To enable those with ideas for physical products, to create and recognize their dreams, to help them build businesses, make things and put people to work right here in Michigan!

MAY 2020

Dan Radomski, Director
Centrepolis Accelerator

Let’s Not Forget Our Other Heroes…Michigan Manufacturers!

Centrepolis Accelerator staff reacted quickly to the COVID-19 pandemic by reaching out and activating its manufacturing network partners to see who was in position to produce critical medical supplies and connected them directly with local hospitals, assisted living centers and emergency medical teams during this time of need.

When the COVID pandemic hit and local health care givers were facing scarce supply of personal protection equipment (PPE), it was our local manufacturers who stepped up to save the day. It was companies like Vaughn Sports in Oxford who converted from making hockey equipment to making gowns; Detroit Sewn in Pontiac and Commonwealth Sewing in Detroit, small sewing operations who quickly responded to stitch cloth face masks and isolation gowns; and one of our clients Pingree in Detroit who shifted from making shoes and leather goods to making face shields.

MEDC PMBC GRANT RESOURCES

The Michigan Economic Development Corporation’s PMBC Virtual Procurement Assistance
A place for companies with manufacturing capabilities for personal protection equipment to indicate which items (i.e. masks, gowns, ventilators) they are able to produce, along with quantity and timing detail.

MEDC PMBC PPE Retooling Grant Awards
A total of $1M in grants awarded through PMBC COVID-19 Emergency Access and Retooling Grants program.

LOCAL PPE MANUFACTURING GRANT AWARDEES

Two Oakland County Manufacturers Receive Grants To Make Gear For Health Care And First Responders In COVID-19 Crisis

1. Detroit Sewn, owned by Karen Buscemi, was awarded $25K. It began operations in downtown Pontiac in 2015. The company specializes in knitwear such as T-shirts, bags and other clothing items and is shifting production to making cotton fabric medical face masks for health care systems and first responders across the metro area. The grant will allow Detroit Sewn to invest in equipment and hire employees resulting in a significant increase in production.

2. Vaughn, owned by Michael and Arlene Vaughn, manufactures protective equipment such as catch gloves, blockers, leg pads, pants, chest protectors and sticks used by professional and amateur goalies throughout the world. They were awarded $50K to produce several thousand high quality protective gowns and caps a week. The grant allows Vaughn to bring back employees and dramatically increase production.

MICHIGAN PPE MANUFACTURERS

View the full list here of local manufacturing network partners providing critical PPE medical supplies during this time of need. For more information, check out MITechNews.com interview with Dan Radomski on these efforts.

FEATURED CLIENT

What we do: We up-cycle leather and other materials
Pingree transitioned into making face shields for local hospitals during the Covid-19 Crisis

Each piece has character and purpose...made here, in Detroit!

FEATURED PARTNER

IndustryStar offers unique supply chain management software, Supply Performance System™ (SPS) which provides flexible collaboration and communication for supply chain projects and teams of all types, in one application, accessible anywhere. In addition, IndustryStar also provides supply chain development and management service with a virtual supply chain team powered by a cloud-based Supply Performance System™ lowers staffing costs, provides a variable cost structure, and allows for instant scalability.

IndustryStar is offering a free limited time use and longer term discounted Supply Performance System software to Centrepolis Accelerator clients as well as discounted contracted supply chain development/management services. Learn more>>

Blog Posts

5 Critical Factors Supply Chain Leaders Employ During Black Swan Events
SMB Proactive Tools to Mitigate Supply Risk

Webinars

Agile Supply Chain: How to Enable High Performing Teams to Accelerate Innovation

May 12th, 2020 @ 12:00 PM ET
Agile Supply Chain Risk Management: Empowering Organizational Flexibility to Succeed in a Complex World
Spearheaded by Michigan's Industry 4.0 Knowledge Center, Automation Alley - the Industry 4.0 Accelerator is the first of its kind in the United States.

Powered by Centrepolis Accelerator and Lean Rocket Lab

Backed by a $1.3M strategic Industry 4.0 investment fund

In partnership with Michigan's top OEM's and downstream suppliers

Apply here!

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**FEATURED EVENTS**

View our full list [here](#) >>

**Jun. 15 | 5:00-7:00p.m.**

*How to Prepare Your Company for Investors*

What does the funding and investor landscape look like here in Michigan.

- What grants and supporting programs exist to Michigan companies;
- What is involved to become investment ready;
- How to determine a company valuation;
- How to provide confidence for investors that they can receive a return on their investment;
- What are my options for corporate structure (LLC, S-Corp, C-Corp) and, much more!

*Presented by* >> Lee Keller, Partner, Jaffe Law and Dan Radomski, Director, Centrepolis Accelerator

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**Jun. 22 | 5:00-7:00p.m.**

*Selling Your Products Online: Best Practices Revealed by Industry Experts*

Learn from experts that know the tricks of the trade selling physical products online.

- Use of data analytics to optimize selling on social media and, how to do a product launch via crowdfunding the right way
  *Presented by Jeff Wenzel, Woodshed Agency>*>

- Develop compelling website, videos, and animations to drive e-commerce
  *Presented by Hardy Segall, Function Post>*>

- The trick to selling your product on Amazon
  *Presented by Marla Boegarts, Full Circle Wins>*>

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**UPDATE** Automation Alley’s 2020 Technology in Industry Reveal Goes Virtual for 2020!

Beginning July 13, we will debut Automation Alley’s 2020 Technology in Industry Report, titled Industry 4.0 in Focus, and launch a livestream series featuring Automation Alley Executive Director and CEO Tom Kelly and the report’s key contributors from industry and academia as they break down the report’s emerging technology trends, case studies and action items for industry. Register [here](#) for Episode 1: Inside the Report—2020 Key Findings & Velocity Index

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**Aug. 10-13 | Mackinac Policy Conference**

Held at the historic Grand Hotel on Mackinac Island, the annual conference focuses on building a stronger Michigan—2020 Pillars:

- **Empower** - Enabling people to realize their full potential while enhancing equity
- **Align** - Working together to advance mutual interests
- **Innovate** - Cultivating new ideas to ensure Michigan’s relevancy.

Register >>

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**OPPORTUNITIES & FUNDING RESOURCES**

**Business Accelerator Fund Grant (BAF)** - For business accelerators in Michigan’s statewide SmartZone network.

**Clean Energy Trust Member Circle** - Looking to stay current on the Mid-Continent's innovation ecosystem? Interested in tapping into Clean Energy Trust’s domain expertise in clean energy and sustainable technologies? Join our Member Circle, a new model for partnering with our stakeholders. Contact Susie Spigelman to learn more.

**Invest Michigan - The Michigan Pre-Seed Fund**

A non-profit funded by the Michigan Strategic Fund. As fund manager for the Michigan Pre-Seed Fund II, investing in early-stage high tech businesses located in Michigan.

**MEDC Export & International Trade Office** - Supporting Michigan businesses that want to start or expand export activities.
Cleantech Open Accelerator - Applications now open to early stage entrepreneurs.

EGLE Small Manufacturers Energy Waste Reduction - Matching grants up to $15K per applicant for energy efficiency projects.

Elemental Excelerator - Seeking 15-20 startups from any country in the world focused on addressing challenges in energy, mobility, agriculture, water or the circular economy.

Invest Detroit - Funding Michigan-based high-growth tech startups throughout the early stages of development to find product-market fit and prepare for scale.

The Michigan Match Assistance Pilot Program (MMAPP) - Provides cost share support to eligible Michigan businesses that were awarded a federal clean energy technology development grant.

Shell GameChanger Program - Works with start-ups who have an early-stage technology solution that tackles a challenge relevant to our business and the energy industry. In turn, seed funding, professional coaching, and access to markets is provided.

TCNewTech - Pitch, Network, Win $500! TCNewTech is looking for pitches every first Tuesday of the month.

UM Economic Growth Institute Trade Adjustment Assistance for Firms (TAAF) - A federal program specifically designed to help American manufacturers that have been hurt by foreign competition.

FUNDING OPTIONS FOR MI COMPANIES NEGATIVELY IMPACTED BY COVID-19

MIT Solve 2020 Challenge: Health Security & Pandemics
Submission Deadline: Jun. 18, 2020

Black & Veatch COVID-19 Response Accelerator

Increases to MI-STEP Budget Categories

The MIOSHA Workplace Improvement to Safety and Health (MIWISH) Grant Program

MEMBERSHIP OPTIONS

Co-Working
Starting @ $225 p/month

Dedicated Workspace
Starting @ $325 p/month

Dedicated Office
Starting @ $425 p/month

DISCOUNTED PARTNER SERVICES AVAILABLE TO CENTREPOLIS MEMBERS

Centrepolis Accelerator members benefit from the expertise of our extensive partner network. Selected from the area’s best and brightest, these free and discounted services available will help take your business ideas to the next level. View our full list here >>
ACCELERATOR PROGRAMS

**CleanTech Hardware Scaling for Success Program** - Supports Michigan-based entrepreneurs and small businesses developing cleantech hardware products or processes that provide an energy efficiency or energy waste reduction benefit. If you have a unique physical cleantech hardware product, process, or prototype, complete our [cleantech application](#) and let’s see how we can help you!

**Scale Up for Success** - We can help you do the things necessary to scale your business whether that be developing growth strategies, diversifying your customer base, adopting new technologies, leaning your operations, or streamlining your product design.

WHAT OUR CLIENTS HAVE TO SAY...

Working with the Centrepolis Accelerator has been invaluable for Pingree Detroit. As a manufacturing start-up we’ve relied on their team to support us with strategic planning, sales and market research, design innovation, and partnership development. Their team is very accessible, always sharing ideas and feedback, connecting us with industry experts constantly, and it feels like they are part of our team. We are manufacturing sustainable footwear in Detroit for the first time since the 50's thanks to relationships and guidance from partners like the Centrepolis Accelerator.

*Jarrett Schlaff, Co-Founder & CEO Pingree*

RESOURCES

Automation Alley launches “New Normal” livestream series to explore COVID-19 mitigation strategies and build on Industry 4.0 innovation

**Episode 1:**
*The Post Pandemic Workplace: Monitoring & Tracking Employee Health Using Industry 4.0 Technologies*

Mirari’s Industry 4.0 Show - Episode 1: Industry 4.0

The first of its kind in the U.S. with the goal to help small and medium-sized technology and manufacturing companies along their digital transformation journeys.

Industry 4.0 webcasts will take place every 1st and 3rd Thursday of the month. [Learn more>>]

Podcast: Making Solutions Affordable and Accessible Through Perisense Inc., with Dawn White, CEO

**WAM PodBean**

Coming Together For A Common Cause

ISAIC is protecting the healthcare workers with a surgical mask and gown production collaboration in Detroit.

If you are a hospital or medical facility in need of PPE, [click here]

If you are a local sewing specialist or manufacturer and want to get involved, [click here]

City of Southfield | Business Development

During this challenging time there are federal, state, county and local resources available to help your business grow and thrive. For more information, contact Rochelle Freeman, Business & Economic Development Director