



# Monroe County Industrial Development Corporation

Helping Monroe County Businesses Grow Since 1982

# What We Do

**Manufacturing Development**  
**Attraction**  
**Expansion**  
**Retention**

**Business FIRST**  
**Site Search Assistance**  
**Resource Identification**  
**Ombudsman Services**



**M.C.I.D.C.**  
Monroe County Industrial  
Development Corporation

# Manufacturing Diversification

## Diversification Summit

- Aerospace Manufacturing
- Defense & Government Contracting
- Medical Devices
- Wind Energy Systems

## Manufacturing Assistance Team

- Financial Analysis
- Capital Access
- Strategic Financial Planning

## Monroe County Renewable Energy Initiative



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# Technology Based Business

## Automation Alley

- Technology Business Accelerator
- Entrepreneurial Services
- Training & Seminar Events
- Limited Venture Capital Funding

## Ann Arbor Spark

- Business Accelerator
- Wet Lab incubator
- Entrepreneur Boot Camp
- Venture Capital Funding



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# Monroe County Assets

4000 Technology Worker

Nearly 100 Technology and Manufacturing Companies

Top Tech Employer: Guardian Industries

Average Tech Wage \$57,089

Largest Industry: Advanced Automotive Manufacturing



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# Commercial Based Business

## Business FIRST

Location Assistance

Resource & Networking Assistance

Research Services

## Michigan Small Business and Technology Development Centers

Business Consulting Services

Research

Training



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# CONSULTING



One-on-one and Confidential  
No cost  
New ventures  
Growth businesses  
Established businesses  
Traditional or Technology based  
Full range of business development issues  
Business plans  
Marketing plans,  
Financial plans  
Etc.



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# RESEARCH



No Cost/Low Cost

Three sources:

University of Texas – San Antonio

Grand Valley State - Seidman School of Business

Counselor search

Provides secondary information

Industry

Competition

Demographics

Target Market lists

Trading area analysis



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# TRAINING



Low cost

For New Ventures and Emerging Businesses  
Entrepreneurial Series: Fundamentals  
FastTrack - NewVenture

For Growing and Established Businesses  
FastTrack - GrowthVenture  
Strategic Needs Assessment  
PeerSpectives - CEO Roundtables  
Fiscal Fitness Workshop and Counsel



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# State & Local Incentives

## Financing/Loans

- Diversification Loan Program
- Private Activity Bonds
- SBA 504 & SBA Loan Guarantee Programs

## Grants

- Michigan Emerging Technologies Fund
- Small Business Innovative Research
- Job Training Grants

## Incentives

MEGA	Brownfield Tax Credits
PA198	Anchor Jobs Credit
PA328	OPRA

## Investing

- Michigan Pre-seed Capital Fund
- Venture Capital and Angel Sources of Funding



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# Brownfield Project



Former Hotel Entrance



Current Hotel Entrance

# Brownfield Project



**Lobby Before Renovations**



**Lobby After Renovations**

# Partner Programs

Michigan Economic  
Development Corporation

Monroe County  
Community College

Michigan Manufacturing  
Technology Centers

Michigan Works!

Next Energy Authority

Monroe County Library  
System

Procurement and Technical  
Assistance Centers (PTAC)

Food System Economic  
Partnership



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Thank You for your Interest in  
Monroe County



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