



**ECONOMIC GROWTH INSTITUTE**  
UNIVERSITY OF MICHIGAN



Defense Manufacturing  
Assistance Program

# **Resource Guide**

of Federal and State Programs  
for Communities and Businesses

*Rev. January 2018*



*This document was prepared under contract with the Regents of the University of Michigan, with financial support from the Office of Economic Adjustment, Department of Defense.*

*The content reflects the views of the Regents of the University of Michigan and does not necessarily reflect the views of the Office of Economic Adjustment.*



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## Introduction

This guide details state and federal programs and resources, tax incentives, funding sources, and development organizations for community, economic development, and business development. The information contained in this guide is based on research from several sources including state and federal tax agencies, economic development organizations, and many other organizations. Selected reference list and contact information for most programs is available at the end of this document. Please contact the applicable organization for the most current information and further details on available programs and incentives.

The Defense Manufacturing Assistance Program (DMAP) is a collaboration between the University of Michigan's Institute for Research on Labor, Employment, and the Economy (IRLEE) and the US Department of Defense's Office of Economic Adjustment. Funding is also provided by the Michigan Economic Development Corporation.

This guide was produced by DMAP and a comprehensive update was completed in **October 2017**. Since information changes periodically, the guide may contain outdated material. While DMAP makes every reasonable effort to present current and accurate information, no guarantee of any kind is made.

## Federal and State Incentives Overview

The information in this document is only a small part the many federal, state, and local programs and incentives available. DMAP researchers will periodically update this document to provide the most comprehensive list possible. As new programs and incentives become available and DMAP's geographic area changes, this document will be revised to reflect new opportunities. Please visit our website often for the most up to date version of this and other resources.



# 1. Federal Community Resources

## 1.1 Community Development Block Grant (CDBG) Program

The CDGB program, funded through the US Department of Housing and Urban Development (HUD), promotes community growth and economic development by providing funds that may be used for a variety of community development needs.

[http://portal.hud.gov/hudportal/HUD?src=/program\\_offices/comm\\_planning/communitydevelopment/programs](http://portal.hud.gov/hudportal/HUD?src=/program_offices/comm_planning/communitydevelopment/programs)

## 1.2 Economic Development Administration (EDA)

The EDA is a unit of the Department of Commerce that coordinates and implements federal economic development goals. The EDA manages and distributes a number of funding programs to state and local institutions in the form of grants.

<http://eda.gov/>

## 1.3 Employment and Training Administration (ETA)

The ETA is a unit of the Department of Labor that provides job training, funding for public employment service programs, and unemployment benefits especially for more vulnerable groups in the workforce through state and local workforce agencies and programs.

<http://www.doleta.gov/>

## 1.4 Flood Mitigation Assistance

Grants administered by the Federal Emergency Management Agency (FEMA) relevant to redevelopment of industrial sites originally located on floodplains that are at higher risk for flood damage. Flood Mitigation Assistance allows communities to off-set the cost of improving and upgrading existing buildings at risk during major flood events. <http://www.fema.gov/flood-mitigation-assistance-program>

## 1.5 Office of Community Planning and Development (CPD)

CPD is a unit of the Department of Housing and Urban Development (HUD) that promotes broad based community development and revitalization through job creation, creation of affordable housing, and improving local government services for low and moderate income persons.

[http://portal.hud.gov/hudportal/HUD?src=/program\\_offices/comm\\_planning](http://portal.hud.gov/hudportal/HUD?src=/program_offices/comm_planning)

## 1.6 Office of Economic Adjustment (OEA)

The OEA is a unit of the Department of Defense that assists local communities to adapt to DoD program changes, expansions and cutbacks, and incompatibilities between military operations and local development.

<http://www.oea.gov/>

## 2. Michigan Community Resources

### 2.1 Brownfield Redevelopment Authority (BRA)

Municipalities have the opportunity to create a BRA that allows local decision making in the various aspects of brownfield redevelopment

<http://www.michiganbusiness.org/cm/files/fact-sheets/brownfieldredevelopmentauthoritypa381.pdf>

### 2.2 Brownfield Tax Increment Financing (TIF)

TIF allows applicable taxing jurisdictions to receive property taxes on the property at the current level and capture the incremental increase in tax revenue resulting from a redevelopment project.

<https://www.miplace.org/programs/brownfield-tax-increment-financing/>

### 2.3 Business Improvement District/Provincial Shopping District/Business Improvement Zone (BID/PSD/BIZ)

Local governments may establish a BID or PSD and private property owners may establish a BIZ to promote economic development within a specific area.

<http://www.michiganbusiness.org/cm/files/fact-sheets/businessimprovementdistrict.pdf>

### 2.4 Core Communities

For qualified local governments, Core Communities provides economic development tools specifically to target the needs of older, urban communities.

[http://www.michiganbusiness.org/cm/files/fact-sheets/core\\_communities.pdf](http://www.michiganbusiness.org/cm/files/fact-sheets/core_communities.pdf)

### 2.5 Conditional Land Use Transfer

The Conditional Land Use Transfer act allows two or more municipalities the option of conditionally transferring land to one another.

<https://www.miplace.org/globalassets/media-documents/placemaking/community-development-guide/conditional-land-use-transfer-pa-425.pdf>

### 2.6 Corridor Improvement Authority (CIA)

The Corridor Improvement Authority is designed to assist communities with funding improvements in commercial corridors outside of their main commercial or downtown areas.

<https://www.miplace.org/globalassets/media-documents/placemaking/community-development-guide/corridor-improvement-authority-pa-280.pdf>

### 2.7 Commercial Redevelopment Act

Through property tax abatement, local governmental units are encouraged to invest in commercial property, through replacement, restoration, or new construction.

[http://www.michiganbusiness.org/cm/files/fact-sheets/com\\_redev\\_act-255.pdf](http://www.michiganbusiness.org/cm/files/fact-sheets/com_redev_act-255.pdf)

## **2.8 Commercial Rehabilitation Act**

Through property tax abatement, local governments are encouraged to rehabilitate commercial property.

<http://www.michiganbusiness.org/cm/files/fact-sheets/commercialrehabilitationact.pdf>

## **2.9 Community Action Agency (CAA)**

The CAA serves Jackson, Lenawee, and Hillsdale counties for long term antipoverty initiatives by offering wide range of programs including education, housing, nutrition, etc.

<http://www.caajlh.org/>

## **2.10 Community Economic Development Association of Michigan (CEDAM)**

CEDAM helps its members to create vibrant, sustainable, and resilient communities by offering high quality training, technical assistance, capacity building, and policy advocacy.

<http://cedam.info/>

## **2.11 Downtown Development Authority (DDA)**

Through the DDA, qualified local governments can receive a variety of funding support for developing a downtown district, including a tax increment financing mechanism.

<http://www.michiganbusiness.org/cm/files/fact-sheets/downtowndevelopmentauthority.pdf>

## **2.12 Historic Neighborhood TIFA**

A Historic Neighborhood Tax Increment Financing Authority (HNTIFA) may be established. An HNTIF may use its funds, including tax increment financing, to fund residential and economic growth in local historic districts.

<https://www.miplace.org/globalassets/media-documents/placemaking/community-development-guide/historic-neighborhood-tax-increment-financing-authority-pa-530.pdf>

## **2.13 Industrial Property Tax Abatement (PA 198)**

Industrial property tax abatements encourage Michigan manufacturers and high technology operations to build new plants, expand existing plants, renovate aging plants, or add new machinery and equipment.

<http://www.michiganbusiness.org/cm/Files/Fact-Sheets/IndustrialProptaxAbatePA198.pdf>

#### **2.14 Local Development Financing Act (LDFA)**

The LDFA allows eligible entities to establish area boundaries, create and implement a development plan, acquire and dispose of interests in real and personal property, issue bonds and use tax increment financing to fund public infrastructure improvements for eligible property.

<https://www.miplace.org/globalassets/media-documents/placemaking/community-development-guide/local-development-financing-act-pa-281.pdf>

#### **2.15 MDEQ Brownfield Grant and Loan Program**

The Michigan Department of Environmental Quality provides financial support to local units of government to identify and address environmental issues that hinder the redevelopment of a brownfield site.

[http://www.michigan.gov/deq/0,4561,7-135-3311\\_4109\\_29262---,00.html](http://www.michigan.gov/deq/0,4561,7-135-3311_4109_29262---,00.html)

#### **2.16 Michigan Community Development Association (MCDA)**

MCDA is an organization dedicated to represent and support community development practitioners. Members receive benefit through technical assistance, training, and networking.

<http://mcdahome.org/>

#### **2.17 Michigan Community Development Block Grant Initiatives**

Eligible municipalities can receive portions of the Community Development Block Grant funding to address community development initiatives. Eligible projects include: housing rehabilitation, code enforcement, acquisition of real property, demolition, infrastructure and public facility improvements, economic development, and social services. (refer to 1.1)

<http://www.michiganbusiness.org/cm/files/fact-sheets/cdbg.pdf>

#### **2.18 Michigan Community Revitalization Program**

The MCRP provides grants, loans, or other economic incentives to projects that revitalize regional urban areas, act as a catalyst for additional investment in a community, reuse vacant or historic buildings, and promote mixed use and sustainable development.

<http://www.michiganbusiness.org/cm/Files/Fact-Sheets/CommunityRevitalizationProgram.pdf>

#### **2.19 Michigan Economic Developers Association (MEDA)**

MEDA supports its members, partners, and stakeholders by providing education, legislative updates, networking, and advocacy initiatives on economic development.

<https://www.medaweb.org/>

## 2.20 Michigan Redevelopment Ready Communities Program (RRC)

The RRC Program is a state-wide certification effort that assists in establishing redevelopment strategies and efficient processes in local communities. RRC certification allows a community to build confidence among businesses and developers by creating a solid foundation.

<http://www.michiganbusiness.org/cm/files/fact-sheets/redevelopmentreadycommunitiesprogram.pdf>

## 2.21 Michigan Law – Community and Economic Development Clinic (CEDC)

The CEDC provides transactional legal services to nonprofit and community based-organizations, social enterprises, and neighborhood-based entrepreneurs and small businesses.

<http://www.law.umich.edu/clinical/CEDC/Pages/default.aspx>

## 2.22 Neighborhood Enterprise Zone (NEZ)

The NEZ program provides a tax incentive for the development and rehabilitation of residential housing.

<https://www.miplace.org/globalassets/media-documents/placemaking/community-development-guide/neighborhood-enterprise-zone-pa-147.pdf>

## 2.23 Neighborhood Improvement Authority (NIA)

A Neighborhood Improvement Authority (NIA) may be established. An NIA may use its funds, including tax increment financing, to fund residential and economic growth in residential neighborhoods.

<https://www.miplace.org/globalassets/media-documents/placemaking/community-development-guide/neighborhood-improvement-authority-pa-61.pdf>

## 2.24 Obsolete Property Rehabilitation Act (OPRA)

OPRA provides for a tax incentive to encourage the redevelopment of obsolete buildings. New exemptions will not be granted after December 31, 2026, but an exemption then in effect will continue until the certificate expires.

<http://www.law.umich.edu/clinical/CEDC/Pages/default.aspx>

## 2.25 Personal Property Tax Relief in Distressed Communities (PA 328)

Eligible distressed communities and county seats can receive personal property tax abatements on new investments made by qualified businesses.

<http://www.michiganbusiness.org/cm/files/fact-sheets/personalproptax328.pdf>

## 2.26 Redevelopment Liquor Licenses

The Liquor Control Commission (LLC) may issue new public on-premises liquor licenses to local units of government. In order to allow cities to enhance the quality of life for their residents and visitors to their communities, the LLC may issue public on-premises licenses in addition to those quota licenses allowed in cities.

<https://www.miplace.org/globalassets/media-documents/placemaking/community-development-guide/redevelopment-liquor-licenses-pa-501.pdf>

# 3. Federal Business Resources

## 3.1 ARPA-E

The Advanced Research Projects Agency-Energy (ARPA-E) advances high-potential, high-impact energy technologies that are too early in their development stage for private-sector investment. ARPA-E awardees are unique because they are developing entirely new ways to generate, store, and use energy.

<http://arpa-e.energy.gov/>

## 3.2 Available Technologies Search Tool

The Available Technologies Search Tool is a free resource provided by the Federal Laboratory Consortium to quickly search government and laboratory websites and records to locate licensing opportunities for a particular type of technology.

<https://flcbusiness.federallabs.org/#/>

## 3.3 DARPA

DARPA reaches for transformational change instead of incremental advances by working within an innovation ecosystem that includes academic, corporate, and governmental partners, with a constant focus on the nation's military services, which work with DARPA to create new strategic opportunities and novel tactical options.

<http://www.darpa.mil/>

## 3.4 DMAP

DMAP assists companies and communities that have been impacted by downsizing in the defense industry, through advisory services and projects. DMAP is funded by the Department of Defense's Office of Economic Adjustment, and its funds are used to execute projects for companies and communities. Companies are required to put up matching funds, while communities do not need to put up matching funds.

<http://defensemap.org/>

### **3.5 Environmental Protection Agency (EPA)**

As an agency dedicated to implementing and regulating federal environmental law, the EPA provides a number of grants for brownfield and other contaminated site clean ups, as well as regulating contamination remediation efforts.

<http://www.epa.gov/>

### **3.6 Export.gov**

Export.gov is a federal program that provides single-point assistance and resources for American companies that seek to export goods. Some of their services include tariff and customs, contract, intellectual property, and investment navigation.

<http://export.gov/>

### **3.7 Grants.gov**

Grants.gov offers easy public access to the 1000+ federal grant opportunities, ranging in a variety of topic categories, including business and commerce, community development, and employment and training.

<http://www.grants.gov/>

### **3.8 Great Lakes Trade Adjustment Center (GLTAAC)**

The GLTAAC is a federally funded, non-profit organization that provides business assistance to manufacturers that have been hurt directly by imports in Michigan, Ohio, and Indiana. GLTAAC offers to help develop a recovery plan and up to \$75,000 matching funds to carry it out for qualified companies.

<http://www.gltaac.org/the-process/>

### **3.9 International Trade Administration (ITA)**

The ITA is a federal program that provides counseling, advocacy, intelligence, networking, and diplomatic services to U.S. businesses.

<http://www.trade.gov/>

### **3.10 Minority Business Development Agency (MBDA)**

With the goal of promoting the growth and competitiveness of businesses owned and operated by members of minority communities, the MBDA primarily provides counseling and training to minority entrepreneurs, including start-up, management, and expansion.

<http://www.mbda.gov/main/programs>

### **3.11 National Excess Manufacturing Capacity Catalog (NEXCAP)**

NEXCAP promotes business expansion and innovation, regional economic development, and job growth by matching companies looking to relocate, expand, or diversify with vacant manufacturing sites/facilities and communities with room to grow.

<http://edastayusa.org/>



### **3.12 SBIR/STTR**

The Small Business Technology Transfer (STTR) program expands funding opportunities specifically to smaller, domestic businesses in the federal innovation research and development (R&D) arena. Central to the program is expansion of the public/private sector partnership to include the joint venture opportunities for small businesses and nonprofit research institutions.

<https://www.sbir.gov/>

### **3.13 SkillsUSA**

SkillsUSA is workforce development organization partnering with students, teachers, and industries. It offers programs of citizenship, leadership, employability, technical and professional skills training.

<http://www.skillsusa.org/>

### **3.14 Small Business Administration (SBA)**

The SBA provides loans, loan guarantees, bond guarantees, counseling sessions, and other assistance to small businesses.

<http://www.sba.gov/>

### **3.15 US Patent and Trademark Office - Inventor & Entrepreneur Resources**

From patents for startups to other resources that vary from state to federal for entrepreneurs or inventors are shown here for use. This website helps build a startup by educating entrepreneurs on the various resources and protections they have at their disposal.

[http://www.uspto.gov/learning-and-resources/inventors-entrepreneurs-resources?utm\\_medium=email&utm\\_source=govdelivery](http://www.uspto.gov/learning-and-resources/inventors-entrepreneurs-resources?utm_medium=email&utm_source=govdelivery)

### **3.16 US Trade and Development Agency (USTDA)**

The USTDA assists companies looking to export in developing and middle-income countries by providing funding in the form of grants, networking with international companies, and consulting services as well as financing from other sources.

<http://www.ustda.gov/>

## 4. Michigan Business Resources

### 4.1 Accelerate Michigan Innovation Competition

With the goal of making an immediate and positive impact on Michigan's economy, this international business competition connects later stage entrepreneurial companies with local, national, and international investors as well as awarding nearly \$1,000,000 in prizes.

<http://www.acceleratemichigan.org/>

### 4.2 Automation Alley

Automation Alley helps technology-focused businesses in various stages of development across Southwest Michigan by focusing on entrepreneurship, defense industry opportunities, international business services, and educational initiatives.

<http://www.automationalley.com/Home.aspx>

### 4.3 Biosciences Research and Commercialization Center (BRCC)

The BRCC is dedicated to the commercialization of promising life sciences discoveries encompassing medical devices, pharmaceuticals, and diagnostics by investing from \$25,000 to \$250,000 in Michigan based businesses in the life sciences sector. <http://www.brcc.wmich.edu/default.asp>

### 4.4 Bizdom

Bizdom engages individually with interested businesses to identify capital opportunities and connections within the Rock Ventures Family of Companies and its network of non-profit partners as well as providing educational services for entrepreneurs. <http://bizdom.com/>

### 4.5 Business Accelerator Fund

The Business Accelerator Fund managed by MI-SBDC in partnership with MEDC and Michigan's network of business accelerators, provides specialized business acceleration services to companies commercializing advanced technology located within a designated SmartZone. <http://sbdcMichigan.org/business-accelerator-fund/>

### 4.6 Capital Access Program (CAP)

CAP provides credit to for-profit businesses with fewer than 500 employees unable to acquire conventional sources of credit and allows them to gain previously unavailable private bank financing.

<http://www.michiganbusiness.org/cm/files/fact-sheets/capaccess.pdf?rnd=1476113438000>

#### **4.7 Central Michigan Research Corp. (CMRC)**

CMRC offers entrepreneurs the chance to gain access to resources through a structured program, including experienced mentors, market research, and various office spaces and wet labs to grow in.

<https://cmurc.com/>

#### **4.8 Department of Environmental Quality (DEQ)**

The Michigan DEQ offers a checklist, assistance, and additional resources in an effort to assure permits are issued promptly to new businesses. (Refer to 2.1)

[http://www.michigan.gov/deq/0,4561,7-135-3307\\_29692---,00.html](http://www.michigan.gov/deq/0,4561,7-135-3307_29692---,00.html)

#### **4.9 Department of Insurance and Financial Services (DIFS)**

The DIFS regulates Michigan's financial industries including consumer finance, financial institutions, and insurance in order to promote economic growth and consumer protection.

<http://www.michigan.gov/difs>

#### **4.10 Department of Human Services (DHS)**

The Michigan DHS issues Adult Foster Care, Homes for the Aged, Child Care and Child Welfare licenses to individuals, corporations, limited liability companies and certain government entities for the provision of supervised care or placement services.

<http://www.michigan.gov/mdhhs>

#### **4.11 Detroit Creative Corridor Center (DC3)**

DC3 delivers resources, technical assistance, networking services, strategic counsel, and development support to small-to-medium creative ventures in Detroit.

<http://detroitc3.com/what-we-do/business-support/>

#### **4.12 Emerging Technologies Fund (ETF)**

The Michigan ETF matches federal funding to support commercialization of Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR) projects. This primarily applies to technology companies in federal research and development. (Refer to 3.11) <http://sbdcmichigan.org/etf/>

#### **4.13 Energy Efficiency and Renewable Energy Revolving Loan Fund**

The EERE provides low-interest loans to small Michigan based companies interested in energy efficiency and renewable energy projects.

<http://www.michiganbusiness.org/cm/Files/Fact-Sheets/EERE-Loans.pdf>

#### **4.14 Facilities and Incubators**

The following is a list of Michigan business incubators and facilities as well as various governmental services that provide business development support.

<http://www.michiganbusiness.org/start-up/business-assistance/>

#### **4.15 First Customer Program**

FCP, funded by MEDC, assists companies with identifying first customers, gaining introductions, and closing details. FCP is focused on start-up tech companies that need both preparation for and introduction to their first customers. FCP provides matching funds of up to \$25,000 for projects to assist Michigan small businesses to achieve their goals.

<http://irlee.umich.edu/fcp/>

#### **4.16 Great Lakes Entrepreneurs Quest Competition**

MiQuest is a support organization that assists entrepreneurs in starting, developing, or accelerating high-growth businesses through training, coaching, and mentoring. Participants in the GLEQ Business Plan competition are eligible to compete in the following business paths: New Business Idea, Emerging Company, and Venture Drive. Competitors have the chance to win seed capital and other valuable services.

<http://miquest.org/>

#### **4.17 GreenLight Business Model Competition**

The GreenLight Business Model Competition is a startup event series that brings together entrepreneurs and small business supporters from all over the State of Michigan. Participants pitch their business ideas to a panel of judges for a chance at winning up to \$50,000 in prizes.

<http://greenlightmichigan.com/>

#### **4.18 Inventors Council of Mid-Michigan**

The Inventors Council of Mid-Michigan is a non-profit organization that supports inventors in bringing new and innovative products to market by providing education and business networking.

<http://inventorscouncil.org/>

#### 4.19 Invest Michigan! Mezzanine Fund

In cooperation with U.S. SBA (see 3.14), the fund offers flexible funding options and assistance to entrepreneurs and businesses that are either headquartered in Michigan, have a significant presence in Michigan, or are in the process of relocating to Michigan. Investments are made across a broad range of sectors, including industrial manufacturing, business services, health care, technology, and consumer products.

<http://www.investmichiganfund.com/mezzanine/>

#### 4.20 LSSU Product Development Center (PDC)

The PDC provides prototype device or process engineering in the areas of mechanical, electrical, software, manufacturing and robotic/automation, statistical analysis, technical writing and documentation for businesses for fee. If additional services are needed, the PDC also collaborates with other university departments, nearby SmartZones and MEDC.

<https://www.lssu.edu/school-of-engineering-and-technology/product-development-center/>

#### 4.21 MATch Energy Grant

The Michigan Accelerating Technologies Energy Grant, funded by the MEDC, provides cost-share and/or commercialization funds to eligible Michigan businesses and researchers applying for energy-related, non-SBIR/STTR federal funding.

<https://www.nextenergy.org/match/>

#### 4.22 Michigan Accelerator Fund

The Michigan Accelerator Fund is an investment partnership that invests in Michigan-based, early stage companies in six target sectors: advanced manufacturing, life sciences technology, homeland security, alternative energy technology, information technology, and agriculture, while primarily focused on the health sciences industry.

<http://www.maf-1.com/>

#### 4.23 Michigan Angel Fund (MAF)

The MAF is a for-profit pooled professionally managed angel fund established by Ann Arbor SPARK and the MEDC to help finance early stage Michigan companies.

<http://www.miangelfund.com/>

#### **4.24 Michigan Assistance Program**

BBC, etc. provides SBIR/STTR training and proposal development services to technology-based entrepreneurs and early-stage companies throughout Michigan. If successful, SBIR/STTR applicants will win commercialization funding from the Emerging Technologies Fund (ETF). (Refer to 4.7)

<http://bbcetc.com/capabilities/sbir-sttr-research-grant-assistance/the-michigan-program/>

#### **4.25 Michigan Business Development Program (MBDP)**

The MBDP provides performance based grants, loans, and other economic assistance to qualified businesses making investments and/or creating jobs in Michigan.

<http://www.michiganbusiness.org/cm/files/factsheets/michiganbusinessdevelopmentprogram.pdf>

#### **4.26 Michigan Corporate Relations Network (MCRN)**

The MCRN is a statewide effort to connect Michigan's corporations with assets from Michigan's six major research universities including searching for available university researchers, resources, as well as providing funds to hire student interns

<http://www.michigancrn.org/>

#### **4.27 Michigan Department of Licensing and Regulatory Affairs (LARA)**

LARA facilitates business growth and job creation while protecting Michigan residents through a transparent regulatory structure. LARA records and issues business licenses.

<http://www.michigan.gov/lara/>

#### **4.28 Michigan Economic Development Corporation (MEDC)**

The MEDC is a state partnership with private stakeholders and organizations that promotes economic development and job creation through projects and services, such as business start-up assistance, site selection assistance, export assistance, community development assistance, and grant and funding resources.

<http://www.michiganbusiness.org>

#### **4.29 Michigan eLibrary Business (MeL Business)**

MeL Business provides free access to valuable resources that can be used to identify key partners, reach out to support organizations, conduct research, and establish a connection with a local library.

<http://business.mel.org/>

#### **4.30 Michigan Manufacturing Technology Center (MMTC)**

The MMTC provides direct technical assistance to small- and medium-sized manufacturers to provide educational and personalized consulting resources, including leadership development and growth programs. The Center also offers performance bench-marking to compare a business to its peers and to make recommendations for improvement.

<http://www.michiganbusiness.org/cm/files/fact-sheets/michiganmfrgtechctr.pdf>

#### **4.31 Michigan Pre-Seed Loan Program**

The Michigan Pre-Seed Loan Program partners with local SmartZones to support high-tech start-up companies as they near commercial viability by providing access to early-stage capital, up to \$50,000. Companies developing technologies in advanced automotive, manufacturing and materials, alternative energy, homeland security and defense and life sciences, statewide are eligible for these funds.

<http://www.michiganbusiness.org/grow/access-capital/>

#### **4.32 Michigan Small Business Development Center (SBDC)**

The SBDC provides counseling, training, and secondary market research for Michigan businesses at every stage in their development.

<http://www.sbdcmichigan.org/>

#### **4.33 Michigan SmartZones<sup>SM</sup>**

SmartZones supply regional assistance to technology-based firms, researchers, and entrepreneurs to connect with and utilize surrounding resources to grow their business.

<http://www.michiganbusiness.org/cm/files/fact-sheets/mismartzonefactsheet.pdf>

#### **4.34 Michigan Technical Education Centers**

Eighteen state-of-the-art Michigan Technical Education Centers (M-TECs) provide educational, training, and workforce development infrastructure for Michigan's businesses.

<http://www.michiganbusiness.org/cm/files/fact-sheets/michigantechnicaleducationcentersmtec.pdf>

#### **4.35 Michigan Works! Association**

Michigan Works! is a state partnership with private business leaders to promote job creation and workforce skill development, through services such as workforce training workshops and small business guidance.

<http://www.michiganworks.org/about-michigan-works/the-association>

#### **4.36 Midland Tomorrow Innovation Center**

The Midland Tomorrow Innovation Center is a business incubator that connects its members with capital, talent, tools, educational opportunities, and a wide network with service providers and investors.

<http://www.midlandtomorrow.org/Innovation-Center.aspx>

#### **4.37 New Enterprise Forum**

The New Enterprise Forum links entrepreneurs with management expertise, joint venture partners, business services, capital, and other critical resources.

<http://newenterpriseforum.org/>

#### **4.38 NextEnergy**

NextEnergy is a nonprofit organization that accelerates advanced energy technologies by offering technologically focused services including testing and validation services and a technology acceleration space as well as general business support to drive industry growth and sustainability.

<https://www.nextenergy.org/>

#### **4.39 Northern Initiatives**

Northern Initiatives is a community development financial institution to provide loans and business services to small business owners and entrepreneurs in the Northern rural Michigan and neighboring Wisconsin.

<http://www.northerninitiatives.org/>

#### **4.40 Procurement Technical Assistance Center (PTAC)**

11 PTAC centers throughout Michigan were established under the U.S. Department of Defense in order to guide businesses through various processes to secure, perform, and retain government contracts.

<http://www.ptacsofmichigan.org/>

#### **4.41 Pure Michigan Business Connect (PMBC)**

PMBC connects Michigan businesses through business-to-business networks that encourage companies to increase their procurement spending within the state.

<http://www.michiganbusiness.org/grow/pure-michigan-business-connect/>

#### **4.42 Pure Michigan Business Connect Economic Gardening Services**

The Economic Gardening program is designed to provide significant, sophisticated technical research assistance to qualified second-stage companies with the intent and capacity to grow their business

<https://michigan.nationalcentereg.org/>



#### 4.43 Pure Michigan Venture Match Fund (PMVMF)

The PMVMF co-invests, alongside qualified venture capital firms, in early stage technology companies that are based in Michigan. PMVMF is open to Michigan companies that have secured an equity investment commitment led by a qualified venture fund.

<http://www.michiganbusiness.org/pmvm-timeline/>

#### 4.44 Renaissance Zone Act

Renaissance Zones are project specific, parcel specific designations. Renaissance Zone types include Agricultural Processing Renaissance Zones (APRZ), Forest Products Processing Renaissance Zones (FPPRZ), Michigan Strategic Fund Designated Renaissance Zones (MSF RZS), Renewable Energy Renaissance Zones (RERZS), and Tool & Die Recovery Zones.

<http://www.michiganbusiness.org/renaissance-zones/>

#### 4.45 Small Company Innovation Program/ Technology Commercialization Program (SCIP/TCA)

The Michigan Corporate Relations Network (MCRN) Small Company Innovation Program (SCIP)/ Technology and Commercialization Assistance (TCA) provides matching funds up to \$40,000 to Michigan small businesses to help cover the cost of conducting a research project at any Michigan public university.

<http://www.michiganocrn.org/small-company-innovation-and-commercialization-assistance/>

#### 4.46 Tech Talent Transfer Network

This \$2.4 million initiative matches entrepreneurs with university innovators to commercialize university technology

<http://techtransfer.umich.edu/for-industry/>

#### **4.47 The Starting Block**

The Starting Block is an incubator focused on developing businesses in the food or natural resource arenas by providing properly equipped, licensed, and inspected food processing kitchens at reasonable rentals without the initial investment in costly facilities and equipment.

<http://www.startingblock.biz/index.html>

#### **4.48 Michigan Department of Treasury – Michigan Treasury Online**

The Michigan Department of Treasury's online tool, Michigan Treasury Online (MTO), provides registered businesses with the ability to access, view, and make changes to account specific information that Treasury has captured from their application as well as pay SUW (Sales, Use, and Withholding) taxes online.

[http://www.michigan.gov/taxes/0,4676,7-238-43519\\_67656---,00.html](http://www.michigan.gov/taxes/0,4676,7-238-43519_67656---,00.html)

#### **4.49 Unemployment Insurance Agency (UIA)**

The UIA administers the unemployment insurance program in Michigan and educates employers on unemployment insurance taxes as well as providing other services.

<http://www.michigan.gov/uia>

## 5 Local Business Resources

Many of the following are state or federal programs whose resources are distributed through local channels. We recommend researching the local county business development office, chamber of commerce, incubator or accelerator, and college and university for more information about these and additional resources in your region. The resources below are not comprehensive.

### 5.1 Business Event Calendar

Check your local, county, or regional business development office (i.e. local chamber of commerce or accelerator) for a calendar of business support events, trainings, and workshops in your area.

### 5.2 Business Site Selection

The county may assist business owners in finding the best location for their businesses. Counties may also provide useful information and statistics for site selecting.

### 5.3 Business Support Organization, Incubator, or Accelerator Program

The county may offer assistance for start-up and industry-specific businesses, including lending programs. Below are three examples. Look for similar opportunities through your local or regional incubator or accelerator.

#### **Lansing Economic Area Partnership (LEAP) – Business Accelerator Fund**

LEAP is a regional economic development group consisting of community leaders of the greater Lansing area offers early stage companies funding through the Business Accelerator Fund to accelerate growth or assist secondary business operations.

<http://www.purelansing.com/Are-you-Starting-a-new-business/Funding>

#### **Macomb-OU INCubator**

Focused on defense and homeland security, alternative energy and advanced manufacturing businesses in Southeast Michigan, this incubator provides office space, networking, and business support.

<http://www.oakland.edu/macombouinc/>

#### **SPARK Boot Camp**

Boot Camp teaches an efficient and proven method to validate business concepts. Designed for entrepreneurs who are prepared to assess and validate the feasibility of their business concept, build a business model, and find beta customers. This resource is offered to Michigan SmartZone clients. (refer to 4.34)

<http://www.annarborusa.org/start-here/entrepreneur-education-training/boot-camp>

### **SPARK Business Accelerator engagement**

SPARK Business Accelerator services help start-up companies accelerate through their lifecycle from initial idea to commercialization by providing engagement resources such as Business plan development and management coaching. Engagement provides up to \$50,000 of consulting and business development services.

<http://www.annarborusa.org/start-here/business-accelerator-services>

### **SPARK Micro-Loan**

SPARK provides a 12% interest two-year loan of up to \$25,000 for startups in the City of Ann Arbor with a product near commercialization or to ramp up sales.

<http://www.annarborusa.org/start-here-entrepreneurial-support/funding/microloans/microloan-information>

### **SPARK Regional Incubator Network**

SPARK Incubators provide physical office space, essential business services and business development guidance in Ann Arbor and Ypsilanti -- with affordable lease rates for start-up companies.

<http://www.annarborusa.org/start-here/incubator-network>

### **Technology Innovation Center (TIC)**

TIC acts as an accelerator for technology start-ups in East Lansing by providing low cost office space, as well as training and networking opportunities. TIC also has a Virtual Tenant Program that includes all services with the exception of office space.

<http://www.eastlansingtic.org/>

### **TechTown**

TechTown offers tech-centric business incubation, acceleration, and commercialization services as well as small business support for brick-and-mortar establishments in Detroit.

<http://techtowndetroit.org/>

### **Western Michigan University Med Innovation Center**

The Innovation Center is a 69,000 square foot incubator and accelerator for the support of life science, technology, and engineering ventures in all stages of development. Residents get access to technology, low-cost office and laboratory space, as well as other support services.

<http://med.wmich.edu/node/373>

## **Western Michigan University Center for Entrepreneurship and Innovation**

The 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.

<https://wmich.edu/business/entrepreneurship>

### **5.4 College Innovation Fund**

Local colleges may provide College Innovation Fund resources to start-up companies who are in the early stages of entering their respective markets. Look for a local College Innovation Fund in your region E.g.: Macomb Community College Innovation Fund.

<http://www.innovationfundamerica.org/southeast-michigan>

### **5.5 College or University Resources**

Local colleges and universities may provide pitch nights, venture competitions, or grant opportunities for local students or community organizations located in their area. Below are examples of campus-based opportunities. Look for similar opportunities through your local college or university.

#### **CMU New Venture Competition**

This entrepreneurial development and competition program allows students to pitch business ideas to business professionals, for a chance to win startup funds and services.

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

#### **M-Hacks**

MHacks is one of the largest hackathons in the world, run exclusively for and by students. Teams create new and innovative platforms and compete for cash prizes.

<http://mhacks.devpost.com/>

#### **MPowered Entrepreneurship**

MPowered Entrepreneurship supports student entrepreneurs to make their ideas a reality. They run multiple events to create and discover student entrepreneurs with great ideas.

<https://mpowered.umich.edu/>

#### **University of Michigan Dare to Dream Grants**

This business training and creation program offers development seminars and awards grants from \$500 up to \$5000 to individuals and/or student teams.

[http://www.zli.bus.umich.edu/events\\_programs/dream\\_grant.asp](http://www.zli.bus.umich.edu/events_programs/dream_grant.asp)

## **5.6 Industrial Facilities Tax Exemption (IFT)**

IFT is a tax incentive program that reduces tax liability for newly acquired machinery, equipment, and the construction or expansion of an industrial building.

[http://www.michigan.gov/taxes/0,4676,7-238-43535\\_53197-213175--,00.html](http://www.michigan.gov/taxes/0,4676,7-238-43535_53197-213175--,00.html)

## **5.7 Michigan Chamber of Commerce**

The Michigan Chamber is the unified voice of approximately 6,800 member employers, trade associations, and local chambers of commerce of every size and type in all 83 counties of the state.

<http://www.michamber.com/>

## **5.8 Plant Rehabilitation District Exemption**

The Plant Rehabilitation District Exemption is a tax exemption for companies that are planning to reuse/restore an existing industrial building for their business as well as assist in the building of new facilities and promoting the establishment of high tech facilities. (Refer to 5.6 also)

[http://www.michigan.gov/taxes/0,4676,7-238-43535\\_53197-213175--,00.html](http://www.michigan.gov/taxes/0,4676,7-238-43535_53197-213175--,00.html)

## **5.9 Revolving Loan Fund (RLF)**

RLF supplies small businesses and entrepreneurs with the gap financing needed to start or expand their business.

## **5.10 Small Business Development Center**

The Michigan Small Business Development Center offers expert assistance at no cost to entrepreneurs looking to start or grow a business.

<http://sbdcmichigan.org/>

## 6 National Resource Network

Funded by the U.S. Department of Housing and Urban Development (HUD) and a core component to the Obama Administration's Strong Cities, Strong Communities Initiative, the National Resource Network aims to develop and administer solutions for American cities experiencing economic challenges. A component of the National Resource Network's support system is a resource guide that provides city leaders with practical solutions and analysis for a range of topics relevant to economic revitalization. The following list compiles many of these resources for the topic areas of Federal Brownfields & Vacant Property, Community Development, Economic Development, Finance & Budgeting, and Workforce Development.

### 6.1 Federal Brownfields & Vacant Lot Properties Guides

#### 6.1.1 311 for Cities Question: IRS Liens on Abandoned Properties

<http://nationalresourcenetwork.org/en/Document/306146>

#### 6.1.2 Brownfields Federal Program Guide 2013

<http://nationalresourcenetwork.org/en/Document/305938>

#### 6.1.3 Brownfield Redevelopment: Reclaiming Land, Revitalizing Communities – A Compendium of Best Practices

<http://nationalresourcenetwork.org/en/Document/305871>

#### 6.1.4 Brownfields Road Map to Understanding Options for Site Investigation & Cleanup, 5<sup>th</sup> Ed.

<http://nationalresourcenetwork.org/en/Document/305820>

#### 6.1.5 Live, Work, Play: Case Studies & Resources for Brownfield Redevelopment

<http://nationalresourcenetwork.org/en/Document/305873>

#### 6.1.6 Managing Vacant and Abandoned Property in the Green Zone of Saginaw, Michigan

<http://nationalresourcenetwork.org/en/Document/306147>

#### 6.1.7 Unlocking Brownfields: Keys to Community Revitalization

<http://nationalresourcenetwork.org/en/Document/305872>

### 6.2 Community Development:

#### 6.2.1 10 Effective Tax Increment Finance Program Management

<http://nationalresourcenetwork.org/en/Document/305856>

**6.2.2 311 for Cities Question: IRS Liens on Abandoned Properties**  
<http://nationalresourcenetwork.org/en/Document/306146>

**6.2.3 Building Successful Neighborhoods**  
<http://nationalresourcenetwork.org/en/Document/305727>

**6.2.4 Laying the Groundwork for Change: Demolition, Urban Strategy and Policy Reform**  
<http://nationalresourcenetwork.org/en/Document/305776>

## **6.3 Economic Development**

**6.3.1 Organizing for Local Economic Development**  
<http://nationalresourcenetwork.org/en/Document/306070>

**6.3.2 Revitalizing Distressed Older Suburbs**  
<http://nationalresourcenetwork.org/en/Document/306155>

**6.3.3 SBA HUBZones: A Primer**  
<http://nationalresourcenetwork.org/en/Document/305791>

**6.3.4 Smart Growth and Economic Success**  
<http://nationalresourcenetwork.org/en/Document/305821>

**6.3.5 Supporting Entrepreneurs and Small Business**  
<http://nationalresourcenetwork.org/en/Document/305853>

## **6.4 Finance and Budgeting**

**6.4.1 Anatomy of a Priority-Driven Budget Process**  
<http://nationalresourcenetwork.org/en/Document/305409>

**6.4.2 "Benefits Bonds" and Their Place in Today's Market**  
<http://nationalresourcenetwork.org/en/Document/305717>

**6.4.3 Coping with Crisis**  
<http://nationalresourcenetwork.org/en/Document/303228>

**6.4.4 Facts You Should Know: State and Municipal Bankruptcy, Municipal Bonds, State and Local Pensions**  
<http://nationalresourcenetwork.org/en/Document/304697>

**6.4.5 Long-term Stress and Systematic Failure**  
<http://nationalresourcenetwork.org/en/Document/305802>



## 6.5 Workforce Development

### 6.5.1 Achieving Ambitious Goals

<http://nationalresourcenetwork.org/en/Document/305896>

### 6.5.2 Innovations and Future Directions for Workforce Development in the Post-Recession Era

<http://nationalresourcenetwork.org/en/Document/305900>

### 6.5.3 Unlocking the Treasure Chest of Labor Market Information: Crucial Information for Job Seekers, Educators, and Employers in a Tough Economy

<http://nationalresourcenetwork.org/en/Document/305894>

### 6.5.4 Youth and Work: Restoring Teen and Young Adult Connections to Opportunity

<http://nationalresourcenetwork.org/en/Document/306044>