



HOUSE of REPRESENTATIVES

STATE OF MICHIGAN

Appropriations Requests for Legislatively Directed Spending Items

1. The sponsoring representative's first name:
Joe
2. The sponsoring representative's last name:
Tate
3. The cosponsoring representatives' names. All cosponsors must be listed. If none, please type 'n/a.' A signed letter from the sponsor approving the co-sponsorship and a signed letter from the member wishing to co-sponsor are required. Attach letters at question #9 below.
N/A
4. Name of the entity that the spending item is intended for:
Michigan Minority Supplier Development Council
5. Physical address of the entity that the spending item is intended for:
100 River Place, Suite 300, Detroit, MI 48207
6. If there is not a specific recipient, the intended location of the project or activity:
Michigan Minority Supplier Development Council
7. Name of the representative and the district number where the legislatively directed spending item is located:
Representative Joe Tate, 9th District
8. Purpose of the legislatively directed spending item. Please include how it provides a public benefit and why it is an appropriate use of taxpayer funding. Please also demonstrate that the item does not violate Article IV, S 30 of the Michigan Constitution. The Michigan Minority Supplier Development Council (MMSDC) is a non-profit organization committed to driving economic growth that benefits all communities. The proposed project will expand upon MMSDC's existing services, providing Michigan Businesses with access to contracts, capital, technical assistance, and talent for sustainable scaling. MMSDC's programs include the following:
 - Matchmaker 365 (MM365): MM365 is MMSDC's proprietary sourcing platform that

creates a clear path for local businesses to attract and connect with corporations and peer-sized businesses. MM365 has expanded to 13+ states as well as Mexico, with a rapidly accelerating reach of 300+ corporate purchasing leaders in the U.S. and Mexico with 3,000+ U.S. suppliers, 1,300+ Michigan-based. MM356 is on track to assist and prepare 80+ businesses to receive increased contract growth of 1 - 5% annually.

- **Workforce Development:** These initiatives assist employers in obtaining \$1M+ in complete wrap-around business services – including childcare, transportation, food security, and upskilling – to help business owners attract and retain talent with the target of creating 40+ jobs and retaining 120+ jobs. In 2024, MMSDC helped clients secure \$968K in grants, fill 90% of vacant positions, and make a \$1.4M economic impact.
- **Business Solutions Group (BSG):** The Business Solutions Group (BSG) provides underserved business leaders with one-on-one advising, lending and training services. BSG leverages expert business and lending experience to help business leaders make good business and financial decisions, including advising them on growth, merger, and acquisition strategy. In 2024, BSG helped our clients to grow and scale their businesses with deals ranging from \$3M to more than \$100M.
- **Growth Programs:** MMSDC growth programs help Michigan businesses discover and implement business development tools and strategies. These programs include cohort programs like Magnify Mastermind, as well as on-demand training on MMSDC TV, focused on lean business training (modules) to prepare microbusinesses and early-stage businesses to scale. MMSDC also enrolls an average of 80+ quality suppliers to the State of Michigan Procurement vendor portal annually. MMSDC's Cybersecurity Playbook raises awareness and educates businesses about cybersecurity threats and prepares them to prevent such threats.
- **Plug and Play Detroit:** The fifth cohort of MMSDC's accelerator program partnership enabled participating Michigan businesses to raise approximately \$211M since graduating.

These investments will help Michigan businesses compete in the marketplace and grow strategically. MMSDC has a proven track record of converting financial literacy training, transitional growth strategies, and workforce development resources into revenue for the businesses we serve and economic impact for the state. Our programs enable businesses to grow their operations, hire more employees, bolster local economies, and create wealth in their respective communities. MMSDC's services also enable corporations to employ innovative, efficient and effective small businesses in Michigan to fill their current and future supply chain needs.

MMSDC's greatest differentiator is repeated quantifiable results in its programming. The organization spends 93 cents of every dollar on programming, and an investment from the State of Michigan will directly result in tested, targeted programming to strengthen the competitiveness of Michigan's local firms. MMSDC is uniquely positioned to leverage its 45+ year relationships in the private sector as well as its federal and state public partnerships to ensure positive public benefit. Each year MMSDC drives \$36B annually with Michigan businesses that create and sustain more the 209,500 jobs and generate more than \$1.4 B in tax revenue.

9. Attach documents here if needed:

Attachments added to the end of this file.

10. The amount of state funding requested for the legislatively directed spending item.

2000000

11. Has the legislatively directed spending item previously received any of the following types of funding? Check all that apply.

["State"]

12. Please select one of the following groups that describes the entity requesting the legislatively directed spending item:

Non-profit organization

13. For a non-profit organization, has the organization been operating within Michigan for the preceding 36 months?

Yes

14. For a non-profit organization, has the entity had a physical office within Michigan for the preceding 12 months?

Yes

15. For a non-profit organization, does the organization have a board of directors?

Yes

16. For a non-profit organization, list all the active members on the organization's board of directors and any other officers. If this question is not applicable, please type 'n/a.'

● Board of Directors ○ Liz Door - Ford Motor Company ○ Tracy Joshua - Kellanova ○ Jim Roberts - Jim Roberts Ent. ○ Arthur Dudley, Esq. - Butzel-Long ○ Sylvester Hester - LM Manufacturing ○ Travis Spencer - Ford Motor Company ○ Ryan Grimm - Toyota ○ Michelle Sourie Robinson - CEO & President of MMSDC ○ Jim Line - Blue Cross Blue Shield Michigan ○ Theresa Harrison - EY ○ Marcus Lewis - Full View Productions ○ Linzie Venegas - Ideal Group ○ Jacquie Munson-Gaines - JMG Connects ○ Art McClellan - Lear Corporation ○ Tarolyn Buckles - Onyx Enterprise, Inc. ○ Lori Rush Lancaster - Rush Group of Companies ○ Jacquelyn Burnley - Walbridge ○ Manuel Fernandez-Gonzalez - Yanfeng

17. "I certify that neither the sponsoring representative nor the sponsoring representative's staff or immediate family has a direct or indirect pecuniary interest in the legislatively directed spending item."

Yes, this is correct

18. Anticipated start and end dates for the legislatively directed spending item:

● Anticipated Start Date: October 1, 2025 ● Anticipated End Date: September 30, 2026

19. "I hereby certify that all information provided in this request is true and accurate."

Yes



Communications Professionals, Inc

**April 22, 2025
State Representative Sharon MacDonell
Troy, Michigan**

Dear Representative MacDonell,

I am writing to you not only as an entrepreneur but as a constituent deeply invested in the future of Michigan's economic development. I respectfully urge your continued support and funding for the Michigan Minority Supplier Development Council (MMSDC).

The MMSDC has played a pivotal role in the growth and success of my company, Communications Professionals Inc. Through its programming, we have been able to make meaningful connections, scale our operations, and strengthen our workforce.

With MMSDC's support, our company has:

- Created 24 jobs,**
- Offered on-the-job training and apprenticeships, and**
- Helped workers gain critical, transferable skills essential in today's economy.**

Importantly, we employ three individuals from your district—each one supporting their families and contributing to our local community.

As our business expanded, we benefited greatly from MMSDC's entrepreneurial initiatives and workforce development partnerships. These programs have been instrumental in helping minority-owned businesses like ours hire, retain, and develop talent while supporting broader business growth.

The state's investment in MMSDC empowers businesses with the tools, education, and access to capital necessary for long-term sustainability and success. MMSDC's work directly contributes to job creation, small business development, and a more resilient Michigan economy.

On behalf of myself and many other minority business owners across the state, I respectfully ask for your continued support of MMSDC. Your leadership in preserving funding for this essential organization will help ensure that Michigan's minority businesses can thrive.

Sincerely,
Andrew Wallace

A handwritten signature in black ink, appearing to read 'AW', is written over the printed name 'Andrew Wallace'.

President, Communications Professionals Inc.



Communications Professionals, Inc

April 22, 2025

Senator Michael Webber

Michigan 9th Senate District

Dear Senator Webber,

I am writing to you as both an entrepreneur and a resident of the 9th Senate District to express my strong support for the continued funding of the Michigan Minority Supplier Development Council (MMSDC).

The MMSDC has been instrumental in the growth and success of my business, Communications Professionals Inc. Through its comprehensive programming, I have been able to establish vital connections, scale operations, and create meaningful economic impact within our community.

With the support of MMSDC, our company has:

- Created 24 jobs,

- Provided on-the-job training and apprenticeships,

- Helped Michigan workers acquire essential skills needed in today's workforce.

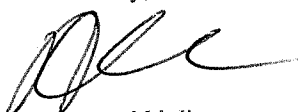
Currently, we employ three individuals who reside in your district—each contributing to the stability and prosperity of their families and the community at large.

The MMSDC's entrepreneurial and workforce development programs have been crucial in helping minority-owned businesses like mine grow, retain talent, and sustain long-term success. State funding for MMSDC has enabled us to access the education, resources, and capital that are otherwise difficult to obtain.

This continued investment is not only a catalyst for business expansion, but a driver of job creation and economic resilience across the state. I urge you to support ongoing funding for the MMSDC, whose work is making a tangible difference in the lives of Michigan business owners and workers.

Thank you for your service and for your commitment to strengthening Michigan's business landscape.

Sincerely,

A handwritten signature in black ink, appearing to read 'Andrew Wallace', with a stylized, cursive script.

Andrew Wallace

President, Communications Professionals Inc.

We are the Difference!!



April 23, 2025

Dear Representative Weiss,

I am an entrepreneur and a Michigan resident and a constituent in your district. I'm writing in support of the Michigan Minority Supplier Development Council (MMSDC).

I want to convey the importance of the business programs produced by the council to support businesses like mine. Their support has helped my business by the relationships they help create and the patronage they also provide.

I was invited to and participated in the *Native American Business Conference* that they sponsored where I developed relationships with that community to supply to. The Council also allowed me to supply their branded conference materials, which increased my brand knowledge and allowed me to promote my business to other businesses.

As our company continues to grow, we hope to continue to leverage the MMSDC network, programing and business development tailored to the needs of companies like mine. State funding has been instrumental for programs which help Michigan companies hire and retain talent and support business expansion.

At *Essence Upscale Promotions*, we supply branded products, and we know first-hand how valuable the MMSDC entrepreneur-centered programming has been to our small business.

We hope you will give serious consideration to continue funding this important and impactful organization.

Sincerely,

Regina Ragland

Regina Ragland
President/CEO
Essence Upscale Promotions

Essence Upscale Promotions LLC *1280 E. Big Beaver Rd Troy, MI 48093*

Phone: [\(248\) 825-4196](tel:(248)825-4196)

E-mail: eup@eupscale.org



April 24, 2025

Representative Carol Glanville
Michigan House of Representatives
P.O. Box 30014
Lansing, MI 48909-7514
CAGlanville@house.mi.gov

Dear Representative Glanville,

I am writing as a proud resident of Grandville and the President of Jireh Metal Products, a certified Minority Business Enterprise (MBE) serving West Michigan for the past 11 years. I want to express my strong support for the continued state funding of the **Michigan Minority Supplier Development Council (MMSDC)**.

MMSDC has played a pivotal role in our company's growth journey, providing access to advocacy, strategic programming, and business development opportunities that have allowed us to scale sustainably. Their platform enabled us to forge partnerships, engage in critical training, and compete for contracts we would not have otherwise had access to.

At Jireh Metal Products, we provide precision metal components to office furniture and industrial hardware OEMs. Thanks to MMSDC's resources, we've been able to:

- Increase our revenue base through targeted corporate connections.
- Retain and upskill our workforce, supporting dozens of Michigan families.
- Expand our operational capacity without compromising quality.
- Position ourselves for generational growth in one of the state's most competitive manufacturing sectors.

The MMSDC's programs helped us build a more resilient and inclusive business. The mentorship, supplier matchmaking events, and entrepreneurial development tracks they offer continue to benefit our team and our supply chain. Without their backing, many MBEs like ours would struggle to thrive in an increasingly global and competitive market.

We urge you to continue investing in this exceptional organization. State support ensures the longevity of MMSDC's mission and, in turn, the success of countless Michigan-based businesses that contribute to job creation, local economies, and a more equitable future for our communities.

Thank you for your leadership and dedication to Michigan's entrepreneurial ecosystem.

Sincerely,
Michael Davenport
President/CEO



April 23, 2025

Honorable Representative Matt Koleszar,
Michigan House of Representatives
P.O. Box 30014
Lansing, MI 48909

Dear Representative Koleszar,

The Michigan Manufacturing Technology Center (MMTC) proudly supports the continued funding of the Michigan Minority Supplier Development Council (MMSDC) through the State of Michigan appropriations grant. MMTC has partnered with MMSDC for many years on numerous projects focused on strengthening Michigan's manufacturing sector and equipping businesses with the resources to succeed. We recognize the invaluable role MMSDC plays in fostering an inclusive and prosperous business landscape.

At MMTC, we provide essential services such as workforce training, operational efficiency programs, and technology advancement. The work we do to serve Michigan businesses uniquely positions us to recognize the vital impact that MMSDC contributes to the fabric of Michigan's economic development service network. Ultimately, continued state funding will enable MMSDC to create more opportunities for entrepreneurs from all backgrounds to access capital, educational programs, and tools that drive long-term business success.

The positive impact of MMSDC is clear in the growing number of entrepreneurs who fuel job creation and economic resilience across Michigan. Ensuring continued investment in this organization will help strengthen our business landscape and provide access to the resources needed for long-term growth.

I strongly encourage ongoing financial support for MMSDC and its commitment to building a dynamic and thriving economy. Your dedication to fostering business success is essential to Michigan's prosperity and continued innovation.

Please feel free to reach out to me directly if you have any questions regarding this endorsement.

Sincerely,

David Nelson, Senior Business Solutions Expert
The Michigan Manufacturing Technology Center



@MichiganManufacturingTechnologyCenter



@MichiganManufacturingTechnologyCenter



www.the-center.org



888.414.6682

