumpStart Inc., Michigan Venture Capital Association and Revalue on research and community engagement projects that promote 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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## Growth Capital Network- Optimal Impact Group

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

Ann Arbor and Detroit, MI

LAUREN BIGELOW

lauren@growthcap.net, 888-996-4458

Growth Capital Network (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. The firm's primary goal is to help its partners optimize their impact through program analysis, strategic design, action plans, and effective measurement. GCN loves 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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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Gener8tor

[www.gener8tor.com](http://www.gener8tor.com)  
Milwaukee, WI

STELLA SAFARI - Director

stella@gener8tor.com, 301-785-0245

gener8tor is a turnkey platform for the creative economy that connects startups, entrepreneurs, artists, investors, universities, and corporations. The gener8tor platform includes pre-accelerators, accelerators, corporate programming, conferences, and fellowships focused on entrepreneurs, artists, and musicians.

### 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

SHOROUC ALMALLAH - Director

almallas@gvsu.edu, 616-331-7256

The Richard M. and Helen DeVos Center for Entrepreneurship & Innovation (CEI), in the Seidman College of Business, 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 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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## Henry Ford Innovations



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

TARYN SIMON - Director

tsimon1@hfhs.org, 313-916-7044

Henry Ford Innovations is the flagship of Henry Ford Health System's commitment to innovation. The organization's goal is to engineer the future of healthcare by providing physicians and staff with world-class resources to turn great ideas into transformative products. Henry Ford Innovations also develops and commercializes Henry Ford's intellectual assets and licenses them globally in support of new products, devices, therapies, and hospitals.

### 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

## Hope College Entrepreneurial Program



[hope.edu/academics/economics-business](http://hope.edu/academics/economics-business)  
Holland, MI

AUSTIN ASAMOA-TUTU - Entrepreneurship Program Director

asamoatutu@hope.edu, 616-395-7244

The Entrepreneurship Program aims to develop entrepreneurial thinkers who explore innovative solutions in applied settings. The program serves those who seek disruptive organizational models, independent traditional business ownership, or merely to expand their ability to think in innovative ways. Support for these students occurs in curricular and co-curricular initiatives serving majors inside and outside the Department of Economics and Business.

### 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

LIZABETH WIGGINS - Program manager, inGAGE™

lwiggins@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, 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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## Invent@NMU



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

PAULETTE PERTTUNEN - Operations and Finance

invent@nmu.edu, 906-227-6253

Invent@NMU is the idea incubator® at Northern Michigan University powered by students and led by professionals. From products to small businesses, the program offers a variety of innovative and entrepreneurial support to campus and community members across the Upper Peninsula. From market analysis and initial concept refinement to prototyping, testing, and marketing, Invent@NMU helps break down the entrepreneurial process for its clients. Whether it is a product idea, a service, or other small business, all ideas are worth exploring®.

### 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

## Kotra

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

Troy, MI

SANJA SAVIC-BERHAMOVIC - International Trade and Investment Consultant

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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## SURGE by Lakeshore Advantage

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

Zeeland, MI

ANGELA HUESMAN - Chief Operating Officer

angela.huesman@lakeshoreadvantage.com, 616-772-5226



Surge powered by Lakeshore Advantage offers a powerful boost, an electric push forward to assist entrepreneurs in achieving their next milestones. Surge is powered by Lakeshore Advantage, a nonprofit economic development organization. Also, see 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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## 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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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Lean Rocket Lab

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

Jackson, MI

KEN SENEFF - Co-Founder, COO

ken@leanrocketlab.org

Lean Rocket Lab is a business accelerator and incubator focused on manu-tech and hardware 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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## 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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### 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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## LSSU Product Development Center

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

Sault Ste Marie, MI

KIMBERLY MULLER - Dean

kmuller@lssu.edu, 906-635-2320



LSSU Product Development Center offers prototyping and engineering services, provided by students and managed by professional administrative 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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## LTU Centropolis Accelerator



[www.centropolisaccelerator.com](http://www.centropolisaccelerator.com)  
Southfield, MI

DAN RADOMSKI - Director

dradomski@ltu.edu, 248-721-3192

The Lawrence Technological University (LTU) Centropolis Accelerator leverages Southeast Michigan's strengths in manufacturing and Lawrence Technological University's expertise in design, engineering, and technology to grow small manufacturers and hardware entrepreneurs by providing access to key resources. Resources include one-on-one mentoring, product development assistance, customer and supplier connections, workshops and events, a technology and prototyping lab, dedicated office and coworking space, and faculty and student engagement.

### 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. The organization's mission is to provide comprehensive development and support services to startups 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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## Mi-Light

[www.mi-light.org](http://www.mi-light.org)  
Ann Arbor, MI

MICHELLE L. STOCK, Ph.D. - Chairperson

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, 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, 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 within an organization of their peers.

### 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, 734-527-9144

MichBio is the statewide biosciences industry association in Michigan. The association 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. The association's mission of "driving bio-industry growth" is meant to create strong economic benefit 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, 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
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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 Economic Development Corporation

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

Lansing, MI

FRED MOLNAR - Vice President, Entrepreneurism

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, 734-478-8254

Michigan Life Science & Innovation Center is Southeastern Michigan's premier innovation center. The Michigan Life Science & Innovation Center (MLSIC) incubator supports life science companies via wet lab space. The center also supports multiple types of innovation-based startup businesses. MLSIC is a 70,000 square foot innovation center complete with state-of-the-art wet labs, a 13-bed Phase 1 Clinical Trial facility, well-appointed offices and conference rooms, ample free parking, and every possible business amenity. Tenants include very early-stage startups through growth-stage companies; both life science and tech company 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](http://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 path 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](http://www.michiganvca.org)

Ann Arbor, MI

ARA TOPOUZIAN - Executive Director

Ara@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:

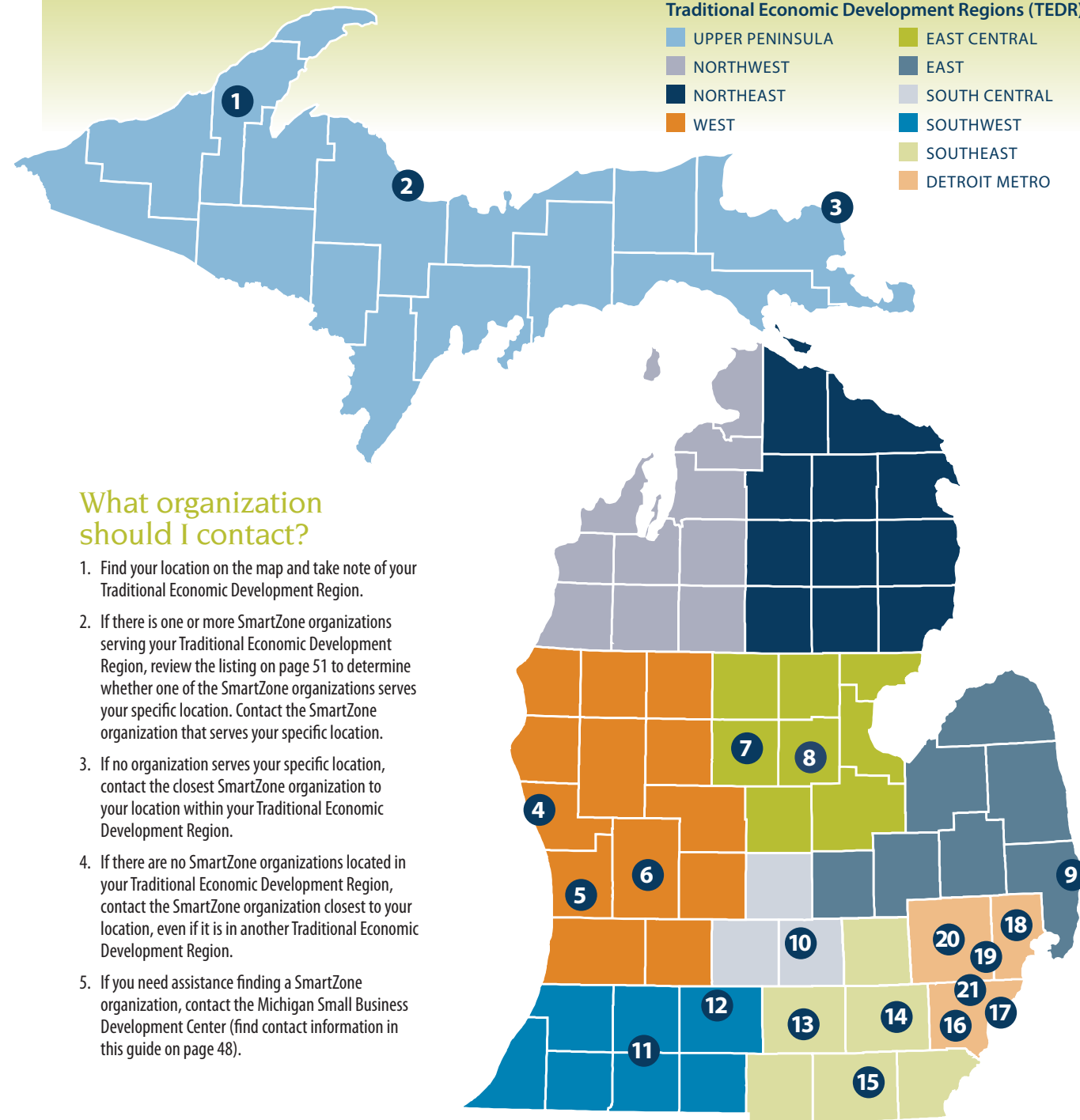
Incubation	Business Acceleration	Talent Attraction/Retention	Networking/Events	Talent Development	Capital	Business Retention/Expansion/Attraction	Other
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# smart ZONES

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)  
 DANIEL JAMISON – CEO  
 djamison@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.SaultEDC.com](http://www.SaultEDC.com)  
 JEFF HOLT – Executive Director  
 jholt@saultcity.com, 906-632-4800
- 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 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)  
 AMANDA CHOCKO – Director of SURGE  
 amanda.chocko@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)  
 MIKE MORIN – Director  
 mike@startgarden.com, 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 Business Alliance**  
*Serves city of Midland and the greater East Central TEDR*  
[www.midlandtomorrow.com](http://www.midlandtomorrow.com)  
 BECKY CHURCH – President & COO  
 church@midlandtomorrow.org, 989-839-2333
- 9 St. Clair County EDA**  
*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@edasc.com, 810-982-9511
- 10 Lansing Economic Area Partnership**  
*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 WMed 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  
 vabyrn@battlecreekmi.gov, 269-966-3355 ext. 1193
- 13 Enterprise Group of Jackson**  
*Serves Jackson County and the greater Southeast TEDR*  
[www.enterprisegroup.org/partners/bldfa](http://www.enterprisegroup.org/partners/bldfa)  
 AMY GUERRIERO – VP of Economic Development  
 aguerriero@enterprisegroup.org, 517-788-4458
- 14 Ann Arbor SPARK**  
*Serves city of Ann Arbor, city of Ypsilanti and the greater South East TEDR*  
[www.annarborusa.org](http://www.annarborusa.org)  
 SKIP SIMMS – Senior Vice President  
 skip@annarborusa.org, 734-821-0072
- 15 Lenawee Now**  
*Serves city of Adrian, city of Tecumseh and the greater South East 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 – Exec. 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
- 21 Southfield Centrepolis**  
*Serves Oakland, Wayne, & Macomb Counties and the greater Detroit Metro TEDR*  
[www.centrepolisaccelerator.com](http://www.centrepolisaccelerator.com)  
 DAN RADOMSKI – Director  
 dradomski@ltu.edu, 248-204-2452

## Michigan Women's Foundation

[www.miwf.org/programs/entrepreneurs](http://www.miwf.org/programs/entrepreneurs)

Detroit, MI

CAROLYN CASSIN - President and CEO

ccassin@miwf.org, 313-962-1920

Michigan Women Forward (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](http://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
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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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## Mobile Technology Association of Michigan

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

Detroit, MI

MICHAEL WATZA

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, 517-256-9285



Launched in 2016, Conquer Accelerator has invested over \$500K into its portfolio companies. From streetwear to AI-assisted language learning, Conquer Accelerator is industry agnostic, accepting passionately committed entrepreneurs who are ready to take their startups to the next level. Bringing together business and industry leaders, seasoned entrepreneurs, and university experts – not to mention angel and venture investors – Conquer alums have access to a powerful network. Learn more at conqueraccelerator.com.

### 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)

MUSTAFA SYED - President

mustafa@lazerrfootwear.com, 517-256-9285



MSU 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. MSU Entrepreneurship Association is a great organization to meet like-minded, motivated individuals. Membership is open to all. They are always looking for more passionate members, entrepreneurs, and anyone motivated by finding solutions to real-world problems.

### 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 Financial Markets Institute

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

East Lansing, MI

DAVE HAWTHORNE - Director, Financial Markets Institute

hawth84@msu.edu, 203-767-0955



The Financial Markets Institute 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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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## MSU Innovation Center

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

East Lansing, MI

CHARLES A. HASEMANN - Assistant VP for Innovation & Economic Development

haseman1@msu.edu, 517-884-2370

The 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

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 Innovation Hub for Advanced Computing

[www.research.wayne.edu/techtransfer/index.php](http://www.research.wayne.edu/techtransfer/index.php)

Detroit, MI

ED KIM

edward.kim3@wayne.edu, 313-577-1714

The MTRAC Innovation Hub for Advanced Computing Technologies is a statewide program that funds translational research applications in deep learning and advanced analytics, immersive technologies such Augmented Reality (AR) and Mixed Reality (MR), IoT x.0, cybersecurity, blockchain, and breakthrough computing technologies. The mission of this program is to advance computing and digital technologies that address future or poorly met market needs out of the labs and bring to the market. Institutions of higher education, nonprofit research centers, and hospital systems throughout the state of Michigan are eligible to submit proposals. This hub is run by Wayne State University, in partnership with Michigan Economic Development Corporation.

### 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

## MTRAC Innovation Hub for Advanced Materials

[www.mtu.edu/research/administration/iie/campus-inventors/mtrac](http://www.mtu.edu/research/administration/iie/campus-inventors/mtrac)

Houghton, MI

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

bdacosta@mtu.edu, 906-487-1094

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 early-stage 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 to support projects related to novel materials, conventional materials, or the application of novel and conventional materials. 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 Innovation Hub for Advanced Transportation

[www.cfe.umich.edu/mtrac-transportation](http://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 Transportation at University of Michigan is a grant program supported by University of Michigan and the Michigan Economic Development Corporation with the goal of offering early-stage funding for translational research applications in advanced transportation-focused projects including: 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 future or poorly-met market needs. 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 Innovation Hub for Ag & Bio

[www.innovationcenter.msu.edu/programs/msu-mtrac-program](http://www.innovationcenter.msu.edu/programs/msu-mtrac-program)

East Lansing, MI

J. KEVIN MCCURREN - MTRAC Commercialization Program Director

mccurren@msu.edu, 517-884-1824

The MTRAC Innovation Hub for AgBio 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-related technologies for food, fuel and fiber, bio-based materials, natural resources, and animal health from the laboratory benchtop to the point where they can be successfully commercialized via a licensee to a startup or existing company. Researchers from 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 Innovation Hub for Life Sciences

[www.innovation.medicine.umich.edu/innovation-hub](http://www.innovation.medicine.umich.edu/innovation-hub)

Ann Arbor, MI

MICHELLE LARKIN - MTRAC Program Director

michcote@med.umich.edu, 734-615-7886

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 on human health – as well as startups and 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](http://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 to 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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## MTU Office of Innovation and Commercialization

[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 Technological University Office of Innovation and Commercialization (OIC) 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. OIC supports leading-edge researchers, educators, inventors, innovators, and entrepreneurs via a robust network of on-campus industry-relations professionals, affiliated region partners, and service providers.

### 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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## New Enterprise Forum

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

Ann Arbor, MI

VIC HAVELE - President

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 to startup entrepreneurs to perfect their investor pitches at no cost. 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 pitch to the entrepreneurial community at one of NEF's monthly Forum meetings, with follow-on distribution of their executive summary 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 works with innovators to accelerate smarter, cleaner, more accessible solutions for communities and cities. Based in Detroit's innovation district, the organization demonstrates and pilots technologies in real-world environments to quickly scale and deploy solutions with a specific focus on smart mobility and smart grid. NextEnergy's depth of experience, technical knowledge, and its established network of partners have enabled them to develop effective programs and pilots, facilitate new relationships to help their clients achieve their commercialization goals, and create a better quality of life for all citizens. To learn more, visit [nextenergy.org](http://nextenergy.org).

### 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

### Types of Programs Offered:

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



## NSF International Applied Research Center

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

Ann Arbor, MI

JESSE D. MILLER - Director

jdmler@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

### Company Stages Served:

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

### Types of Programs Offered:

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



## 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

### Company Stages Served:

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

### Types of Programs Offered:

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

## 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 DEEVER-LEAR

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 business, 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

### Company Stages Served:

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

### Types of Programs Offered:

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

## OU INC

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

Rochester, MI

STEPHEN KENT - Client Specialist

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

### Company Stages Served:

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

### Types of Programs Offered:

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

## Ponyride

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

Detroit, MI

NOAH ELLIOTT MORRISON - Director

noah@ponyride.org

Ponyride is a diverse community that fosters opportunities for socially conscious artists, entrepreneurs, innovators, and manufacturers.

### 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

### Types of Programs Offered:

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

# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## re:purpose

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

RYAN LANDAU - Founder

ryan@repurpose.co, 888-848-7686

re:purpose is the top community for startup jobs in Detroit. The organization connects top talent with purpose-driven startups based on values, experience, and culture fit.

### 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 Smartzone

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

Sault Ste Marie, MI

JEFF HOLT - Executive Director

jholt@saultcity.com, 906-635-9131

The Sault Ste. Marie Economic Development Corporation is dedicated to bringing prosperity to the city through economic growth in all industries with expansion in current businesses and the attraction of new ones. The organization helps entrepreneurs take business ideas and turn them into realities. Through internal resources and community partnerships, the organization facilitates the process of creating something entirely new or helping an existing business grow and expand. Sault Ste. Marie SmartZone is dedicated to its community and value the businesses that bring economic prosperity to the area.

### 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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## Seamless IoT

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

Grand Rapids, MI

MIKE MORIN - Director

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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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## Southeast Michigan Entrepreneurs Association

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

Southfield, MI

ZALONYA ALLEN, Ph.D. - Executive Director

administrator@semea.info, 248-491-3146

The South East Michigan Entrepreneurs Association (SEMEA) is a leading organization for entrepreneurs in the state of Michigan. SEMEA was established in December 2010 as a networking and support group for entrepreneurs and small business owners. Since that time, they have built a network of over 5,000 entrepreneurs statewide. The organization began out of a need to organize entrepreneurs so that they could exchange resources and reduce the failure rate. SEMEA provides information, education, and resources not only to increase chances for success but to accelerate growth. Monthly meetings and events give members an opportunity to network, forge new relationships, and get connected! Mastermind groups help entrepreneurs develop the "Entrepreneurs Mindset." The association is unlike any other. SEMEA is consistent, professional, and committed to excellence. They're focused on providing the best networking experience in Southeast Michigan. Come out and experience the difference!

### 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, 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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## Spartan Innovations

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

East Lansing, MI

FRANK URBAN - Director of Venture Creation

furban@spartaninnovations.org, 517-884-4543

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, Burgess New Venture Challenge, the MSU Hatch, the MSU 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, 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 is a 501c3 to make entrepreneurship more accessible for everyone in West Michigan, and is a management company administering the Grand Rapids SmartZone in addition to running the Seamless program that bridges global 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.tcnwtech.org](http://www.tcnwtech.org)

Traverse City, MI

RUSSELL SCHINDLER - President

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 product or business venture. Each presenter will be allowed five minutes to present and five minutes of Q&A (time limits will be politely enforced). \$500 is given away to the "best pitch" as voted on by the audience. 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 company, tech companies looking for staff, individuals looking for an investment opportunity, 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 p.m. and will last no longer than 75-minutes... Guaranteed! The presenter line-up is announced one week before the meet-up. 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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## 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

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. The 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 - Director, Detroit Urban Solutions

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 economy.

### 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, 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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## The Enterprise Group of Jackson, Inc

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

Jackson, MI

AMY L. GUERRIERO - Vice President of Economic Development

aguerriero@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, 616-771-0325

The Right Place is a primary source for business success in Grand Rapids, Michigan. The organization is a private, nonprofit economic development organization that has led West Michigan's economic growth for over 30 years. The Right Place 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, 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 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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## UM Center for Entrepreneurship

[www.cfe.umich.edu](http://www.cfe.umich.edu)

Ann Arbor, MI

JONATHAN FAY - Dixon and Carol Doll Executive Director

jpfay@umich.edu, 734-763-1021

The mission of The Center for Entrepreneurship (CFE) is to inspire and transform the Michigan community into entrepreneurial thinkers and doers. The CFE is an innovation hub where the ideas, people, resources, and technology meet and create the future. The center 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 successfully translate high-potential projects and ideas into the world. 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, 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 Economic Growth Institute

[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 (UM) 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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## UM Fast Forward Medical Innovation

[www.innovation.medicine.umich.edu](http://www.innovation.medicine.umich.edu)

Ann Arbor, MI

BRADLEY J. MARTIN, Ph.D. - Managing Director

bradmart@umich.edu, 734-615-5060

Fast Forward Medical Innovation is part of the University of Michigan Medical School. The program's 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, 734-647-4738

U-M Tech Transfer is the university unit responsible for the commercialization of University research discoveries and reports to the U-M Office of Research. The office enhances these research discoveries to encourage licensing and broad deployment with existing businesses and newly-formed U-M startups. U-M Tech Transfer has earned a reputation for performance among the top 10 of all 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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## UM Samuel Zell and Robert H. Lurie Institute for Entrepreneurial Studies

[www.zli.umich.edu](http://www.zli.umich.edu)

Ann Arbor, MI

zlicontact@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 five student-led investment funds, with over \$10 million 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, 734-763-1981

The Zell Entrepreneurship and Law Program (ZEAL) at University of Michigan Law School offers an Entrepreneurship Clinic providing free legal services to U-M student-led startups and other startups in Southeastern Michigan. The clinic also offers legal office hours around the U-M campus as well as 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

britanyaffolter-caine@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 is focused on increasing economic prosperity and connecting Michigan to the world. The URC is competitive with the nation's top university research clusters, including Silicon Valley and North Carolina's Research Triangle, and is unique among these clusters because it's comprised of three distinct yet complementary research universities that are all public-serving institutions. With its annual R&D activity at \$2.3 billion, the URC accounts for 92 percent of all academic R&D conducted in the state, driving Michigan to a top 10 national ranking for total academic R&D conducted. The URC contributes \$18.7 billion annually to Michigan's economy, reaching every county in the state. The URC also generated nearly 79,000 jobs in the state in 2017 and awards more than 36,000 degrees each year. The URC has cultivated at least 230 startup companies since 2002. Half of the URC's 1.2 million living alumni call Michigan home. 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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## Venture Catalysts

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

Detroit, MI

MONICA WHEAT - Executive Director

mwhheat@venturecatalysts.co

Venture Catalysts is a 501c3 nonprofit that builds inclusive ecosystems through strategic support for large scale entrepreneurship events and growth programs. Key program partnerships include Techstars, TechCrunch, AfroTech Detroit, Detroit Startup Week, Startup Boost, Startup Weekend, and Backstage Capital - Detroit Accelerator. Flagship programs include Venture Catalysts Fellows, Corporate+Startup Roundtables, Innovation Hub, Founders Dinner, and Founders Fund. Venture Catalysts programs have earned over 35,000 attendees.

### 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, 734-249-5880

The Entrepreneurship Center at Washtenaw Community College is a meeting place and resource hub open to the public. Their 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, they offer 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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# ENTREPRENEURIAL SUPPORT ORGANIZATIONS

## WeWork

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

Detroit, MI

KYLE STEINER - Community Director

detroit@wework.com, 313-314-8100

WeWork is a global network of workspaces where companies and people grow together. The organization transforms buildings into dynamic environments for creativity, focus, and connection. WeWork believes that CEOs can help each other, offices can use the comforts of home, and people can all look forward to Monday if they find real meaning in what they 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:

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 Connection

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

Kalamazoo, MI

LISA GARCIA - Director

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

WMU Office of Community Outreach

btr-park@wmich.edu, 269-387-2072

The Western Michigan University Business Technology and Research Park fosters mutually beneficial relationships that involve resident businesses, the Greater Kalamazoo community, and a major research university. Private sector firms located in the park are recruited from 3 key business sectors: advanced engineering, life science, and information technology. Companies engage with faculty researchers and develop a talent pipeline through student internships and co-op programs. Phase two of the BTR Park is underway—BTR two—adding another 55 acres to the original 265-acre footprint. Both BTR one and two are located on the Parkview Campus, steps away from the College of Engineering and Applied Sciences.

### 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 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, 269-387-5802

The WMU 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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## 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:

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 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 55 student companies prepare and launch their startup. 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
---------------	------------------------	--------------------	-------	-------------------------------	-------------------	-------------------	----------	-------

### 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

## WSU Innovation Warriors

[www.wayne.thelaunchpad.org](http://www.wayne.thelaunchpad.org)

Detroit, MI

AUBREY AGEE

[aubrey.agee@wayne.edu](mailto:aubrey.agee@wayne.edu), 313-577-1533



Innovation Warriors offers career guidance, resources, and advice to entrepreneurs, innovators, and inventors at Wayne State University. Innovation Warriors' 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 are 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
---------------	------------------------	--------------------	-------	-------------------------------	-------------------	-------------------	----------	-------

### 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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# 2019 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 2019 Service Provider Members.

## GOLD SERVICE PROVIDER MEMBERS



## Cendrowski Corporate Advisors

[www.cca-advisors.com](http://www.cca-advisors.com)

Michigan Offices: Bloomfield Hills

JOHN T. ALFONSI

WALTER M. MCGRAIL

JIM MARTIN

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[tbm@cendsel.com](mailto:tbm@cendsel.com), 248-540-5760

[hc@cendsel.com](mailto:hc@cendsel.com), 248-540-5760



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.

## EMMA International Consulting Group

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

Michigan Offices: Farmington Hills, MI

CARMINE JABRI

KIRA JABRI

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[kira.jabri@emmainternational.com](mailto:kira.jabri@emmainternational.com)



E.M.M.A. International Consulting Group, Inc. is a global leader in management consulting services, with headquarters in Farmington Hills, Michigan, as well as offices in Florida, Pennsylvania, and Beirut, Lebanon. The group focuses on quality, regulatory, and compliance services for the biotechnology, pharmaceuticals, and medical device industries.

E.M.M.A. International Consulting Group has services available to satisfy any quality and compliance needs. The group provides specialized services, backed by extensive knowledge and industry expertise. E.M.M.A. International Consulting Group's mission is to provide significant value to its customers and leave them completely satisfied. The group works within the corporate culture and alongside the employees to do the "heavy lifting" required to make improvements meaningful and permanent. E.M.M.A. International Consulting Group exclusively offers QualiPro, an Enterprise Quality Management Software (EQMS), through our partnership with Saphir Consult.

## Jaffe Raitt Heuer & Weiss, P.C.

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

Michigan Offices: Southfield

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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. The firm's cross-disciplinary teams provide substantial value when advising a startup or emerging growth business and planning for its growth.

# 2019 SERVICE PROVIDER MEMBERS

## Pepper Hamilton LLP

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

**Michigan Offices: Southfield  
Other Offices Nationally**

MICHAEL TEMPLE  
TERRENCE REEVES  
PRESTON MORTEMORE  
SEAN MCNALLY  
BRITTANY BRADSHAW

An MVCA member since 2009, Pepper Hamilton's connection to the Michigan venture and entrepreneurial community goes much further back to 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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bradshab@pepperlaw.com, 248-359-7306

## 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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zjmeyer@varnumlaw.com, 616-336-6586

# 2019 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**

CARRIE LEAHY  
TIM DAMSCHRODER  
SARAH WILLIAMS  
JOSEPH R. MORRISON  
MICHAEL S. MELFI

With more than 150 attorneys in offices throughout Michigan, Bodman PLC has delivered extraordinary results to its clients for more than 85 years. The firm's attorneys provide savvy business counsel to the region's most successful companies and individuals on a broad range of issues and 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, the firm works to understand its clients' businesses and the markets in which they operate. This enables Bodman 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.



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mmelfi@bodmanlaw.com, 734-930-2497

## Gunderson Dettmer

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

**Michigan Offices: Ann Arbor  
Other Offices Nationally and Internationally**

MARCIA HATCH  
NICHOLAS HARLEY  
SID RAY  
ALEX WHATLEY  
SOGOAL SALARI

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 270 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.



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ssalari@gunder.com, 734-585-2213

## Pacific Western Bank

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

**Offices located Nationally**

JAY MCNEIL  
NICK HONIGMAN  
JANICE GALBAY  
TIM MCDONOUGH

Pacific Western Bank (formerly known as Square 1 Bank) is a commercial bank with over \$26 billion in assets. A full-service financial services partner to entrepreneurs and their private equity and venture capital investors, the Venture Banking Group provides clients flexible resources and attentive service to help their companies grow. Pacific Western Bank offers a broad range of venture debt, treasury, and cash management solutions nationwide. The bank also offers community banking and national lending services. To learn more about its offerings, visit [pacwest.com](http://pacwest.com).



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## 2019 SERVICE PROVIDER MEMBERS

### Taft Stettinius & Hollister LLP

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

Cleveland, Ohio  
Other Offices Nationally

HOWARD BOBROW  
JAMES ZIMMERMAN  
ROB MCDONALD  
BRANDI WEEKLEY

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.



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### Warner Norcross & Judd LLP

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

Michigan Offices: Grand Rapids

LOREN ANDRULIS  
LINDA PAULLIN-HEBDEN  
JOSCELYN CEKOLA BOUCHER  
MATTHEW JOHNSON  
JOHN MUHS

Founded on a handshake in 1931, Warner Norcross & Judd is a premier Michigan law firm focused on delivering exceptional results for a diverse set of clients both nationally and internationally. With eight offices throughout Michigan and over 200 attorneys, Warner Norcross & Judd has a variety of practice areas with highly specialized attorneys. Emerging businesses, angel investors, venture funds, family offices, foundations, and pension funds throughout the Midwest find the firm's first-class services accessible and affordable. They represent startups to Fortune 500 companies. On the investment side, their clients range from angel investors to venture funds to family offices, foundations, and pension funds. When the stakes are high, Whirlpool, Consumers Energy, Amway, Dow Chemical turn to its lawyers for results, and so do startups and those seeking to invest in them. Warner Norcross & Judd are uniquely positioned in the Midwest, making their first-class services accessible and affordable. They bring accurate, timely, and quality legal advice to organizations and individuals every day. They're more than our Best Lawyers in America designations, Martindale-Hubbell rankings, and Chambers USA acknowledgements. They're a person's first call when it comes to business and personal legal matters.



Warner Norcross + Judd

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## BRONZE SERVICE PROVIDER MEMBERS

### Bank of Ann Arbor

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

Michigan Offices: Ann Arbor, Birmingham, Plymouth, Saline, and Ypsilanti

MICHAEL COLE  
MARK HOLTZ  
CHARLIE CRONE  
TIMOTHY MARSHALL

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 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. Bank of Ann Arbor's 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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## 2019 SERVICE PROVIDER MEMBERS

### Fishman Stewart

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

Michigan Offices: Bloomfield Hills

DOUGLAS P. LALONE  
MELISSA R. ATHERTON  
MICHAEL T. FLUHLER  
PAUL M. RATZMANN  
MICHAEL B. STEWART

Fishman Stewart is a premier specialty law firm that identifies, secures, and advances the creativity of its clients to accomplish their business goals. In addition to the firm's decades of legal expertise, many of its attorneys also have advanced technical degrees and associated practical work experience. As strategic advisers to CEOs and senior executives throughout the world, Fishman Stewart helps to maximize the value of "intellectual capital." Patents, trademarks, copyrights, trade secrets, and other forms of intellectual property are key elements of a company's business strategy; managed effectively, they can protect new product lines, increase market share, and head off competition.

The firm believes that creativity should be managed in the same way that companies manage their physical capital. While all companies have strategies for maximizing and leveraging their use of physical capital, they may not have a plan for protecting their creativity. Safeguarding the assets of a new enterprise in a strategic manner is crucial to defining and driving long-term business value, which ultimately separates a bad investment from a great one.



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### LSG Insurance Partners

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

Michigan Offices: Bloomfield Hills

JULIA BARAN  
MICHAEL TOTIN  
BARRY TORNOW  
ARI DOLGIN

Headquartered in Bloomfield Hills, Michigan, LSG Insurance Partners is Michigan's largest, independent insurance, benefit administration, and consulting services agency. The company offers in-depth expertise and exceptional service across all lines of risk management, including commercial property and casualty, employee benefit programs, mergers and acquisitions, and private client services. The agency's experiences serve a range of technology startups and entrepreneurial clients in the life sciences and healthcare arenas. By cultivating robust relationships with its clients and carrier partners, the company provides tailored, innovative, and cost-effective solutions to enable its clients to protect what they value most. LSG Insurance Partners is licensed in nearly all fifty states and represents clients at the local, regional, national, and international levels.

"We are thrilled to have LSG Insurance Partners as a 2019 Bronze Service Provider Member," said Tom Shehab, M.D., chairman of MVCA Board of Directors and managing director of Arboretum Ventures. "LSG Insurance Partners has extensive experience in industries such as healthcare, manufacturing, technology, financial services, assisting companies through the IPO process and beyond. The company is uniquely structured to provide the highest level of professional support to startups, which advances our shared vision of creating a stronger entrepreneurial and investment community in Michigan."



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### Plante Moran, PLLC

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

Michigan Offices: Southfield

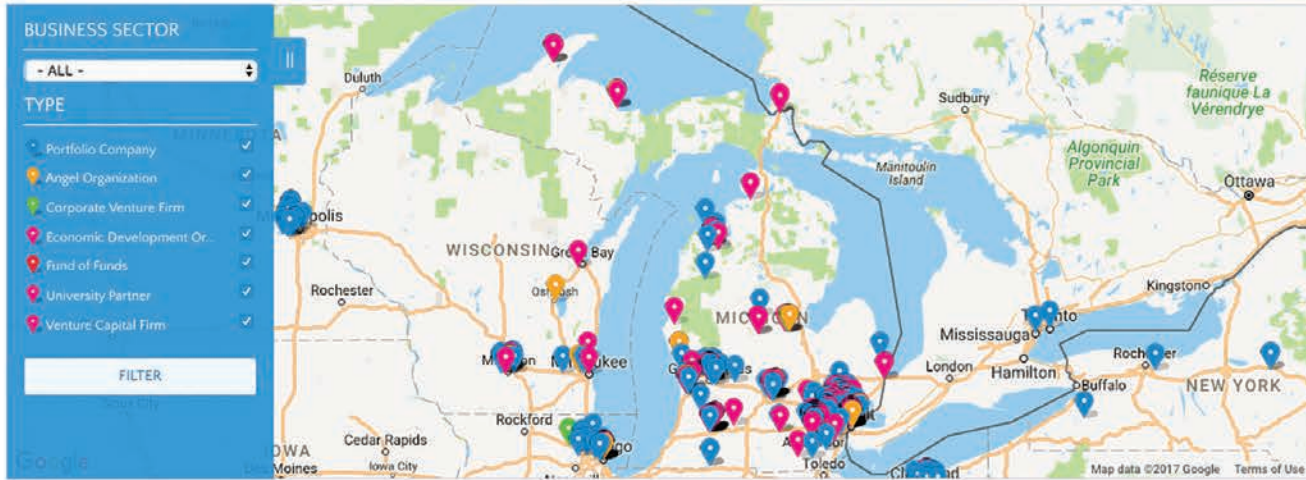
ANNETTE TENERELLI-LEMKE  
CHRIS JENKINS  
JASON WIDMAN  
JEFF DOLOWY  
PAUL KREGER

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. Through 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.



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## 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
Accio Energy	Portfolio Company	Ann Arbor	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)

## 2019 MVCA BOARD OF DIRECTORS AND STAFF

### Executive Committee

**CHAIRMAN**  
Tom Shehab, M.D.  
Arboretum Ventures

**VICE CHAIRMAN**  
Michael Gross  
Beringea

**TREASURER**  
Mark Olesnavage  
Hopen Life Science  
Ventures

**IMMEDIATE PAST CHAIRMAN**  
Tony Grover  
RPM Ventures

### Board of Directors

Jim Adox  
Venture Investors

Josh Beebe  
MK Capital

Hugo Braun  
North Coast  
Technology Investors

Adrian Fortino  
Mercury Fund

Patti Glaza  
Invest Detroit

Jon Lauckner  
GM Ventures

Fred Molnar  
Michigan Economic  
Development Corporation

Doug Neal  
eLab Ventures

Kim Pasquino  
Wakestream Ventures

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Renaissance Venture  
Capital Fund

### Staff

**EXECUTIVE DIRECTOR**  
Ara Topouzian





# MICHIGAN VENTURE CAPITAL ASSOCIATION

## 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:

### Advocacy

Core to MVCA's mission is serving as the statewide voice for Michigan's growing entrepreneurial and investment community. MVCA educates, advocates and communicates to legislators, the media and the general public on 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.

### Research

MVCA distributes an annual research report, which provides 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 provide information about 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.

### Outreach

MVCA broadens the reach of Michigan's entrepreneurial and investment community by building relationships and educating national partners on opportunities and trends in Michigan.

### Programs

MVCA provides program development assistance to Michigan's entrepreneurial and economic support organizations on matters targeting Michigan's talent and capital gaps. In this role, MVCA collaborates with organizations by facilitating research, providing direction and assembling feedback within the proposed programs' scope to help shape the ultimate goals and desired outcomes of the program, so that they best suit the identified needs of Michigan's entrepreneurial and investment community.

- **Venture Fellows:** MVCA aims to increase the number of venture professionals in Michigan and accelerate fundraising and deployment of capital into early-stage companies. Venture Fellows launch their venture capital careers at Michigan-based venture firms.
- **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 in an effort to help shape the ultimate goals and outcomes of their initiatives so they may better address the identified needs of Michigan's entrepreneurial and investment community.



We wanted to give a special shout out to our MVCA Summer Intern Myna Palakurthi! Myna is a senior at the University of Michigan-Stephen M. Ross School of Business where she is pursuing a bachelor's degree in business administration. She played a critical role in developing the newly updated 2019-2020 Michigan Entrepreneurial & Investment Guide. Over the summer, she was responsible for coordinating, reviewing, and completing the Landscape Guide entries for more than 200 venture firms, angel groups, service providers, and entrepreneurial support organizations. Her hard work and dedication to the project was an incredible asset to MVCA and its members. Thank you, Myna!



# 2019

## IMPACT BY THE NUMBERS

A snapshot of Michigan's growing entrepreneurial and investment community from the 2019 MVCA Research Report. Read the full report at [www.MichiganVCA.org](http://www.MichiganVCA.org)!

859

Angel Investors

140

Venture-Backed Companies in Michigan

Every **\$1 Invested** in a Michigan Startup by a Michigan-Based Venture Capital Firm **Attracts \$7.85** of Investment from Outside of Michigan

533

Venture Firms from Outside of Michigan have Invested in Michigan-Based Startups

\$52M

Angel Capital Invested in 84 Michigan Startups in 2018

27  
Venture Capital Firms

85

Venture Capital Professionals

\$385M

Venture Capital Invested in **61 Michigan Startups** in 2018

\$3.7B

Total Capital Under Management





# DIVERSITY IN MICHIGAN'S ENTREPRENEURIAL & INVESTMENT COMMUNITY

For the last five years, MVCA has studied the presence and roles of female venture capital professionals, LGBTQ+ individuals and racial minorities within Michigan's entrepreneurial and investment community.

## Total Capital Invested in Michigan

In Michigan, 61 startups received nearly \$385 million from venture capital firms in 2018. Of that, \$53 million was invested in 16 Michigan startup companies led by a CEO who is a member of an underrepresented group.

- \$20 million invested in female-led startups
- \$33 million invested in racial minority-led startups
- \$225,000 invested in LGBTQ+-led startups

## Diversity in Michigan's Entrepreneurial Community\*

There are currently 140 venture-backed startup companies in Michigan.

- 13% of Michigan venture-backed startups were led by a CEO who is a racial minority, compared to 4% of CEOs of Fortune 500 companies nationally. 39% of the U.S. population are racial minorities.<sup>1</sup>
- 10% of Michigan venture-backed startups were led by a female CEO, compared to 5% nationally.<sup>ii</sup> 50% of the U.S. population are female.<sup>i</sup>

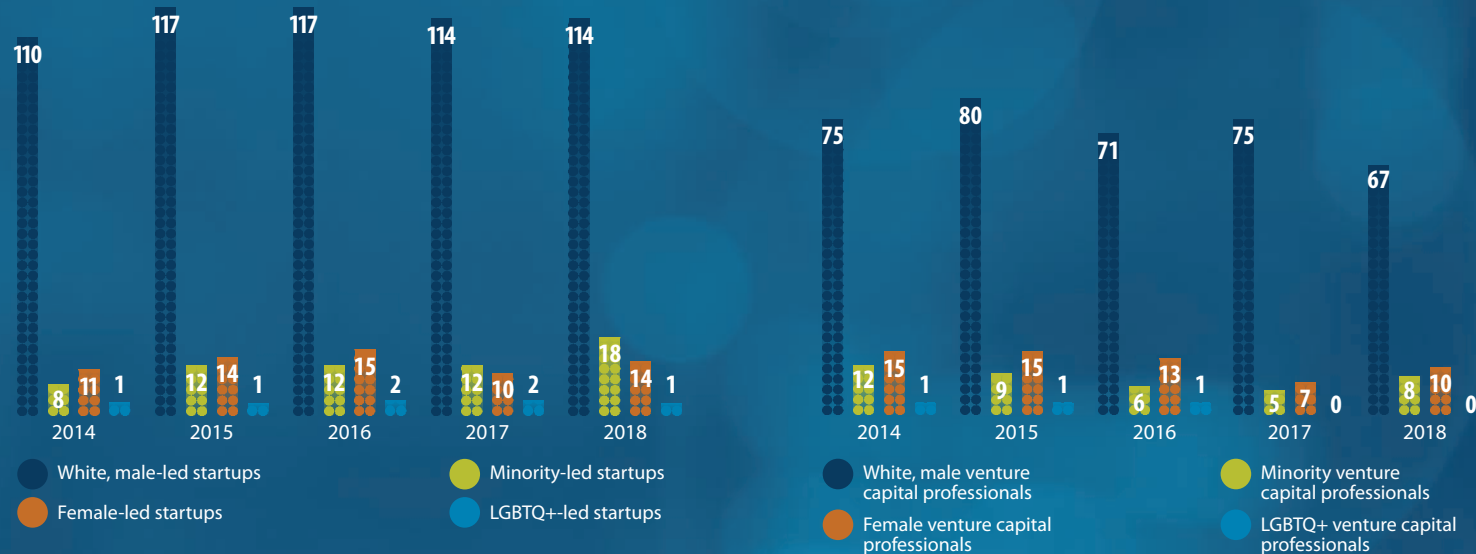
There are currently 18 startup companies in Michigan led by a CEO who is a racial minority. This is a 125% increase over the last five years.

- 1% of Michigan venture-backed startups were led by a CEO who identifies as LGBTQ+. 5% of the U.S. population identifies as LGBTQ+.<sup>iii</sup>

## Diversity in Michigan's Venture Capital Community\*

There are currently 85 venture capital professionals in Michigan.

- 9% of venture capital professionals in Michigan are racial minorities, compared to 30% of venture capital professionals nationally.<sup>iv</sup> 39% of the U.S. population are racial minorities.<sup>1</sup>
- 12% of venture capital professionals in Michigan are female, compared to 18% of venture capital professionals nationally.<sup>iv</sup> 50% of the U.S. population are female.<sup>i</sup>
- None of the venture capital professionals in Michigan identify as LGBTQ+. 5% of the U.S. population identifies as LGBTQ+.<sup>iii</sup>



\* If an individual falls into multiple categories, the total may be greater than 100%  
<sup>1</sup> U.S. Census Bureau <sup>ii</sup> Girls Who Code <sup>iii</sup> Gallup <sup>iv</sup> Where Did You Go to School? By Richard Kerby

# THE POWER OF FOCUS

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We are dedicated to providing tax, valuation, and investigative solutions to venture capital funds in their quest for **maximum returns**.

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# HELPS

Our **Technology Industry Group** provides banking and investment management products to help 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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## Make the mark.

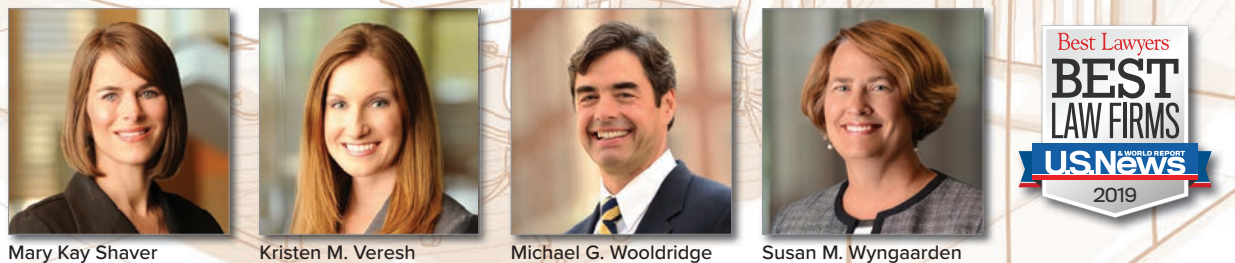
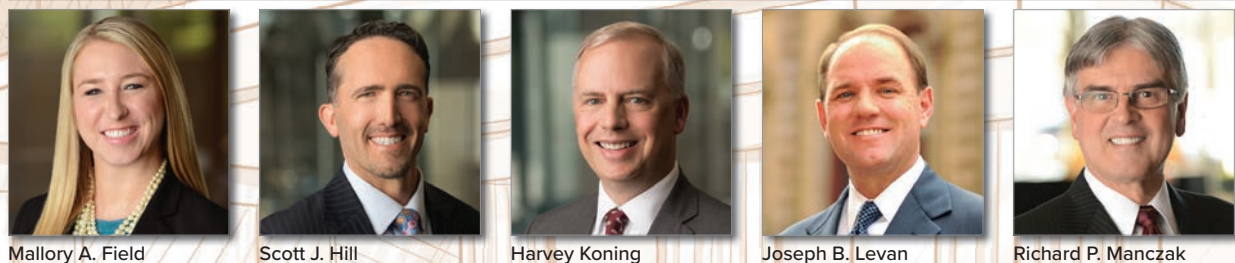
Serving over 200 investment funds, we provide various services that help entrepreneurial and investor communities thrive, such as transaction advisory services, operations commercialization, investment structuring consulting, and more.

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## Entrepreneurship.

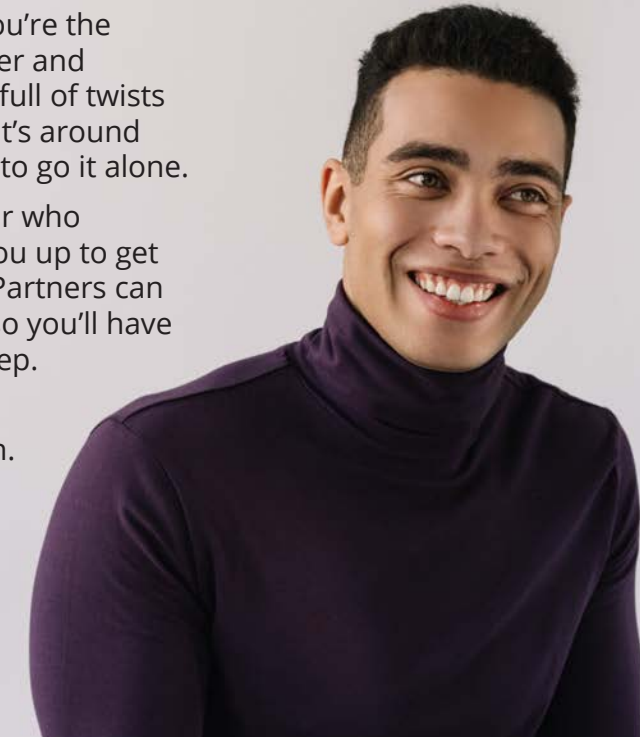
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