

Local Development Finance Authority  
October 27, 2021 – Noon  
Lakeshore Center #104  
Zoom Conferencing  
Houghton, MI 49931

Present In Person: Dan Crane, Robert Megowen, Jim Hainault, Al Koskela, Whitney Wharstler  
Via Zoom: Steve Patchin, Scott MacInnes, George McNulty, Fred Molnar  
Absent: Doreen Kramer, Mike Hauswirth, Robert Backon, Dan Salo  
Guests: Eric Waara  
Staff: David Rowe, Cheryl LeClaire, Jason Mack, Patrick Visser

Chairman Dan Crane opened the October 27, 2021 quarterly meeting of the Local Development Finance Authority at 12:01 pm.

1. **Public Comment** – There were no public comments.
2. **Consent Agenda**
  - a. **Approve June 2, 2021 Meeting Minutes** – Al Koskela made a motion to approve the June 2, 2021 LDFA public hearing and meeting minutes. Robert Megowen supported. Ayes: All. Nays: None.
  - b. **LDFA Transfer to MTEC** – Al Koskela made a motion to approve a transfer of \$650,000.00 to the Michigan Tech Enterprise Corporation. Robert Megowen supported. Ayes: All. Nays: None.
3. **MEDC Update** – Dave Rowe noted that there has been frequent communication with Fred Molnar. Many initiatives and grant possibilities will be upcoming. Fred Molnar stated they are waiting for state budget approval.
4. **MTEC Update - Reports and Goals and Direction of the LDFA**
  - Cheryl LeClaire gave a brief update on Grant Metrics. MEDC Gateway Grant report was submitted on October 15, 2021 for the grant period of April 1, 2021 → September 30, 2021. Grant submission was approved. Metrics included the following: 46 jobs were created. 121 jobs retained. \$21,102 in MEDC funds award. \$20,257,245 in Venture Capital; \$415,000 in Angel Funds; \$116,700 in Owner Investment, \$1,680,200 SBIR/STTR and \$21,466,215 in New Sales.
  - Jason Mack gave an update on current Smart Start activity. There is currently 4 teams in SmartStart. A second class will be starting shortly. 1M Cups will be held on November 10, 2021. Refill UP & Travis Wakeham will be the speakers. Refill UP has opened a shop in downtown Hancock and is a SmartStart graduate.
  - Patrick gave an update on Mi-Stem. Mi-Stem is an MEDC internship program that could provide funding opportunities for local companies, at \$1,500 to \$3,000 per intern. Transformative Client updates, include Waldo, Sightline, and Orbion. Waldo has expanded their pilot and has closed a \$300,000 angel (pre-seed) investment. SightLine closed a new client contract and is working on a secondary investment round. Orbion has closed a \$20M series B Raise. They received an MVCA award for “Financing of the Year”.
  - David Rowe gave an update on recent events and activities, including Governor Whitmer’s visit in August, MTEC hosted a high-tech manufacturing round table with Senator Stabenow. MTEC BoD annual meeting, MI Outdoor recreation summit, roundtable discussion with Director Corbin (MI Department of labor and Economic Opportunity).
  - Upcoming Events – Michigan’s Office Future Mobility and Electrification and MTU GLRC are hosting a virtual Lunch and Learn with Wartsila. MTEC Hockey Suite on November 5, 2021 and 1M Cups on November 10. A future Return North event will be held in Fall 2022, in collaboration with Innovate Marquette and Sault Ste Marie SmartZone.

- Additional client updates. There are several Michigan Tech researchers that MTEC staff are currently assisting with identifying funding, developing management teams and strategic partners, and currently providing funding opportunities with MiSpringBoard and BBC.

**5. Adjourn**

Al Koskela made a motion to adjourn the October 27, 2021 meeting of the Local Development Finance Authority. Jim Hainault supported. Ayes: All. Nays: None. Motion carried.

Respectfully submitted,



Cheryl LeClaire

Secretary, Pro-Tem