

# United States Senate

WASHINGTON, DC 20510

March 25, 2010

The Honorable Daniel Inouye  
Chairman, Committee on Appropriations  
S 128, United States Capitol Building  
Washington, D.C. 20510

The Honorable Thad Cochran  
Ranking Member, Committee on Appropriations  
S 128, United States Capitol Building  
Washington, D.C. 20510

The Honorable Richard Durbin  
Chairman, Appropriations Subcommittee  
on Financial Services and General  
Government  
184 Dirksen Senate Office Building  
Washington, D.C. 20510

The Honorable Susan Collins  
Ranking Member, Appropriations Subcommittee  
on Financial Services and General  
Government  
184 Dirksen Senate Office Building  
Washington, D.C. 20510

Dear Chairmen and Ranking Members:

As your subcommittee begins to draft its appropriations bill for fiscal year 2011, we respectfully request your consideration of the following projects. These projects meet a local, state or national public need and maintain or create jobs.

## Small Business Administration/Salaries and Expenses

### **Michigan Bio-Industry Growth Initiative - \$800,000**

#### **MichBio – Ann Arbor, MI**

We request \$800,000 for MichBio for the Michigan Bio-Industry Growth Initiative. This funding will be used to develop and implement educational programs, materials, online resources, research gathering and analysis, as well as personnel costs. The Michigan Bio-Industry Growth Initiative will provide connections to investment, business development, and academic-industry partnerships; educate bioscience start-ups in their business, financial, technical, marketing, and research and development operations; provide resource tools to meet talent and workforce development needs; and promote collaboration between the bio-industry and the state's economic development groups. This targeted, comprehensive effort to launch, grow, and sustain businesses by working with bioscience companies during the early, critical stage of development, will result in greater commercialization success, more venture capital investment, accelerated

business growth, attraction and retention of talent into Michigan, job creation, and overall economic growth.

**Adrian College Green Technology Incubator and Living Laboratory - \$1,200,000**

**Adrian College – Adrian, MI**

We request \$1,200,000 for Adrian College for the Green Technology Incubator and Living Laboratory. This funding will be used to assist twenty start-up companies with a two year start up budget which includes curriculum development, technology support, energy efficient facilities, and associated development requirements. The Green Technology Incubator will aim to attract promising entrepreneurial start-ups who will strive to develop next generation solutions primarily to environmental and energy related problems. This hybrid academic program will provide students with experiential development and learning of self sustaining and ecology friendly systems.

**Northeast Michigan Electrical Power Technology and Business Incubator Center - \$1,000,000**

**Alpena Community College – Alpena, MI**

We request \$1,000,000 for Alpena Community College for the Northeast Michigan Electrical Power Technology and Business Incubator Center. This funding will be used to combine its existing utility technology electrical program with the region's first mixed-use business incubator. This expansion will allow for the creation of new occupational programs in alternative energy and smart grid technology, revitalizing the area economy while creating an estimated twenty five new jobs.

**Life Science Innovation Center - \$250,000**

**Wayne County – Plymouth Township, MI**

We request \$250,000 for Wayne County for the Life Science Innovation Center. This funding will be used to continue rent and facility subsidies that support existing startup companies and will enable new startups to move into and fully occupy the facility. The Life Sciences Innovation Center (LISC) is a one-of-a-kind incubator that combines state-of-the-art lab space and entrepreneurial support in a single facility to catalyze growth in the life sciences. Leveraging a fully-equipped 57,000 square foot wet lab and office complex, the LISC connects startup companies, experienced entrepreneurs and business accelerator organizations under one roof while actively promoting networking, mentoring and expertise sharing among tenants to create a robust environment for business incubation and spinoff activity.

**Aerotropolis Logistics Institute – \$1,500,000**

**Wayne County – Detroit, MI**

We request \$1,500,000 for Wayne County for the Aerotropolis Logistics Institute. This funding will cover rent, the cost of trainer and educator services, as well as the cost of equipment required to perform the training in FY2011. The Aerotropolis Logistics Institute assists companies specializing in air cargo logistics. By providing research, training and technical assistance to approximately fifty start-up logistics companies, the Institute will promote the Aerotropolis and strengthen Wayne County's ability to compete internationally as a staging

center for air cargo movement, contributing to the long term objective of attracting new businesses and creating new jobs that revolve around airport operations.

**Ann Arbor SPARK Regional Incubator Network Business Accelerator - \$990,000**  
**Ann Arbor SPARK – Ann Arbor, MI**

We request \$990,000 for Ann Arbor SPARK for its Regional Incubator Network Business Accelerator. This funding will be used for acceleration activities including business plan and financial analysis, first-customer and market identification, intellectual property and patent acquisition, business-critical introductions, marketing, and other services. Ann Arbor SPARK provides new business accelerator services to innovative high growth potential small businesses in Washtenaw and Western Wayne counties in Michigan.

**Northern Michigan University Upper Peninsula Center for Community and Economic Development - \$290,000**

**Northern Michigan University – Marquette, MI**

We request \$290,000 for Northern Michigan University for the Upper Peninsula Center for Community and Economic Development. This funding will be used to establish a center to coordinate community planning and economic development resources for communities in Michigan's Upper Peninsula. The center will focus on four areas: education including public policy education; community leadership and economic/entrepreneurship education; rural community development; and workforce training.

**Enhanced Services for the Michigan Quality Council and Micro-Business Incubator - \$550,000**

**Cleary University – Howell, MI**

We request \$550,000 for Cleary University for Enhanced Services for the Michigan Quality Council and Micro-Business Incubator. This funding will provide additional staff, technology and outreach to allow the Council to enhance both its presence in the state and the success of Michigan businesses. Cleary University intends to improve the success of its Micro-Business Incubator tenants through the provision of student interns and business consulting.

**Detroit Creative Corridor Center - \$550,000**

**Business Leaders for Michigan – Detroit, MI**

We request \$550,000 for Business Leaders for Michigan for the Detroit Creative Corridor Center. This funding will provide operational and program support for the center. The Creative Corridor Center recognizes the role creative sector industries play in growing a prosperous, balanced 21st century economy in Southeast Michigan. As such, the Detroit Creative Corridor Center will create the infrastructure necessary for a physical business accelerator in the Detroit Creative Corridor. Primary goals are to provide business planning, financial, talent recruitment, marketing, administrative and technical services to creative industries; host seminars and events to facilitate professional growth and connect top college graduates to Detroit's creative industry employers and provide low cost resources to start up creative industries.

**Wireless Oakland Technology Training Initiative - \$500,000**

**Oakland County – Pontiac, MI**

We request \$500,000 for Oakland County for the Wireless Oakland Technology Training Initiative. This funding will be used to deploy multiple programs that offer basic and advanced technology training, as well as specialized content for unemployed and underemployed individuals in Oakland County. The goal of the Wireless Initiative is to help retool the region's workforce through technical training to create a quality workforce for area businesses.

**United Way for Southeastern Michigan Out of Work Entrepreneurship Program - \$600,000**

**United Way for Southeastern Michigan – Detroit, MI**

We request \$600,000 for the United Way for Southeastern Michigan for the Michigan Out of Work Entrepreneurship Program. This funding will be used to help 300-350 out of work individuals across nine sites evaluate options and build skills for self-employment. The United Way will provide training in small business management, building a business on the Internet, marketing, credit education, sales and customer service. Over the past four years, United Way has developed a robust entrepreneurship training program for the unemployed, focusing on ex-offenders. This request will expand that capacity and implement a broader out-of-work entrepreneurship program through United Way's existing employment counseling centers.

**Detroit Economic Growth Corporation Business Attraction and Retention Program – \$500,000**

**Detroit Economic Growth Corporation – Detroit, MI**

We request \$500,000 for the Detroit Economic Growth Corporation (DEGC) for the Business Attraction and Retention Program. This funding will be used to implement key strategic initiatives, including alternative energy industry attraction, the diversification of existing Detroit manufacturers, and small business growth through grocery retail sector development. The DEGC program is the lead business attraction and retention program for the City of Detroit and the Detroit business community. DEGC's business attraction and retention efforts have yielded capital investments of over \$3.2 billion and an estimated 6,000 retained jobs throughout the city.

**Small Business Enterprises and Nonprofit Corporations Clinic - \$700,000**

**Wayne State University – Detroit, MI**

We request \$700,000 for Wayne State University for the Small Business Enterprises and Nonprofit Corporations Clinic. This funding will cover operational costs for the clinic. The Small Business Enterprises and Nonprofit Corporations Clinic at Wayne State University Law School provides free legal assistance to micro and nonprofit entrepreneurs in an effort to promote employment and economic growth in the City of Detroit and the Detroit metropolitan area. Supervised by a full-time clinical professor, a part time adjunct professor, and staffed by upper level law students who receive four academic credits per semester for their work, the clinic assists about twenty clients per year with matters including business entity formation and corporate governance, leasing or purchase of commercial real estate, and trademark and copyright protection.

**Lily I. Jutila Center for Global Design and Business - \$93,000**  
**Finlandia University - Hancock, MI**

We request \$93,000 for Finlandia University for the Lily I. Jutila Center for Global Design and Business. This funding will be used for extensive on-site financial, management counseling, and training for 24 current companies and 20 new companies that reside in this Economic Development Administration sponsored business incubator. Businesses will benefit from counseling in identifying customers, operational efficiency, market research, sales plans, hiring, building credit worthiness, and expansion strategies.

**Oak Business Center - \$96,800**

**City of Flint – Flint, MI**

We request \$96,800 for the City of Flint for the Oak Business Center. This funding will be used to facilitate relationships between new small businesses and more than thirteen organizations which provide business development and support. The support services will teach new business owners best business practices such as marketing, operations, administration, and finance in order to help them grow. The establishment of these business ventures creates sustainable urban areas with locally owned and operated businesses that provide employment opportunities to community residents. Additionally, funding will be used for facility improvements, such as energy efficiency upgrades, equipment replacement, new furniture, telephones, and a security system.

**InnovationWorks - \$525,000**

**Research and Technology Institute of West Michigan/The Right Place, Inc. – Grand Rapids, MI**

We request \$525,000 for the Research and Technology Institute of West Michigan/The Right Place, Inc. for InnovationWorks (IW). This funding will be used for an integrated system that coaches and connects individuals and companies to ideas, methods, and resources. In collaboration with economic development partners throughout an eight county region, IW provides tools and guidance to inventors, entrepreneurs, and existing businesses to connect with resource partners throughout the development process and then connects those ideas to companies that can benefit from them.

**City of Port Huron Economic Redevelopment Initiative - \$500,000**

**City of Port Huron – Port Huron, MI**

We request \$500,000 for the City of Port Huron for the Port Huron Economic Redevelopment Initiative. This funding will be used for business relocation and entrepreneur development. The emphasis will be placed on displaced commercial businesses wishing to remain in Port Huron and expand homeland security industries, research and technology entrepreneurs.

**Warehouse Management System - \$300,000**

**Detroit Wayne County Port Authority – Detroit, MI**

We request \$300,000 for the Detroit Wayne County Port Authority (DWCPA) for the Warehouse Management System (WMS). This funding will be used to purchase technology software which will allow the DWCPA and its port terminal operator to maximize efficiency and optimize labor productivity in warehouses at the Port of Detroit. The WMS provides basic functions for warehouse operations, including physical inventory, shipping, receiving, and picking, as well as management features such as queries, reporting and barcode labeling. It also includes advanced

features like space management, user defined sequenced put-away and picks, zone picking, batched order management, replenishment and cross-docking warning. WMS will allow the DWCPA and its port terminal operator to maximize efficiency and optimize labor productivity in warehouses at the Port of Detroit.

We certify that neither we nor our immediate family has a pecuniary interest in any of the congressionally directed spending item(s) that we have requested for the Fiscal Year 2011 Financial Services and General Government Appropriations bill, consistent with the requirements of paragraph 9 of Rule XLIV of the Standing Rules of the Senate.

We further certify that we have posted a description of the items requested on our official websites, along with the accompanying justification.

We appreciate the subcommittee's consideration of our requests. Should you have any questions, please do not hesitate to contact Harold Chase of Senator Levin's staff at 202-224-6221 or Patty Readinger of Senator Stabenow's staff at 202-224-4822.

Sincerely,



Senator Debbie Stabenow



Senator Carl Levin