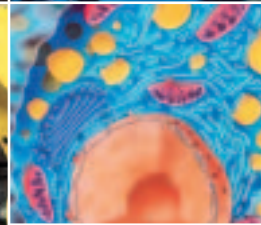




# Venture Capital

**Investing** in Your Future





## Why Invest in Oakland County Companies?

Oakland County's Emerging Sectors program is an aggressive strategy to attract and grow companies in these industries:

- ♦ Advanced Electronics & Controls
- ♦ Advanced Materials & Chemicals
- ♦ Alternative Energy & Power Generation
- ♦ Biotechnology
- ♦ Communications & Information Technology
- ♦ Homeland Security
- ♦ Medical Devices & Instrumentation
- ♦ Micro / Nanotechnology
- ♦ Robotics & Automation
- ♦ Financial Services

## The Oakland County Advantage

- ♦ More than one-third of the state's R&D facilities are located in Oakland County. Michigan ranks second in the nation in R&D spending
- ♦ Innovation: Michigan companies file over 3,000 patents a year - placing it in the top 10 states for total number of patents granted
- ♦ Entrepreneurship is dynamic throughout Oakland County's 61 cities, townships and villages, with almost 3,000 new businesses formed every year
- ♦ Oakland County works with the leading research universities in Michigan to help commercialize new technology
- ♦ We're engaging traditional companies into diversifying their products and processes into new sectors, teaching current companies how to do R&D
- ♦ Oakland County is working with the educational system to ensure the future workforce is technically skilled and globally trained
- ♦ Oakland Schools K-12 program: Students throughout Oakland County can take summer classes in the above-mentioned emerging sectors

### Photo Credits:

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## Michigan Universities: Research Centers

*(Federal R&D funds received)*

**Central Michigan University** - \$473,775

**Eastern Michigan University** - \$631,183

**Ferris State University** - \$499,998

**Grand Valley State University** - \$295,435

**Kettering University** - \$61,043

**Lawrence Technological University**

**Michigan State University** - \$108,303,249

**Michigan Technological University**

**Northern Michigan University** - \$1,134,604

**Oakland University** - \$4,361,432

**University of Detroit Mercy**

**University of Michigan** - \$642,039,420

**Wayne State University** - \$158,702,457

**Western Michigan University** - \$8,927,784

**Green** - These universities are either located in or have campuses in Oakland County

## Workforce: Educated, Innovative & Motivated

- ♦ Over 40% of Oakland County residents have college degrees (national average is about 26%)
- ♦ Oakland County has the third-highest number of high-tech workers in the nation and twice the corporate R&D professionals compared to the national average
- ♦ Population of Michigan workforce: 5.1 million
- ♦ 15 public universities, 50+ independent universities and colleges, 29 community colleges
- ♦ Over 96,000 college degrees are granted every year in Michigan - that's almost twice as many as the national average
  - ♦ 2 ½ times the number of master's degrees were issued in Michigan than the national average
  - ♦ Close to 1,500 Ph.D.s are granted in Michigan every year - almost twice the national average

## Access to Capital

Oakland County's Economic Development Team will help find the best investment for your company.

**Michigan Venture Capital Association** - Established by venture capital and private equity investors in the state, the Michigan Venture Capital Association (MVCA) is the state's premier public policy advocate for the private equity/venture capital industry. MVCA works to promote entrepreneurship and private equity investment.

**Venture Capital** - In four years alone, more than \$694 million in venture capital has been invested in over 100 businesses in Michigan. For new emerging technology initiatives, the state has created the \$150 million Venture Michigan Fund to catalyze investment in early-stage firms operating here. With the matching requirement, this initiative will attract an additional \$450 million in capital to Michigan for investment in promising new companies.

**Angel Networks** - Michigan has three active Angel Networks: The Great Lakes Angels, The Grand Angels and The Ann Arbor Angels.

**Traditional and Non-Traditional Financing** - Oakland County's Business Finance Corporation and Economic Development Corporation help companies with the SBA 504 Loan and with Tax-Exempt Revenue Bond programs. Through the Automation Alley Technology Center, emerging companies can be assisted with securing non-traditional and unique sources of financing and capital.

## MEDC - 21st Century Jobs fund

**\$2 Billion Michigan Fund** - The 21st Century Jobs fund, which was created in 2006, gives emerging technology companies access to the \$2 billion Michigan has pledged to invest in the commercialization of emerging technologies in the state in the next 10 years.

## Oakland County, Michigan: An Emerging Sectors Hot Spot

Emerging Sector	Number of Michigan companies in this Sector	Number of University Research Centers Focused on this Sector
Advanced Electronics & Controls	188	30
Advanced Materials & Chemicals	82	22
Alternative Energy & Power Generation	123	17
Biotechnology	117	38
Communications & Information Technology	241	28
Homeland Security	85	22
Medical Devices & Instrumentation	69	13
Micro / Nanotechnology	74	25
Robotics & Automation	181	16
Top - Growth Businesses (Financial Services, Interactive Media, & Game Development Companies)	158	N/A

## Michigan has The Resources to Support Emerging Technology Companies

- ♦ Automation Alley - Southeast Michigan's Regional Technology Cluster
- ♦ Beaumont Research Institute (BRI)
- ♦ Center for Biological Information
- ♦ Center for Fuel Cell Systems & Powertrain Integration
- ♦ Center for Genomic Technologies
- ♦ Center for Structural Biology
- ♦ Cooks-DeVos Center for Health Sciences
- ♦ Core Technology Alliance
- ♦ DTE Energy Hydrogen Research Parks
- ♦ EPA's National Vehicle & Fuel Emissions Laboratory
- ♦ GLIMA - Association of Technology-Oriented Professionals
- ♦ Great Lakes Renewable Energy Association
- ♦ IEEE - Michigan Chapter
- ♦ Internet2
- ♦ Karmanos Cancer Institute
- ♦ MARC - Michigan Alternative & Renewable Energy Center
- ♦ Merit Network
- ♦ MichBio - the state's key resource for biotech and pharmaceutical companies
- ♦ Michigan Animal Models Consortium
- ♦ Michigan BioMass Energy Program (MBEP)
- ♦ Michigan Clean Tech Cluster
- ♦ Michigan Infragard Members Alliance
- ♦ Michigan Manufacturers Association
- ♦ Michigan Medical Device Association
- ♦ Michigan Molecular Institute (MMI)
- ♦ Michigan Research Institute
- ♦ Michigan Small Tech Association
- ♦ Michigan Wind Working Group
- ♦ Michigan's Hydrogen Highway Project
- ♦ Michigan's Technology Tri-Corridor
- ♦ MMTC - Michigan Manufacturing Technology Center
- ♦ MRI Institute for Biomedical Research
- ♦ Nanoscience Center
- ♦ Nanotech Institute
- ♦ National Automotive Center (NAC)
- ♦ National Center for Manufacturing Sciences (NCMS)
- ♦ National Institute of Industrial Technology (NAIT)
- ♦ NextEnergy Center
- ♦ Proteome Consortium
- ♦ Robotics Industry Association (RIA) World Headquarters
- ♦ Small Times Headquarters
- ♦ Society of Manufacturing Engineers World Headquarters
- ♦ Telecommunications Association of Michigan
- ♦ U.S. Army Tank-Automotive Research, Development and Engineering Center (TARDEC)
- ♦ U.S. Tank-Automotive and Armaments Command (TACOM)



Courtesy CREST



Courtesy RHK Technology

## Invest In Southeast Michigan - Join the Crowd!

The following venture capital firms are investing in Michigan companies:

3i  
401 Capital Partners  
Aboretum Ventures  
Alta Partners  
American Capital Strategies  
Apjohn Ventures  
Arbor Partners  
Arboretum Ventures  
Ardesta  
ARCH Development Partners  
Automation Alley Technology Center  
AvTech Ventures  
Aviv Venture Capital  
Beringea  
Biosciences Research Commercialization Center at Western Michigan University  
Bio-Star Fund  
Cargill Ventures  
CDP Capital Technology Ventures  
Chrysalis Ventures  
Cooke & Moses  
CrystalPoint Partners  
DaVinci Capital  
Delta Northern Rivers Fund  
Detroit Technology Ventures  
Dow Chemical Corp.  
Draper Fisher Jurvetson  
Duchossois TECnology Partners  
DuPont Ventures  
EDF Ventures  
Edison Development Corp.  
Endurance Ventures  
Enterprise Development Fund  
First Round Capital  
Firelake Capital Management  
Fort Washington Capital Partners  
Frazier Healthcare Ventures  
H.B. Fuller Ventures  
HealthCap  
Hennessey Capital  
Hillside Capital  
H.J.G. Partnership  
IDG Ventures Boston  
InterWest Partners  
Liberty Associated Partners and Lead Dog Ventures  
Long Point Capital Fund  
M Group  
MPM Capital  
Nadal Investments  
Nationwide Mutual Capital  
NGEN Partners LLC.  
NIF Ventures  
North Coast Technology Investors  
Northern Rivers Innovation Fund  
Nth Power  
Odin Capital Group.  
Oracle Capital Partners  
Partech International  
Prism Opportunity Fund  
QUALCOMM  
Ralph Wilson Equity Fund  
River Cities Capital  
SBV Venture Partners  
Sempra Energy  
Seneca Partners  
Sloan Ventures  
Smart Technology Ventures  
Sofinnova Partners  
StarVest Partners  
Stockwell Capital  
Technology Partners  
Tera Capital  
TGap Ventures  
Thomas Weisel Healthcare Ventures  
TL Ventures  
TopSpin Partners  
Tullis Dickerson  
Twilight Ventures  
VantagePoint Venture Partners  
VentureLink Diversified Balanced Fund  
Waypoint Ventures  
White Pines Management  
Wingspan  
Wolverine Venture Fund

## Equity Financed Companies *(partial list):*

3IS  
ActiveHealth Management  
Alliance International Group  
Alloyd  
Asterand  
AVACore Technologies  
Beholztech  
Cerenis Therapeutics  
Cigital Inc.  
Clarity Technologies  
CrimeCog Technologies  
Dellego Technologies  
Digital Focus Inc.  
Discera  
EcoDuro Inc.  
EcoSynthetix  
eFinNet  
Friction Control Solutions  
Genetics Squared  
GeneWorks Inc.  
HandyLab  
HealthMedia  
Indigo Security  
ISD  
Jingle Networks Inc.  
Kinderstreet  
Loudey Corp.  
MedLogic Global Corp.  
Number Six Software Inc.  
OmniFlight Inc.  
OneSoft Corp.  
Penda Corp.  
Performance Fabrics  
Power Trends  
Powerway Inc.  
ProNai Therapeutics  
Qualitor  
QuatRx Pharmaceuticals  
Red Celsius Inc.  
RFidentix Inc.  
Rubicon Genomics  
Sensicore  
STM Power  
Twitchell  
Verity Biosystems  
VetGen  
Waterbury  
Xenaga

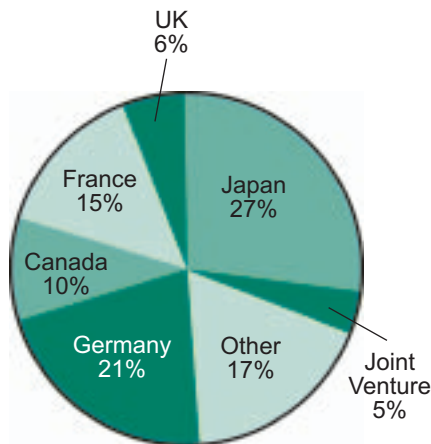
## Oakland County Can Help Your Portfolio Company

Our Economic Development Team offers free and confidential assistance in:

- ◆ Site location
- ◆ Financing
- ◆ Tax incentives
- ◆ Liaison with state and local agencies
- ◆ Access to Start-up companies
- ◆ Business Assistance Center (business consulting)
- ◆ Information products - to ensure you make the right decision for your company's location

## Oakland County is an International Hub

Foreign firms make the strategic decision to locate in Oakland County because of the highly skilled workforce, strong educational systems and the international support services available to them.



- ◆ 653 foreign-owned firms from 24 countries are in Oakland County
- ◆ 259 of these firms came to Oakland County in the last 12 years-that's an average of two foreign companies a month opening up a location in Oakland County



**L. Brooks Patterson,**  
*Oakland County Executive*

*With the support of  
The Oakland County Board  
of Commissioners*

## Oakland County is Strategically Located



- ◆ Centrally located between Chicago, Toronto and Cleveland, Oakland County is strategically positioned to capture the entire Midwest market
- ◆ The Michigan-Ontario border is the busiest U.S.-Canada crossing in the country, making this area an ideal location to reach the United States and the Canadian markets. Ontario, less than an hour's drive from Oakland County, generates some 40% of Canada's total gross domestic product



**Contact us today for more information:**

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Planning & Economic Development Services**

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Waterford, MI 48328  
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Website: [www.emergingsectors.org](http://www.emergingsectors.org)

Oakland County's Venture Capital  
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