



Automation Alley[®]

Technology's Matchmaker for Business[®]

What is Automation Alley?

Automation Alley is an eight-county technology association, founded in 1999, with a roster of nearly 1,000 members, including businesses, educational partners and government entities.

Providing programming that:

- Helps technology-driven businesses of all sizes succeed
- Encourages entrepreneurship
- Increases exporting
- Attracts foreign direct investment
- Develops high-tech talent
- Supports advanced manufacturing



Mission & Vision

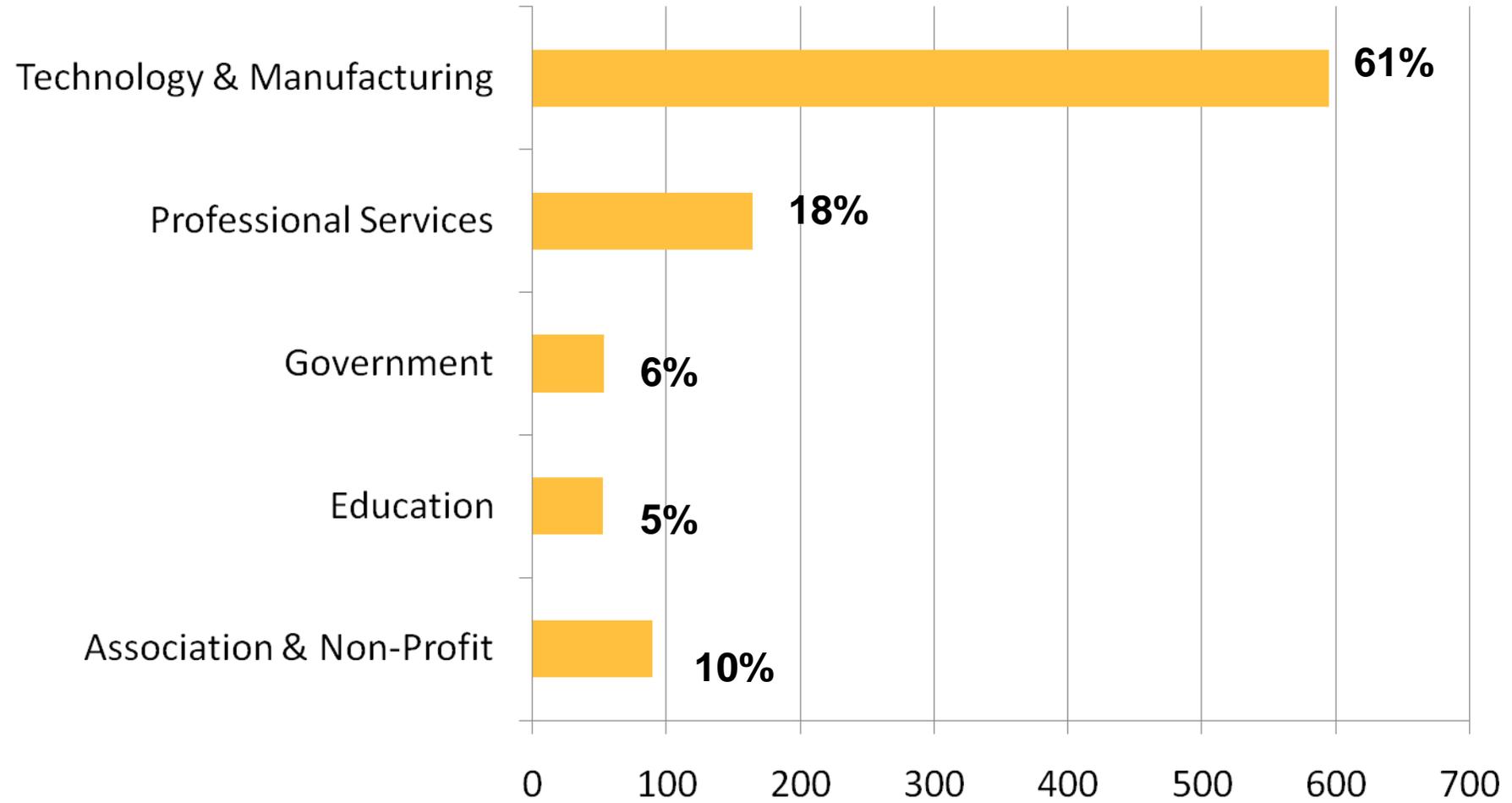
Mission

To grow the innovation cluster of Southeast Michigan by providing programs and services to the technology business community that encourage entrepreneurship, increase exporting, attract foreign direct investment, develop high-tech talent, support advanced manufacturing and help technology-driven businesses of all sizes succeed.

Vision

Southeast Michigan will be globally acknowledged as the leading technology and innovation region in the United States by 2020.

Membership



Promoting the Region

Technology Industry Report

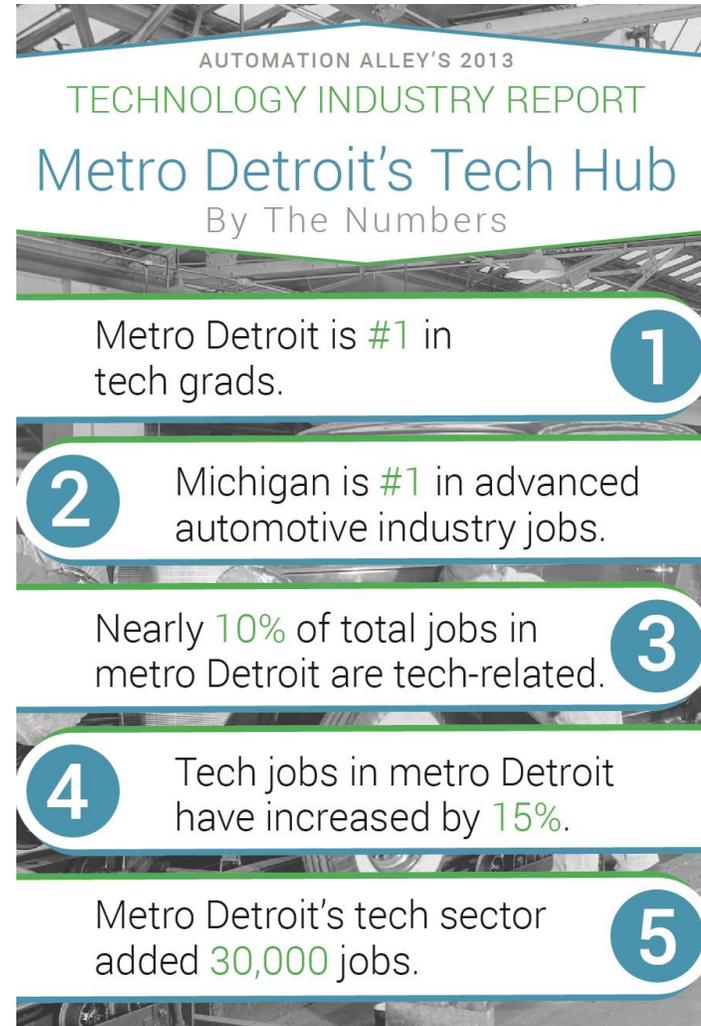
Benchmarks the region against the top 14 tech hubs in the U.S.

Annual Awards Gala

Celebrates technology leaders and innovators annually.

THE BIG M

Bringing global attention to the advanced manufacturing industry in Michigan.



Entrepreneurial Services

Automation Alley provides resources, support, and investment dollars to technology-driven startup companies across Southeast Michigan, helping entrepreneurs transform their ideas into marketable technologies and services.

Pre-Seed Fund Investment Portfolio

- 38 companies/projects funded (\$8.59 million invested) since 2003
- \$114 million in follow-on capital

NEW! 7Cs Program

Game-changing entrepreneurship program targeting advanced manufacturing companies

Key Partnerships

MEDC	BANSEM
MI-SBDC	NEI



International Business Services

Automation Alley provides opportunities for small to medium-sized businesses to expand and diversify abroad. Automation Alley also assists international companies looking to explore business opportunities in Southeast Michigan.

Trade Missions

- 23 missions with more than 160 participating companies
- More than \$428 million in export sales
- “E Star” Award

Business Attraction

- 12 companies attracted to Southeast Michigan since 2011
- NBIA soft landing designation



Defense & Manufacturing

Automation Alley provides opportunities for companies to increase their involvement in the defense sector.

- Millions of dollars in contracts
- Local partners include TARDEC and TACOM



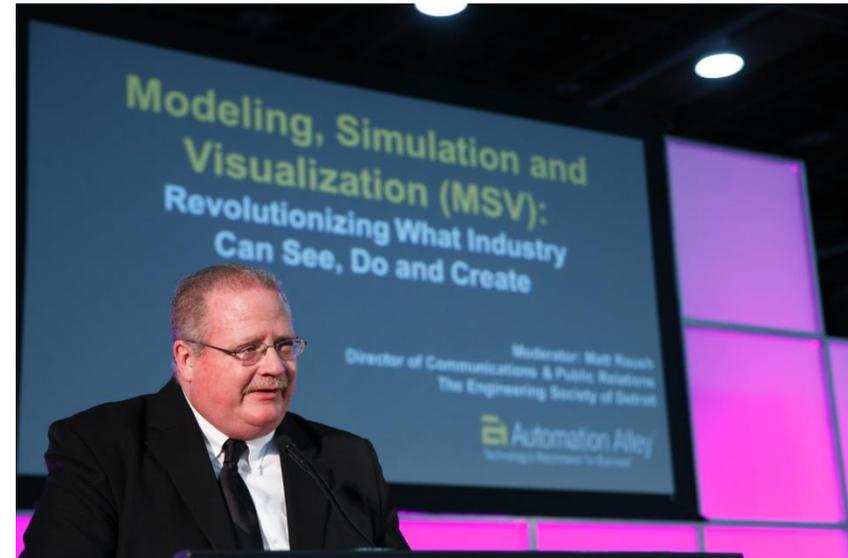
“The support, guidance and relationships that Automation Alley provided us were key to accelerating our business in the defense industry.”

Pratt & Miller Engineering

Automation Alley Technology Center

Automation Alley creates awareness for digital manufacturing and offers affordable PLM training and certification to individuals, students and employees using cutting-edge equipment and software.

- Located at Oakland University, OU INC
- In partnership with Oakland University, Tata, Siemens, Altair Engineering and Geometric Solutions
- Helps to grow the talent pipeline for Michigan's small to medium-sized manufacturers



Talent Development

Automation Alley works with the workforce, employers and educational institutions to develop programming aimed at retaining and attracting technical talent, ensuring Southeast Michigan's workforce is among the most skilled in the nation.



Technical Talent Development Program

- \$5 million from the U.S. Department of Labor
- Training high-tech workers across Southeast Michigan
- Nearly 900 trainees participating

Automation Alley Impact

- More than **5,000 jobs** created
- Investments in **38 tech startups**
- **\$428 million** in export contracts for local businesses
- **12 international high-tech companies** attracted
- Nearly **900 tech workers** trained
- **Millions of dollars in defense contracts** for local companies



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Amendment and Extension
Southfield and Troy Joint LDFA
Automation Alley SmartZone

Significant Events

- 2003 – Cities of Troy and Southfield formed Joint LDFA
- 2014 – Cities of Troy and Southfield received approval for 15 year extension of JLDFA by hosting satellite St. Clair County Innovation and Technology SmartZone (SCCiTech) in the City of Port Huron
- 2015 – Both Host and Satellite must adopt Amended and Extended Development Plan and Tax Increment Financing Plans

Troy LDFA Plan

- Goals

- Provide long term funding for Automation Alley to remain in Troy
- Provide infrastructure support for Automation Alley SmartZone

- TIF Allocation

- 60% devoted to operation, furnishing and equipping Automation Alley business incubator/accelerator
- 40% devoted to:
 - Marketing SmartZone
 - Public infrastructure to streets, drains and pedestrian systems serving SmartZone
 - City's administrative costs

Troy LDFA Plan

- Revenues will grow from \$130,000 in FY 2015-16 to \$230,000 in FY 2033-34
- Total TIF revenues will be \$3.5 million over 19 years
- Will provide approximately \$2 million to Alley and \$1.5 million for infrastructure and marketing support
- Only 30% of captured tax dollars come from Troy, 70% from State and other taxing jurisdictions

Timeline to Amend LDFA Plan

