

Programs and Incentives

Financial Programs and Incentives

21st Century Investment Fund

[The 21st Century Investment Fund](#) provides investments in private equity, venture capital, and mezzanine funds, as well as potential co-investments alongside these funds.

Accelerator Funds

Accelerator Funds facilitate investments in companies at the earliest stages of commercial development. The fund creates a pool of investment capital managed by an experienced venture capitalist or entrepreneur. The MEDC recently contributed to the [Michigan Accelerator Fund 1](#) and [Huron River Ventures](#).

Agricultural Processing Renaissance Zones

Agricultural Processing Renaissance Zones were created to promote agricultural processing and to enhance the industry in Michigan. APRZs provide businesses with significant benefits by virtually eliminating state and local taxes. These zones can be placed anywhere in Michigan, and significantly reduce or eliminate property taxes, beginning in 2012 – the MBT only if a Development Agreement is executed with the MSF as of December 31, 2011. The RZ can be designated for up to 15 years. Our internal tax team is available to work with you to provide an estimate of these tax savings at your convenience.

Companies located within an APRZ are still responsible for federal obligations, unemployment insurance, workers' compensation insurance, social security taxes, sewer and water fees, sales and use taxes, certain property taxes and beginning in 2012, the CIT, if applicable. APRZs require support by the local unit of government; require recommendation by the Michigan Commission of Agriculture and the Michigan Strategic Fund, and final designation by the State Administrative Board. The Renaissance Zone benefit begins the year following designation. Benefits under APRZs are phased out in 25% increments over the final three years of the designation period.

Biosciences Research and Commercialization Center Pre-Seed Fund

The Biosciences Research and Commercialization Center (BRCC), established in 2003 by the Michigan Legislature, provides startup and gap funding to promising Michigan-based life sciences and medical device ventures entering the commercialization phase of development. The BRCC is located at Western Michigan University and is positioned to access the wealth of scientific talent and pharmaceutical commercialization expertise that is part of Kalamazoo's heritage. Long-time home to such industry giants as the Upjohn Company, Richard-Allan Scientific, Stryker Corp., and Pfizer Inc., Kalamazoo offers a forward-looking, entrepreneurial business climate and a growing reputation among venture capitalists seeking to invest in life sciences discoveries and promising business ventures.

Brownfield Tax Increment Financing

The Brownfield Tax Increment Financing (TIF) program allows eligible Brownfield projects to utilize certain state and local property taxes (including school taxes) to pay for costs related to Brownfield site redevelopment. TIF funds can be used to pay for certain environmental and non-environmental "eligible activities," including baseline environmental assessments, due care activities, site evaluation, remedial actions, demolition, lead and asbestos abatement, site preparation, and infrastructure improvements related to the Brownfield property. These projects must occur on eligible property that is included in an established Brownfield Plan, approved by the local Brownfield Authority. Projects seeking the use of state school tax capture must receive approval from the Michigan Strategic Fund (MSF) Board.

Capital Access Program

[The Capital Access Program](#) (CAP) is a loan enhancement program aimed at providing credit to small business unable to acquire conventional sources of credit. CAP creates a reserve fund that is administered by local financial institutions and overseen by the MEDC. To qualify, the small business must have less than 500 employees. CAP loans cannot be used to finance passive real estate, residential housing, or refinancing.

EB-5: Investment Visa Program

The [U.S. federal government](#) provides up to 10,000 immigrant visas per year to qualified investors seeking permanent resident status on the basis of their investment in a domestic business. In order to qualify, the foreign investor must invest \$1 million in a project that will create or retain ten jobs. In rural and high unemployment areas, the investment threshold is reduced to \$500,000.

InvestMichigan!

[InvestMichigan!](#) is a \$300 million fund supporting companies in early and later stages of development. It comprises two parts. The Growth Capital Program targets lead and co-investment opportunities in venture capital and small buyout stage companies. The Michigan Opportunities Program targets lead investment opportunities in buyouts and growth equity investments in well established companies.

InvestMichigan! Mezzanine Fund

InvestMichigan! Mezzanine Fund is the first licensed Impact Investment Fund in the Small Business Administration's new Impact Investment Initiative. The fund will focus exclusively on providing capital to businesses that are headquartered in Michigan, have a significant presence in Michigan, or are in the process of expanding their operations in Michigan so they can grow and create jobs. The SBA will partner with Michigan Growth Capital Partners, L.P., an investment partnership whose anchor investors are the State of Michigan Retirement Systems, The Dow Chemical Company, and InvestAmerica to provide up to \$130 million of investment capital over the next five years to high-growth businesses throughout Michigan. For more information on the Impact Investment Initiative please visit <http://www.investmichiganfund.com/mezzanine/>.

MDEQ Brownfield Grant and Loan Program

The Michigan Department of Environmental Quality (DEQ) Brownfield Redevelopment Program provides grant and loan funding to local units of government to address the environmental issues that hinder the redevelopment of a site. Generally, projects may be awarded up to \$1 million in grants or \$1 million in loans. The funding can be used for activities such as environmental assessment, clean-up, and actions necessary to reduce the risk of exposure for the intended reuse of the Brownfield property. Projects eligible to receive grant funds must: 1) have a committed developer; 2) be able to document the anticipated private investment; 3) create new jobs in the community; and 4) result in an increase in tax revenue. For projects that may not have a committed developer but have economic development potential, or in situations where there is a viable responsible party who is not participating in the remediation of the site, loan funds may be used. Loans are currently offered at a low 1.5 percent interest rate, with no payments or interest being due for the first five years, and they must be repaid within 15 years.

Michigan Business Development Program

One of the 21st Century Jobs Fund's economic incentive programs in Michigan administered by the MEDC is the MBDP or "Program". The MBDP is designed to provide a grant, loan, or other economic assistance to qualified businesses that make qualified investments, create qualified new jobs, or both, in Michigan. While the Program is operated and funded through the MSF, recommendations for awards under the Program are presented by the MEDC to the MSF Board.

Under the program, qualified new jobs are in addition to jobs already located in Michigan.

Any incentive awarded under the Program is contingent upon several factors, including:

- (i) submission by the Company of a completed application and all other documentation required under the Program;
- (ii) satisfactory community support;
- (iii) available MSF funding;
- (iv) completion of financial review, business integrity review, required background checks, and other business and legal review and due diligence as required, and the results of which must be satisfactory to the MEDC, the MSF Board, and as applicable, the Chief Compliance Officer;
- (v) approval of an award by the MSF Board; and
- (vi) execution of a final agreement between the Company and the MSF Board containing established milestones and reporting requirements, and all other detailed terms and conditions, required by the MSF Board.

Any funds disbursed to the Company will be subject to a repayment provision, including if the jobs are eliminated.

Michigan Business Growth Fund

The Business Growth Fund is comprised of two programs – the [Collateral Support Program \(CSP\)](#) and the [Loan Participation Program \(LPP\)](#). Both increase the availability of loans to businesses. The CSP provides collateral for companies whose property, plant, equipment, etc., are undervalued. The LPP mitigates risk to the lender and provides support for companies experiencing short-term shortfalls in cash flow.

Michigan Community Revitalization Program

The [Michigan Community Revitalization Program \(MCRP\)](#) will provide grants, loans, or other economic assistance to projects that will 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.

Michigan Emerging Technologies Fund

Federal research and development funds support a critical stage for many technology companies as they move from the laboratory to the marketplace. The Emerging Technologies Fund, administered by the [Michigan Small Business and Technology Development Center \(MI-SBTDC\)](#) for the MEDC matches federal Small Business Innovation Research and Small Business Technology Transfer Research SBIR/STTR funding opportunities for exceptional research and technical innovation generated in Michigan. The ETF will match 25% of phase I SBIR/STTR awards up to \$25,000, and 25% of phase II SBIR/STTR awards up to \$125,000.

Michigan Pre-Seed Fund

The [Michigan Pre-Seed Fund](#) supports high-tech start-up companies with early-stage capital as they near commercial viability. Companies developing technologies in advanced automotive, manufacturing and materials, alternative energy, homeland security, defense, information technologies, agriculture, and life sciences are eligible for funding.

New Markets Tax Credit

If your location decision is in an eligible community, your company will be eligible to utilize the federally funded New Markets Tax Credit program that is managed by the Michigan Magnet Fund (MMF). The MMF received a \$60 million qualified equity investment allocation of New Markets Tax Credits from the U.S. Department of Treasury. This is a 39% tax credit over a seven year period for investments in job-generating businesses and projects in low income census tracts. The net present value of the tax credit is estimated to be approximately 22%-24% of the total net debt required. The MMF has indicated that it is willing to offer New Markets Tax Credits to your lenders if they place their investment in the MMF as part of the financing of your project.

The MMF will then, in turn and simultaneously, invest the combined debt and tax credit equity in your company. Approximately 22%-24% of the total qualified investment will be in the form of debt at zero interest that is putted to you for \$1,000 at the end of a seven year holding period. The Company may need to make a payment to MMF's Revolving Loan Fund from zero percent to six percent of the qualified investment depending on the increase in the project's value during that period. The MMF will coordinate the process to raise the NMTC allocation and equity from several CDEs and obtain the best prices for the tax credit. MMF is prepared to meet with you to discuss the details and eligibility requirements at your earliest convenience.

Private Activity Bonds

The MEDC, through the MSF, can issue tax-exempt and taxable private activity bonds (PAB) for creditworthy companies considering investing in eligible projects.

Tax-Exempt PABs can be issued for capital expenditures in manufacturing plants, not-for-profit corporations, co-generation solid waste projects, and solid waste facilities. They can be used for projects up to \$10 million per site/municipality, with a \$40 million corporate limit. There is no limit on the size of the bond if it is being used to finance a not-for-profit corporation, co-generation solid waste project, or a solid waste facility, and there are also no capital expenditure limitations on these projects. Historically, because the interest paid to bond buyers is exempt from federal, state, and local income taxes, the tax-exempt rates have been 60-70% of conventional rates, including letter of credit fees.

Taxable PABs have few federal restrictions and can be used for financing large business projects in excess of \$10 million. The interest rates are approximately 0.50-1.25 percent below conventional long-term rates because state and local income taxes are exempted. Advantages are found in longer terms (20 years or more), better interest rates, and providing an alternative source of capital compared to commercial banking.

Renaissance Zones

Border Crossing Renaissance Zones

Border Crossing Renaissance Zones (BCRZ) were created to assist businesses located in a qualified border local governmental unit and displaced or otherwise negatively affected by the development of the international border crossing, and are unable to recover from the displacement or negative effect associated with international trade, shipping, or freight hauling, including but not limited to all of the following: (a) customs brokers; (b) distribution centers; and c) trade supply and repair. A qualified border local government is defined as a city with a population of more than 30,000 and less than 36,000 that contains an international border crossing, or a township that adjoins a city with a population of more than 30,000 and less than 36,000 that contains an international border crossing. BCRZs provide businesses with significant benefits by virtually eliminating state and local taxes. These zones can only be within the qualified jurisdictions, and significantly reduce or eliminate property taxes, beginning in 2012 – the MBT only if a Development Agreement is executed with the MSF as of December 31, 2011. The RZ can be designated for up to 15 years. Our internal tax team is available to work with you to provide an estimate of these tax savings at your convenience.

Companies located within a BCRZ are still responsible for federal obligations, unemployment insurance, workers' compensation insurance, social security taxes, sewer and water fees, sales and use taxes, certain property taxes, and beginning in 2012, the Corporate Income Tax, if applicable. BCRZs require support by the local unit of government and final designation by the MSF Board. The Renaissance Zone benefit begins the year following designation. Benefits under BCRZs are phased out in 25% increments over the final three years of the designation period.

Forest Products Processing Renaissance Zones

Forest Products Processing Renaissance Zones (FPPRZ) were created to promote sustainable forest product operations and to enhance the industry in Michigan. FPPRZs provide businesses with significant benefits by virtually eliminating state and local taxes. These zones can be placed anywhere in Michigan and significantly reduce or eliminate property taxes, beginning in 2012 – the MBT only if a Development Agreement is executed with the MSF as of December 31, 2011. The RZ can be designated for up to 15 years. Our internal tax team is available to work with you to provide an estimate of these tax savings at your convenience.

Companies located within a FPPRZ are still responsible for federal obligations, unemployment insurance, workers' compensation insurance, social security taxes, sewer and water fees, sales and use taxes, certain property taxes, and beginning in 2012, the CIT if applicable. FPPRZs require support by the local unit of government; require recommendation by the MSF, and final designation by the State Administrative Board. The Renaissance Zone benefit begins the year following designation. Benefits under FPPRZs are phased out in 25% increments over the final three years of the designation period.

Geographic Renaissance Zones

Michigan has created nearly tax-free Renaissance Zones that can be approved by the MSF Board. Renaissance Zones provide occupants with significant benefits by virtually eliminating state and local taxes. These zones significantly reduce or eliminate property taxes, the MBT if a Development Agreement is executed with the MSF as of December 31, 2011, and personal income taxes for up to 15 years. If the location you are considering falls within a Renaissance Zone area, our internal tax team is available to work with you to provide an estimate of these tax savings at your convenience.

Companies located within a Renaissance Zone are still responsible for federal obligations, unemployment insurance, workers' compensation insurance, social security taxes, sewer and water fees, sales and use taxes, certain property taxes, and beginning in 2012, the Corporate Income Tax if applicable. Renaissance Zones are designated by the local unit of government and require approval by the MSF Board. Benefits under Renaissance Zones are phased out in 25% increments over the final three years of the designation period.

Michigan Strategic Fund Renaissance Zones

Michigan Strategic Fund Renaissance Zones (MSFRZ) were created to promote significant projects in Michigan. MSFRZs provide businesses with significant benefits by virtually eliminating state and local taxes. These zones can be placed anywhere in Michigan, with a minimum of three to be designated in rural areas, and significantly reduce or eliminate property taxes, beginning in 2012 – the MBT only if a Development Agreement is executed with the MSF as of December 31, 2011. The RZ can be designated for up to 15 years. Our internal tax team is available to work with you to provide an estimate of these tax savings at your convenience.

Companies located within a MSFRZ are still responsible for federal obligations, unemployment insurance, workers' compensation insurance, social security taxes, sewer and water fees, sales and use taxes, certain property taxes, and beginning in 2012, the CIT if applicable. MSFRZs require support by the local unit of government, and final designation by the MSF. The Renaissance Zone benefits begin the year following designation. Benefits under MSFRZs are phased out in 25% increments over the final three years of the designation period.

Next Michigan Renaissance Zone

Next Michigan Renaissance Zones can only be designated within a Next Michigan Development Corporation. In order to be eligible for the Renaissance Zone benefit, a company would need to qualify as an Eligible Next Michigan Business, locate within approved Next Michigan Renaissance Zone areas and receive appropriate approvals.

Renewable Energy Renaissance Zones

Renewable Energy Renaissance Zones (RERZ) were created to promote renewable energy operations and to encourage the development of those industries in Michigan. RERZs provide businesses with significant benefits by virtually eliminating state and local taxes. These zones can be placed anywhere in Michigan, and significantly reduce or eliminate property taxes beginning in 2012 – the MBT only if a Development Agreement is executed with the MSF as of December 31, 2011. The RZ can be designated for up to 15 years. Our internal tax team is available to work with you to provide an estimate of these tax savings at your convenience.

Companies located within a RERZ are still responsible for federal obligations, unemployment insurance, workers' compensation insurance, social security taxes, sewer and water fees, sales and use taxes, property taxes, and beginning in 2012 the Corporate Income Tax if applicable. RERZs require support by the local unit of government; require recommendation by the MSF, and in some cases the Michigan Commission of Agriculture, and final designation by the State Administrative Board. The Renaissance Zone benefits begin the year following designation. Benefits under RERZs are phased out in 25% increments over the final three years of the designation period.

Revolving Loan Fund

The [Revolving Loan Fund \(RLF\)](#) is a federal program providing regional-based funds to businesses on a revolving basis. It provides loans, loan enhancements, and equity enhancements to entrepreneurs and businesses that don't qualify for credit in their region.

SBA Programs

CDC/504 Loan Program

The SBA 504 program is designed to finance fixed assets such as real estate and equipment. Lenders work with a Certified Development Corporation to provide two individual loans, one underwritten by the bank and one by the CDC. Borrowers are required to put in between 10% and 15% of the project cost as equity. The biggest benefit among many is that 40% of the project cost can be carried on a long term note which is generally at a low fixed interest rate tied to government backed securities rates.

7(a) Loan Program

The SBA 7(a) program is a loan guarantee program designed to work with a number of business needs. The program is offered through a variety of lenders approved by the SBA. Guarantee amounts go from 75% to 85% in most cases, and are determined based on criteria issued by the SBA. Buildings, equipment, and working capital are all allowed to be financed using an SBA 7(a) guarantee. Generally, the program is used to support credits with potential shortfalls in asset quality or cash flow coverage history, or to support companies with a lack of clear historical performance.

InvestMichigan! Mezzanine Fund – see prior listing.

SmartZones

The SmartZone network provides a full range of services and tools for small businesses emerging and growing in Michigan's 83 counties. We have formed our organization into four

teams dedicated to provide expert assistance to the individual needs of Michigan's small business.

The Venture Michigan Fund

[The Venture Michigan Fund \(VMF\)](#) is a \$95 million fund-of-funds. It invests in private equity managers that in turn invest primarily in Michigan-based early stage companies. Capital for the fund is strictly raised by outside investors. The Michigan Department of Treasury offers those investors up to \$200 million of tax voucher certificates to offset any shortfall. Credit Suisse manages the fund.

Urban Land Assembly

This program, administered by the MEDC, provides financial assistance in the form of loans to eligible municipalities for the acquisition of certain real property for economic development purposes, including industrial and commercial projects. The program is directed toward revitalizing the economic base of cities experiencing economic distress and decline.

Infrastructure Incentives

Community Development Block Grant: Public Infrastructure

The MSF administers the Michigan Community Development Block Grant (CDBG) program, which is a federal program that provides funds to eligible counties, cities, villages, and townships for economic and community development. Qualifying economic development projects are those directly related to a for-profit business location or expansion involving eligible activities that will result in the creation of jobs, with at least 51% of those jobs held by low- and moderate-income workers.

Communities may request grants to provide public infrastructure improvements such as public water or sanitary sewer extensions, streets, roads, and other related facilities to support these types of projects.

Michigan Freight Economic Development Program

Under the Freight Economic Development Program, the Michigan Department of Transportation (MDOT) provides low-interest loans to businesses locating or expanding in Michigan and requiring rail service, or to entities interested in assisting these businesses. These loans, which may be for as much as 50% of the cost of the rail infrastructure, are made at a minimum interest rate of two percent below the prime rate in effect at that time. The applicant must supply collateral for the loan in the form of an irrevocable letter of credit. Loans are set to be repaid over a five-year period, but can be totally or partially forgiven if the facility is properly maintained and annual shipping commitments (built into the contract) are met. If the shipping commitments are met for each of the five years, the loan is effectively converted to a grant.

Funding participation is limited to the rail infrastructure itself. Associated facilities specifically related to the applicant's shipping or receiving operation, such as silos or unloading mechanisms, are not eligible for funding. Final approval is based on various important considerations, including job creation/retention, relative project cost, and the volume of anticipated rail use. Following internal approval by MDOT, all loans must be approved by the State Transportation Commission and State Administrative Board.

Transportation Economic Development Fund

The Transportation Economic Development Fund (TEDF) was created to assist in the funding of highway, road, and street projects necessary to support economic growth. Those eligible to apply for funding include the Michigan Department of Transportation (MDOT), county road commissions, cities, and villages.

If public roadway improvements are necessary for a company to invest in Michigan, MDOT will support a TEDF application by an eligible road agency for roadway improvements. Any improvements must be directly related to the traffic generated by the company's project. A traffic study may be necessary to determine specific roadway needs.

A minimum 20% local match is required, which may be met in part or in whole through the acquisition of any necessary right-of-way, preliminary engineering, and/or construction engineering. The project must meet program requirements, such as private investment and job creation.

Property Tax Incentives

Commercial Rehabilitation Abatement under PA 210 of 2005

Local communities have the ability to create commercial rehabilitation districts, which encourage the rehabilitation of commercial property that is at least 15 years old by abating the taxes on new investment. As defined, 'commercial property' is a qualified facility which is primarily used in the operation of a commercial business. A 'qualified facility' means any of the following: a building or group of contiguous buildings of commercial property that is at least 15 years old; has been allocated for a New Markets Tax Credit; or a qualified retail food establishment, as defined in Section 207.842 (j). Land and personal property are not eligible for abatement under this act. The abatement process is similar to the Obsolete Property Rehabilitation Act, PA 146 of 2000. The city, village, or township must first hold a hearing to establish a Commercial Rehabilitation District. Notification of the hearing must be given to the county board of commissioners and all real property owners in the proposed district. The district must be at least three acres in size unless it is located in a downtown or business area or contains a qualified retail food establishment.

Michigan NextEnergy Authority Property Tax Benefits

The Michigan NextEnergy Authority (MNEA) was created to promote the development of alternative energy technologies and to provide tax incentives for activities and property related to the research, development, and manufacturing of those technologies. Across the State of Michigan, new personal property that is certified as Alternative Energy Personal Property (AEPP) is exempt from the collection of personal property taxes through 2012. The MNEA may certify an alternative energy system, an alternative energy vehicle, the personal property of an alternative energy technology business, or personal property that is used solely for the purpose of researching, developing, or manufacturing an alternative energy technology.

Personal Property Tax Reform

In an ongoing effort to make the state a more attractive place for businesses to invest and grow, Michigan is phasing out its Personal Property Tax (PPT) for most businesses beginning in 2014. This reform will substantially reduce compliance and administrative costs for businesses and will be especially attractive to manufacturers who rely on expensive capital investments in tools and other equipment. Eligible manufacturing personal property could include both commercial personal property and industrial personal property. More specifically, the term refers to all personal property located on real property where that personal property is used more than 50% of the time in industrial processing or in supporting industrial processes.

Eligible manufacturing personal property purchased by the first owner:

- after 2012 will be 100% exempt beginning in 2016.
- before 2006 will be 100% exempt beginning in 2016.
- in 2006 through 2012 will be 100% exempt when the personal property becomes 10 years old.

Property Tax Abatement under PA 198 of 1974 (Non-Rehab) (Non-Border County)

Local units of government have the ability to reduce property taxes on new investment by 50% for manufacturers and high-tech businesses. These abatements can last up to 12 years and can provide relief on real property taxes. The local unit of government is responsible for approving these abatements and their duration.

Property Tax Abatement under PA 198 of 1974 (Eligible Warehouse/Distribution/Logistic Center) (Border County - Berrien, Branch, Cass, Chippewa, Dickinson, Gogebic, Hillsdale, Iron, Lenawee, Menominee, Monroe, St. Clair, St. Joseph, or Wayne)

Local units of government in Michigan's border counties have the ability to reduce property taxes on new investment by 50% for some warehouse, distribution, and logistics centers. These abatements can last up to 12 years and can provide relief on real property taxes. The business must occupy a building that is no smaller than 100,000 square feet in size, and at least 90% of the facility must be used for warehousing, distribution, or logistic purposes. The local unit of government is responsible for approving these abatements and their duration.

Property Tax Abatement under PA 198 of 1974 (Property Rehabilitation)

Investments to rehabilitate existing plants, machinery, and equipment can be completely exempted from local property taxes for up to 12 years by local units of government. The local unit of government is responsible for approving these abatements and their duration.

State Essential Services Assessment Exemption Program

The State Essential Services Assessment (SESA) is required for manufacturers that do not pay personal property tax on eligible manufacturing personal property. In certain circumstances, the MSF may choose to exempt or reduce the SESA for highly competitive projects that create jobs and/or private investment in Michigan through the SESA Exemption Program. This program can eliminate the SESA requirement for up to 15 years.

State Education Tax Abatement

The MEDC can abate half or all of the 6-mill State Education Tax on new investment when the project presents significant economic benefits to Michigan, and when the project receives a property tax abatement under PA 198 of 1974.

Other Tax Incentives

Inventory Tax

No inventory tax - no matter where a company locates in Michigan. All inventory is exempt from state and local property taxes.

Sales Tax Exemptions

The six percent state sales tax is not levied on the purchase of machinery and equipment used in manufacturing.

Workforce Development

The MEDC is ready and able to provide an extensive workforce development package through our Talent Enhancement program. Talent Enhancement services are coordinated by a designated Talent Advisor that specializes in your industry that will work closely with the leadership team of your company to create and implement a custom Talent Enhancement strategy. Your Advisor will integrate programs to attract, train, and retain key talent for the success of your business.

Talent Identification

- (i) Job posting and talent outreach services on the Michigan Job Portal.
- (ii) Ability to search thousands of highly accomplished resumes.

- (iii) Feature opportunities in e-newsletters that reach 5000+ job seekers each week.
- (iv) Launch a robust social media campaign that includes Facebook, LinkedIn and Twitter.
- (v) Host senior-level invitation only career networking events.
- (vi) Arrange with Michigan college and university placement offices for on-campus interviewing.
- (vii) Contact candidates and schedule interviews at a variety of local area office locations or at the company's workplace.

Talent Screening

Talent Enhancement will screen candidates based on a company's specifications and screening questions in partnership with local Michigan Works! offices.

Talent Interviewing

Talent Enhancement can contact candidates and schedule interviews at a variety of office locations or at the company's workplace.

Relocation & Partner Assistance

The MEDC staff will also work with local realtors and other partners to connect relocating employees with housing, education, and community resources to quickly welcome them into the community. Talent Enhancement will also meet with any transferring employee's spouse or partner to understand their career objectives, and will make critical introductions to integrate the spouse/partner into the relevant professional communities.

Salary & HR Consulting

Talent Enhancement can provide salary data and labor market information relevant to your industry.

Training Grants

Talent Enhancement will work closely with your company to maximize utilization of worker training programs and funds that may be available for companies in Michigan.

Internships/Co-ops

Talent Enhancement will work closely with your company to help you establish co-op and internship programs at Michigan colleges and universities.

Pure Michigan Talent Connect's MiVirtualCareerFair

MiVirtualCareerFair is a live, interactive, 3-D virtual environment where employers can interact with top Michigan talent to fill open positions with their company. MiVirtualCareerFair provides employers the opportunity to:

- (i) post open positions,
- (ii) engage in conversation and prescreening with qualified candidates from all over the world via instant chat and/or webcam during live events,
- (iii) attend a career fair without the costs associated with travel, food or lodging, and printing costs,
- (iv) save time and money by having recruiters attend from their own office,
- (v) customize your virtual booth to match your corporate employment brand,
- (vi) view and collect resumes and applications from candidates,
- (vii) receive in-depth, post-event reporting, including chat transcripts.

Six MiVirtualCareerFair events are held each year. A full year of virtual events is available to employers, at a value of up to \$1,800. For more information, please visit www.MiTalent.org/VirtualCareerFair.

Education and Training Programs

Michigan possesses nearly 200 college and university campuses with about one-third granting bachelor's degrees and 40+ offering graduate degrees. More than 100,000 postsecondary degrees are awarded annually by Michigan colleges and universities. Our Talent Enhancement Team can connect you to the various business-serving institutes and continuing education centers at our postsecondary institutions.

Community colleges exist all across the state as they number nearly 30. Eighteen Michigan Technical Educational Centers (M-TEC) have been constructed throughout the Michigan community college system. M-TECs provide a comprehensive array of standardized and customized training and workforce development programs for Michigan's businesses.

Community Development Block Grant: Job Training

The MEDC administers the Michigan Community Development Block Grant (CDBG) program, which is a federal grant program that provides funds to eligible counties, cities, villages, and townships for economic and community development. Qualifying economic development projects are those directly related to a for-profit business location or expansion involving eligible activities that will result in the creation and/or retention of jobs, with at least 51% of those jobs held by low- and moderate-income workers.

If a company requires assistance for workforce training in order to invest in Michigan, the MEDC and local community may provide funds directly to the company for eligible costs incurred for training-related expenses, including wages during training, cost of trainers' wages, materials, vendors, travel, etc. Grant proceeds can only be used for Michigan residents. The grant may be used towards vendor training costs; however, the vendor training expenses must have a minimum 20% match from the employer. Up to 50% of the grant proceeds may be used for on-the-job training (OJT), but not more than 50% of the company's OJT may be reimbursed per person. OJT expenses must be completed within six months of the employees' hiring date, and any employee trained with CDBG funds must be retained for 90 days following the conclusion of training. The funds can be reimbursed either monthly or as expense is incurred. There is no reimbursement for company trainers or out-of-state training expenses.

Community Ventures

Community Ventures (CV) is an effort led by the Michigan Economic Development Corporation (MEDC) to help structurally unemployed individuals pursue career opportunities at Michigan companies. This initiative connects pre-screened talent to employers and lays the foundation for sustainable expansion of employment opportunities for residents of Detroit, Pontiac, Flint and Saginaw. Support and resources will be provided to ensure both employers and talent are well matched.

Structurally unemployed are those who lack the basic skills to obtain/retain employment even when jobs are available. Eligibility criteria include one of the following: low income, lack of education (no GED/high school diploma), lack of functional literacy, long term disconnection from employment, former prisoner, or at-risk youth. We will ensure that our CV eligible talent is job ready before we connect them to the employer. The employer screens all CV eligible talent and only hires those who are suitable for the position.

The program provides a grant to a qualified employer of up to \$5,000 per qualified employee, with an additional \$3,000 per qualified employee available for wraparound support services to assist with job retention and removal of barriers to employment and can include training, transportation, child care, job coaching, and other services.

Michigan Works!

Michigan Works! partners with employers and educators to ensure local businesses have the talent they need now and in the future. Your local office can provide assistance for everything from locating and recruiting potential employees, posting your job openings, screening applicants, and providing training assistance. In some instances, there may be wage subsidies, tax credits or other incentives available to you. Your local Michigan Works! has submitted a customized proposal for your project under separate cover.

Skilled Trade Training Fund (STTF)

The STTF will provide competitive awards for the development and implementation of employer responsive training that will enhance talent incomes, productivity, and employment retention, while increasing the quality and competitiveness of Michigan's businesses. STTF program will ensure Michigan's employers have access to the talent pipeline they need to compete and grow, and participants have the skills they need for in-demand jobs. The program will create and expand collaboration between Michigan Works!, economic development, and educational agencies by funding demand-driven training that addresses talent shortages hampering the growth of Michigan's priority industries.

STTF will be used to fill any documented skill mismatch that currently exists in Michigan, including, but not exclusively limited to skilled trade occupations. Skilled trades encompass three broad categories: skilled industrial trades, skilled construction trades, and skilled service trades.

Training programs funded by STTF must fill a documented talent need experienced by an eligible participating business. The training must lead to full-time employment or continued employment. Examples of allowable training include:

- (i) Classroom
- (ii) OJT
- (iii) Customized
- (iv) Incumbent Worker
- (v) U.S. Department of Labor (USDOL)/Veterans Administration (VA)
Registered Apprenticeships

Trade Adjustment Assistance (TAA)

Trade Adjustment Assistance (TAA) is a federal program that assists U.S. workers who have lost employment as a result of foreign trade. This program provides workers with opportunities to obtain the skills, credentials, resources, and support necessary to become reemployed. A group of workers may be eligible for TAA if their jobs are lost or threatened due to trade-related circumstances as determined by the United States Department of Labor (USDOL). If a worker is a member of a worker group certified by the USDOL, that worker may receive the following benefits and services including up to 130 weeks of training. There are several types of training available including:

- On-the-Job Training (OJT) - up to 104 weeks of training funding up to 50% of wages
OJT is training provided by an employer to worker who has been hired by the employer. OJT is conducted while the worker is engaged in productive work in a job that provides knowledge or skills essential to the full and adequate performance of the job.
- Customized Training – up to 130 weeks of training designed by the employer
Customized Training is designed to meet the special requirements for an employer or group of employers. This type of training is conducted by a separate vendor, but with a commitment by the employer, or group of employers, to employ an individual upon successful completion of the training.

- **Registered Apprenticeships** - up to 130 weeks of training for Registered Apprenticeships. Apprenticeship programs offer workers employment and a combination of on-the-job learning and related instruction. Apprentices are employed at the start of their apprenticeship and work through a series of defined curricula until the completion of their apprenticeship programs.

Pure Michigan Business Connect

Pure Michigan Business Connect

Through economic gardening initiatives, Michigan businesses have new ways to buy and sell, raise capital, and connect with each other. Pure Michigan Business Connect is a \$3 billion public-private initiative that strengthens our economic gardening philosophy through an alliance of the MEDC, Michigan companies and other Michigan organizations. Pure Michigan Business Connect matches people with resources including venture capital, debt financing, collateral support, and other funding assistance; business support services like customized market research, executive and professional talent search assistance, training support, customized site searches, and ombudsman services; and additional public/private support such as entrepreneur services, export assistance, legal services, and matchmaking with Michigan suppliers.

Other Programs and Incentives

Business Cost and Tax Estimating

To help with the location decision process, the MEDC offers customized operating cost and business tax estimates to new or expanding companies that are planning to locate in Michigan. With specific operational and investment data from a company, a general analysis can be made for the CIT, workers' compensation insurance, unemployment insurance taxes, and property tax. The estimates represent approximations of these particular business cost factors, intended to assist the company in its location and expansion decisions.

Business Plan Competitions

Accelerate Michigan is the largest business plan competition in the country, awarding \$1 million in prizes to technology companies. Great Lakes Entrepreneur's Quest provides mentorship, workshops, and tops it off with a business plan competition for new ventures.

Consultation Education and Training

If a company is not satisfied with its workplace safety and health performance, the Michigan Department of Licensing and Regulatory Affairs (LARA) Consultation Education and Training (CET) Division, is available to help companies solve problems. With CET services, companies can develop a safety and health management system, improve an existing program, or find the help needed to solve tough safety and health problems. CET consultation and training services are provided in the company's facility at no cost by a statewide staff of experienced professional occupational safety consultants and industrial hygienists who work with employers/workers in specific geographic areas.

Energy Efficiency and Renewable Energy Revolving Loan Fund

The Michigan Energy Office administers the Energy Efficiency and Renewable Energy Revolving Loan Fund (Energy Revolving Loan Fund) Program to provide low-interest loans to public or private entities for energy efficiency and renewable energy projects. These funds are provided by the Department of Energy (DOE) through the State Energy Program. The Michigan Energy Office, a US Department of Energy designated State Energy Office, resides within the MEDC. The Office encourages the use of new technologies and alternative fuels in buildings, industrial processes, vehicles and in power generation. Program objectives are advanced through a variety of services, including information dissemination, technical assistance, financial assistance, and demonstration projects.

Environmental Assistance Program

The Environmental Assistance Program is a quick-response service of the Michigan Department of Environmental Quality (DEQ). This program is designed to aid Michigan's small- and medium-sized businesses and municipalities in resolving environmental issues. Direct and referral assistance is available on a variety of programs and issues, including Clean Corporate Citizen (C3), a program of streamlined permitting and other benefits rewarding environmental excellence; compliance assistance (federal and state); handling, disposal, hauling, licensing, and management of solid, liquid, industrial, medical, and hazardous waste; land and water use, and protection; permits for land, air, and groundwater discharge, National Pollution Discharge Elimination System, oil, gas, and mineral drilling, soil erosion and control, water, wetlands, and floodplains; and pollution prevention, waste reduction, and recycling. Additional information is available at www.michigan.gov/deqenvassistance.

Export Assistance

The MEDC now provides resources to small and medium-sized Michigan companies (SMEs) interested in finding new markets through selling products and services overseas. Through our statewide network of strategic export partners, companies located anywhere in Michigan can receive export training and export readiness assessment. As companies advance along the export continuum, direct export incentives are available to eligible SMEs, including access to export financing and expense reimbursements related to penetrating new markets, finding foreign buyers, and participating in export trade missions.

Federal Opportunities

The MEDC's Corporate Research Office can undertake focused searches to identify federal funding resources and lending programs for companies and leverage federal funding through national governmental programs and solicitations.

Michigan Business Ombudsman

The Michigan Business Ombudsman Office provides assistance in resolving disputes, investigating business complaints, and making connections with state government agencies. Ombudsmen investigate inquiries from businesses and organizations, acting as a reliable and credible source of information for all parties. Ombudsman services include guidance to Michigan businesses on State of Michigan regulations, procedures, and processes; assistance to state government agencies on problem solving and issue resolution; and dispute resolution on issues that have not been resolved via traditional departmental administrative procedures.

Michigan Defense Center

The Michigan Defense Center identifies growth opportunities for Michigan businesses based on the needs of the U.S. Department of Defense (DOD) and Department of Homeland Security (DHS). The Defense Center helps businesses access research and development resources in universities, federal laboratories, and industry in order to form strategic alliances and respond to new challenges in defense and homeland security. The Defense Center partners with the Procurement Technical Assistance Center statewide network, as well as, regional economic development organizations to advocate with federal agencies on behalf of the Michigan contracting community.

Michigan Manufacturing Technology Center

The Michigan Manufacturing Technology Center (MMTC) offers training and direct technical assistance to small and medium-sized Michigan manufacturers to upgrade them to the best manufacturing practices available. Services are delivered through five regional offices around the state. The MMTC is the Michigan affiliate of the national Manufacturing Extension Partnership program, which is linked to national industry groups, major manufacturers, automation equipment vendors, universities, and research laboratories. MMTC services include training and consulting in customer acquisition, lean manufacturing, lean office, quality systems compliance, Six Sigma, green manufacturing, and activity-based quoting. In addition, the MMTC offers a unique service,

free only to Michigan manufacturers, comparing a company's performance to that of its peers. For more information, visit www.mmtc.org and www.performancebenchmarking.org.

Michigan Procurement Technical Assistance Centers

Michigan's network of Procurement Technical Assistance Centers (PTACs) matches the capabilities of Michigan companies with government contract opportunities. PTACs prepare Michigan businesses to compete for government contracts, educating them on the opportunities, requirements, and process of becoming successful government contractors. PTACs provide pre- and post-award assistance, helping companies through the entire procurement process, from registering as a government contractor and finding bid opportunities through proposal preparation and post-award modifications.

Michigan Small Business Development Centers

The MI-SBDC network provides a full range of services and tools for small businesses emerging and growing in Michigan's 83 counties. The organization has four teams dedicated to provide expert assistance to the individual needs of Michigan's small business.

State of Michigan Contract Connect Program

The Contract Connect Program provides opportunities for business growth through access to a wide range of governmental procurement opportunities. The Contract Connect website provides information on more than 1,100 state contract opportunities, assistance with vendor registry and bids, and tools that can notify registered users of relevant upcoming opportunities. Contract Connect serves the procurement needs of the State of Michigan and multiple Michigan municipalities, school districts, non-profit hospitals, colleges, and universities. For more information, see www.michigan.gov/contractconnect.

Permitting and Regulatory Assistance

In Michigan, business growth and environmental protection work hand-in-hand. MEDC staff can provide assistance in working with the Michigan Department of Environmental Quality (DEQ) and other state regulatory agencies to streamline permitting and clear the decks for a company's business expansion.

Site Location/Real Estate

Michigan operates an electronic site location network that allows for confidential, customized site information tailored to a company's needs. This system allows us to provide immediate information on available buildings, certified industrial parks, and Greenfield sites in any area of Michigan.

Technology Assistance Referrals

Michigan has a wealth of public research universities and institutes that offer technology assistance to Michigan companies. The MEDC will make introductions and referrals to the appropriate organizations if require technical support is required.

MI-STEP overview (fiscal year 2016)



Michigan companies may be eligible for financial assistance to support export-development activities through the Michigan State Trade Export Program (MI-STEP) offered by Michigan Economic Development Corporation (MEDC).

The Pure Michigan International Trade Program was established in 2011 to support the growth of Michigan exports to international markets by:

- Increasing the number of Michigan exporters
- Introducing current exporters to new foreign markets and buyers
- Increasing Michigan's export sales

Export sales can help companies grow by diversifying the customer base, providing long-term financial stability and supporting higher paying jobs. MI-STEP is a component of MEDC's economic gardening strategy to support existing Michigan companies and create new jobs.

The Small Business Administration (SBA) and the Michigan Strategic Fund (MSF) are supporting MI-STEP with \$1,580,000 in grant funding for eligible Michigan businesses.

PROGRAM SUMMARY

The MI-STEP program provides 50 percent reimbursements to qualified small and medium-sized companies for allowable expenses related to export marketing activities.

Eligible companies may qualify for up to \$12,000 in assistance during a single fiscal year to enhance their ability to launch or grow export operations in Michigan. Approved funds may support the following activities:

1. Overseas trade mission participation
2. International or domestic trade show participation
3. Foreign market sales trips

4. U.S. Department of Commerce services
5. Website and/or marketing material translation services
6. Agent, distributor and/or customer searches
7. Foreign market research
8. Foreign market product certification

ELIGIBILITY

To be eligible, companies must:

1. Meet the Small Business Administration (SBA) size and revenue guidelines
2. Represent significant potential impact to the regional economy
3. Have two years of domestic sales experience
4. Register profit during the last year (venture capital and government grants do not qualify as sales revenue)
5. Provide an employer identification number (EIN) linked to a Michigan address
6. Be in good standing with the Michigan Department of Treasury and other regulatory agencies

HOW TO APPLY

Visit www.michiganbusiness.org/export to view the complete eligibility guidelines and submit the intake form. Upon receipt of information, companies will be contacted to confirm eligibility status and to complete the application. For questions or more information, contact export@michigan.org.

MI-STEP CHECKLIST

- Review/confirm company FY16 eligibility guidelines at www.michiganbusiness.org/cm/files/export_assistance/step-eligibility-guidelines.pdf
 - Review/confirm allowable uses of MI-STEP funds
 - Complete online intake form (if not done already) at <http://medc.force.com/exportassistance>
 - An international trade manager will be assigned to your company. They will reach out regarding next steps.
 - Complete and submit the MI-STEP grant application to your international trade manager for review.
 - Receive email from DocuSign and electronically sign the agreement. Please allow 7–10 business days for processing.
 - If the application is approved, you will receive an approval notification email. If you do not receive one, contact your international trade manager.
 - Receive online portal access (if not done already)
 - New client password will only be active for 72 hours
 - Requests for grant reimbursements will be done through the online portal
 - State vendor registration: register or review/update vendor information
 - If receiving payments for the first time from the state, create a new user account at www.mi.gov/cpexpress
 - For existing state vendors, log in, review and update (banking information, EFT, address, contact information) if necessary. C&P Express at www.mi.gov/cpexpress
 - Please notify the MI-STEP grant administrator of any changes, delays or activity cancelations. You may be required to submit an addendum if there are changes to the approved plans.
 - Log in to online client portal and submit all itemized receipts and reimbursement summary worksheet:
 - To be completed by the expiration date on the executed MI-STEP grant agreement (45 days after last date of activity) *Note: Exceptions to this deadline can only be approved by MI-STEP grant administrator*
 - Please ensure that all 10 steps of “Client Portal Instructions” are completed at <https://medc.box.com/mi-step-portal-instructions>
 - All Itemized receipts should be converted to USD based on the **date of receipt** as the exchange date. Use <http://www.oanda.com/currency/converter> for the correct daily exchange rate.
 - Once submitted, status can be monitored by logging into the portal
 - Compliance review: Receipts are being reviewed for applicable expenditures (20–30 days)
 - Approved: Approved by compliance review, with finance (10–15 days)
 - Payment received by company based on compliance review and availability of funds
 - Companies will be required to submit quarterly sales confirmations, providing actual and projected export sales totals related to MI-STEP funded activity and any assistance provided by the MEDC International Trade Program.
 - Quarterly sales confirmations will be completed in the same online client portal, by following these instructions at <https://medc.box.com/qtrlysales-portal-instructions>
 - Compliance with quarterly sales confirmations is necessary to be eligible for future funding
 - For questions regarding the sales confirmation process, please contact Natalie Schiefer at schiefern@michigan.org or 517.335.2854.
- For questions regarding MI-STEP please contact Natalie Sandborn at sandbornn@michigan.org or 517.241.2983.

BUSINESS DEVELOPMENT SERVICES

Our mission is to market Michigan and provide the tools and environment to drive job creation and investment. In conjunction with local economic development agencies, our team of business development managers works with companies to help them grow.

PURE MICHIGAN BUSINESS CONNECT (PMBC)

Retention and Growth program

The MEDC is a one-stop resource for your business. Business development managers (BDMs), part of the MEDC sales force, are assigned geographically throughout the state. Your BDM serves as your business's point of contact, coordinating all state services to ensure your success. BDMs are available through email or a phone call away to help your business grow.

Michigan Business Development Program (MBDP)

The MBDP provides grant, loan or economic assistance to qualified businesses that create investments and jobs in Michigan.

Community Development Block Grant (CDBG)

The CDBG program is a federal program that provides funds to eligible counties, cities, villages, and townships for economic and community development.

Puremichiganb2b.com

The PMBC B2B website is a free initiative that links Michigan companies with private sector procurement opportunities and business services available from other Michigan companies. Michigan businesses can register their company profile for free at www.puremichiganb2b.com.

PURE MICHIGAN TALENT CONNECT

Pure Michigan Talent Connect, www.mitalent.org, is an online marketplace connecting Michigan's job seekers and employers; as a central hub, it links all public and private stakeholders who support Michigan's workforce.

Michigan Works! service centers

One-stop access to the state's major workforce development program is available through 16 Michigan Works! agencies and approximately 100 Michigan Works! service centers.

Skilled Trades Training Fund

This program ensures that Michigan's employers have access to the talent pipeline they need to compete and grow, and participants have the skills they need for in-demand jobs. The program will create and expand collaboration between Michigan Works!, economic development, and educational agencies by funding demand-driven training that addresses talent shortages hampering the growth of Michigan's priority industries.

STTF will be used to fill any documented skill mismatch that currently exists in Michigan, including, but not exclusively limited to skilled trade occupations. Skilled trades encompass three broad

PMBC supplier/partner searches

MEDC business development staff can conduct detailed searches for specific buyer needs or partners. These searches can be done across any sector or industry and can be confidential.

PMBC supplier summits

The MEDC partners with local and global purchasers to organize dedicated buyer/supplier matchmaking summits. The MEDC team will work with supply chain or R&D teams across industries to identify critical supply chain gaps or new innovation opportunities, and then qualify and schedule meetings with Michigan suppliers with solutions to fill these gaps. To save purchasers time and resources, MEDC manages all summit planning, including an online application process, communication with the applicants, and all onsite logistics.

PMBC business services

Michigan business professionals are supporting PMBC by offering a variety of services to entrepreneurs and all businesses including legal, accounting, consulting, business education, business lending, and web-based services. In partnership with the Small Business and Technology Development Center (MI-SBTDC), the program assists Michigan businesses by connecting them to participating partners who are giving back to Michigan by providing these pro bono or reduced rate professional services. Companies can apply for pro bono business support service at www.puremichiganb2b.com.

categories: skilled industrial trades, skilled construction trades, and skilled-service trades.

Michigan Advanced Technician Training Program (MAT²)

MAT² is an innovative, industry-driven approach to education. The program is an educational model developed in conjunction with global technology leaders to combine theory, practice and work to train a globally competitive workforce. MAT² provides: a three-year training program with all tuition costs paid for by your employer; on-the-job training with pay; an associate degree in a high tech, in-demand field; and a guaranteed job upon successful completion of program.

Community Ventures

This initiative connects pre-screened talent to employers and lays the foundation for sustainable expansion of employment opportunities for residents of Detroit, Pontiac, Flint and Saginaw. Support and resources will be provided to ensure both employers and talent are well matched.

Michigan export program

Exporting presents a significant opportunity for small businesses in Michigan to increase sales and profits. Nearly 96 percent of consumers live outside the U.S. Two-thirds of the world's purchasing power takes place in foreign countries. MEDC is committed to increasing Michigan's exporting opportunities by providing resources for businesses to help them identify and enter key emerging global markets.

Business cost and tax estimating

To help with the location decision process, the MEDC offers customized operating cost and business tax estimates to new and expanding companies that are planning to locate to Michigan.

Agribusiness programs

The MEDC, in partnership with the Michigan Department of Agriculture and Rural Development (MDARD), offers multiple programs to help support the financing and growth of agricultural businesses. Michigan is an international leader in the agriculture industry, and MDARD and MEDC are committed to supporting the continued growth of the industry within the state.

PURE MICHIGAN CAPITAL CONNECT

Businesses need capital to grow and diversify. To incentivize tight capital markets to lend, Michigan has developed creative methods to provide the capital businesses need to grow and prosper. Michigan was the first state to win approval of nearly \$80 million in federal capital funding to support the state's cutting-edge Capital Access, Michigan Collateral Support and Michigan Loan Participation programs.

Michigan Business Growth Fund

The Michigan Business Growth Fund operates several programs that assist lenders and borrowers in financing expansion or diversification projects within the state of Michigan. The funds are used to reduce a lender's exposure or risk for loans to businesses that are suffering reduced collateral values or cash flows.

LOCAL COLLABORATION SERVICES

Business development managers can connect you with city, county, and township leaders to assure that your local development needs and issues are addressed in a timely and efficient manner.

Michigan Small Business Development Center (MI-SBDC)

The MI-SBDC network provides a full range of services and tools for small businesses emerging and growing in Michigan's 83 counties.

Michigan Manufacturing Technology Centers (MMTCs)

MMTCs help small and medium-sized businesses compete and grow. Through personalized services, MMTC helps develop more effective business leaders, promote company-wide operational excellence and foster creative strategies for growth and greater profitability.

NextEnergy

One of the nation's leading accelerators of advanced energy technologies, businesses, and industries. NextEnergy drives

Property Tax Abatement under PA 198 of 1974

Local units of government have the ability to reduce property taxes on new investment by 50 percent for manufacturers and high-tech businesses.

Consultation Education and Training (CET)

With CET services, companies can develop a safety and health management system, improve an existing program, or find the help needed to solve tough safety and health problems. CET consultation and training services are provided in the company's facility at no cost by a statewide staff of experienced professional occupational safety consultants and industrial hygienists.

Transportation Economic Development Fund (TEDF)

The TEDF was created to assist in the funding of highway, road, and street projects necessary to support economic growth.

Freight Economic Development Program (FEDP)

The FEDP supports rail infrastructure improvements by providing low-interest forgivable loans that can be converted to grants through MDOT.

Capital Access Program (CAP)

CAP uses small amounts of public resources to support private bank financing, providing small Michigan businesses access to capital that might not otherwise be available. Participating banks throughout Michigan have offered CAP loans directly to companies that need credit enhancement. Similar to a loan loss reserve fund, the bank, the company and the MEDC pay a small premium into a reserve that makes it possible for the company to receive fixed asset and working capital financing.

Private Activity Bonds (PABs)

The MEDC, through the MSF, can issue tax-exempt and taxable PABs for credit-worthy companies considering investing in eligible projects.

technology demonstration and commercialization; delivers industry and venture development services; and provides an authoritative voice in the public sector. Since its inception, NextEnergy has helped attract more than \$1.3 billion of new investment in the state of Michigan, including programs in excess of \$150 million in which NextEnergy has directly participated.

Small Business Association of Michigan (SBAM)

SBAM is the only statewide and state-based association that focuses solely on serving the needs of Michigan's small business community. All of SBAM's programs and services exist to improve the business climate and conditions in which small businesses operate.

Michigan Technical Education Centers (M-TECs)

Michigan's network of 18 technical training centers focuses on delivering customized training and retraining in high wage, high skill, and high demand occupations.