

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 12 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 December 31, 2007
- 845 businesses located or expanded in the SmartZones
- 16,359 new jobs created
- 1,100 companies assisted by SmartZones
- \$1.110 billion of public and private investment
- 16 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)

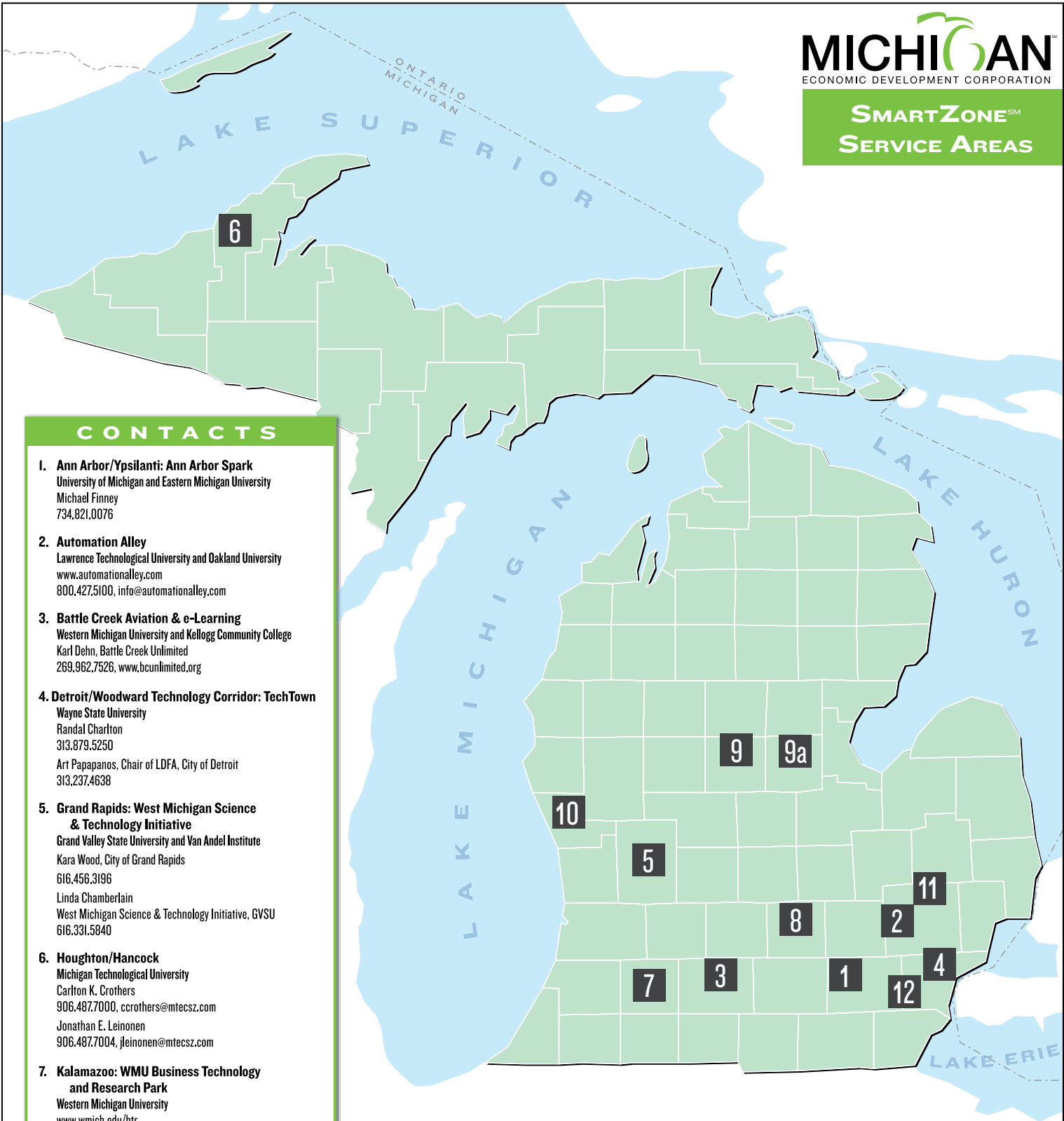
PRE-SEED FUND

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 <http://www.annarborspark.org/start-ups/pre-seed-fund>



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