

BUSINESS-BASED ECONOMIC DEVELOPMENT

TECHTOWN

LABS

The LABS team continues to work with General Motors (GM) and the Detroit Public School system to identify a school of choice for the newly funded program. The LABS team is exploring partnerships with Coursera, Khan Academy and other organizations to complement our modified curriculum. Four different Detroit Public High Schools have expressed interest in having the program delivered at their school at some point in the future. Our team continues to work with several of the teams to evaluate support the development of their ventures and provide support services as needed, including a few graduates (Athleticomm, Deelio, KnowMe and Remotize) that are being considered for the TBIC (TechTown Business Incubation Center) program. Two individual graduates, Jose Cardiel and Izabella Ismailova, from the 2017 program have been placed with companies in the region as interns via our "Career Experience Program" funded by Bank of America and are performing extremely well in their roles.

The TBIC (TechTown Business Incubation Center) program continues to support 9 TBIC clients to help them achieve significant milestones. The team is excited about the recent, official commercial launch for CarePRN's service (on-demand home healthcare service) initially in Oakland and surrounding counties. Zhifeng Khou of EagleView Imaging recently received a commitment of \$500K from investors in China for 20% equity, including an initial payment of \$50K for development of MRI imaging tool. Client EnBiologics continues to sell sample materials, pursue animal trials with Michigan State University School of Veterinarian Medicine and validating their segmented target market. The company also has a \$70K grant request into the Anderson Institute at Wayne State University. Importantly, the team worked with Honigman Miller Law Firm over recent weeks in order to revise and update the language within the TBIC client agreement for increase clarity and protection of TechTown Detroit.

The TechTown LABS Team continues to increase participants in our "Ask an Expert" program as well as the number of open office hour (OOH) engagements that we are delivering. To date, almost 100 unique entrepreneurs have made 150+ appointments with "Experts" from 50+ corporate partners. New partners and "experts" continue to come on-board, including the Strategic Wealth Consulting Group and MiCPA (Michigan Association of CPAs). Our LABS team recently partnered with Black Girls Code to deliver a "Women in STEM" event at TechTown and continues to work with Wayne State University in the planning of the upcoming Big Data and Analytics Symposium in order to continue to showcase the value of our partnerships in the ecosystem. Plans are well underway with Tie Detroit for the delivery of the region's

first Fintech Challenge and Datathon & Hacking Health Windsor/Detroit IV – both planned for April 2018.

Work of the MedHealth Innovation Cluster and its now 25-member Steering Committee continues to evolve and grow. We recently completed our multi-year strategic plan, delivered a reception at Accelerate Michigan Innovation Competition on November 16th in partnership with Renaissance Venture Capital Fund and MEDC, continue to finalize details for our 2nd Annual MedHealth Summit in Q1 2018 and also recently released our website (www.medhealthinnovation.org). We have ongoing conversations with current funders and potential funders to ensure the sustainability of our work moving forward.

The LABS work in the diversity and inclusion space continues to evolve within our Detroit entrepreneurial ecosystem. Continuously engaging new potential clients in open office hours (OOH), working with the TechTown BLOCKS team members to explore LABS OOH in various Detroit neighborhoods, assisting internal staff with assessment of diversity and inclusion strategies and best practices for implementation, delivery of a TedX Detroit talk, keynote speaker at Focus HOPE's STEM program focused on women, LinkedIn Detroit panel participation, Blue Cross Blue Shield Diversity and Inclusion Symposium at TechTown and more.

Year to date investments and revenue for portfolio companies of the LABS team is just north of \$7M for 2017.

WAYNE INNOVATION HUB

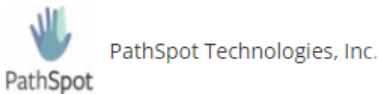
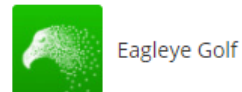
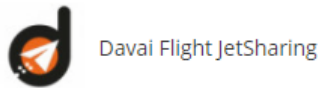
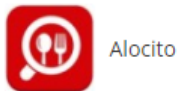
The rollout of the Wayne Innovation Hub took place on November 15th in the Student Center of Wayne State University. This involved a number of Wayne State University speakers, from students to faculty, who are all innovators in their own right. Innovation Warriors ran the networking and showcase portion of the event, dubbed the **Innovation Studio**. This involved over 30 interactive exhibits (see below for Innovation Studio List of Exhibitors - Wayne Innovation Hub) that the community could participate in. There were Wayne affiliated tech startups with Virtual and Augmented technology that participants could use. Major corporations such as Amazon and Lear were on hand to showcase their innovative products. Student organizations such as OptimizeWayne were recruiting students to partake in their Social Innovation programs. Additionally, colleges set up displays and recruited for their innovation and entrepreneurial programs. Hundreds of students, staff, faculty and community members participated and experienced the diverse efforts in innovation and entrepreneurship that Wayne State University is directly responsible for.

At the end of the evening, **Startup Boost**, the pre-accelerator program that preps startups to enter TechStars, one the world's largest tech accelerators, hosted its pitch coaching program at the Wayne Innovation Hub. Startup Boost has coaches from all over the Metro Detroit entrepreneurial ecosystem, mentoring and critiquing 9 startups on the rise. Hosting one of their sessions at Wayne State during an event that had over 400 participants was ideal. The University was able to see an ecosystem support entrepreneurs up close and the ecosystem was able to see the innovation that Wayne has to offer.

Innovation Studio List of Exhibitors - Wayne Innovation Hub November 15th, 2017

Organization	First Name	Last Name	Bringing
Lear Corporation	Robert	Humphrey	
Technology Commercialization + Client	Bramdon	Dogwill	Faculty licensing or starting a company
AEVI - CoE	Gary	Witus	Representatives
DTX/Labs - TechTown	Paul	Riser	Representatives
Blocks Program - TechTown	Regina	Campbell	Representatives
Wolf Virtual Reality, LLC	Michal	Catari	VR equipment
CoE Warrior Racing	Andrew	Cucchiara	racing tech
Argonomo	Kevin	Wang	usable apps demos - recruiting developers
Brand VR	Moody	Matten	awesome VR AR tech - Startup Boost participant
Block x Block	Margarita	Barry	Commissioned Art
Ford			
OptimizeWayne	Kavya	Davuluri	Idea Board
UofM Social Venture Fund	Sahar	Omrani	Brochures & Social Venture Fund Managers
Quicken Loan			

Securrency	Spencer	Crane	FinTech and RegTech
Mechanical Engineering Dept.	Naeim	Henein	In-cylinder combustion ionization:
Amazon	Alia	Youssef	Swag and company opportunities
Community Change Hackers	Amy	Chow	Pedestrian Safety IoT technology
Mike Ilitch School of Business Certificate Programs	Steven	Townsend	Swag and representatives
MicroBuoy	Uday	Tiruvalluri	MicroBuoy sensors, IoT demonstration
SkyperSonic	Giuseppe Santangelo	Dominique Meah	Indoor Drone tech
Robotics ET Dept	Ana	Djuiric	Baxter Robot
Amazon	team		Amazon Alexa
Startup Boost Startups (8)	See pic below		



Innovation and Startup On Site Resources:

IW leadership is recruiting university staff members to participate in innovation and entrepreneurship coaching at the IW office. Mechanical engineering professor, Ethan

Eagle, is the first to offer office hours. Linda Jiminez of Kinesiology-Education, Siobhan Gregory of Industrial Design, and Gary Shields of Business Management, are in talks to create a program to support innovation and entrepreneurship through seminars and coaching. The IW office would serve as the base of operations. Students would meet with not only IW staff, but members of this coalition.

Campus and External Resources and Competitions:

IW supported and coached students in following competitions:

- Accelerate MI - Michigan's largest venture capital competition; students can win up to \$10,000. ToDoolie a "gig business" resource app and It Comes Naturally made it into the pitch competition.
- WSU STEAM Challenge - WSU's social justice, diversity innovation competition; student teams can win up to \$10,000. We coached two teams, one team won second place.
- gBETA Detroit of gener8tor - Ideation accelerator, new to Detroit. IW staff coached participants in the gBETA.
- Startup Boost - IW staff participated in coaching 9 startups on the rise in the local ecosystem.
- Warrior Fund - IW's pitch competition; winners can gain up to \$5,000. We will launch in February of 2018. Awarded a \$10,000 grant from the Comerica Charitable Foundation.

Detroit Hacker Nights successfully ran two coding programs during the reporting period. The participants ranged in age from 14 to over 60. Weekly sessions were conducted on Mondays with an average of 25 participants. The first program/challenge focused on front end design using HTML, CSS and Javascript. The second Challenge taught users how to create databases in MySQL and connect an existing application program interface (API). The objective was to train individuals in technology, teaching them the skills to create their own apps. The secondary objective was to connect technologists providing them the opportunity to use one another as resources for improving their skills and eventually form companies. A third goal is to consistently bring the hacking community to Wayne State University. There was a specific focus on reaching both Detroit youth and college students, hoping to break the digital divide.

- Teaming with Flyball Labs, Digerati, MetDevGirl that created a curriculum and ran the teaching portions of the sessions.
- There were 4-5 additional experienced technologists to mentor the participants.
- Mentors came from GE Digital, Dynatrace and individual freelancers.
- Each program/challenge was for four weeks and held in the UGL.
- All levels participated

There will be two more challenges, both focusing on introducing participants to Artificial Intelligence.

Challenge 3 – Artificial Intelligence (AI)

Jan. 22 - Feb. 12 Mondays 6-9 p.m.

Beginners - TensorFlow + Python

Intermediate – TensorFlow + Python

Experienced –TensorFlow + Python

Challenge 4 – Artificial Intelligence + Internet of Things (AI + IoT)

Feb. 19 - Mar. 12 Mondays 6-9 p.m.

Beginners - TensorFlow + Raspberry Pi

Intermediate – TensorFlow + Raspberry Pi

Experienced – TensorFlow + Raspberry Pi

PLACE-BASED ECONOMIC DEVELOPMENT:

Woodward & Warren

Our office raised \$50,000 to add sustainable landscaping, pop-up seating, shade sails and a WSU Placemaking/Detroit Experience Factory (DXF) satellite kiosk to Woodward and Warren Park. We crowdfunded \$25,000 of the \$50,000 through a program called Public Spaces, Community Places. Public Spaces, Community Places is a partnership between MEDC, MML and Michigan-based crowdfunding platform Patronicity. Successful campaigns receive matching funds from MEDC. The campaign ended on November 17 with contributions from the Michigan Department of Transportation, Midtown Detroit, Inc., Rainbow Child Care Center, the Detroit Public Library Foundation and WSU Student Senate, and hundreds of individuals. More than 35% of all funds raised came from WSU students, employees and alumni. Planned improvements will be made in Spring–Fall of 2018.

Transportation & Mobility

Transportation Ambassador: In September, our office hired a new Student Assistant position in partnership with the Dean of Students Office and Parking and Transportation Services. Since coming on board, the Transportation Ambassador has been working to grow awareness of new and existing transportation options including DDOT (city buses), SMART (suburban buses), QLINE (streetcar) and MoGo (bike share). In January, she organized group DDOT ride and helped launch a new WayneRides website (go.wayne.edu/WayneRides) and Facebook page.

Convening Critical Conversations

Detroit Orientation Institute (DOI): Our office is continuing to explore ways to support DOI programming. We are considering transferring more administrative and coordination responsibilities to our partner, the Detroit Experience Factory (DXF), while maintaining a strong relationship to WSU and having our office convene and chair an Advisory Board.

Porous Borders

Holiday Lights: Our office again installed 7000 LED holiday lights outside Old Main. The lights were installed before Noel Night and will remain up through Spring Break, lighting up campus for students, employees, residents, businesses and visitors.

Noel Night: Our office helped coordinate and promote Wayne State University's participation in the 45th annual Noel Night on Saturday, December 2. In addition to coordinating with Midtown Detroit Inc., WSU Facilities, Special Events and Public Safety, our office created a WSU-specific Noel Night website, and partnered with the Office of Government and Community Affairs to produce a promotional piece highlighting the activities taking place across our campus, including horse-drawn carriage rides and the Salvation Army led sing-along.

Winter Art and Retail Market: Our office again partnered with the James Pearson Duffy Department of Art and Art History and TechTown Detroit on a Noel Night pop-up holiday marketplace. The second annual Winter Art and Retail Market (WARM) featured more than 50 local entrepreneurs and WSU-affiliated artists, free KIND snacks, and a family-friendly photo op. The WARM took place in Woodward and Warren Park, alongside Midtown Detroit, Inc. sponsored activities including the Salvation Army led sing-along.

Despite ending on a sad note, WARM vendors enjoyed the evening and a majority have said they would absolutely participate again. The mild temperatures drew big crowds. Nearly 9,000 people came through our doors before 8:00p, and we were on track to welcome more than 12,000 visitors by 10:00p. Conversations with these visitors, and the photos from our Bondo photo booth, lead us to believe they enjoyed themselves and walked away with an improved understanding of our work.

TALENT-BASED DEVELOPMENT:

Detroit Revitalization Fellows, a program of Wayne State University

Launched at Wayne State University in 2011, the 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.

The DRF IV launched in August 2017 with 19 new Fellows. Like previous cohorts, the DRF IV Fellows will engage in two years of cohort building, leadership development and meaningful work. However, this cohort will have a more intentional focus on applying a broad sustainability lens to revitalization in the civic, community and economic development landscape. This sustainability thread will be woven through monthly session programming. The leadership development will focus simultaneously on the cohort of Fellows collectively, as well as each Fellow individually, via a combination of 21 monthly group sessions, 3 study trips and significant investment in coaching and training for each Fellow individually.

The November 2017 session took place on the 16th and 17th and explored land use and planning in Detroit. The Fellows learned about what sustainability looks like in this space and how it impacts their respective work and organizations.

The December 2017 session was held on the 14th and 15th and focused on public finance. The Fellows developed a general understanding of city and state's public finance landscape and how they achieve fiscal sustainability.

Raising DRF's Profile: 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: The DRF staff attended the Impact Fellowships Summit in Washington, DC in November and met with Baltimore Corps, Public Allies and Proinspire. The City of Philadelphia contacted the fellowship to hear about our lessons learned as they prepare to launch a childcare professional development fellowship program. Cohort IV Fellow Emily Thompson presented at the Green Garage's Community Lunch and successfully completed her crowdfunding campaign for the Woodward and Warren Park. Cohort II Fellow Melissa Dittmer co-presented on catalytic real estate development at The Brookings Institute in Washington, DC. Cohort IV Fellow Christine Sauve participated in a migration dialogue at Wayne State hosted by Professor Robin Boyle. Cohort IV Fellow Nate Barnes and Cohort III Fellow Mike Smith co-presented to an undergraduate class at the University of Michigan on public private partnerships.

Kresge Mayor's Fellows

The Kresge Mayor's Fellows (KMF) were 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.

The KMF concluded their fellowship in July 2017. The program's third-party evaluator, Urban Ventures Group, is finalizing the Fellows' individual case studies about their alumni fellowship experience. These case studies will help inform future next stage opportunities. The DRF staff continues to explore launching another cohort of KMF with The Kresge Foundation and the City of Detroit in 2018