Innovate Michigan!

2025 Co-Learning Plan Series

BUYFLINT PROCUREMENT PROGRAM

Laura Sigmon

E·D·A
U.S. ECONOMIC DEVELOPMENT ADMINISTRATION
MICHIGAN STATE UNIVERSITY
University Outreach and Engagement

CONTENTS

OBSERVATIONS: NATIONAL AND LOCAL

In the City of Flint there have been multiple attempts to support the small business community via the former Procurement Technical Assistance Centers (PTAC) program, now known as the APEX Accelerator. The great majority of the small business community has been unsuccessful in obtaining government contracts.

The BuyFlint Initiative is an attempt to strengthen procurement connections between local businesses and large institutions with the hopeful intent to foster job creation, economic mobility, and community resilience. In Michigan's distressed regions, like Flint and Genesee County, such initiatives reduce economic leakage, allowing local dollars to circulate within the community and empowering households through new opportunities.

The National League of Cities (NLC) champions the need to revisit procurement as an economic stabilizer. *More than $1.9 trillion dollars have been spent on direct government expenditures while $1.7 trillion has been spent on government purchasing from the states.*

Since 2020, there has been a significant interest in procurement as an economic development tool beyond the traditional SAM.GOV placements. The NLC says that local leaders can help small businesses access procurement contracts.

In January 2023, Aspen Institute published an article outlining how the procurement economy can be a catalyst as a path to equity and small business growth. The article illustrates how cities can make structural reform to create new opportunities for the small business community and remove barriers that are fragmented.

There is truly a collective sigh of relief from the small business community when we see initiatives like the Small Business First program spearheaded by the University of California. The program offers contract opportunities for small businesses between $10,000 and $250,000.00.

JP Morgan Chase & Co. presented via their Policy Center their approach to "Lifting Barriers to Small Business Participation in Procurement in 2023. In this six page brief, the document outlines both government and private enterprises with procurement opportunities for small business participation.

Here in Michigan, there are a number of procurement focused programs like the *Procurement Readiness Program* in Lansing. In Detroit, we have the BuyDetroit program in its fifth year; as well as the Metro Detroit Airport Small Business Enterprise (SBE). The Lansing Chamber is also participating: Lansing Chamber: Procurement Opportunities.

Jackson has a similar offering and now the City of Flint is launching this pilot in collaboration with Best Practices Consulting Services, and the County's Economic Development Corporation with funding support from the MSU REI Center.

BUYFLINT PROGRAM INTRODUCTION

The BuyFlint Initiative was created to build a sustainable pipeline connecting large corporations operating in Flint, Genesee County, and across Michigan with local small businesses. The initiative aimed to identify and engage a diverse spectrum of enterprises — from single-member and micro-scale businesses to long-standing firms, seasonal operators, and underperforming microentrepreneurs — with the goal of providing targeted capacity-building and procurement support.

Through strategic mapping and intentional engagement, the BuyFlint Initiative sought to strengthen the local supply chain, promote economic stability, and enhance regional resilience. The program's framework was modeled after a previously successful local procurement initiative in Detroit and, at its inception, appeared to be a model that could be easily replicated.

The original design anticipated participation from 100 to 160 diverse businesses pursuing procurement opportunities. While early outreach generated initial traction, it became evident that few of the active participants were businesses based within the City of Flint itself. To ensure the program remained authentically Flint-focused and compliant with its intended design, onboarding of participants from outside the city was temporarily delayed.

The following objectives were the guide deployed to support our efforts:

OBJECTIVES

1. **Identify and Map Local Businesses**: Develop a comprehensive map categorizing businesses into the following segments:
    - Single-member and microscopic enterprises.
    - Active but financially depressed microentrepreneurs.
    - Long-standing businesses with established track records.
    - Seasonal operations that align with corporate needs.
2. **Capacity Building and Technical Assistance**: Enhance business readiness to meet procurement requirements through workshops, mentorship, and resource development.
3. **Create and Launch BuyFlint Directory**: Design a centralized, interactive directory of local suppliers to facilitate connections with large corporations and public institutions.
4. **Promote Procurement Opportunities**: Establish mechanisms for corporations to source goods locally, incorporating incentive structures and feedback loops for continuous improvement.

PLAN COMPONENTS

- **Data Collection**: Utilize existing databases (e.g., CDBG-funded microbusiness data, Chamber of Commerce directories) and conduct targeted outreach to identify businesses in each category.

- **Business Segmentation**: Categorize businesses based on size, revenue, capacity, and operational stability.
- **Geographic Visualization**: Use GIS tools to create a visual map highlighting business clusters, focusing on areas with concentrated opportunity zone tracts.

CAPACITY BUILDING AND TECHNICAL ASSISTANCE

Approach

- **Workshops and Training**: Offer sessions on procurement readiness, compliance, and scaling operations to meet corporate demand.
- **Tailored Support**: Provide one-on-one mentorship for active depressed microentrepreneurs and single-member businesses.
- **Resource Development**: Create guides and toolkits on navigating procurement processes and building resilience.

The following illustration highlights our intentions:

THROUGH PROCUREMENT

BASELINE NEEDS

Procurement from a Buyer's perspective is generally looked at as a line-item expense in a budget. Working with this assumption, we had a simple approach to establish the floor for entry suppliers at $50,000.00. We also used the same theory for corporations within the county for the suppliers. Some of the agencies that we spoke with communicated that $50,000.00 may represent less than an annual spend, and that this amount might better represent a quarterly expenditure depending on the category.

PROCUREMENT EXPECTATIONS

A simplified intake form was designed to allow the reviewer a quick glance of the participant's placement. We could easily identify length of business operation, annual revenue achievement, frequency of customer/client engagements, and ownership. During the live interview process, the evaluator analyzes the candidate beyond just the basics collected on the intake form, to gauge the candidate's access to trade lines which will then be scored and matched for a Buyer's procurement opportunity. The candidate will also need a historical record that outlines their customer base and sales cycles as a benchmark for past performance. During the review process, the Assessment Team would investigate their labor support, equipment, facilities, their financial position, and their overall capacity to deliver their core offering within industry standards.

CAPACITY AND FITNESS

Mid-way through the outreach cycle, 29 Flint-based applicants registered to participate in the procurement program. None of which were in a position to procure or supply contracts greater than $50,000.00 due to their annual sales reports, lack of credit profiles, and limited access to capital. The Seller's ranged from food-based retail, professional services, janitorial, construction, educational resources, to architecture design. See the next page for the supplier makeup.

With this mismatch between the Buyer's and Suppliers, the program will not gain positive traction as presented. The current participant engagement fails to meet the matchmaking intentions presented to potential buyers. See Table 1 on page 7.

Table 1. Current participant engagement fails to meet the matchmaking intentions presented to potential buyers

		O	P	Q	R	S	T	U	V	W	X
1	ss hon	Does your operation	How long has this bu	Is the business gene	Select the descriptio	Revenue to Date	How many employe	Please select the be	Please provide a sho	Which records are y	Which systems do y
2											
3			5 Years or less	Yes	Book and Speaking ser	Less than $50,000.00	1-3	Infrequent and inconsis	Teenage entrepreneur,	Profit and Loss Stateme	Key Performance Indica
4			3 Years or less	No	Retail- Apparel	Less than $50,000.00	1-3	No revenue at this time	We provide clothing th	Employee rosters, subc	Documented policies a
5			3 Years or less	Yes	Professional Services	Less than $50,000.00	1-3	Infrequent and inconsis	TDH Business Consultir	Employee rosters, subc	Documented policies a
6		Yes	3 Years or less	Yes	Financial literacy and c	Less than $50,000.00	1-3	Infrequent and inconsis	Tinika's Corner Univers	Cash Flow Statement ;	Business development
7			More than 5 years	Yes	Retail - Food	$100,000.00 - $250,00(	1-3	Consistent revenue	"The Poke Bowl" is a qu	General Liability insura	Documented policies a
8		No	3 Years or less	No	Retail - Food	Less than $50,000.00	1-3	No revenue at this time	Selling homemade swe	Forms941/941 - SS;	Banking;
9		Yes	5 Years or less	Yes	Retail - Food	Less than $50,000.00	1-3	Infrequent and inconsis	Small catering service.	Cash Flow Statement ;E	Payroll system;Invoicing
10		Yes	3 Years or less	Yes	Educational and entert	$50,000.00 - $100,000	4-6	Consistent revenue	Shani Womack Enterpr	Employee rosters, subc	Capability Statements;E
11		Yes	More than 10 years	No	Retail - Food	Less than $50,000.00	1-3	Revenue obtained from	PreppedByDot offers h	General Liability insura	Invoicing system;
12		Maybe	5 Years or less	Yes	Retail- Apparel	Less than $50,000.00	1-3	Revenue obtained from	Sales of custom produc	Profit and Loss Stateme	Banking;Legal services/
13		No	3 Years or less	No	Construction	Less than $50,000.00	1-3	No revenue at this time	Construction clean up	Profit and Loss Stateme	Payroll system;
14		Yes	More than 10 years	No	Renovation and Restor	Less than $50,000.00	4-6	Revenue obtained from	We provide commercia	General Liability insura	Documented policies a
15		No	1 Year or less	Yes	Professional Services	Less than $50,000.00	1-3	Revenue obtained from	Zonova, LLC is a digital	Line of credit, loan allo	Business development
16			More than 10 years	Yes	Apparel Decoration bot	$250,000.00 - $400,00(	1-3	Revenue obtained from	We serve individuals, lo	Line of credit, loan allo	Past performance awar
17		No	5 Years or less	Yes	Professional Services	$50,000.00 - $100,000	7-10	Revenue obtained from	Creative marketing	Line of credit, loan allo	Business development
18		Yes	5 Years or less	Yes	Professional Services	Less than $50,000.00	1-3	Infrequent and inconsis	At R and R Wellness Ma	Employee rosters, subc	Banking
19		Yes	More than 5 years	No	Professional Services	Less than $50,000.00	1-3	No revenue at this time	CW Wilson Logistic is a	Employee rosters, subc	Human Resources polic
20		Yes	1 Year or less	Yes	Professional Services	Less than $50,000.00	1-3	Able to access revenue	I offer social media ma	Balance Sheet	Banking;Business contr
21			More than 5 years	Yes	Retail - Food	Less than $50,000.00	1-3	Revenue obtained from	Lord Laird's Premium Le	General Liability insura	Banking;Accounting an
22		Yes	3 Years or less	Yes	Janitorial	Less than $50,000.00	4-6	Infrequent and inconsis	Our company operates	Cash Flow Statement ;C	Documented policies a
23		Yes	More than 5 years	No	Retail - Food	Less than $50,000.00	1-3	Revenue obtained from	Bottled Alkaline Water	Lease agreements for fa	Past performance awar
24			3 Years or less	Yes	Art services , design, ga	$50,000.00 - $100,000	1-3	Consistent revenue	Online advertising with	Line of credit, loan allo	Governance, Risk Mana
25		Maybe	5 Years or less	Yes	Candle Making Events a	Less than $50,000.00	1-3	Infrequent and inconsis	KKandles is a handcraft	General Liability insura	Banking
26		Maybe	3 Years or less	Yes	Educational and Entert	$50,000.00 - $100,000	1-3	Revenue obtained from	Shani Womack Enterpr	Employee rosters, subc	Business contracts for c
27			1 Year or less	No	Housing	Less than $50,000.00	1-3	Consistent revenue	Ceed Transitional Living	General Liability insura	Banking
28		Yes	1 Year or less	Yes	Professional Services	Less than $50,000.00	1-3	Revenue obtained from	Tax Resolution servic	Profit and Loss Stateme	Documented policies a
29		Yes	More than 5 years	Yes	Architecture design	$100,000.00 - $250,00(	1-3	Consistent revenue	Architecture and des		
30			More than 5 years	No	Retail - books, art, etc	Less than $50,000.00	4-6	Revenue obtained from	Membership fees for C	Line of credit, loan allo	Governance, Risk Mana

Speakers (Realtek High Definition Audio(SST)): 26%

LESSONS LEARNED

We learned that procurement and the process is not exactly uniform over various municipalities, governmental agencies and departments. In August 2024, Best Practices Consulting Services hosted a “Meet the Supplier,” engagement for Western Wayne County buyers and we were woefully surprised by the buyer responses. Nearly all of the buyers (38 of 83 replied) were uninterested in meeting new suppliers. We also learned that some of the buyers can purchase up to $50,000.00 per budget line item without a public solicitation notice while others need an RFP regardless of the cost to purchase. This was great news until we read the declination notes which read in summary: they did not want unsolicited calls or emails from small businesses for which no current demand existed. Some mentioned they worked hard to have their suppliers vetted, and they were not interested in expanding the pool.

To mitigate this issue in Genesee County, we leaned on Tyler Bailey, Deputy Director of Small Business Services for the City of Flint. Not only is he aware of the various innerworkings in the city, but he’s also quite knowledgeable about the key buyers in the local hospitals, foundations, colleges, and other targets.

With Tyler handling the Buyer connections, our expectation was to secure at least 20-30 buyers, with varying degrees of procurement needs. Some one-time purchases, while others were to be contractual with a minimum of one-year contract. This seemed a realistic starting point. We felt empowered to begin our buyer outreach. This became our ask: What are you buying soon that the small business community can support? Figure 2 illustrates a few of our findings from buyers based on 2024 data.

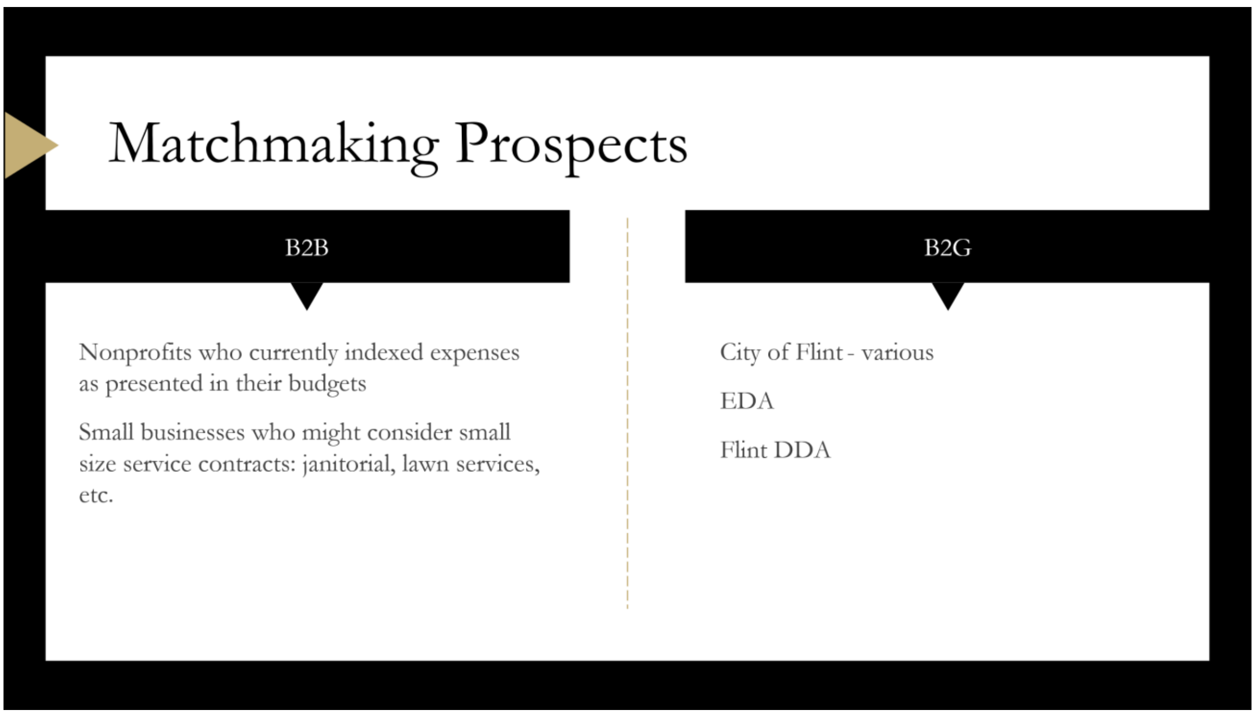
In our naivete we began early on reaching out to decision-makers in government departments who controlled or managed their budgets and procurement needs. The responses were mixed as several suggested reviewing closed bids that were previously posted through various RFP’s (request for proposals).

Figure 2. Findings from buyers based on 2024 data.

Only about three or four departments were willing to share their upcoming unmet needs and based on the supplier intakes at this time, we had zero participants fit to participate. While we continued to market the BuyFlint program as a small business growth initiative, we never changed the marketing to reflect participants who were more system aligned. Based on the participant data; we were pooling the traditional pop-up participants, some established retails but not the candidate who could secure a modest procurement contract.

Our average participant after 27 days of marketing were best fit for start-up pop-ups with the exception of 3 possible participants who were either a food establishment, professional service, or another retail offering.

With this new insight, we began direct marketing to janitorial and other services like lawn care and facility maintenance due to the information we received from the government departments and agencies. The intent is to identify Business to Business (B2B) and Business to Government (B2G) connections.



Our team realized shortly after this initial discovery that we needed to expand our focus on potential buyers to better match who we naturally attracted as suppliers. We decided that soliciting participants who are fit for lawn and facility maintenance could not be our core but an augmented segment of suppliers.

While we continued our outreach to both the buyers and sellers, we had to go back to review our true intent, which was to promote small business growth through procurement. To support this varied group of suppliers who range from early-stage startups to second-stage businesses we needed a diversified procurement approach.

PROCESS DESIGN

As previously stated, we sought businesses who were interested in growth through procurement. This remains true with a few modifications; we desire to meet participants where they are, so we will prioritize those who are capacity fit and are able to work through technical assistance and training.

Because we promoted to the buyer network a coordinated vetting process, we will continue to use our procurement checklist to support authentication of specific suppliers prior to their presentation to potential buyers, see page 11 for the Procurement Readiness Checklist for Suppliers. The redacted checklist is a minimum standard for procurement-ready participants. Missing from the checklist are the weighted values assigned each of the eight sections. Section IV and V are weighted more than any of the other sections and will require proof to be granted the score. Balance sheets without sufficient reserves are negatively scored, labor plans without retention are also negatively scored. Supply chain engagements with inconsistencies are scored negatively. For those who meet the minimum standard, have provided the necessary support documentation, and have a solid past performance evaluation, they will be presented in the BuyFlint Directory.

CREATION AND LAUNCH OF BUYFLINT DIRECTORY

Approach:

- **Directory Development**: Design a user-friendly digital platform that includes business profiles, certifications, and capacity details.
- **Integration with Procurement Systems**: Align the directory with corporate procurement platforms to streamline sourcing.
- **Marketing Campaign**: Promote the directory through social media, local events, and corporate partnerships.

For those who are not quite fit, we will work diligently to build capacity to and within their ventures. Participants who are not capacity-fit to procure $50K in new sales will not be presented on the City of Flint's website, nor will they be presented in the digital or printed directories.

PROCUREMENT READINESS CHECKLIST FOR SUPPLIERS

I. Company information

- Registered Business Name ____
- EIN Y or N
- DUNS Number or Unique Entity ID ____
- NAICS Code(s) ________________ ___________________ _________________
- Business Structure ____
- Years in Operation ________________________________
- Physical and Mailing Address ___________________________________
- Active Website ____
- Company Profile or Capability Statement Yor N

II. Certifications & designations (as applicable)

III. Products & services

- ☐ Defined Product or Service Offering
- ☐ SKU or Catalog List (if product-based)
- ☐ Pricing Structure
- ☐ Lead Times for Fulfillment
- ☐ Warranty and Return Policies

IV. Operations & capacity

- ☐ Adequate Staffing and Facilities to Meet Demand
- ☐ Production or Service Delivery Capacity
- ☐ Scalability Plan
- ☐ Quality Assurance Processes
- ☐ Compliance with Industry Standards/Regulations
- ☐ Inventory Management System or Delivery Schedule

V. Financial readiness

- ☐ Business Bank Account
- ☐ Traditional Financials
- ☐ Access to Working Capital or Credit

VI. Legal & risk management

VII. Technology & infrastructure

BUYFLINT REBOOT

In July, the phones were ringing with inquiries about the BuyFlint program! It was great to hear that our marketing efforts were paying off. We created paid Facebook ads, shared all the marketing with the MicroFlint Ecosystem partners, submitted a press release with details pertaining to the BuyFlint program, and after nearly five weeks, the registration is growing by eight new applicants weekly.

Based on this new information and upon review of the applicants in the pipeline, a few participants were revenue fit for volume buyers, but their business designation as retail did not immediately fit the buyer demand. We also had a few applicants who were not exactly startups; they had historical financials, strong supply chain support and sales that were close to $30-35K annually. However, the great majority of the applicants were still at a very early stage, with no sales or sales of less than $5,000.00 annually.

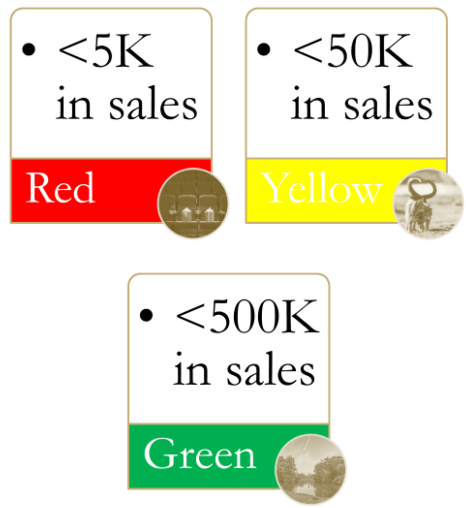
Figure 3 illustrates the project adjustments and with this enlightenment, we decided to create groups of participants to streamline their capacity, visibility, and participation status and expectation. This will allow us to present the participants in a manner that will more likely lead to increased sales.

Figure 3. Project adjustments based on surveillance and findings.

MEETING THEM WHERE THEY ARE

There will be three individual public event-like engagements: one for those who are scored RED who represent participants who are early-stage. The second: [redacted], who are transactional with the minimum financial systems and supply chain support. Lastly, GREEN, who represent capacity fit participants.

With the program modifications, nearly every participant now can participate in a more meaningful way. This adjustment also improves the quality of buyer and seller engagements. For the August Meet-N-Greet, we met with the RED participants and redirected them based on our findings. For those in need of training, the applications closed September 25, 2025. For those who could benefit from the various workshops, they were added to the listserv for self-selection. There are more than 30 scheduled workshops throughout the year covering supply chain engagements, funding, labor via W2 or independent contracting, legal structures and banking based on how you do business.



In September, a virtual session was conducted for the [redacted] participants. This session primarily reviewed and explained the assessment process including the scoring assigned and associated.

In October, the vetted and prepared GREEN participants will have their profiles updated for the directory with the intention to match them with identified procurement opportunities. In November, before the holiday there will be an “all participants” gathering that will serve as a collective “Meet-N-Greet,” as well as a show and tell for opportunities identified during this pilot program.

During this collective gathering there will be break-out sessions where the facilitator will walk through active RFPs with the intent to review how to approach the bid, score the bid, and the debriefing process. We also hope to have a few unmet unpublished opportunities, less than 30,000.00 in annual value for those able to bid as independent contractors.

If there are any pending contracts or awards for the GREEN participants, these will be announced during the November gathering.

CONCLUSION

Without the generous support of the REI grant this program may never have become active. The Best Practice Consulting Services (BPCS) labor hours required to support outreach, applicant scheduling, application review, and the assessment report total 143. To bring the offering to fruition, we leveraged the MicroFlint ecosystem to assist with the outreach. We utilized the small business resource team at the City of Flint to help identify new corporate and municipal opportunities.

This work is labor intensive and requires 100% buy-in from the administrators and their teams. The program was totally unknown to the small business community as a whole and was often confused with the APEX Accelerator offering federal government solicitations.

BPCS will attempt to continue this work through 2026, as the momentum is gaining support for each of the categories on the seller's side and a few inquiries from potential buyers.

At the time of this report, we have the following information to share:

GROUP	PARTICIPANTS	OPPORTUNITIES	OPPORTUNITIES SECURED
RED	24	3: Pop-ups during the holiday season (2) sponsored by BPCS	2: BPCS sponsored pop-ups in November and December
YELLOW	8	3: Small dollar contracts from two private agencies, one opportunity from the COF	None secured as of this report
GREEN	4	Two Ashley Capital opportunities	None secured as of this report

This program could be sustained through the City of Flint by serving as a matchmaker for private small business opportunities targeting YELLOW and GREEN participants. However, doing so would require continuity within the Department of Small Business Services. As of this report, several key staff members have departed the department, and such turnover may discourage potential buyers due to concerns about accessibility and reliability.

While similar initiatives have achieved success in urban markets such as Detroit, Lansing, and Jackson, it is notable that none of those municipalities administer these programs directly through city government. Instead, they operate them via independent economic development support agencies.

A primary challenge in Flint will be managing access to sellers' private data responsibly ensuring that such information is used exclusively for program purposes and not to enforce tax liabilities, code violations, permitting issues, or other regulatory actions.

Economic development has traditional benchmarks, and a very underutilized tool is procurement. If administered properly there is surely the potential to see long-term benefits such as:

1. Local wealth retention and circulation

- When cities, counties, universities, or corporations intentionally purchase goods and services from local small businesses, more dollars stay within the community.
- Research shows that each dollar spent locally recirculates 3–5 times through wages, reinvestment, and local supply chains, amplifying economic impact.

2. Supplier diversification and inclusion

- Procurement can help close racial and gender wealth gaps by prioritizing diverse suppliers — including minority-, woman-, and veteran-owned businesses.
- Setting diversity spend goals or targeted procurement initiatives ensures equitable access to contracts and opportunities.
- This encourages underrepresented businesses to scale and employ locally.

3. Market access for small businesses

- Many small firms struggle to access new markets. Procurement provides a stable, institutional customer base, allowing them to demonstrate performance capacity, build credit, and gain visibility.
- Once small businesses secure a public or corporate contract, it often leads to expanded credibility and private-sector growth.

4. Capacity-building through procurement readiness

- Economic development programs can align with procurement by offering "contract readiness" technical assistance — training entrepreneurs to meet rfp/rfq requirements, manage cash flow, and comply with regulations.
- Procurement offices can partner with small business support organizations to offer mentorship, bonding, and financing assistance.

5. Cluster development and supply chain localization

- Targeted procurement can be used to develop industry clusters (e.g., construction, food services, it, janitorial, or logistics).
- When large buyers intentionally source from local small suppliers within specific sectors, they help strengthen entire local supply chains.
- This fosters resilience by reducing dependency on external vendors.

6. Procurement as a policy lever

- Governments and anchor institutions can integrate procurement into economic development policy by establishing:
    - Local preference ordinances
    - Set-asides for micro or small businesses
    - Prompt payment policies to improve cash flow
    - Joint venture incentives between primes and small businesses
- These policies create predictable opportunities for small enterprises.

7. Encouraging entrepreneurship and job creation

- As small firms gain contracts, they often need to hire locally and invest in equipment and technology.
- Over time, procurement-driven demand can stimulate new business formation — entrepreneurs start businesses to meet recurring local needs.

8. Measuring and demonstrating impact

- Procurement can be tracked with economic impact dashboards showing:
    - Percentage of spend with local small businesses
    - Jobs created/retained
    - Tax revenue generated
    - Supply chain diversity metrics
- These data points help make the case for continued or expanded local procurement policies.

In summary, procurement transforms from a routine purchasing activity into a strategic economic development engine when buyers intentionally:

- Localize their supply chains,
- Build small business capacity, and
- Align contracting with community wealth-building goals.

REFERENCES

1. National League of Cities. (2024, June 18). *Leveraging small businesses in public procurement*. https://www.nlc.org/article/2024/06/18/empowering-local-economies-leveraging-small-businesses-in-public-procurement/ National League of Cities+1
2. National League of Cities. (2021, July 1). *Inclusive procurement and contracting: Policies, programs, and practices for local leaders*. https://www.nlc.org/resource/inclusive-procurement-and-contracting/ National League of Cities+1
3. Aspen Institute. (2023, January 5). *The procurement economy as a path to equity and small business growth*. https://www.aspeninstitute.org/blog-posts/the-procurement-economy-as-a-path-to-equity-and-small-business-growth/ Aspen Institute
4. University of California. (2020, September 1). *Small Business First (SB First) Program – General memo*. https://www.ucop.edu/procurement-services/for-ucstaff/small-business-first/general-memo-small-business-first.pdf University of California+1
5. University of California. (n.d.). *Small Business First Program (SB1st) – About UC procurement*. https://procurement.ucop.edu/about-us/programs/small-business-first-program-uc-suppliers procurement.ucop.edu+1

The MSU EDA University Center for Regional Economic Innovation (REI) seeks to identify and develop new economic development tools, models, policies, and practices to support innovative economic development, high-growth enterprises, and job creation in distressed regions across the state. REI is establishing a new economic development ecosystem to cope with the ever-changing global and regional dynamics. Through this ecosystem, REI engages innovative and creative minds which results in new economic development practices.

The REI University Center was established in 2011 with support from the U.S. Department of Commerce, Economic Development Administration, and in collaboration with the following Michigan State University offices:

Office of the Provost
Office of the Vice President for Research and Innovation
University Outreach and Engagement
MSU Extension
College of Communication Arts and Sciences

MICHIGAN STATE UNIVERSITY
EDA UNIVERSITY CENTER FOR
REGIONAL ECONOMIC INNOVATION

2025 Co-Learning Plan Series

MICHIGAN STATE UNIVERSITY | University Outreach and Engagement

E·D·A
U.S. ECONOMIC DEVELOPMENT ADMINISTRATION