

MICHIGAN SMARTZONES

SmartZonesSM provide distinct geographical locations where technology-based firms, entrepreneurs and researchers locate in close proximity to all of the community assets that assist in their endeavors. SmartZone technology clusters promote resource collaborations between universities, industry, research organizations, government and other community institutions, growing technology-based businesses and jobs. New and emerging businesses in SmartZone technology clusters are primarily focused on commercializing ideas, patents and other opportunities surrounding corporate, university or private research institute R&D efforts.

TECHNOLOGY BUSINESS ACCELERATION AND INCUBATION

Michigan's 15 SmartZones include technology business accelerators that provide the services identified below and help facilitate the commercialization of technology emerging from research in Michigan universities and private companies. Accelerators mine technology from universities and private enterprise, assist companies and entrepreneurs in building business structures around the technology, conduct product development and help companies secure necessary start up financing. The SmartZones are also home to incubation facilities providing office and wet lab space to technology companies.

Business accelerator services include, but are not limited to:

- Business development mentoring
- Networking events
- Business feasibility studies
- Business planning
- Entrepreneurial training
- Grant writing
- Incubator and wet lab space
- Management recruitment
- Market analysis
- Product development
- Small Business Innovation Research (SBIR) assistance

- Small Business Technology Transfer (STTR) assistance
- Technology assessments
- Technology mining
- Venture capital preparation and introductions
- Summary of Success through June 30, 2008
- 909 businesses located or expanded in the SmartZones
- 15,878 new jobs created
- 1,292 companies assisted by SmartZones
- \$1.163 billion of public and private investment
- Sixteen incubators/demonstration facilities in the following cities: Ann Arbor (two), Detroit (two), Grand Rapids (one), Houghton/Hancock (three), Kalamazoo (one), Lansing/East Lansing (two), Mount Pleasant/Midland (two), Muskegon (one), Rochester Hills (one) and Troy (one)

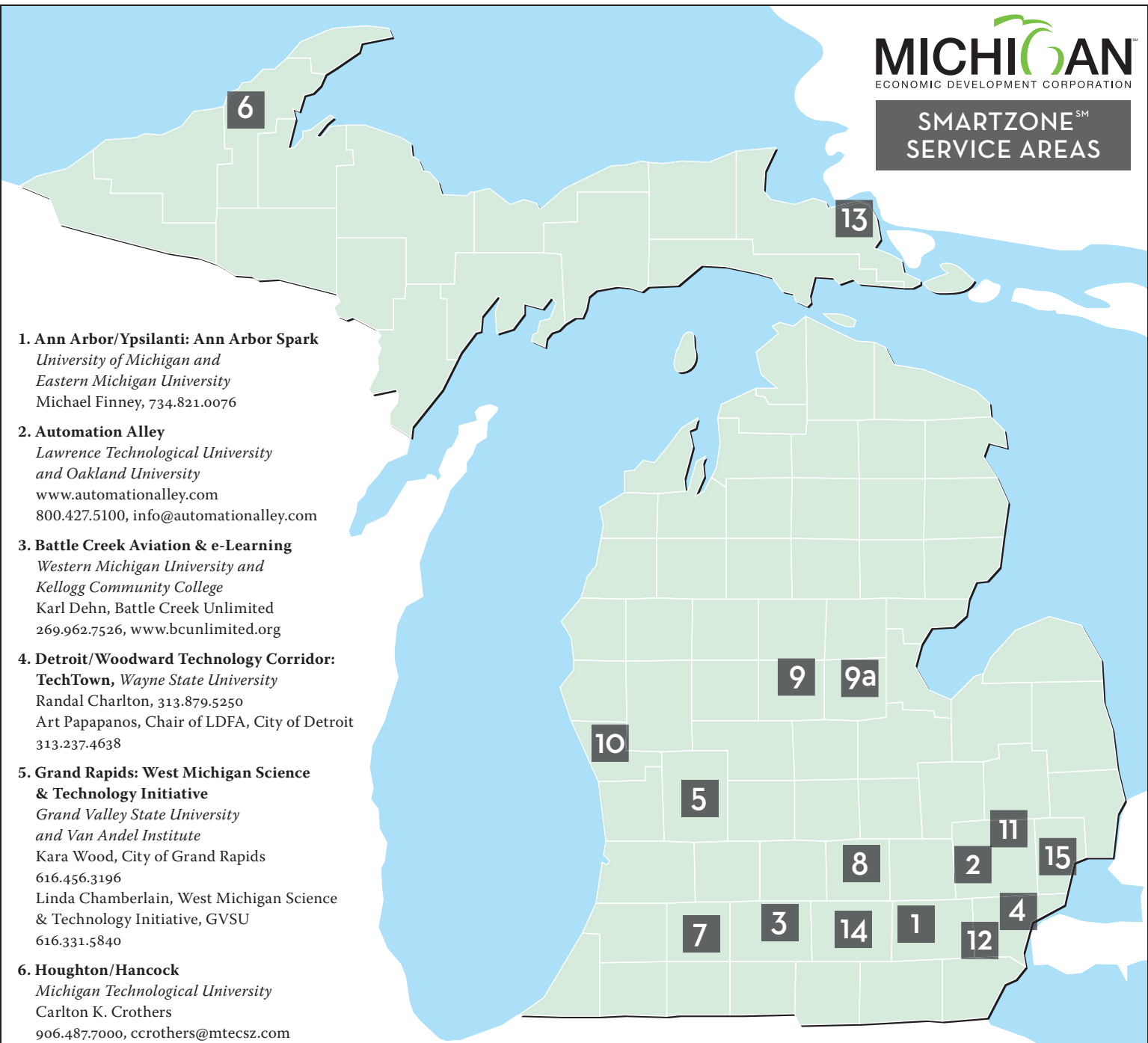
PRE-SEED FUND

The Michigan Pre-Seed Capital Fund supports high-tech start-up companies as they near commercial viability by providing access to early-stage capital to accelerate company development. Supported by a consortium of Michigan SmartZones, these funds will extend the personal investment of entrepreneurs during the critical stage when they are developing their businesses to the point of readiness for outside investment.

The fund targets companies throughout the state that are creating the newest technologies in the following competitive areas:

- Advanced automotive, manufacturing, and materials
- Alternative energy
- Homeland security and defense
- Life sciences

Additional information regarding the Pre-Seed Fund can be found on the Ann Arbor SPARK Web site at annarborspark.org/start-ups/pre-seed-fund.



1. Ann Arbor/Ypsilanti: Ann Arbor Spark
University of Michigan and Eastern Michigan University
Michael Finney, 734.821.0076

2. Automation Alley
Lawrence Technological University and Oakland University
www.automationalley.com
800.427.5100, info@automationalley.com

3. Battle Creek Aviation & e-Learning
Western Michigan University and Kellogg Community College
Karl Dehn, Battle Creek Unlimited
269.962.7526, www.bcunlimited.org

4. Detroit/Woodward Technology Corridor:
TechTown, Wayne State University
Randal Charlton, 313.879.5250
Art Papapanos, Chair of LDFA, City of Detroit
313.237.4638

5. Grand Rapids: West Michigan Science & Technology Initiative
Grand Valley State University and Van Andel Institute
Kara Wood, City of Grand Rapids
616.456.3196
Linda Chamberlain, West Michigan Science & Technology Initiative, GVSU
616.331.5840

6. Houghton/Hancock
Michigan Technological University
Carlton K. Crothers
906.487.7000, ccrothers@mtecsz.com
Jonathan E. Leinonen
906.487.7004, jleinonen@mtecsz.com

7. Kalamazoo: WMU Business Technology and Research Park
Western Michigan University
www.wmich.edu/btr
269.387.2073, bob.miller@wmich.edu
Southwest Michigan Innovation Center
269.353.1823, www.kzooismic.com

8. Lansing/East Lansing
Michigan State University
Lansing—Karl Dorshimer
517.483.4152, kdorshim@ci.lansing.mi.us
East Lansing—Jeff Smith
517.319.6861, jjsmith@ci.east-lansing.mi.us

9. Mount Pleasant: CMU Research Corporation
Central Michigan University
Ken VanDerWende
989.774.2424, k.vanderwende@cmich.edu
www.cmurc.com

9a. Mount Pleasant SmartZoneSM Satellite (Midland)
MidMichigan Innovation Center
Brent Case
989.839.2333, case@mmic.us
www.mmic.us

10. Muskegon Lakeshore/Harbor 31
Grand Valley State University
Ed Garner, City of Muskegon
231.724.6702, egarner@muskegon.org
Michigan Alternative & Renewable Energy Center
Imad Mahawili
616.331.6901, 616.331.6905

11. Rochester Hills: Oakland University INCubator, Oakland University
David Spencer
248.648.4800, daspence@oakland.edu
www.oakland.edu/ouinc

12. Wayne County: Pinnacle Aeropark
University of Michigan, Wayne State University and Detroit Metropolitan Airport
Dave Tyler, Wayne County
313.224.6076

13. Sault Ste. Marie
Lake Superior State University
Jim Hendricks
906.635.9131, jhendricks@saultedc.com

14. Jackson Technology Park
Baker College, Jackson Community College and Spring Arbor University
Scott Fleming
517.788.4455 x106
sfleming@enterprisegroup.org

15. Macomb Technology Advancement
Oakland University
Luke Bonner
586.446.2386, lbonner@sterling-heights.net