

University Economic Impact

ECONOMIC IMPACT STRATEGY



WSU's economic impact is \$2.6 billion. The impact strategy includes work across the university.

The Office of Economic Development (OED) released its [2022-2027 economic impact strategy](#) in April 2022. The strategy is inclusive of work happening across schools, colleges and divisions and is intended to guide the university's \$2.6 billion annual economic impact over the next five years. Over the past year, OED has been sharing the strategy with internal and external stakeholders, including city and state leadership and potential funders.

The strategy is organized around five high-level goals. Each goal is accompanied a set of objectives, sample strategies—things Wayne State has done or is doing to achieve these objectives, and key performance indicators (KPIs). OED recently compiled its first annual progress report. We plan to produce these year-end reports over the life of the strategy. They will inform talking points, our annual APLU-IEP reflection memos and a new impact webpage on our website.

APLU IEP DESIGNATION



OED is leading the application for extension of WSU's Innovation and Economic Prosperity University designation.

OED applied for a five-year extension of Wayne State's Innovation and Economic Prosperity (IEP) University designation in July. The IEP University designation is conferred by the Association of Public and Land-grant Universities (APLU) and honors institutions of higher education that have demonstrated a commitment to economic engagement. Wayne State received the designation in 2014—the second year the APLU made it available. The application process involved reflecting on how our economic ecosystem has shifted over the past five years, sharing those reflections with key internal and external stakeholders, and securing letters of support. We should hear back from the APLU in late September or early October.

THOUGHT LEADERSHIP



Five WSU representatives were appointed to the Growing Michigan Together Council and/or related working groups (3 WSU Governors, Academic Student Affairs & Global Engagement VP, OED Economic & Community Development Director).

Emily Thompson, director of economic and community development in the Office of Economic Development (OED), has been appointed to the Infrastructure and Place Workgroup of the Growing Michigan Together Council. Wayne State is well represented in this effort with Governor Stancato co-chairing the Council, Governor Land co-chairing the Infrastructure and Place Workgroup, Governor Barnhill serving on the Higher Education Workgroup, and Ahmad Ezzeddine serving on the Jobs, Talent and Economy Workgroup. Thompson arranged for the Council to have a table at FestiFall where they

can directly engage Wayne State students and to host a public forum at TechTown in late September. She also connected the Council with Career Services.

Place-Based Economic Development

CAMPUS ACTIVATION



OED continues to lead several campus activation initiatives in partnership with multiple university divisions and supported Fall Opening by chairing a planning committee, securing sponsorship dollars, and producing programming and information resources.

OED continues to partner with the Provost, Dean of Students Office, Facilities Planning and Management, and Marketing to help activate our campus and strengthen connections between our campus and Midtown neighborhood. Ongoing OED-led initiatives include: activating Woodward | Warren Park and the front of the UGL with green Fermob bistro sets and Keast Commons with colorful Adirondack chairs; arranging and promoting a series of City Institute walking tours of greater Midtown, as well as asynchronous in-person and virtual experiences; and curating a Today@Wayne feature called Open for Lunch! that highlights local businesses that offer discounts through Show Your One Card & Save.

OED was also actively engaged in the planning process for Fall Opening. Emily Thompson, director of economic and community development, chaired the Community Involvement Committee. The Committee staffed by OED:

- Created and distributed 6,500 copies of a Detroit Resource Guide including at three Discover Detroit Pop Ups during Fall Opening.
- Engaged the City Institute to create a virtual introduction to Detroit video series and authored campus news features on getting around and uniquely Detroit places and events.
- Coordinated four City Institute walking tours of Midtown, two mini meditation sessions led by Detroit Yoga Lab, and six ride-alongs to help familiarize Warriors with the QLine, MoGo and DDOT.

OED also assisted the Employee Engagement Committee with their coffee hour and secured a \$10,000 sponsorship from Community Financial Credit Union (CFCU) to support the Block Party and Employee Zen Den.

INDUSTRY INNOVATION CENTER (I2C)



OED has led the development of a conceptual design to reimagine the I2C building and site and recently submitted a \$1 million Revitalizing and Placemaking 2.0 application to the MEDC to support site improvements. OED is coordinating the remodel of an I2C suite to house the WSU Office of Business Engagement & Strategic Partnerships.

OED and TechTown have been leading efforts to re-imagine and activate the Industry Innovation Center (I2C) since Wayne State purchased the building from NextEnergy in 2018.

In 2019, we engaged the Detroit Collaborative Design Center (DCDC) to facilitate a participatory design process to reimagine both the building and site. The resulting conceptual design seeks to better serve university and industry needs, and encourage collaboration between these groups, by upgrading existing building amenities and adding much-needed meeting space and an open kitchen. Suggested exterior improvements included new, more-inviting building entrances and outdoor spaces.

We initially shared the conceptual design in fall of 2019, just months before the Covid-19 pandemic began, and have been re-revealing it to key stakeholders over the past year via conceptual design displays in I2C and high-profile events. We are also leading efforts to re-work the former NextEnergy office suite for the Office of the Business Engagement and Strategic Partnerships and are working with that team on fundraising for the larger improvements.

We submitted a \$1 million Revitalization and Placemaking (RAP) 2.0 application to the Michigan Economic Development Corporation (MEDC) for improvements to the outdoor space in June.

MOBILITY



OED and Parking & Transportation Services manage the mobility benefit that enables WSU students and employees to ride DDOT and SMART buses, the QLINE, and MoGo for free.

Wayne State continues to subsidize four-hour Dart and annual MoGo passes for all enrolled students, as well as full- and part-time employees, allowing them to ride DDOT and SMART buses, the QLINE streetcar, and MoGo bikes for free. OED partners with Parking and Transportation Services (PTS) to manage and promote this program and is currently in the process of creating a year-end report inclusive of use data from the providers and experience data from the surveys completed late August.

Entrepreneurship/Small Business Programs

GOLDMAN SACHS 10,000 SMALL BUSINESSES PROGRAM



The Detroit Goldman Sachs 10,000 Small Businesses Program has been housed at Wayne State University for nearly 10 years (graduating hundreds of small business owners) and is available to WSU students, staff, and faculty that meet program application requirements.

The Goldman Sachs 10,000 Small Businesses Program continues normal operations. Cohort #27, which started on 5/5/23, finished their training on 8/4/23. We completed our recruitment cycle for Cohort #28 which begins on September 7th 2023.

- **Cohort 27 & Cohort 28:** As noted the cohort started on 5/5/23, and all 24 of the scholars that started the cohort graduated. For Cohort 28, we received 113 Part I Applications, and after interviews we accepted 31 Business Owners. 5 have chosen to defer to the next cohort so we

will begin their training with 26 scholars. As in the past, the cohort is very diverse, with businesses from all over the state of Michigan, and revenues from \$75,000 to \$5,000,000.

- **Outreach & Recruitment:** We have just started the recruiting cycle for Cohort 29 which starts on January 25, 2024. We have continued our approach of online information session, in-person events with our community college partners, and attendance at events sponsored by local and regional partners in the eco-system. For example, in the last week we have attended a meet and greet for the LGBTQ Chamber of Commerce, and A Town Hall hosted by State Senator Kevin Hertel.
- **Alumni Support:** We continue our alumni activity with a required One Year Later alumni clinic on 6/1/23. We continue with our quarterly resource calls and several Alumni Ambassador led meetings schedule between now and October.
- **Program Support** – Grant #7 for the program ended on 6/30/23. We submitted the final report for Grant 7 to the Goldman Sachs Foundation and have submitted the preliminary budget request for Grant #8, which runs from 7/1/23 – 6/30/24. We have selected a lead faculty candidate to be employed through Macomb Community College to start in May of 2024.

TechTown Programs

ENTREPRENEURIAL EDUCATION



TechTown's Entrepreneurial Education programs and services are available to WSU students, staff, and faculty. TechTown's Professional Services Network includes WSU faculty and alumni.

Tech Town Strategy Sessions

Alumni, aspiring, and existing entrepreneurs continue to seek the expertise of our internal strategists. We held 309 Tech Town Strategy Sessions during the period from May 12, 2023, to August 30, 2023.

Ask An Expert

The Ask an Expert program utilizes volunteers who are entrepreneurs and members of the Professional Service Network. Our experts provide free 25-minute consultations to aspiring and existing business owners in the areas of Accounting, Marketing, Public Relations, Technology, Law, and Business Operations. We recorded ninety-one (91) appointments during the period of May 12, and August 30, 2023.

Professional Services Network

The Professional Services Network provides subject matter experts (including WSU faculty and alumni) who volunteer their services through the Ask an Expert program as well as conducting workshops for the Training Series. We conducted a training session for our new Ask an Expert volunteers and completed

the onboarding process. We have added 30 new volunteers for the Ask an Expert program who will begin hosting sessions in September. In addition, we added ten (10) new members to the Professional Services Network who will not conduct free sessions. We have a total of 43 new Professional Services Network members. The PSN includes several WSU alumni and faculty, including Dr. Jared Grogan, who coordinates a partnership between WSU and TechTown that pairs technical communication students with startups to work on collaborative writing and design projects.

Tech Town Training Series

In June we held two trainings, one in person, “Communicating with Confidence” instructed by Pam Lippett a member of our Professional Services Network with 19 attendees; and one virtual, “Adverse Childhood Experiences” led by Ashara Shepard Lance (a WSU alum) of the Michigan Ace Initiative with 12 attendees.

As part of our alumni engagement, we hosted a mixer for our Comerica Hatch top ten alumni that was attended by representatives of Comerica, Wayne State University, and TechTown programs teams, such as Small Business Services and Goldman Sacs 10k Small Businesses to share the resources with alumni to support their businesses. We had 17 attendees.

Our funding partner, Bank of America conducted two workshops for us in July and August. On July 13 we held the “Financial Fundamentals” led by Hasaan Elsayed with 21 attendees. On August 24, we held a virtual bilingual workshop. “Growing a Small Business” led by Hasaan Elsayed and with simultaneous interpretation for Spanish speaking attendees led by Evelyn Solorzano also of Bank of America with 22 attendees.

Business Assessments

In August, our consultant Laura Sigmon of Your Best Business Practices completed business assessments for five (5) of our alumni. The alumni had to complete two of the three sessions in our Build Your Business workshop series in early May and complete an application and interview process. The alumni received a deep dive into their business model, existing market, and competitors, and were given a game plan for growth that can be executed in 30-45 days.

TechTown Alumni Newsletter

TechTown alumni receive a quarterly newsletter with information about new resources and opportunities -- most recent issues were published in May and August. And, if you’re still reading this, send me an email (ned@techtowndetroit.org) for a free ticket to Toast of the Town on October 5th.

SMALL BUSINESS SERVICES



TechTown’s Small Business programs and services are available to WSU students, staff, and faculty.

313 Strong Program

The 313 Strong program has increased its capacity, adding a Strategist to the team with a very unique combination of general operations/management, legal, and food & beverage industry expertise. Building off our becoming more active and re-engaging the small business ecosystem, our new team member has been reintroduced to our partners and the response has been great. Conversations connected to reestablishing open office hours are underway with a number of established and new partners. Our ability to increase food & beverage sector support services is essential as it represents a large portion of local small business entrepreneurs looking to entrepreneurship to change the trajectory of their lives, their families and their communities. This new addition also supports opportunities connected to larger program collaborations and launches in the food & beverage lane. Across 313 Strong there have been 386 interactions with small business owners to date this year and an 83% program completion rate.

Retail Services Programs

The Fall Retail Boot Camp (RBC) cohort (cohort #15) is nearly underway. This cohort represents a new endeavor for the RBC team as it will be homebased and e-commerce centric. This pivot represents the nimbleness and responsiveness of our team to the needs of the small business ecosystem. Though brick and mortar retail locations are still a focus, COVID-19 has demonstrated that fixed locations may not be best for every entrepreneur and that every entrepreneur must have an e-commerce component. Cohort 15 represents something new for TechTown but promises to deliver the same level of service and opportunity for impact. Thirty-six business owners applied for this cohort and 18 have been accepted for participation.

The SHOP continues to be an impactful and attention capturing programming model for TechTown. Success of businesses at the Shop Detroit and relationships with key property owners has supported expansion and interest to expand even more. Within the Fisher Building a second larger space has been activated and is filled with two business owners. Additionally, Eastern Market has sought our programming and technical assistance support with the activation of two retail spaces for high performing businesses close to the reality of opening a brick and mortar location. The opportunity is under review by TechTown leadership. Additionally, the success of the model at the root of The SHOP and support of Bedrock's Winter Market has afforded us the opportunity to continue supporting in a larger sustained way. TechTown's retail-specific services have supported 459 interactions with small business owners to date this year, and retail programs have a 94% completion rate.

Small business programming has supported a total of 1,175 interactions this year.

TECH-BASED PROGRAMS



TechTown's Tech-Based programs and services are available to WSU students, staff, and faculty.

Growth Capital Program

TechTown has committed over \$300,000 to 36 founders thus far in 2023 through Tech Startup Fund

grants supported by the Gilbert Family Foundation. Through the Tech Startup Fund, TechTown also cohosted a Juneteenth celebration in partnership with Black Tech Saturdays. Over 125 people attended the Juneteenth celebration. TechTown also sponsored 21 founders' participation in Black Tech Week in Cincinnati, OH in July.

The TechTown Catalyst Angel Program, funded by the U.S Economic Development Administration and in partnership with Ann Arbor Spark, VentureWell, and the Angel Capital Association, has recruited 123 emerging angel investors. Most of the participants have completed the training through the Angel Capital Association's Angel University. The program participants are beginning to engage in local and national angel investing communities. The goal is to recruit, train, and engage 200 emerging angel investors by September 30, 2024.

TechTown hosted a second pitch competition for the BBCetc MI-CAN program in second quarter. MI-CAN is designed to help traditionally underserved business owners and entrepreneurs prepare their technology for SBIR/STTR funding. This program is funded by the Small Business Administration (SBA).

Tech Programs

- Start Studio Discovery – The spring 2023 cohort ran from March 29-June 7 with 10 participants/9 startups completing the program. The goal of this studio is to take a raw idea for a startup and, through rigorous customer discovery, develop a fully supportable Unique Value Proposition (UVP).
 - Start Studio Discovery Spring Showcase on June 7th: 122 attendees, \$150 donated by registrants.
- Start Studio MVP – Winter cohort ran from July 19-August 23 with 10 participants/9 companies. Cohort participants worked with developers to build a working prototype for their business. Start Studio MVP Demo Day was held in-person at TechTown.
 - Start Studio MVP Summer Demo Day on August 23rd: 119 attendees, \$250 donated by registrants.
- Traction - Currently there are 12 participants in our Traction program. Traction runs on a rolling basis and applicants are accepted as capacity allows. Traction focusses on the revenue generating MVP and go-to-market strategy.
- Scale Studio – A pilot endeavor in partnership with the Gilbert Family Foundation. Scale Studio focuses on helping participants to document and convert their intellectual property into monetized education or infotainment-based content. Scale Studio completed its pilot with three companies.
- In addition to our programs, our EIR's and tech staff have held 197 one-on-one meetings with our clients in Q2 to better serve their needs.

TechTown Operations

COWORKING/OFFICE/EVENT SPACE



Event bookings at TechTown and WSU's Industry Innovation Center in 2023 are 77% higher than this time last year and include events with the WSU Board of Governors and the WSU College of

Engineering. The TechTown/WSU innovation district footprint has expanded to include activation of 6001 Cass.

<u>TechTown Building Metrics</u>	<u>2023</u>	<u>2022</u>
Office space occupancy (as of July)	97%	98%
TechTown Members (as of July) <i>includes tenants and coworking space users</i>	900	880
Average memberships sold/month	16	9
Average building visitors/month	9,996	7,360

Immediately following the announcement of WeWork closing its Midtown location at 6001 Cass, TechTown and The Platform (the building owner for 6001 Cass) established a short-term arrangement whereby TechTown would manage the remaining coworking and office tenant community for a fee. That arrangement has since been extended through 2023 with an expanded scope to include leasing and event bookings, adding to TechTown’s unique existing venue options at 440 Burroughs and the Industry Innovation Center (I2C). Together, the three facilities support an innovation district that is emerging as a result of the significant WSU and TechTown presence in that area (including the WSU Integrative Biosciences Center (IBio) on an adjacent block). TechTown and the WSU Office of Economic Development (OED) continue to focus on elevating that district – and the work of both entities – to reinforce their collective and significant impact, particularly as other institutions try to increase their presence in Detroit and Midtown.

Bookings at both TechTown and I2C totaled 1,957 for January-July 2023 (a 77% increase from the same period last year). See 2023 monthly detail below.

		<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>July</u>	<u>TOTAL</u>
# Events hosted at TT	# of room bookings in TT meeting rooms and event spaces	227	277	231	273	179	310	261	1,758

# Events hosted at I2C	# of room bookings in I2C meeting rooms and event spaces	27	24	31	25	12	30	50	199
Total Events Managed by TT*	# of room bookings in TT + I2C meetings rooms and event spaces	254	301	262	298	191	340	311	1,957

**6001 Cass event booking data will be included in future reports.*

TechTown's management of events at I2C (in partnership with WSU) allows TechTown to apply its expertise to activate an important university facility. The alignment between WSU and TechTown has led to several successful collaborations on events at I2C, including:

- WSU MLK panel and reception
- WSU Board of Governors swearing-in ceremony
- WSU College of Engineering hall of fame event
- InBIA spring conference (with TechTown tour/presentation and I2C reception)
- WSU College of Engineering 3-day conference
- Goldman Sachs 10,000 Small Business program + National Association of Women Business Owners president's reception

TECHTOWN INTERNSHIP PROGRAM



TechTown's internship program recruits almost exclusively from WSU and has hosted 22 WSU paid interns to date, including 2 that were offered full-time employment at the end of their internships.

TechTown established a robust paid internship program in 2021 that now hosts cohorts during the fall and winter semesters (with opportunities for students to extend to spring/summer). The program intentionally focuses on WSU students (to date, all but 1 intern have come from WSU). Interns are placed with TechTown departments that match their interests and skillsets/areas of study and complete a final project over the course of their term. The program features a mentoring component, as well as several teambuilding activities and opportunities to explore work across departments according to a student's interest. Internships sometimes result in offers of full-time employment (including 2 hires to date).

Intern cohort #5 launched on Sept. 11 and includes 5 WSU students who will support Data Management, Tech-Based Programs, the Mobility Accelerator Innovation Network initiative, Entrepreneurial Education, and the C-suite. In total, the internship program has welcomed 23 interns (22 from WSU).

CULTURE AUDIT RESPONSE



TechTown partnered with the WSU Executive and Professional Development department on org-wide training and a leadership retreat.

TechTown is deeply committed to a build-measure-learn philosophy in its work both externally and internally, and organizational culture is an area where that approach is particularly evident. TechTown conducts an internal culture audit every two years to give team members an opportunity to share their perspectives and experiences related to organizational culture. The HR team delivers an anonymous survey (94% response rate this year) and conducts follow-up roundtables to add further context to the survey results. Results are shared with the entire team, and HR works with the executive team to set specific goals for the 18-month period between surveys.

One of the insights gained from TechTown's 2023 culture audit was that our leaders would benefit from additional investment in their individual and collective development. To support that, TechTown's HR Director, Trina Groce, has worked closely with the executive team to develop several strategies to be implemented this year and next, including:

- Curating a suite of training modules for directors to complete on a bimonthly basis
- Engaging the WSU Executive and Professional Development department to conduct DISC assessments for all teams
- Planning and executing an annual leadership retreat (hosted this year in the WSU Danto Engineering Building and facilitated by colleagues from the WSU Executive and Professional Development department)

Additionally, team members indicated a desire to refresh the organization's list of values – both to update the list and to add definition and examples to the values. An internal committee worked with Nonprofit Enterprise at Work to develop the below list of values, which were approved by the executive team and affirmed by the full team in August.

- **Inclusion:** We have an uncompromising adherence to growing an inclusive organization that reflects the diversity of our community and embraces people of all cultures, backgrounds, ethnicities, and identities.
- **Humanity:** We care about the overall well-being of individuals and treat team members, clients and community with respect and care.
- **Collaboration:** We work together to achieve our common goals. We serve as convenors, facilitating collaboration, connections, and communication between ourselves and for our community
- **Accessibility:** We are a welcoming community. We provide all team members and clients with tools to assist their growth and ensure people have the support they need to lean into their exceptionalism.
- **Curiosity:** We stay curious, consistently exploring new ideas and ways of thinking to continuously improve our work and be innovators in our field.
- **Excellence:** We are committed to exceptional quality and service. We champion the practice of build, measure, learn to execute our best work for the organization, our clients, and our community.

Development

TECHTOWN FUNDRAISING



The collective work of TechTown and OED has led to 3 federal grant submissions (2 NSF + 1 EDA) and a state-level submission that includes leadership of a Detroit-based coalition – all of which showcase the expertise and leadership of TechTown and WSU faculty and staff. Additionally, OED had 100% staff participation in Wayne Giving Day.

At the end of the fiscal year third quarter, TechTown is on track to meet the Key Performance Indicators set for FY23 including amount solicited, donors acquired, and donors retained. The \$10,783,145 in submitted institutional solicitations (corporate, foundation and government sources) represents well over the goal, and best practice, of requesting at least three times the need. The most important area of growth, however, is measured in number of individual donors acquired and retained via its two seasonal campaigns, spring and fall. The spring campaign, an acquisition program, is in its third year and generated \$19,236 from 57 donors. That included 100% participation from the WSU Office of Economic Development team for Wayne Giving Day. The fall campaign that includes Toast of the Town on October 5th has generated \$64,000 to date. While this is largely from returning institutional corporate sponsors, the true measure of our sustainability is evidenced in the number of donors who participate. That report will be available for the October meeting. One bright note is the number of sponsors (4) who have increased their sponsorship for 2023.

There has been a new federal requirement for non-research-based grants to be comprised of diverse regional institutions that include nonprofits, industry, academic and community-based partners to qualify for an award. TechTown and the Office of Economic Development are consistently sought for thought leadership and their ability to deeply connect to institutions large and small. This has resulted in three submissions (two for the [National Science Foundation's Regional Innovation Engines Program](#) and another to be designated as one of the Economic Development Administration's 20 [Regional Technology and Innovation Hubs](#)) where TechTown and WSU leadership, faculty and staff provided leadership-level expertise. A fourth, a \$5M project, will be submitted in September to lead a Detroit-based coalition. If awarded, TechTown will become one of Michigan Economic Development's new [Small Business Support Hubs](#).

Fiscal 23 will likely be another blockbuster year for TechTown as state and federal programs continue to prioritize and fund the impact of Business Service Organizations. The teams at TechTown and the Office of Economic Development are leveraging this time of abundance to inspire the individual donors who will sustain our future.

Nonprofit Capacity-Building & Innovation

CO.ACT DETROIT



Nonprofit programs and services provided by Co.act Detroit are available to WSU students, staff, and faculty. Co.act staff will be speakers at the October Social Purpose Real Estate (SPRE) Summit hosted by WSU and featuring TechTown, OED, and I2C.

Background

In December of 2017, TechTown Detroit was awarded a three-year grant from the Ralph C. Wilson, Jr. Foundation to launch the Center for Nonprofit Support at 6568 Woodward Avenue, just five blocks from the current TechTown building. Partners in the launch of the Center include the Michigan Nonprofit Association and Michigan Community Resources locally, as well as Community Wealth Partners nationally. Detroit's nonprofit community is both diverse and expansive, addressing the myriad needs and opportunities across southeast Michigan with relevant and impactful programming. However, many of these nonprofit organizations struggle to sustain themselves and fight a constant uphill battle to keep their doors open and invest in their staffs' long-term development. At the same time, countless opportunities for nonprofits in our region to collaborate, leverage efforts and deepen their impact go unrealized, either for lack of knowledge of one another's work or lack of capacity to solidify connections. Through the establishment of Co.act Detroit (formerly known as the Nonprofit Center for Support), the Foundation, TechTown and our community partners will meet these challenges of our nonprofit sector head-on.

Brand Identity and Communications

A key focus is continuing to increase awareness about Co.act Detroit programming through local and national digital and media platforms. We are implementing a multi-tiered 2023 communications plan supported by Earlyworks LLC. Co.act Detroit continues to partner with Issue Media and the Michigan Nonprofit Association to produce the Nonprofit Journal, which uplifts nonprofit storytelling across Southeast Michigan. We are in the process of recording 4 new episode of the [Natural Collisions podcast](#) which amplifies the voices of nonprofit leaders and pressing topics in our community. Co.act is currently undergoing a brand refresh of our website, which we anticipate launching in November 2023.

Programming

Co.act Detroit continues to provide hybrid programming in the form of virtual and in-person offerings. We continue reactivating our space with both Co.act and partner activities and events. We hosted more than 60 attendees for drop-in workdays in May and June. We also introduced attendees to the Foundation Directory (FDO), a database containing information on grantmaking organizations. Our team will host our next set of drop-in workdays in September and October. In July, in partnership with the Johnson Center for Philanthropy, we released the Nonprofit Funder Dialogue report. The report captured the findings and recommendations of candid conversations with nonprofit leaders and funders, which interrogated power dynamics and explore opportunities to expand equitable resources for BIPOC-led nonprofits. On August 15, in partnership with the Skillman Foundation, we hosted the WELL Fund grantee celebration announcing the inaugural grantees. Five organizations received grants of \$65,000 to support BIPOC led youth serving organizations with general operating funding, technical assistance, capacity building and leadership development, and support for wellness activities. In addition, four organizations were awarded Committee Wellness stipends of \$12,500 each. On July 27, we hosted the KIPD+ round 8 grantee kickoff. In partnership with the Kresge Foundation, we awarded

29 nonprofits in Detroit, Highland Park and Hamtramck \$1.5 million in grant awards to plan and implement projects that transform, beautify, and connect communities. We continue to convene the KIPD+ round 9 resident led advisory committee as we make refinements to the program for 2024.

Strategy & Fund Development

Co.act is implementing our 2022-2024 strategic framework plan. Our team is also implementing our 2023 roadmap, which prioritizes our focus areas for this year. Co.act has formally invited a team of strategic advisors to serve as an internal-facing leadership asset of Co.act Detroit. The group will support and advise the Executive Director and key leaders on top priority goals, objectives, and key initiatives. Areas of focus include enhancing Co.act's capacity, capabilities, and long-term sustainability as an innovative, impact-driven organization. The group has met twice this year and will convene again in November. Co.act Detroit is currently hiring a Director of Operations (Nonprofit Strategy) to oversee internal operations and support the evolution of our business model. Interviews will begin in early September. Co.act continues to work with Mondo Unlimited to leverage our Case for Investment to support our fund development campaign. As we continue to amplify our visibility with the local and national funding community, Co.act will be a presenter at the Nonprofit Centers Network SPRE Summit in October (hosted by WSU and featuring site visits to TechTown and I2C) and will host an experiential workshop at the 50th annual conference for the Council of Michigan Foundations in November.