TechTown is Detroit’s entrepreneurship hub. We’re a different kind of incubator and accelerator, with a full suite of programs for both tech and neighborhood small businesses. We work with businesses at all stages, helping startup, emerging and established companies develop, launch and grow.

TechTown was founded in 2000 by Wayne State University, Henry Ford Health System and General Motors. In 2004, TechTown incorporated as a nonprofit and established its headquarters in a landmark 1927 Albert Kahn building just north of the Wayne State campus.

Originally founded to support tech-based spinoffs from the university, we soon realized that our incubation and acceleration strategies for tech companies could help strengthen neighborhood small businesses and commercial corridors across Detroit. Today, we offer a full suite of entrepreneurial services for tech and neighborhood businesses, with satellite offices across the city.

Our five-story building serves as an entrepreneurial hub, housing the TechTown administrative offices, our Junction440 coworking community, meeting and event space, and numerous businesses and organizations working across sectors to drive progress in Detroit. TechTown works in close partnership with Wayne State’s Office of Economic Development, the university’s hub for catalyzing business activity in Midtown and across the Detroit region.
TechTown Partners, Supporters and Friends,

It's been a great year at TechTown. With 23 new companies and 142 jobs created by our clients, we continue to drive Detroit’s resurgence. How do we do this? Through a range of programs that provide in-depth yet highly practical support for both tech and neighborhood businesses.

In 2017, we helped launch Erie Hack, an international water innovation accelerator and competition that brought together coders, developers, engineers and water experts to generate creative solutions to challenges facing the Lake Erie watershed. We held the first MedHealth Summit for health care organizations and innovators from across Southeast Michigan and Southwest Ontario to explore technology-based solutions to the region’s key health care challenges. With our partner, Midtown Detroit, Inc., we opened the Cass Collective, a pop-up incubator that enables promising retailers to test and refine their model so they are prepared to open a brick-and-mortar business in a Detroit neighborhood. We launched Ask an Expert — free consultations with professionals in accounting and finance, legal services, marketing, health care, venture capital and more. And, of course, we continued to offer incubation and acceleration services, as well as open office hours across the city, serving more than 400 startups and small businesses. I’m pleased to share more about our 2017 accomplishments, and the many partners and funders who helped us achieve them, in the following pages.

Sincerely,

M. Roy Wilson
Board Chair
TechTown Partners, Supporters and Friends,

2017 was a year of failure at TechTown. I don’t mean our organization failed. As a matter of fact, we continue to make an outsize impact on Detroit and its economy, serving more than 1900 companies, which created more than 1400 jobs and leveraged more than $130 million in startup capital, in the last 10 years.

What I mean is that, this past year, we started celebrating failure. Why? Because if we are going to truly revive Detroit’s economy, we must. After all, you know what it means if you haven’t failed? It means you haven’t tried.

The entrepreneurs and small business owners you’ll meet in these pages have taken risks. This year, we celebrate their successes, but that doesn’t mean they didn’t fail along the way. And TechTown was there for them when they did. Whether it was one-on-one coaching with a portfolio manager or entrepreneur-in-residence, participation in one of our accelerators, an Open Office Hour or Ask an Expert session, a hackathon, a special event, membership in our coworking space or, most likely, some combination of these, we served more than 400 businesses last year, supporting their journey to getting open and staying open. And we’ll continue to help hundreds more each year, encouraging them to fail along the way. Why? Because the future of Detroit depends on it.

Sincerely,

Ned Staebler
President & CEO
Impact highlights

2007-2017

- 1,411 Jobs created
- 1,962 Companies served
- $132,309,208 Funding leveraged into companies served

2017

- 142 Jobs created
- 27 Companies created
- 413 Companies served
- 224 Open office hours
- 1,316 Network Referrals
- $10,309,208 Funding leveraged into companies served
Our Programs at a Glance

**LABS**  
technology-based programs

**TechTown Business Incubation Center**  
Customized support for tech startups

**Detroit Technology Exchange**  
Programmatic partnership designed to recruit and groom talent for tech entrepreneurship and convert innovative technologies into Detroit startups

**DTX Launch Detroit:** summer tech accelerator for college students & recent grads

**DTX D-Venture:** an executive-in-residence program

**DTX Fellows:** a fellowship program

**Tech Commercialization**  
Moving university and health system technologies to market

**BLOCKS**  
technology-based place-based programs

**SWOT City**  
A customized, one-on-one support program for brick-and-mortar small businesses in Detroit neighborhoods

**Retail Services**  
Retail Boot Camp, pop-up opportunities and workshops to prepare serious entrepreneurs with strong retail concepts for the successful launch of their businesses in core Detroit commercial districts

**SPACE**  
coworking, meeting space and more

**Junction440**  
Coworking community offering an affordable, flexible and collaborative work environment

**Office and Lab Space**  
For nonprofits, small businesses, startups and high-tech enterprises

**Meeting and Event Space**  
Flexible, modern and affordable spaces open to the community

**Public Events**  
Roundtables, panel discussions, conferences, hackathons and more for the entrepreneurial and small business community

**Pop-Ups**  
Regular food and retail pop-ups showcasing local small businesses

Tech. Neighborhoods. We mean business.
Center for Nonprofit Support

In December 2017, TechTown announced the launch of a “Center for Nonprofit Support,” in partnership with the Ralph C. Wilson Jr. Foundation and the Michigan Nonprofit Association. Located at the corner of Woodward Avenue and West Grand Boulevard in Detroit, the Center will serve as a hub for Southeast Michigan’s nonprofit and philanthropic community to connect with one another and across sectors while accessing the knowledge, skills and resources needed to collaborate, innovate and amplify impact. Allandra Bulger was selected as the Center’s inaugural director in spring 2018. She has been working with a wide range of community partners to guide the center’s programming, develop a referral system and select a permanent name for the Center, which is expected to open in fall 2018.

Allandra Bulger

Below: Stakeholder workshop at Center for Nonprofit Support
TechTown's Labs programs include tech-centric business acceleration, as well as proof of concept, incubation and commercialization services. Programs within Labs include DTX Launch Detroit, a summer accelerator specifically for Michigan college students and recent graduates, and the TechTown Business Incubation Center, supporting companies that are beyond the idea stage and ready for one-on-one, customized support.

2017

22 Jobs created
9 Companies created
106 Companies served
39 Open office hours

452 Network Referrals
$9,043,966 Funding leveraged into companies served

20% Female
13% African American
35% Caucasian
10% Middle Eastern

80% Male
25% Asian
10% Hispanic
8% Other
2017 Labs Milestones
TechTown provided customized support to 14 tech-based and tech-enabled startups through our Business Incubation Center. Clients in 2017 included:

- CarePRN
- City Insight
- Clingfish Products
- Detroit Ento
- Detroit Skate Industries
- DIYAUTOFTW
- EagleView Imaging
- Embrace Creatives/Detroit Art & Business Institute
- EnBiologics
- Evolve Lifestyle Group
- INEEDA
- Sentinl
- Smart Girls Guide to Self Defense
- Spectalite

TBIC graduate **Sentinl** launched sales of IDENTILOCK, a fast-access biometric trigger lock, at Cabela’s stores nationwide. IDENTILOCK is now also available through Amazon, Brownells, Zanders and Optics Planet, as well as the IDENTILOCK website.

TBIC client **EagleView Imaging**, a Southeast Michigan-based medical technology startup, received a $500,000 angel investment.

TBIC and DTX Launch grad **CityInsight** launched CityWater™ in August 2017. Through a contract with the City of Detroit Department of Water and Sewerage, this web and mobile app powers the department’s Customer Care Portal. In the portal’s first month, Detroit residents paid $2 million in water bills.

TBIC client and DTX Launch grad **CarePRN** launched its website and mobile app that enables families to find local, licensed and background-checked home care providers on demand in Southeast Michigan.

TBIC client and DTX Launch grads **EnBiologics**, a startup comprised of Wayne State University biomedical engineering students, secured $50,000 from the university’s Anderson Engineering Ventures Institute to support clinical trials of HoneyCure™, a veterinary hydrogel.

DTX Launch grad **Remotize** was selected to attend the Queen City Fintech Accelerator in Charlotte, North Carolina. The award also included a $20,000 cash prize.

Labs client **Lunar Wireless** launched its “pay-as-you-want” smartphone service after completing a pilot program in the Detroit market and securing $4.1 million in venture capital.

**Top: left to right:** Sentinl, CityInsight, EnBiologics
2017 Labs Milestones (continued)

Our Labs team partnered on numerous programs to drive innovation and collaboration across our ecosystem. We continued to serve as hosts and active participants in a regional, cross-border MedHealth Innovation Cluster, working to coordinate and advance new developments in health care delivery throughout Southeast Michigan and Southwest Ontario. We also hosted numerous hackathons as well as a full slate of public events of interest to the tech and startup communities.

TechTown and numerous partner organizations held their first MedHealth Summit, a program of the regional MedHealth Innovation Cluster. The event featured a keynote from Victor Stretcher, PhD, MPH, panel discussions, 1:1 networking for late stage companies and a MedHealth Challenge, which awarded more than $15,000 plus pro-bono services packages to three early-stage Southeast Michigan digital health and medical device companies: SteriDev, Melius Outcomes and Find Your Ditto.

TechTown, Wayne State University and the Fred A. and Barbara M. Erb Foundation served as Detroit hosts of the Cleveland Water Alliance Erie Hack, a months-long, international water innovation accelerator and competition that brought together coders, developers, engineers and water experts to generate creative solutions to challenges facing the Lake Erie watershed. Micro Buoy, a team out of Wayne State’s College of Engineering, earned the $40,000 cash grand prize at the finals in Cleveland.
In January 2017, TechTown named Marlin Williams its first entrepreneur-in-residence for diversity and inclusion. Marlin has more than 20 years’ experience as a global diversity and inclusion officer for two Fortune 500 organizations. She has been working across the organization, and throughout Detroit’s entrepreneurial ecosystem, to increase engagement of women and minority entrepreneurs, especially in tech fields.

Marlin’s responsibilities include:
• Implementing tactics and strategies that ensure TechTown’s culture and programs are increasingly effective at serving more diverse entrepreneurs
• Working with strategic partners to curate robust data, analysis and assessment of the true state of diversity and inclusion gaps in Detroit’s tech community
• Offering group and one-on-one community-connecting activities to diversify participation in Detroit’s tech sector.
• Developing an “introduction to coding” experience specifically for underrepresented communities at TechTown and within neighborhoods.
MySwimPro

MySwimPro is a technology company that creates mobile and wearable apps that help swimmers achieve their fitness and training goals through personalized workouts, training plans, analytics and coaching. The platform has won international accolades, including being named by Apple as the 2016 Best App of the Year for the Apple Watch.

The company attracted significant funding in 2017, receiving an investment from Invest Detroit’s First Capital Fund, winning the grand prize in the Michigan Greenlight Business Model Competition and raising over $130,000 in an equity crowdfunding campaign. Following its namesake app, the company launched Triathlon Tracker in summer 2018. The new Apple Watch app allows athletes to record multi-sport races or workouts without touching the screen.

MySwimPro’s CEO Fares Ksebati is an elite swimmer and alum of Wayne State University, where he served as captain of the swim team. Ksebati developed MySwimPro during the DTX Launch Detroit summer accelerator for Michigan college students and recent graduates. “DTX Launch and the mentors at TechTown really helped us refine our customer discovery process and strategize what we needed to do to build a successful product and scale our business,” he says.
Detroit Denim

Eric Yelsma began making high-end men’s jeans in his home following a layoff from a 15-year career in corporate sales. In 2010, he founded Detroit Denim at the Ponyride maker space. In May 2016, Detroit Denim opened its factory and flagship store in Detroit’s Rivertown.

Since that time, under the leadership of Eric and partner Brenna Lane, the company has expanded to nine full-time and four part-time local employees and launched a women’s line of denim. The company was featured on the CNBC reality show *The Profit* in December 2017.

Detroit Denim received support from TechTown’s SWOT City program. The SWOT City team coached Eric and Brenna through the lending process as they transitioned to their 4,000-square-foot retail and manufacturing space, connected them to human resources consultants and assisted them with identifying priority equipment needs to streamline production process and increase output. The SWOT City team has remained a resource for the company since they opened in the new space.

“SWOT City allowed us to connect with resources and really shore up some areas that we really needed help in. It was really kind of filling the gaps initially,” says Eric. “Secondarily, what was really helpful was that we had an ongoing relationship with the SWOT team and with TechTown that we relied on. It was very valuable.”

Eric Yelsma and Brenna Lane
TechTown’s Blocks programs help launch, stabilize and grow brick-and-mortar small businesses and catalyze neighborhood commercial districts. Programs within Blocks include SWOT City, which provides customized, one-on-one support to new, emerging and established neighborhood small businesses, and Retail Services, which includes our Retail Boot Camp as well as pop-up incubation, customized coaching and workshops.

### 2017

- **120** Jobs created
- **18** Companies created
- **307** Companies served
- **185** Open office hours
- **864** Network Referrals
- **$1,265,242** Funding leveraged into companies served

### Demographics

- **56%** Female
- **52%** African American
- **20%** Caucasian
- **3%** Middle Eastern
- **44%** Male
- **1%** Asian
- **24%** Hispanic
2017 Blocks Milestones

Launched the Cass Collective, a pop-up incubator featuring a rotating selection of independent retailers under one roof, in partnership with Midtown Detroit Inc.

16 promising Detroit retailers graduated from Retail Boot Camp 2017. Five businesses received Kickstart Awards, which include rent subsidies and other support valued at $5000 per business: Mature, Urbanum, Voluptuous Bien’Aime Boutique, Chanel’s Bling and Provisions.

35 Blocks businesses participated in Wayne State’s second-annual Winter Art and Retail Market during Noel Night. Over 9,000 people attended the event.

In partnership with accounting and HR subject matter experts, SWOT City developed the Drive to Hire workshop series, filling a critical need in resources available for neighborhood business owners in evaluating their financial ability to hire employees and create a hiring/onboarding process. This also enabled SWOT City to deepen its Professional Services Network and supported the creation of 40 jobs.

SWOT City partnered with Rebrand Cities and Wordpress to help bridge the digital divide for neighborhood business owners. This project brought 26 Blocks clients online. The pilot was so successful, it gained national attention and is being replicated in Chicago and Miami. Three SWOT City clients were featured in the first-ever TV ad campaign for Wordpress and a YouTube video campaign with over three million views.

**GRAND OPENINGS**

1. Brix Wine & Charcuterie (East Jefferson)
2. Cass Collective (Midtown)
3. Detroit Sip (University District)
4. Good Lab (East Jefferson)
5. Live Cycle Delight (East Jefferson)
6. Plum Health (Southwest Detroit)
7. Sfumato Fragrances (Midtown)

Yellow areas indicate the seven SWOT City neighborhoods.

Top, left to right: Ribbon cutting at Cass Collective; Brix Wine & Charcuterie; Retail Boot Camp 2017
Detroit Sip

Jevona Watson started her coffee shop, Detroit Sip, to provide college students in the Bagley neighborhood a way to connect and convene outside of campus. After graduating from Michigan State University’s Law School and spending hours studying in coffee shops, Jevona wanted to create a space that filled a gap she noticed as a student.

Opening in November 2017, Detroit Sip is the first coffee shop in recent memory serving University of Detroit and Marygrove students and their neighbors. The shop offers a wide range of Detroit-based products, including Germack and Ashe Supply Co. coffee, Intu Tea and Dutch Girl Donuts. Her coffee drinks, named with help from her 11-year-old daughter, reflect Jevona’s hometown as well. Livernois Latte, McNichols Morning and Coleman Young Cappuccino are three offerings. Jevona is a true Detroit entrepreneurship ecosystem success — she’s received support from TechTown’s SWOT City program, Build Institute, Live6 and Motor City Match.

“This is an investment not just in my business but in my community,” Jevona says. “I want Detroit Sip to be a reflection of the pride, tenacity and resiliency that being a Detroiter entails.”
In May 2018, Wayne State University completed a study funded by the Small Company Innovation Partnership program (SCIP) comparing the Life Magnetics product to the top four competing products and found the Life Magnetics product delivers 10-60% better yield, with at least 1,000x better purity and a 10% to 60% cost reduction as compared to competing products.

Building on nearly $550,000 in grants and investments, Life Magnetics was awarded a $225,000 grant from the National Science Foundation in late 2017. With support from a MEDC/SBDC Business Accelerator Fund grant secured through TechTown, Life Magnetics recently completed a $1M Series A funding round led by Blue Water Angels. The company has become a client of EMA partners, a life science investment banking firm with over $2B in transactions that has closed deals for a number of Michigan companies. Founder/CEO Kevin Hagedorn and his team are arranging corporate partnerships to achieve nationwide distribution by 2020.

Life Magnetics has developed a carbon-based surface chemistry for RNA extraction. RNA extraction is the process by which a raw biological sample is converted to a form suitable for analysis. It's the first step for hospital labs, university researchers and pharmaceutical companies in 40% of their testing work.

Left to right: Rishabh Kala, Kevin Hagedorn, Saravana Murthy
Taquería el Nacimiento

Rodrigo Padilla opened Taquería el Nacimiento in Southwest Detroit in 2001, naming his restaurant after his rural Mexican hometown. Nacimiento is a family-run and family-friendly traditional Mexican restaurant with a full menu of tacos, soups, seafood and cocktails.

All four of the Padilla children have worked in the restaurant. Currently, Rodrigo’s two sons are full-time managers and have been preparing to take Nacimiento to the next level. Rodrigo has come a long way from the remote community of Nacimiento in the highlands (Los Altos) of Jalisco, and he’s now planning for a third expansion of the family restaurant. The Padillas have recently added a banquet space that seats up to 100, and their new bar, Cantina-N-Sports, will be renovated and open by fall 2018.

Through their work with TechTown, El Nacimiento completed the Ops to Props: The Business of Running a Profitable Restaurant program, which helped them refine their accounting and operations. They met their milestone goals of formalizing their catering menu and creating a new brand for the Cantina-N-Sports upstairs sports bar terrace. TechTown also helped them apply for and win NEIdeas and MotorCity Re-Store facade improvement grants. The Padillas will use the funds to update the exterior and upstairs interior as well as add a mural that will greet patrons and the Southwest Detroit community.

Left to right: Joel Padilla, Rodrigo Padilla, Alvaro Padilla
SPACE

TechTown’s Midtown hub includes the Junction440 coworking space, meeting and event space, labs and offices, pop-up opportunities and an extensive schedule of public programs to serve the needs of entrepreneurs.

2017

- Junction440 members at
  - 241
  - 108 companies

- Pop-up breakfasts, lunches and food trucks
  - 101

- High-tech, startup, small business and nonprofit tenants
  - 36

- The SHOP retail pop-up
  - 84

- 160,000+ visits
2017 Space Milestones

Our Junction440 coworking space grew by more than 50 percent, with 241 members from 108 companies by the end of 2017.

TechTown recorded more than 160,000 visits to our Midtown hub in 2017. We enhanced our visitor experience with digital signage, wayfinding updates and a design refresh of our first floor.

TechTown hosted more than 200 field trips, tours and discussions with visiting groups. Groups came from as nearby as Wayne State University’s Mike Ilitch School of Business and as far away as the University of New Ulm in Germany to hear about entrepreneurship in the United States and the particular economic challenges and opportunities in Detroit.

SELECTED 2017 COMMUNITY EVENTS AT TECTOWN

• MedHealth Summit
• Candid Conversations & Code
• Rock Your Guac: The TechTown Throw Down
• The Howard & Howard Legal Series
• Intro to Coding Workshops with Grand Circus
• Small Business Workshop with the Lee Group
• Startup Week
• Detroit Small Business Discussion with Senators Stabenow, Peters & Booker
• General Motors Black Girls Code Press Announcement & Panel with Mary Barra
• High Growth Happy Hour with NEI
• Chow: The Food Demo Series
• Garage Talk
• Midtown Detroit, Inc. Board Meetings
• Detroit Youth in Tech (TEQ Week)

HACKATHONS AND FUNDING COMPETITIONS

• Erie Hack: Innovate Around the Lake Challenge
• Kyyba & TiE Detroit Pitch Clubs
• gBeta Gener8tor

INFO SESSIONS, ROUNDTABLE AND PUBLIC FORUMS

• WSU Detroit Orientation Institute: Detroit 101 Tour & Lunch
• USPTO: Five Years of Empowering Innovation in Detroit, A Panel Discussion
• Immigration Workshop with Ellis Porter
• Motor City Match
• NEIdeas

Top, left to right: General Motors Black Girls Code Press Announcement & Panel with Mary Barra, Chow: The Food Demo Series, Detroit Small Business Discussion with Senators Stabenow, Peters & Booker; Above: design refresh of first floor
Plum Health

A 2016 graduate of TechTown's Retail Boot Camp, Dr. Paul Thomas is changing the status quo of accessible and affordable healthcare for Detroit residents.

Dr. Thomas began volunteering at Cass Community Social Services’ Cass Clinic at the age of 17. He eventually graduated from Wayne State University Medical School, where he continued his work in the community. While completing his residency at Oakwood Hospital, he grew increasingly concerned about flaws he identified in the fee-for-service system and the gap it created between accessible health care and local residents. Plum Health offers direct primary care. In this model, which is gaining traction nationally, patients pay a monthly membership fee that gives them access to a range of primary health care services. Services are provided at Plum Health’s Southwest Detroit offices and members have access to additional services at cost. Plum Health received a $50,000 grant from Motor City Match in 2016 and in its first year, Dr. Thomas has grown his practice to 300 patients and counting.

“TechTown Detroit has empowered my entrepreneurial journey,” says Dr. Thomas. “They provided me with a framework from which I could start my business and they introduced me to a rich and diverse network of entrepreneurs and support systems that has continued to fuel my growth.”

Dr. Paul Thomas with a physician assistant student from Wayne State University
Functional Fluidics

Patrick Hines, an Associate Professor of Pediatric Critical Care Medicine at the Children’s Hospital of Michigan, developed a clinical bioassay for measuring red blood cell function during simulated blood flow in his Wayne State University research laboratory.

He was inspired by the critically ill children he cares for in the cardiac intensive care unit to make this technology available to patients and providers worldwide. He founded Functional Fluidics in 2014 to further develop and market specialized blood-based bioassays with the potential to identify patients at risk for blood flow abnormalities, facilitate early intervention and reduce the rising cost of health care by targeting the right therapy to the right patient, at the right time. Functional Fluidics’ blood function bioassays are regarded as the “gold standard,” as demonstrated by their wide adoption by pharmaceutical companies developing sickle cell disease therapies, including Pfizer, Novartis, Global Blood Therapeutics, Gilead, Imara, Modus, Prolong, Sancillio, Biogen, Bioverativ, Agios, Hemenext and more. These bioassays are currently being evaluated for applications in perinatology, diabetes, transfusion medicine and surgical bleeding. In recognition of this work, Dr. Hines was selected as a Health Innovation Fellow within the Aspen Global Leadership Network and is a Crain’s Detroit Business 40 Under 40 awardee.
Cass Collective and Bleu Bowtique

In partnership with Midtown Detroit, Inc, TechTown launched the Cass Collective pop-up incubator at Cass and Willis in early 2017. The Collective hosts a rotating selection of independent retailers under one roof, providing an opportunity for small businesses to learn how to operate a retail storefront five days a week before committing to a permanent brick-and-mortar location.

In addition to the operating experience, tenants also receive technical assistance from TechTown. Six of nine 2017 participants have relocated to stand-alone or other collective locations throughout Detroit, including Midtown, Eastern Market, Southwest Detroit and Corktown.

Ne’Gyle Beaman operated The Bleu Bowtique in the Cass Collective for a year before relocating to the larger Woodward Gardens Collective at 3939 Woodward in June 2018. He was selected for the Cass Collective after participating in TechTown’s monthly pop-up event, The SHOP. Bleu Bowtique offers custom bow-ties and men’s accessories from head to toe and a maker space where Ne’Gyle can often be seen creating his one-of-a-kind styles.
TechTown launched Ask an Expert in spring 2017. The program offers the TechTown community and the general public free consultations with members of our expansive Professional Services Network. Attorneys, marketing and finance professionals, venture capitalists, tech firms, business plan consultants and many others have offered their expertise. Over seven months, 143 entrepreneurs attended 216 appointments with 46 different experts, and the program continues to grow.
## Financial Statements

### Revenue

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<thead>
<tr>
<th></th>
<th>2017 (AUDITED)</th>
<th>2016 (AUDITED)</th>
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<tbody>
<tr>
<td>Grants &amp; Contributions</td>
<td>$7,485,990</td>
<td>$2,063,274</td>
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<tr>
<td>Rental Revenue</td>
<td>2,144,625</td>
<td>2,205,847</td>
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<tr>
<td>Other</td>
<td>768,235</td>
<td>544,501</td>
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<td><strong>TOTAL</strong></td>
<td><strong>$10,398,850</strong></td>
<td><strong>$4,813,622</strong></td>
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### Expenses

<table>
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<tr>
<td>Direct Program Services</td>
<td>$4,318,539</td>
<td>$3,849,274</td>
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<tr>
<td>Management &amp; General</td>
<td>976,653</td>
<td>857,650</td>
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<td>Fundraising</td>
<td>123,283</td>
<td>167,365</td>
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<td><strong>TOTAL</strong></td>
<td><strong>$5,418,475</strong></td>
<td><strong>$4,874,289</strong></td>
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### 2017 Revenue

- Grants & Contributions: 72%
- Rental Revenue: 21%
- Other: 7%

### 2017 Expenses

- Direct Program Services: 80%
- Management & General: 18%
- Fundraising: 2%
2017 FUNDERS

$1,000,000+
Ralph C. Wilson Jr. Foundation

$500,000+
JPMorgan Chase

$250,000+
General Motors
Michigan Economic Development Corporation

$100,000+
Ford Motor Company Fund
U.S. Department of Health and Human Services
Lear Corporation
New Economy Initiative

$25,000+
Bank of America

$10,000+
Comcast
DTE Energy Foundation
EY

$5,000+
Accenture
Ms. Lizabeth Ardisana
Goldman Sachs
10,000 Small Businesses

$2,500+
AAA
Ally Bank
Beaumont Health
Chemical Bank
Detroit Economic Growth Corporation
Detroit Medical Center
Fifth Third Bank
Henry Ford Health System
Honigman Miller Schwartz and Cohn LLP
James S. and John L. Knight Foundation
Ms. Denise Lewis
Michigan Law Entrepreneurship Clinic and Zell Entrepreneurship and Law Program, University of Michigan
The Platform
Skillman Foundation
Varnum LLP
Vectorform
Venture Michigan
Wayne State University
College of Engineering
Wayne State University
Mike Ilitch School of Business
Wayne State University
Office of Economic Development
Wayne State University Office of the Vice President for Research
Wayne State University
School of Law

$1,000+
Ann Arbor Spark
Bank of Ann Arbor
CGS Advisors
Corvias
Detroit A.M. Rotary Club
Grosse Pointe War Memorial
Ilitch Holdings, Inc.
Invest Detroit
Mr. David Jaffe
Key Bank
KIND Snacks
Kresge Foundation
Lyft
Michigan League of Conservation Voters
Michigan Venture Capital Association
Milo Detroit
Oakland University
Plante Moran
PNC Foundation
Renaissance Venture Capital Fund
Southwest Solutions
Techstars

$500+
Civilla
Financial Solutions Lab

2017 SALUTE AWARD WINNERS

David Alade, Andrew Colom and Kimberly Dowdell, Century Partners
The Shaker | Entrepreneur of the Year
Global Detroit
The Mixologist | Business Champion of the Year
Fares Ksebati, MySwimPro
TechTown on Tap | Labs
Eric Yelsma and Brenna Lane, Detroit Denim
TechTown on Tap | Blocks
Special Salute Award
Community Foundation of Southeast Michigan

Left to right: Mariam Noland, Steve Tobocman, Fares Ksebati, David Alade, Eric Yelsma
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Jill Ford
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Jacalyn Goforth
Partner, PricewaterhouseCoopers (retired)

Christopher Graunstadt
Executive Director, Southwest Economic Solutions

Jed Howbert
Executive Director, Jobs & Economy Team, Detroit Mayor’s Office

Saunteel Jenkins
CEO, THAW Fund

Angie Kelly
Partner, EY

Gabe Leland
District 7, Detroit City Council

Kathryn G. Levine
Vice President, Corporate Marketing & Customer Experience, Blue Cross Blue Shield of Michigan

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Jim Saber
President and CEO, NextEnergy

Shannon D. Smith
Associate, Global Philanthropy, JPMorgan Chase & Co.

Ned Staebler
Ex Officio President & CEO, TechTown Detroit; Vice President for Economic Development, Wayne State University

Dana Thompson
Clinical Professor of Law & Director, Entrepreneurship Clinic, University of Michigan Law School; Board of Governors, Wayne State University

Carla Walker-Miller
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Lori Wingert
Chief Philanthropic Officer, General Motors

TECHTOWN DETROIT TEAM

Mary Aviles
Sarah Balmer
Allandra Bulger
Jonathan Colo
Kim Colón
Charlotte Comstock
Betsy Creedon
Ashleigh Dandridge
Michelle DiMercurio
Graig Donnelly
Sarah Donnelly
Bridget Barnes Espinosa
Warren Galloway
Francis Glorie
Rosylyn Howard
Lawrence Jackson
Heather Levine
Micah Loucks
Jackie Louden
Danielle Manley

Anne Marks
Eric McDonald
James Merriwether
Davit Nadirashvili
Ed Nisnevich
Kristin Palm
Andrea Pitcher
Jeff Ponders
Amy Rencher
Larissa Richardson

Paul Riser Jr.
Lindsay Robillard
Gerry Roston
Charlotte Sealie
Kate Scheible
Ned Staebler
Sergio G. Rodríguez Valenzuela
Marlin Williams
Wendy Wilson

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