

Business-based Economic Development

Goldman Sachs 10,000 Small Businesses Program

WSU completed its 8th cohort and started the 9th group of the Goldman Sachs 10,000 Small Businesses (GS10kSB) program in December 2016. There are 29 business owners in the current class.

The Alumni Community gathered for the second annual Networking Event/Summit in December 2016 with 130 alumni, guests and resource partners. The Event was held at Canfield Studios, Detroit (from CH7), catered by Colors Restaurant, Detroit (CH4), with entertainment/music provided by DJ Lynda Carter (Angela Vincent, Detroit) CH7 & Detroit Rock and Pop Music, Royal Oak (CH4), wine/spirits provided by 8-Degrees Plato (CH4), and tables manned by Old World Style Almonds (Clinton Twp), Ackroyd's Scottish Bakery (Redford), and The Brinery (Ann Arbor). We have developed a tight-knit, collaborative community within the 10kSB network.

The upcoming MLK Tribute event is sponsored by a few 10kSB alumni as an example of the network's support and commitment to the Wayne State University community.

Earned media opportunities received by WSU/10kSB include:

Crains Detroit: Accutrak Consulting and Accounting Services (CH3) and MIX Bricktown (CH6) are featured in this week's Crains. ED Banks connected the business owners to Crains. GS10kSB received a nice mention.

"Outside accountant helps Detroit bar owner make inside decisions",

<http://www.crainsdetroit.com/article/20161211/NEWS/161219995/outside-accountant-helps-detroit-bar-owner-make-inside-decisions>

Innovation Warriors (formerly Blackstone Launchpad)

The Innovation Warriors (IW) program launched in October 2016, and the Blackstone Launchpad (BLP) was absorbed within the larger IW program. The goal for IW is to encourage increased exploration of entrepreneurship among individuals from diverse backgrounds. To achieve this goal, IW has partnered with Wayne State University's (WSU) colleges and student groups and external organizations. This effort will increase the program's capacity and reach across campus and the community.

IW offers six programs focused on all aspects of entrepreneurship including the Blackstone LaunchPad consulting program; the Warrior Fund pitch competition; the Humble Beginnings and On The Verge speaker series; an annual hackathon and a weekly coding event called HackWSU; and Warrior Connect, a platform to connect IW's ventures to resources. Humble Beginnings and On The Verge have specific foci. Humble Beginnings spotlights established entrepreneurs who speak on the struggles and triumphs they encountered while starting their companies and the humble beginnings that led to their success. On The Verge speaker series focuses on new entrepreneurs who share the process of their entry into the startup world and talk about their future business goals.

Launch:

IW was successfully launched during Innovation Warriors' Week which occurred October 24-28. The launch event consisted of one-minute video pitch submissions from 15 ventures for this semester's Warrior Fund. On the second day of the event, IW hosted an Entrepreneur Fair showcasing 10 of the program's entrepreneurs and additional ecosystem resources including DTX, Iron Yard, and Venture for America. As a result of the Entrepreneur Fair, 130 individuals signed-up for the program. On October 26th, an open house was held in the IW intake office which resulted in an additional 30 sign-ups. The week officially concluded with Detroit Hacker Night, where 18 participants worked on program development. IW's website is still being tested but will be finalized and launched by the end of December with the guidance and assistance of WSU's central marketing. The site is being developed by one of the IW's student entrepreneurs.

Partnership and Results:

The branding of IW's individual programs focuses on its areas of impact. IW helps entrepreneurs learn, grow and launch their ideas; helps teach and train young hackers; connects entrepreneurs to resources and helps secure funding for their ventures. This revised focus has contributed significantly to the building of partnerships within the Wayne State and Detroit entrepreneurial ecosystems.

IW's HackWSU initiative continued this fall. It was led by Paul Ericson of GE Digital who mentored every team that participated. IW's weekly open forum for hacking is growing in recognition and popularity on campus and in the Midtown community. Typical attendance was a mixture of students and non-students, ranging from 12-35 individuals each week. This began in May and increased in marketing reach via word of mouth and social media.

In November, IW recorded a fireside chat with Dr. William Pickard, business mogul and former Wayne State School of Social Work professor. He was asked questions by IW Director Aubrey Agee, and student entrepreneur, Phil Coleman, for a Humble Beginnings Speaker Series event. This event also discussed challenges within the black business community as part of IW's Black Business Infrastructure initiative. The filmed session has been pitched as a possible series to WTVS (local 56).

On Thursday, November 17, IW conducted a fireside chat with three women entrepreneurs who are making an impact in Detroit: Roslyn Karamoko, owner of Detroit Is The New Black, a fashion label and boutique; Karissma Yve, owner of the high end jewelry manufacture, Xenophora; and Katrina Turnbow, digital marketing media professional and owner of a co-working space called An Office In Detroit. The discussion was moderated by Rhonda Welsh, former Alumni Relations Officer for WSU's College of Fine, Performing and Communication Arts and current Vice President of Training and Business Development at Multi-Training Systems. The conversation was recorded and will be given to WTVS under IW's On The Verge, and as part of IW's Black Business Infrastructure initiative.

The finals for IW's pre-seed pitch competition, the Warrior Fund, took place on Friday, December 9. The competition had judges from a variety of investment firms including: Solidea Capital, Invest Detroit, Automation Alley, the WSU James and Patricia Anderson Engineering Ventures Institute, Cooperative Capital and Comerica Bank (the sponsor of the Warrior Fund). The competition yielded three winners out of fifteen one-minute pitch video submissions. To determine the winners, all of the ventures first met with IW program leadership. The field was then narrowed based on their video submissions. Next, a semi-finalist pitch competition was judged by members of the internal WSU entrepreneurial ecosystem from the Mike Ilitch School of Business and the College of Engineering's Anderson Engineering Venture

Institute. This yielded three winners, but the fourth finalist received a verbal offer of assistance from an Automation Alley representative. The representative, a former BLP/Innovation Warrior client and student employee, will help guide the contestant in the development of his proof of concept and assist in his application for an Automation Alley grant of up to \$15,000. The Automation Alley representative also offered to help with proof of concept prototyping and development and in finding potential manufacturers and customers. Finalists and results of the competition follow:

Iyinoluwa Omishope - Bachelor of Science in Industrial Engineering, Wayne State University, Class of 2017.

Company: It Comes Naturally, LLC.

Position: Founder, CEO.

Product: Skin Shield, a natural and organic mosquito repellent for sensitive skin that will be distributed in the U.S. and donated to African nations to combat the spread of diseases carried by mosquitoes such as the Zika Virus.

Prize amount: \$5,000.

Prize Usage: \$4,000 will be used for efficacy testing and \$1,000 for initial marketing and sales.

Sean Carroll (Project Lead and Co-Founder) - Master of Science in Biomedical Engineering, Wayne State University, Class of 2017.

Ramy Habib (Product Development and Co-Founder) Bachelor of Science in Biomedical Engineering, Wayne State University, Class of 2017.

Gregory Apers (Sales & Partnerships and Co-Founder) Bachelor of Science in Biomedical Engineering, Wayne State University, Class of 2017.

Company: EnBiologics, LLC

Product: HoneyCure, a natural wound care ointment comprised of honey and antibiotics used by veterinarians for small and large animals. The target market will be horse veterinarians and stable owners.

Prize amount: \$5,000.

Prize Usage: Marketing, sales and inventory for product manufacturing.

Fares Ksebati - Bachelor of Arts in Business Marketing Management, Wayne State University, Class of 2013 and former competitive swimmer for Wayne State.

Company: MySwimPro

Product: MySwimPro, a mobile app that serves as a coach for competitive to leisure swimmers that tracks their performance and metric data. MySwimPro has over 100,000 downloads, classifying it as the number one swimming app. It was voted the 2016 Apple Watch App of the Year.

Prize amount: \$2,000

Prize Usage: Translating and offering MySwimPro into 4 languages other than English.

Julian Bates - Bachelor of Science in Mechanical Engineering, Wayne State University, Class of 2011.

Company: C.A.F.E. (Corporate Average Fuel Economy) Clutch

Product: A patent pending friction-less one way clutch used in 1st gear of automobile transmissions (automatic and manual) and also engine start/stop systems.

Prize amount: Did not receive an award but was given verbal commitment from Automation Alley to help with proof of concept.

Metrics

Accumulated numbers from September 2010 to December 2016: total clients: 1,532; total business ideas submitted: 661; businesses started: 188; businesses earning or have earned revenue: 110.

TechTown

LABS

The LABS team began preparation for our 2017 Detroit Technology Exchange (DTX) Launch Detroit student summer accelerator program in September of 2016 via participation in various career fairs, college expositions, major entrepreneurial events (i.e. Accelerate Michigan in November 2016) and more. Additionally, we have begun to institute strategies to improve upon the DTX Launch Detroit program from previous years that include more extensive outreach to educational institutions and diverse student and professional organizations. The LABS team is also aggressively pursuing alternative program funding sources in the form of corporate sponsoring of teams, grants from private corporate foundations and federal sources such as the Department of Commerce, in partnership with the Michigan Minority Supplier Diversity Council. Supportive startup work led by our DTX D-Ventures program and EIRs (Entrepreneurs-In-Residence) culminated a strong year of incubation and acceleration work with over \$6.6M in capital raised and revenue generated by LABS clients in 2016. Our Technology Business Incubation Center (T.B.I.C.) program maintains eight current clients that are growing business in various industries such as health care products, education-tech, biometric consumer products, municipal water department / city government mobile solutions and more. TBIC (TechTown Business Incubation Center) clients continue to receive valuable services from our LABS team as startups seek to complete set milestones, conduct 6-month venture report-outs and benefit from a myriad of curated resources from TechTown LABS partners delivering services that include, but not limited to: grant writing / funding, manufacturing, legal, creative design and new customer acquisition services. Three T.B.I.C. clients received venture funding and/or financial awards during the 4th quarter of 2016, attributing to the \$6.6M+ in capital raised and revenue generated in 2016. TechTown anticipates two (2) new clients enrolling in the T.B.I.C. program by the end of February 2017.

Work of the MedHealth Innovation Cluster and its 22-member Steering Committee continues to evolve as work in our three main priority areas progresses well. Particularly, the Committee has initiated and continues to make plans for our inaugural MedHealth Summit that will occur on February 14th at TechTown Detroit. The group has held multiple full and sub-committee meetings in our effort to prepare for the delivery of the MedHealth Summit – including garnering health system partners to serve as host organizations, developing the agenda inclusive of panels and a keynote speaker, preparing the MedHealth Challenge application process and review criteria as well as securing additional partners to serve as judges, offer in-kind prizes and overall promotion of the Summit across the state and in SW Canada as well. The work of the MedHealth Cluster has received coverage from national and local outlets such as SSTi, Xconomy, Crain’s Detroit Business, Venture Michigan and The Detroitier (produced by the Detroit Regional Chamber of Commerce). After hosting a series of focus groups with healthcare stakeholders from across the state, the MedHealth Summit committee will debut the “MedHealth

Commercialization Pathfinder” tool at the Feb 14th Summit as well. The tool will help entrepreneurs in Michigan and Ontario understand key components in the process to bring a medical device or digital health solution to market. This pathfinder will ultimately guide an entrepreneur to contact a MI SmartZone or Canadian Regional Innovation Centre to receive additional support services and resource recommendations. It will also provide SmartZones and Regional Innovation Centers with a directory of Michigan and Ontario based resources that can provide support to an entrepreneur as they develop their technology.

TechTown Detroit and our LABS business unit recently formalized a new partnership with the Cleveland Water Alliance and submitted a grant request with Wayne State University to the Erb Family Foundation to fund the first iteration of AquaHacking 2017 here in Detroit. In early December, TechTown Detroit was notified of a \$100,000 award from the Erb Family Foundation to fund our efforts and the AquaHacking Detroit 2017 project. The overall goal of AquaHacking Detroit 2017 is to help innovate for water and the environment by identifying key issues facing the Great Lakes and creating the guiding principles for a Data and Technology Competition that will award more than \$100,000 in prizes and transform the way our region relates to its water. AquaHacking leverages the public’s interest in apps, hacking, open data, and new technology to elevate the value of clean water and improve understanding of its importance to the economic vitality of the Great Lakes region. It is a unique and important opportunity to drive innovation in the water technology sector and engage younger people pursuing technical careers in our burgeoning “Blue Economy.”

In further support of the identified opportunity to amplify our key assets, capitalize upon opportunities for increased regional collaboration and deliver integrated support to entrepreneurs, a number of key activities have been recently delivered: (A) Four (4) information sessions for the 2017 MedHealth Summit in Wayne, Washtenaw, Oakland and Essex County Ontario (B) GE Predix (Industrial IoT Platform) Meet-Up on November 29th (C) Hosted an healthcare innovator and intern from Bogota, Colombia with the YLAI (Young Leaders of America Initiative) and supported by the U.S State Department, Global Ties Detroit and others for three weeks (D) Healthy@Work Challenge in partnership with Priority Health and Crain’s Detroit Business (semi-finals held at TechTown as well as pitch coaching for finalist) – final presentations delivered at the Crain’s Detroit Health Care Summit in November 2016 (E) Guest presenter of TechTown’s work at the Annual SSTi Conference in Columbus and a Venture Café Foundation, Mass Economics and Microsoft sponsored event Sept 27-28th in Boston titled “Innovation in the City” – specific panel topic was “Innovating Across Borders” (F) September 7th “Intro to Coding” Session in partnership with Grand Circus.

BLOCKS Business Unit

The BLOCKS place-based business unit continues to provide guidance, help aspiring entrepreneurs capitalize on its greatest opportunities; and help transform underserved neighborhoods into vibrant and dense communities. TechTown’s place-based business unit is all about inclusive entrepreneurship for brick-and-mortar enterprises in Detroit neighborhoods. It provides one-on-one assistance to help launch, stabilize and grow local businesses and strengthen neighborhood commercial districts. SWOT City and Retail Boot Camp programs are the building blocks for success. There continues to be an ongoing need for SWOT City services. Over the past year BLOCKS has continued to impact small business

in Detroit. The results helped TechTown acquire much need funds to conduct SWOT City in areas other than original six neighborhoods.

The opportunities to do more with Retail Services and SWOT City in 2017 are promising. SWOT City will continue to work within the six geographic neighborhoods in Detroit (Brightmoor, East Jefferson, Grandmont Rosedale, Osborn, Southwest and University District), plus expand by district to corridor specific strategy connecting neighborhoods such as East Jefferson and Mack Avenue, Live6 and University District (Avenue of Fashion). Increasing density with a specific targeted corridor that aligns with our neighborhood partners, City of Detroit, DEGC Motor City Match and Detroit Future City plan. An, added focus will include opportunities to support service based businesses in brick and mortar, such as dry cleaners, day care centers. Supporting businesses that have been up in Detroit, as well as, businesses that partners and residents want on their commercial corridors.

Retail Boot Camp

Retail Boot Camp is an intensive, eight-week program that prepares serious, Detroit-based entrepreneurs for the opening of their brick-and-mortar retail establishments. TechTown launched its 5th Retail Boot Camp Fall 2015. TechTown has awarded nearly \$40,000 in subsidies to help five on-the-verge Detroit retail entrepreneurs launch brick-and-mortar businesses in Detroit. Each of the award winners is a graduate of TechTown's 2016 Retail Boot Camp. The RBC Kickstart Awards are designed to help promising retailers launch their businesses in a Detroit commercial district within the next six to 12 months. The winners were announced at a Retail Boot Camp Showcase November 15, following pitch presentations. The Kickstart Package includes up to \$7500 worth of subsidies to be directed toward a permanent or pop-up space, inventory and/or a point-of-sale system. Judges for the pitch competition include representatives from Bedrock Real Estate, the Detroit Development Fund and Motor City Match, a program of the Detroit Economic Growth Corporation, as well as local entrepreneurs. RBC V Awardees include, Artistic Flesh Tattoo and Supply, Brut Detroit Wine Bar, Eartha's Natural Skin Care, Kaleidoscope and Plum Health.

All RBC graduates will transition into TechTown's SWOT City program, which provides customized, one-one business consulting and is designed to help businesses complete all necessary steps to launch.

Looking ahead -

Newest addition to BLOCKS Retail program is expanded Retail Services which includes Retail Incubation, Retail Boot Camp and RBC mini-workshops (one workshop per quarter in Detroit neighborhoods). Now with five successful RBC sessions complete, TechTown proposes to pilot a Retail Incubation Services program, The SHOP, in Detroit with the support of Funders like New Economy Initiative, JP Morgan Chase and Ford Motor Company fund. The SHOP will not only complement the training acquired in RBC, but offer training to nurture businesses who need continued, one-on-one, customized support.

TechTown understands the importance of a strong key commercial corridor. Through a neighborhood assessment, TechTown will identify the retail needs of the community. The Retail Incubation Services program will provide entrepreneurs with a retail storefront to test out ideas and sell products. Business owners will not only learn first-hand how to run a retail business, but will receive curated entrepreneurial education. The entrepreneurial education offered includes but is not limited to, financial management, sales, customer service, and display/merchandising. Specific programming will be offered to support woman-owned businesses and youth entrepreneurship.

The Retail Incubation Services program will prepare and strengthen small retail businesses in the community, ultimately revitalizing the commercial corridor, providing a destination that residents and visitors can rely on to purchase quality products and services.

SWOT City

SWOT City will continue to serve businesses in Detroit, and may receive referrals from both New Economy Initiative for businesses in Highland Park and/or Hamtramck. TechTown will continue to work closely with its partners to strategically support the launch, sustainability and growth of businesses across the District in need of TechTown's proven incubation services.

SWOT City has a tested methodology that continues to yield positive results for businesses, neighborhoods and supports job creation. Once the business owner accepts the proposed SWOT City engagement, the team will conduct a SWOT assessment of the business, which generates recommendations for change and a comprehensive milestone plan. Entrepreneurs are guided through the implementation of recommendations, addressed through mentoring, training programs and specialized technical assistance provided by third parties (our Professional Services Network).

SWOT City has help businesses develop strong financial and operational systems, build and deploy marketing and merchandising plans, deal with hiring and management of employees, build customer satisfaction, and identify sources of funding and capital. TechTown also set aside a pool of funds to support critical products and service needs for businesses served (e.g. POS systems, website, signage, and standard operating procedures). As mentioned TechTown received very needed funding to support expansion of services beyond six neighborhoods. Fall 2016 TechTown JP Morgan Chase awarded BLOCKS programs \$420k to support existing work in University District and Retail Boot Camp, while expanding the University District reach to Live6 and East Jefferson work to Eastside Community Network with a focus on Mack Avenue. Both expansions provide an opportunity to connect neighborhoods and leverage partnerships and resources.

BLOCKS Metrics

Results Year to Date

- 321 companies served
- 8 new businesses launched
- 98 SWOT Assessments
- 98 Milestone plans reviewed and delivered
- 24 Entrepreneurial Education Workshops
- 2016 Capital Investment Goal \$750k
Year-to-date Investment is \$2,064,054

Place-based Economic Development

Communications

In the third quarter of 2016, there were 69 Wayne State Economic Development stories in the media across 124 outlets, representing 15% of total university media hits for this time period. Forty-seven of those media hits were Tier 1, representing 23% of the university total. Twenty percent of the 124 placements were generated by the Office of Economic Development (i.e., about OED programs and initiatives, quoting or written by OED staff and/or pitched to the media by OED). There were an additional 31 media placements for TechTown; 17 of these were Tier 1.

Media highlights during this period included the Mike Ilitch School of Business groundbreaking, student housing, the acquisition of Wayne State spinoff RetroSense, the Walkable Warren demonstration project and an interview on Detroit Today with Ned Staebler.

Placemaking Initiatives

Walkable Warren: Walkable Warren was an initiative led by Wayne State University in partnership with the City of Detroit during the Detroit Design Festival to pilot flexible streetscape designs along Warren Avenue (between Woodward and Second Avenues) for a more walkable, bikeable, transit- and retail-friendly corridor. Our post-event survey demonstrated that the project was very successful in increasing perceptions of safety along the corridor and helped the City of Detroit finalize their final safety grant application. Warren Ave. is now being considered for installation of protected bike lanes.

To spur additional activity, our office brought food trucks, local retail and flexible seating to Warren Avenue. Specifically, we organized a small food truck rally in the park between the Bookstore and Welcome Center on Thursday, September 22nd featuring three local favorites: Hero or Villain, Delectabowl and The Mean Weenie. In addition, we provided flexible seating outside the existing businesses at Warren and Cass on Friday, September 23rd, and activated the green space at Woodward and Warren on Saturday, September 24th with local retail including Reilly Craft Creamery, Motor City Popcorn, Mama Coo's Boutique and Third Wave Music, flexible seating, and free fitness classes taught by Citizen Yoga, Teena Cathey Fitness and Live Cycle Delight.

WSU Insiders: Over 30 people attended the September WSU Insiders event that took place during Walkable Warren. Senior Project Administrator, Jeri Stroupe, gave a brief presentation about the Office of Economic Development's placemaking efforts. Afterward, eight other staff, student and community volunteers assisted with a walking tour of various interventions including the public bike repair stand, flexible seating, giant chess, and Walkable Warren.

Warrior Funder Holiday Lights: Our office explored initiatives to make campus more engaging in the winter months in 2016 including crowdfunding to purchase and install holiday lights on campus. Installing holiday lights on campus is a simple idea, one other cities and universities have implemented to both lift spirits and increase public safety. Thanks to 74 donors, our office raised \$3,000 to purchase and install 700 LED holiday lights outside Old Main. The lights were installed in late December and will shine through the end of January, lighting up campus for students, employees, residents, businesses and visitors.

Porous Borders

Noel Night: The Office of Economic Development helped coordinate and promote Wayne State University's participation in the 44th annual Noel Night on Saturday, December 3rd. In addition to coordinating an initial planning meeting with Midtown Detroit Inc., our office created a Wayne State-

specific Noel Night website and press release, and partnered with Marketing and Communications and the Office of Government and Community Affairs to produce a promotional piece highlighting the activities taking place across our campus.

Winter Art and Retail Market (WARM): Our office also partnered with the James Pearson Duffy Department of Art and Art History, TechTown and the Center for Community Based Enterprise on a holiday marketplace and wreath sale. New to Noel Night in 2016, the Winter Art and Retail Market (WARM) featured more than 45 local businesses and Wayne State artists. TechTown businesses averaged between \$300 and \$1,000 in sales and many Wayne State students sold all of their pieces. We estimate more than 10,000 visitors came through the WARM.

Transportation & Mobility

Midtown Greenway Loop: Construction on the Midtown Greenway Loop is finally complete. Through the support of the John S. and James L. Knight Foundation, a non-motorized pedestrian pathway now links the Midtown neighborhood to Eastern Market and the Dequindre Cut. The only outstanding aspects of Phase III include minor landscaping to be completed by W.H. Canon in Spring 2017. The final grant report has been submitted.

Bike Share: Detroit Bike Share will launch in April 2017. The Office of Economic Development continues to coordinate meetings with WSU stakeholders to review locations for future bike share stations, including four stations that will directly service the campus community, including the Medical School.

M-1 Rail: With M-1 Rail construction complete and a launch date set for April 2017, the Office of Economic Development, Parking & Transportation Services and Business Operations continue discussions with M-1 Rail operators to negotiate discounted rates for the campus community. We are exploring scenarios to offer annual passes to all on campus students, all students, and all staff and students.

DDOT: The Office of Economic Development is exploring options to encourage more transit use and promote new DDOT services. Options may include free or discounted passes for all students and/or pre-tax transit benefits for university employees. September 2016 marked the third consecutive year DDOT provided 3,000 on-campus residents a free 1-month bus pass. Survey feedback and ridership data demonstrated that the program was very well received by students.

Convening Critical Conversations

Detroit Orientation Institute: The DOI celebrated its 25th Anniversary on Wednesday, November 16 from 5-9PM at the Charles H. Wright Museum of African American History. Over 115 guests attended the event sponsored by Deloitte, the Ralph C. Wilson Jr. Foundation and the Detroit Metro Convention & Visitors Bureau. Featured speakers included President M. Roy Wilson, Ann Slawnik, Elaine Driker and Robin Boyle. Chuck Stokes of WXYZ was emcee for the event. Over \$13,000 was raised to support future programming and scholarships.

The 2017 DOI program schedule will be announced in January and will supplement programming for the Detroit Historical Society's Detroit 67: Looking Back to Move Forward.

Midtown Public Safety

Submitted by: Ned Staebler, Vice President for Economic Development

Campus Sexual Assault Grant Program: Wayne State University has been awarded a \$7,700 campus sexual assault prevention grant to fund a peer education program with the goal of empowering students to lead awareness and education efforts. The grant is part of Michigan First Lady Sue Snyder's "Let's End Campus Sexual Assault" initiative, which awarded more than \$500,000 to 19 colleges and universities across the state to support various prevention, education and awareness programs. The Office of Economic Development worked with several university departments including the Dean of Students Office and Foundation Relations on the application.

APLU IEP Designation

The Office of Economic Development is coordinating the first annual updates required by the APLU related to our IEP designation. Updates will be submitted in January and shared on an online platform for discussion with other IEP designees.

Talent-based Economic Development

Detroit Revitalization Fellows, a program of Wayne State University

Launched at Wayne State University in 2011, Detroit Revitalization Fellows (DRF) places emerging urban leaders to stimulate progress in local organizations at the forefront of civic, community and economic development efforts across the city and region. This select group of doers engages in a rigorous two-year leadership development program while serving full time at their host organizations. DRF has been made possible through the generosity of the Kresge Foundation, Ford Foundation, Hudson-Webber Foundation, Fred A. and Barbara M. Erb Family Foundation, Skillman Foundation, DTE Energy Foundation, the Max M. & Marjorie S. Fisher Foundation, the John S. and James L. Knight Foundation, the PwC Charitable Foundation, Rock Ventures and Wayne State University.

DRF III launched in August 2015 with 23 new Fellows, 19 of whom remain in the program. The DRF III Fellows are engaged in two years of leadership development that focuses simultaneously on the Cohort of Fellows collectively, as well as each Fellow individually, via a combination of 24 monthly group sessions and significant investment in coaching and training for each Fellow individually.

Recent DRF III Fellows' sessions have included:

September 2016 – Baltimore Study Trip: The Fellows travelled to Baltimore, Maryland for their second study trip which led up to the Reclaiming Vacant Properties Conference. The agenda included neighborhood tours with Baltimore Heritage, Highland Town/Southeast CDC and Humanim, presentations by the Baltimore Neighborhood Indicator Alliance and the National Center for Smart Growth Research and Education, a dialogue on housing and community prosperity, and dinner with community members and Leaders of a Beautiful Struggle. Fellows and staff also connected with the Open Society Institute-Baltimore Community Fellows. One Alumni Fellow accompanied the cohort for this experience. Two Fellows utilized their training bank to attend the Reclaiming Vacant Properties Conference. DRF was an exhibitor and the staff also attended the Conference.

October 2016 – Business Development: The October session focused on business development. Day one of the session was held in the Livernois business corridor. Fellows engaged in a conversation with Don Jones, NEI's Associate Director, about Detroit's thriving business development climate followed by a

corridor business tour and discussion with business owners. The session concluded with a dialogue featuring Jill Ford (City of Detroit), Judith Williams (Focus: HOPE), Mike Rafferty (DEGC), Erin Bonahoom (Canvas Legal), Amanda Brewington (Always Brewing Detroit), and Zana Smith (Spectacles) moderated by Cohort III Fellow Martha Potere. The session also included a continuation of Lean Six Sigma training as well as the first of two negotiation and conflict management workshops with Mori Taheripour.

November 2016 – Real Estate Development: The November session focused on real estate development. The first day of the session was held at the former Detroit News Building. John Gallagher, Detroit Free Press journalist, kicked off the morning engaging the Fellows in a conversation about the past, present and future of real estate development in Detroit. Richard Hosey, Hosey Development LLC, discussed financing tools and mechanisms used to support housing and commercial real estate development in Detroit. On day two, Gary Heidel, former senior manager of Michigan State Housing Development Authority, addressed Detroit's housing landscape and its impact on the local and regional economy. The session concluded with a dialogue featuring Julie Schneider (City of Detroit Housing & Revitalization Department), Linda Smith (U-SNAP-BAC), Tahirih Ziegler (Detroit Local Initiatives Support Corporation), and Jeffrey Cowin (Virginia Park Block Club) moderated by Cohort III Fellow Trisha White. The session also included a continuation of Lean Six Sigma training as well as the second part of the negotiation and conflict management workshop with Mori Taheripour.

December 2016: The December session was one day and focused on leadership development. The Fellows presented their Lean Six Sigma projects as a requirement for earning their Green Belt certification. After lunch, Zingerman's ZingTrain facilitated a half-day visioning workshop.

Raising DRF's Profile: With the launch of its third cohort and the KMF initiative, the Detroit Revitalization Fellows is now regarded as the longest-standing mid-career urban fellowship program in the country. The staff is regularly looked to for guidance from other institutions that are considering launching their own fellowship programs, and to share its expertise. Current Fellows and DRF alumni are regularly being recognized for their contributions to the future of Detroit and its region, and being given increasingly influential professional opportunities. Recent examples include:

DRF recently participated in a cross-leadership program networking event with Leadership Detroit and Challenge Detroit.

In September, DRF received an inquiry from a Baton Rouge, Louisiana mayoral candidate staffer about launching an urban fellowship in their city.

Cohort III Fellow Melvin Henley was chosen to participate in the Salzburg Global Forum for Young Cultural Innovators III launched by the Salzburg Global Seminar.

Cohort I Fellow Michael Forsyth was honored as a Crain's Detroit Business 40 Under 40 recipient.

Cohort I Fellow Abir Ali was named a 2016-17 Marshall Memorial Fellow.

Cohort II Fellow and Kresge Mayor's Fellow Jerrell Harris received one of six \$50,000 awards from the My Brother's Keeper Detroit Innovation Challenge for his Giving Them the Business project.

DRF's Director was accepted into the Detroit Regional Chamber's Leadership Detroit Class XXXVIII.

In September, DRF's Director was featured in The Chronicle of Higher Education's People section.

The Kresge Foundation nominated Cohort III Fellow Leslie Tom to attend the Institute of Museum and Library Services (IMLS) 2016 Community Catalyst Town Hall in Philadelphia, Pennsylvania.

Cohort I Fellow Erin Kelly and Cohort II Fellow Victoria Olivier presented at the Reclaiming Vacant Properties Conference in Baltimore.

Submitted by: Ned Staebler, Vice President for Economic Development

Cohort II Fellow Amanda Gregory was recently promoted to Director of Community Legal Resources at Michigan Community Resources.

Impact Report: For several months, the staff has worked with Good Done Daily to publish DRF's first impact report. The final version will be available in January and will depict the program's evolution and impact since 2011. DRF staff will utilize the report for fundraising and outreach.

DRF IV Launch: DRF staff launched the employer application for our fourth cohort on November 7. We received 32 standard applications and 21 Fellow-In-Place intent to apply forms. Fifty percent (50%) of those applications/forms were from new applicant organizations. The fellowship hosted six information sessions for interested employer applicants in November and will host six information sessions for Fellow applicants from January 17 through February 2. The standard Fellow and Fellow-In-Place co-application will open on January 23 and close on February 10.

Kresge Mayor's Fellows

The Kresge Mayor's Fellows (KMF) are a team of three high caliber, talented and driven mid-career professionals who take on cross-departmental challenges and opportunities from the City of Detroit Mayor's Office to advance quality of life for and with Detroiters. Drawn competitively from the first two cohorts of DRF, each KMF has completed their service to DRF. The two year initiative launched in August 2015, a partnership with the Kresge Foundation and Mayor Mike Duggan's office.

In September, the KMF and DRF's Director and Fellows' Experience Manager travelled to The Hague, Netherlands to attend the inaugural convening of the Global Parliament of Mayors conference. The KMF were part of the City of Detroit's official delegation and were joined by mayors and mayoral staff from five continents representing more than 70 cities. The Global Parliament of Mayors was founded by Dr. Benjamin Barber and inspired by his book "If Mayors Ruled the World: Dysfunctional Nations, Rising Cities." The event culminated with the founding mayors signing a call to action addressing the cross-border issues of the environment and climate change.

In December, the KMF participated in the University of Pennsylvania's Leading Organizational Change executive leadership program.