

---

## Dear friends,

I'm thrilled to welcome you to the launch of our Technology Industry Group (TIG) e-newsletter, which comes as our team celebrates a milestone of which I couldn't be prouder: **20 years** serving the innovation economy of Michigan.

It's hard for any organization to stay relevant for 20 years, so I'm humbled by the impact to our community this anniversary represents. Many of our clients—emerging and later-stage technology and life sciences companies, venture capital firms, angel investors and entrepreneurs—have been with us from the early days. As our clients' needs have grown, so has our ability to provide loans, from making \$200,000 loans in the early days to leading \$20 million financings. When we launched TIG in 2002, Bank of Ann Arbor (BOAA) was only in its sixth year of operation with total assets less than \$250 million. Today, **BOAA is over \$3.0 billion in assets** and TIG alone is making more than **\$100 million** in loan commitments each year. All this success is a testament to the diligence of the BOAA team, our dedicated board of directors, a fierce commitment to local ownership, the value of keeping our communities first, and the drive of our clients and partners to reach their ambitious growth goals.

When I approached the leaders at BOAA in 2002 about developing a tech sector-focused practice area for the bank, I had a vision for the group: To play a leadership role in the **development of the region's innovation ecosystem** and to add value for innovation-based businesses to help them grow and succeed. We would approach that client service mission with a long-term, relationship-based perspective, supporting a company from **startup to mature business**; we called it Life Cycle Banking. This approach to working with our clients for many years and through multiple stages of development has never gotten stale. In fact, it's been a key element of our success over the past 20 years and will remain a foundation of our practice for decades to come.

We could not have reached this milestone without the support of hundreds of companies, entrepreneurs, scientists, lawyers, accountants, venture capitalists, coaches, mentors, angel investors, community leaders, CEOs, CFOs, bookkeepers, board members, professors, teachers, musicians, dreamers, authors, economic development professionals, marketing executives, executive directors and fantastic BOAA colleagues. In the coming months, as we celebrate our 20th year, I hope to share with you the stories, trials and tribulations, and leadership insights of some of these **impactful people and their organizations**. They're an inspiring group, and we're lucky to have them in our community.

Until then, I say **thank you** to all who have made TIG a world-class, community-focused hub for small business banking services and capital needs. It's been an honor to lead this group for 20 years, and Mark Holtz, my right-hand man for 14 years, and I look forward to continuing TIG's role in growing a bright economic future for present and future generations in Southeast Michigan.

**Sincerely,**

Michael Cole  
Group President