

## Automation Alley



Automation Alley is a technology business association driving the growth and image of Southeast Michigan's economy through a collaborative culture that focuses on workforce and business development initiatives.

Since its founding in 1999, Automation Alley has expanded to include nearly 1,000 businesses, educational institutions and government entities from the city of Detroit and the surrounding eight-county region. Automation Alley promotes regional prosperity through entrepreneurial and exporting assistance, workforce development and technology acceleration.

Automation Alley provides a wide variety of benefits for its members, including discounted event admission, free meeting space, committee participation, networking, a member event calendar, a press release system and online job board.

For more detailed information on any of these benefits or to discuss membership opportunities, contact the Automation Alley Resource Center at 800-427-5100.

[automationalley.com](http://automationalley.com) 248.457.3200 [info@automationalley.com](mailto:info@automationalley.com)

## Economic Development Alliance of St. Clair County



*Inspiring Innovation. Creating Commerce.*

The EDA is a non-profit 501c(6) organization committed to growing the economy of St. Clair County. Through the support of many investor partners, the EDA works aggressively on its mission to grow our community's economic base, attract new business, retain and expand existing business, provide community development assistance and entrepreneurial support. The EDA has been serving the community in economic development for over 60 years. Listed below are services that the EDA is proud to provide:

- Economic Gardening
- Community Development
- Entrepreneurial & Incubation Support
- Grant Management Services
- Financial & Incentive Packaging
- Business Retention & Expansion
- Export Assistance (FTZ Zone #210)
- Business Attraction
- Site Location Assistance
- Regional Marketing

<http://www.edascc.com/> 877.982.9511

**Macomb Community College Workforce & Continuing Education**



*Discover. Connect. Advance.*

Workforce Development at Macomb is dedicated to strengthening your business and improving the skills of our region's workforce.

We offer affordable, leading-edge, custom designed training, education, and certification programs, providing participants with new skills, knowledge and abilities.

Our training advisors have experience helping HR professionals, managers, supervisors and business leaders determine which training solutions are needed to increase performance and generate results.

For more information:

<b>Engineering &amp; Advanced Technology</b>	<b>586.498.4100</b>
<b>Safety and Training</b>	<b>586.498.4055</b>
<b>Health Information</b>	<b>586.498.4034</b>
<b>Business &amp; Information Technology</b>	<b>586.498.4112</b>

**Website: [www.macomb.edu](http://www.macomb.edu)**

**Macomb County Department of Planning & Economic Development**



Responsible for creating and implementing an economic development strategy that enables businesses to prosper and people to thrive. Department staff works to retain, grow and attract new investment while enhancing the overall quality of life for residents.

Business development services are available for businesses of all sizes with special focus on the targeted industries of advanced automotive, aerospace, advanced manufacturing, defense, homeland security and medical devices. Available services include:

- Access to incentives and financing: special programs to finance new machinery, expand or commercialize a new product
- Workforce development: help with recruiting, training and retaining employees
- Market research: access and interpretation of key data about your industry, markets and competitors
- Site selection: assistance finding space to meet your specifications
- Business counseling: general consultation for helping to move your business forward

Since 2011, department clients have invested more than \$269 million in new equipment and facilities while retaining nearly 6,000 jobs and creating 2,200 new ones. Could your business be our next success story?

**[www.MacombBusiness.com](http://www.MacombBusiness.com) 586.469.5285.**

## **Michigan Economic Development Corporation**



Founded in 1999, the MEDC is a public-private partnership serving as the state's marketing arm and the lead agency for overall economic growth. Our mission is to market Michigan and provide tools and an environment to drive job creation and investment. MEDC offers a number of business assistance services and capital programs for business attraction and acceleration, economic gardening, entrepreneurship, strategic partnerships, Pure Michigan Talent Connect and urban and community development. The MEDC is a one stop resource for your business.

Business development managers (BDMs) are part of the MEDC sales force, assigned geographically throughout the state working in conjunction with local economic development agencies to assist Michigan companies and help them grow. Your BDM serves as your business's point of contact, coordinating all state services to ensure you success. BDMs are available through email or are a phone call away to help your business grow.

[www.michiganbusiness.org](http://www.michiganbusiness.org) 888.522.0103

## **Michigan Manufacturing and Technology Center (MMTC)**



Success doesn't just happen. It takes driven, dedicated, experienced, full-time professionals - like the kind at MMTC, working together to keep Michigan manufacturing strong.

Since 1991, MMTC has assisted Michigan's small and medium-sized businesses to compete and grow. Through personalized services fitted to meet the needs of clients, we develop more effective business leaders, drive product and process innovation, promote company-wide operational excellence and foster creative strategies for business growth and greater profitability. Supported by the Michigan Economic Development Corporation as Michigan's National Institute of Standards and Technology Manufacturing Extension Partnership (MEP) affiliate, we bring well-tested services to our MEP clients.

MMTC helps companies address the challenges of:

- Missing profit goals
- Increasing costs
- Excess inventory
- Declining sales revenue
- Lack of growth
- Succession Planning

MMTC understands what helps business grow, top and bottom-line, and provides services to help implement and track strategies which do so.

[www.mmtc.org](http://www.mmtc.org) 888.414.6682

## Michigan Small Business Development Center (SBDC) Helping Your Small Business Succeed



The Michigan Small Business Development Center (MI-SBDC) works aggressively to serve as the Feet on the Street for small businesses in Michigan. The SBDC network provides four core services through our four consulting teams to four customer groups...four-four-four.

- The four core services we offer include: one-on-one business counseling, business education/training, information-based planning and technology commercialization.
- The four customer groups we serve include: new ventures, existing businesses, growing businesses, and advanced technology companies. Each of our teams has the unique expertise and experience to assist businesses facing challenges in their growth.
- The four SBDC teams are: Small Business Team, Business Growth Team, Export Specialists Team, and Technology Commercialization Team.

The MI-SBDC Headquarters is located at the Grand Valley State University, Seidman College of Business in Grand Rapids, Michigan. As host of the MI-SBDC State Headquarters, the Seidman College of Business oversees the eleven-region MI-SBDC network. Entrepreneurs and small business owners may access the services of their nearest MI-SBDC by visiting:

[www.SBDCMichigan.org](http://www.SBDCMichigan.org) 616.331.7480

## Michigan Workforce Development Agency Veteran's Services Division



The Local Veterans Employment Representatives (**LVER**) promotes marketable and transferable skills of Veterans: provides online posting of job openings in the MI Talent Connect and online resume searches using the MI Talent Connect. Local Veterans Employment Representatives (**LVER**) focus on creating and finding job opportunities through networking with employers and other community resources. LVER's will pre-screen recently separated veterans to an employer's specifications and directly refer qualified veterans.

LVER's can provide a wealth of information regarding the Work Opportunity Tax Credit (**WOTC**) for hiring a veteran. Military job descriptions and skills don't always translate to civilian employment; the LVER can provide you with local labor market information and assist you in translation of skill base.

Disabled Veterans Outreach Program Specialists (**DVOP**) provide case management services, with an emphasis on hard-to-place veterans with barriers to employment. DVOP's and LVER's provide education and training about veterans' programs to Michigan Works! One Stop personnel and:

- Assist veterans to find the appropriate federal, state, or local entities for the reintegration process
- Assist Veterans and eligible spouses to find employment and/or become job ready
- Promote hiring of veterans
- Educate private sector employers and governmental agencies on the benefits of hiring veterans

586.263.-8497

## PTAC's of Michigan



The PTAC's of Michigan work to help all Michigan companies successfully obtain and perform under local, state and federal government contracts. Since 1985, the PTAC's of Michigan have assisted businesses in securing contract awards, and we are ready to help you too.

Our mission is to generate employment and improve the general economic condition of Michigan by providing local companies with comprehensive assistance as they enter the government marketplace.

From our no-fee, expert counseling services and electronic Bid-Match system to our full calendar of seminars, workshops and trade shows, we help business like yours position themselves to identify opportunities and expand by selling to the government.

Member offices of the PTAC's of Michigan, which each serve as a Procurement Technical Assistance Center (PTAC), are funded in part through a cooperative agreement from the Department of Defense (DOD) through a program that is administered by the Defense Logistics Agency (DLA). The content of any written materials or verbal communications of the PTAC does not necessarily reflect the official views of or endorsement by DOD or DLA.

[www.ptacsofmichigan.org](http://www.ptacsofmichigan.org)

## St. Clair Community College (SC4) Workforce Development



SC4 is your one-stop resource for work-force related training in the Blue Water area. We provide cost-effective training for entry level jobs and customized training to enhance skills, increase productivity and improve work-force equality. Our customers include employers, employees, unemployed and underemployed workers, and adults seeking professional development.

[www.sc4.edu](http://www.sc4.edu) 810.989.5793

## Velocity



Velocity, a Pure Michigan SmartZone Collaboration Center, serves as a hub for business incubation and economic development, targeting defense, homeland security and advanced manufacturing. Through the

expertise and initiatives of its partners, Velocity is a catalyst for launching, developing, retaining and attracting commercial enterprise within its target industries. The Velocity Collaboration Center houses the Macomb-OU Incubator, Sterling Heights Economic Development offices, the local Michigan Defense Center offices as well as the local Small Business & Technology Development Center. All of these resources contribute to a rich environment to support economic development, with on-site assistance, events, and seminars to serve the business community.

[www.velocitymacomb.net](http://www.velocitymacomb.net) Call: 586.884.9322

## **Workforce Intelligence Network**



The Workforce Intelligence Network (WIN) is a southeast Michigan collaborative effort between eight community colleges, seven Michigan Works! Agencies and other talent partners to create a comprehensive and cohesive workforce development system in Southeast Michigan that provides employers with the talent they need for success.

Goal 1: Provide current and actionable labor market intelligence to allow for greater regional talent system effectiveness.

Goal 2: Strengthen and sustain an employer-driven talent system that serves as a resource hub and connection point for regional businesses, industries, and other stakeholders.

Goal 3: Improve institutional, local, state, and federal talent development policy through research, thought leadership, and innovative practice.

*WIN Geography:* WIN covers a 9-county area in Southeast Michigan INCLUDING Genesee, Livingston, Macomb, Monroe, Oakland, Shiawassee, St. Clair, Washtenaw and Wayne

[www.win-semich.org](http://www.win-semich.org) 313.744.2946

## **The Work Opportunity Tax Credit (WOTC)**

WOTC is a Federal tax credit incentive that Congress provides to employers for hiring individuals from certain target groups who have consistently faced significant barriers to employment. The main objective of this program is to enable the targeted employees to gradually move from economic dependency into self-sufficiency as they earn a steady income and become contributing taxpayers, while participating employers are compensated by being able to reduce their federal income tax liability. WOTC joins other workforce programs that help incentivize workplace diversity and facilitate access to good jobs for American workers.

[www.doleta.gov/business/incentives/opptax](http://www.doleta.gov/business/incentives/opptax) 800.482.2959

## **Fidelity Bonding Program**

A fidelity bond is a business insurance policy that insures an employer against dishonesty including any type of theft, embezzlement, forgery, fraud and larceny. A fidelity bond is usually obtained for employees who handle large sums of money (such as a bank teller) or someone who must enter into a business or personal property. This program is available on the behalf of job seekers whose personal background may make securing employment difficult. Bonds are available for six months in \$5,000 increments up to a maximum of \$25,000.

**Contact your Business Account Manager for more details about Fidelity Bonding.**