

DISCOVER MICHIGAN



MICHIGAN.
PURE OPPORTUNITY.

MICHIGAN
ECONOMIC
DEVELOPMENT
CORPORATION

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MICHIGAN. PURE OPPORTUNITY.

- Globally Connected
- Leading Industries
- World-Class Talent
- Pro-Business Environment
- Quality and Affordable Lifestyle



Michigan is the smart choice for your business. We are a global leader in advanced manufacturing, transportation mobility, agribusiness, defense, aerospace, cybersecurity and more. Our world-class talent pool includes a multitude of skilled trades, engineering, research and development, among other concentrations. Also, Michigan is in geographic proximity to half the U.S. and Canadian markets, expediting transport and reducing your costs.

An ideal place for business, Michigan is also a great place to live and enjoy. With a low cost of living, including a truly affordable housing market, it's easier to attract top talent. The 3,200 miles of freshwater shoreline, millions of acres of forested lands and more than 11,000 lakes, are proof that Michigan is a natural paradise.

The Michigan Economic Development Corporation (MEDC), our state's lead advocate for business development and economic vitality, is ready to help your company prosper in Michigan. The MEDC offers a spectrum of programs and incentives that can assist your company in making the move to Michigan. Additionally, they can help you locate talent, strategic partners and customers that will grow your business.

Michigan stands ready to be your next home for opportunity. I invite you to learn more about our state and the many opportunities it can offer your business.

Sincerely,
Gretchen Whitmer
Governor

MICHIGAN. PURE OPPORTUNITY. GLOBALLY CONNECTED

FORTUNE 500 COMPANIES PROSPER IN MICHIGAN

Michigan is home to **29 Fortune 500 companies**. Here are 12 of the top global market leaders that represent Michigan’s diverse industries.

General Motors (10)	Automotive Manufacturing
Ford Motor Company (11)	Automotive Manufacturing
DowDuPont (47)	Chemical Manufacturing
Penske Automotive Group (139)	Transportation Services
Whirlpool (140)	Appliance Manufacturing
Lear (148)	Automotive Manufacturing
Kellogg (226)	Food Processing Manufacturing
Stryker (240)	Medical Device Manufacturing
Ally Financial (299)	Financial Services
BorgWarner (301)	Automotive Manufacturing
Masco (373)	Construction Materials & Services
American Axle & Manufacturing (449)	Automotive Manufacturing

MICHIGAN IS HOME TO FOUR UNICORN COMPANIES.*

Michigan’s entrepreneurial ecosystem is reaching new heights of maturity—the state is **one of only a few states with at least one Unicorn startup**.¹

- Duo Security
 - OneStream Software
- Rivian
 - Stock X

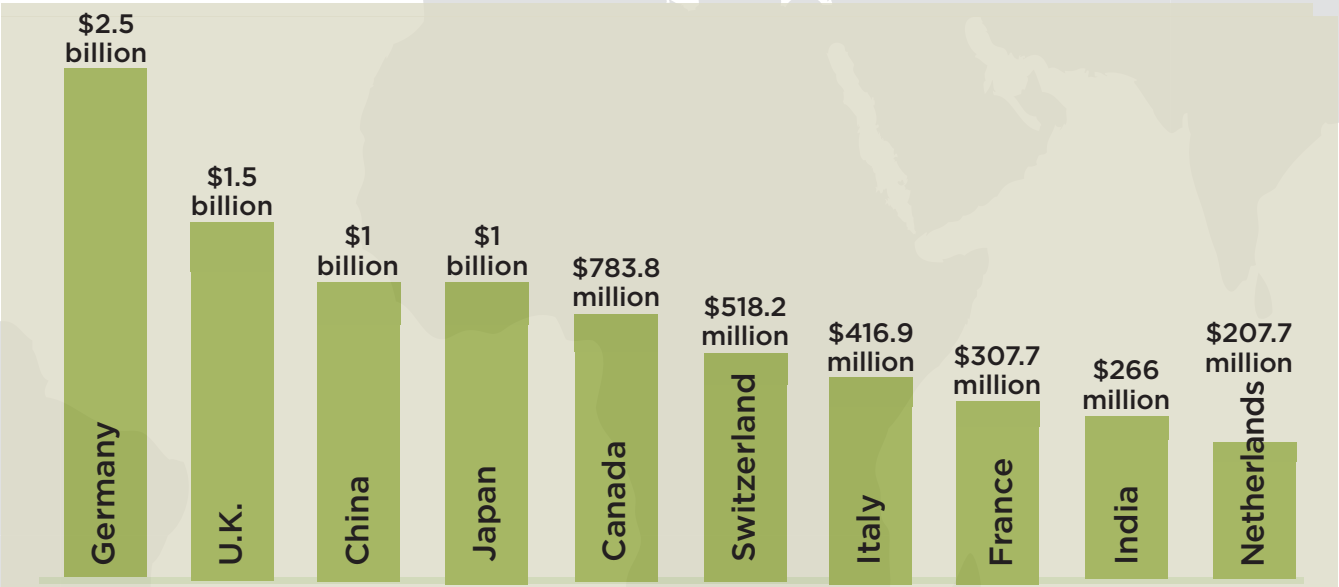
*A unicorn company is a technology startup with a valuation of at least \$1 billion dollars.
SOURCE:
1. Bamboodetroit.com

FOREIGN DIRECT INVESTMENT IN MICHIGAN

Michigan is a top global destination for foreign direct investment with more than **1,400** foreign companies with a total of 5,200 locations across the state, totaling **\$9.6 billion in investments since 2014**.¹

By matching established and diverse industries with foreign companies that have similar goals, Michigan is the premier gateway for businesses from around the world to expand.

TOP 10 COUNTRIES INVESTING IN MICHIGAN (2014-2018)²



TOP FIVE INVESTING INDUSTRIES (2014-2018)³

Automotive components	\$3.6 billion
Automotive OEM	\$1.5 billion
Metals	\$622 million
Industrial equipment	\$594 million
Electronic components	\$408 million

SOURCES:
1 D&B Hoovers 2-3 fDiMarket.com

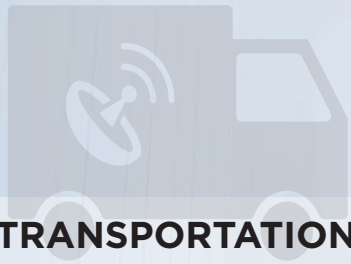
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LEADING INDUSTRIES



AUTOMOTIVE

- **86%** of the automotive industry's supply needs can be met in Michigan¹
- **#1** in U.S. for total employed in the auto industry, with over **180,000** employees in 2018²
- **\$12 billion** total automotive R&D annual investment in Michigan³
- **96 of the top 100** auto suppliers to North America with a presence in Michigan⁴
- **\$29 billion** in OEM and supplier investment in Michigan since 2009, more than three times any other state⁵



TRANSPORTATION MOBILITY

- **#1** for operational U.S. Department of Transportation funded and connected vehicle deployments⁶
- **500+** miles of roadway equipped for connected vehicle testing by 2020⁷
- Home to world-class, real world **connected and automated vehicle testing and validation centers** that cover the full spectrum of urban and highway high-speed testing scenarios
- **1st** in U.S. for mobility-related patents with **2,583** over the past five years⁸



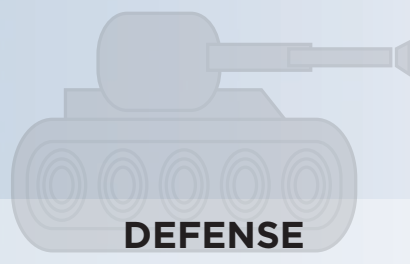
AGRIBUSINESS

- **TOP 5** in U.S. in the production of **22 different commodities**⁹
- **300** different commodities grown and raised by Michigan farmers¹⁰
- **2,400** licensed food processors call Michigan home, generating over **\$23 billion** in economic activity¹¹
- **\$2.1 billion** total field crops, animals and wood products exported by Michigan's agricultural businesses¹²



CYBERSECURITY & IT

- Comprehensive statewide approach to cybersecurity
- Michigan Cyber Range is the **nation's largest** secured unclassified, network accessible cybersecurity training platform
- Cultivating **high-tech talent** for in-demand cybersecurity jobs through statewide education
- Home to **six publicly accessible cyber hubs** that provide 40+ industry recognized certifications, exercises and workshops



DEFENSE

- Michigan defense industry includes nearly **4,000 companies employing more than 108,000**¹³
- Home to the **nation's largest** ground vehicle defense companies
- Home to both U.S. Army Tank-automotive and Armaments Command (**TACOM**) and the U.S. Army Combat Capabilities Development Command (**CCDC**) Ground Vehicles System Center
- Home to U.S. DoD major industry, including General Dynamics Land Systems, BAE Systems, GE Aviation and GM Defense



AEROSPACE

- **Nine of the 10 largest** aerospace/defense R&D firms have a presence in Michigan¹⁴
- Home to more than **160** aerospace product and parts manufacturing companies¹⁵
- **Leader in materials R&D** with two co-located lightweight materials institutes: Lightweight Innovations of Tomorrow and Institute for Advanced Composite Manufacturing Innovation
- **#1** in U.S. for growth of occupations in primary demand for the aerospace industry¹⁶

SOURCES:

1. Emsi 2018.4, QCEW employees **2.** Emsi 2019.2 QCEW, Non-QCEW, and Self-Employed workers **3-6.** Detroit Chamber 2018 MICH Auto Report **7.** Michigan Department of Transportation **8.** U.S. Patent and Trademark Office (2015) **9.** USDA/NASS Michigan Field Office (2018) **10.** Michigan Department of Agriculture and Rural Development **11.** US Census Bureau's NAICS Portal **12.** US Census Bureau, Import and Export Merchandise Trade Statistics, 2018. HS codes 1-24, 44, 47, 48

SOURCES:

13. Michigan Defense Center **14.** strategy&, "The 2018 Global Innovation 1000 Study" **15.** D&B Hoovers, businesses are defined by NAICS 3364 (Aerospace Products and Parts Manufacturing) **16.** Emsi 2018.4, Class of Worker QCEW Employees, Non-QCEW Employees, Self-Employed

MICHIGAN. PURE OPPORTUNITY. WORKFORCE EXPERTISE

ABUNDANCE OF WORLD-CLASS TALENT

Employers find that Michigan has one of the most talented, diverse and abundant workforces in the U.S. and resources that ensure new talent is always being developed.

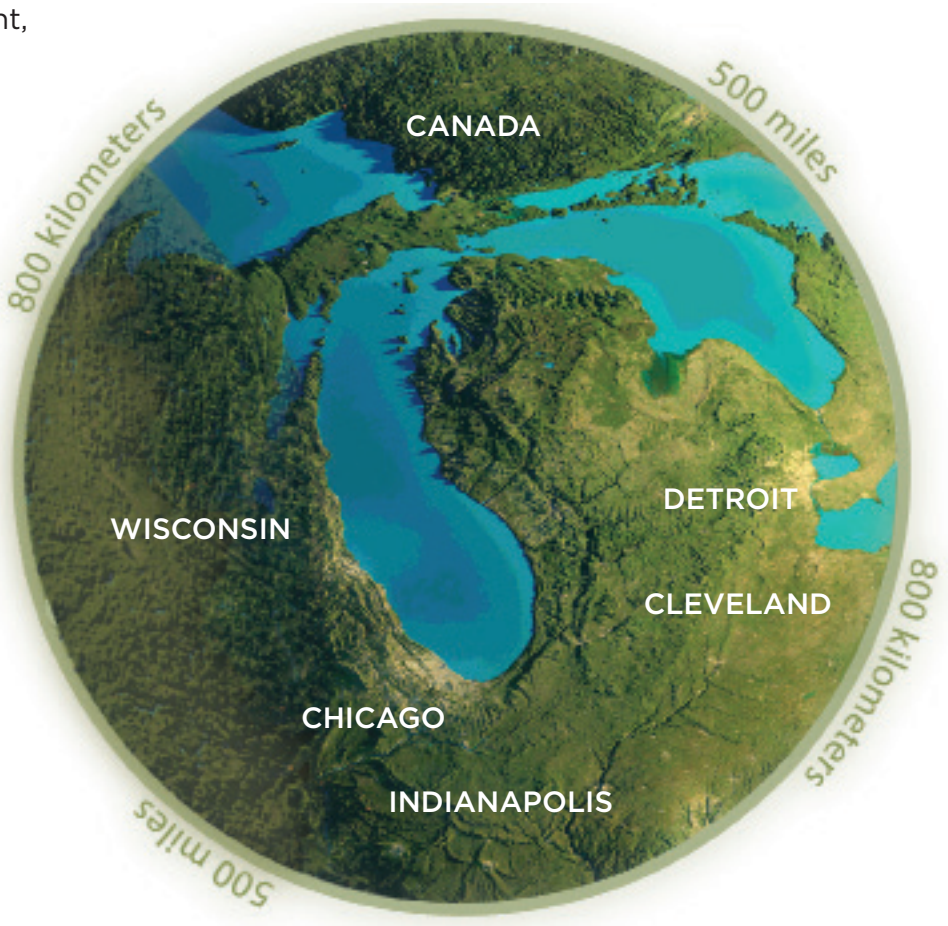
- **133,000 engineers**—the most in the U.S.¹
- **250,000+** skilled trades workers—ranking Michigan in the **top 10**²
- **2nd** in U.S. for growth of technology-related jobs since 2010³
- **100** higher education institutions across Michigan, including 15 public universities, 28 community colleges and 57 private universities
- **\$50 million** in grants made for capital equipment to support skilled trades education; plus, Michigan offers multiple incentives to cover costs for training and retraining of current and newly-hired employees

MICHIGAN. PURE OPPORTUNITY. LOCATION & LOGISTICS

GLOBALLY CONNECTED WITH SUPERIOR INFRASTRUCTURE

Michigan is one of the most globally connected regions in the nation. The state is within 500 miles (800 kilometers) of nearly half the U.S. and Canadian populations and commerce centers, providing unparalleled access to market while expediting transport and reducing costs. Michigan’s expansive transportation infrastructure also includes convenient, multi-modal access to locations around the globe.

- **More than 25%** of \$600+ billion annual trade between the U.S. and Canada crosses the Ambassador Bridge, the most active border crossing in North America¹
- **TOP 10** in the U.S. for road infrastructure with toll-free highways across the state²
- **40** deep-water commercial cargo ports³
- **18** commercial airports, including Detroit Metropolitan, one of the largest U.S. air hubs⁴
- **26** freight railroads with 3,600 miles (5,793 km) of track across Michigan⁵



SOURCES:
1. Emsi 2018.4, QCEW, Non-QCEW, and Self-Employed 2. Emsi 2019.1, QCEW, Non-QCEW, and Self-Employed 3. Cyberstates.org, 2019 Tech Industry Job Market & Salary Trends Analysis

SOURCES:
1. Ambassadorbridge.com, ustr.gov/countries-regions/americas/canada 2-5. Michigan Department of Transportation

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PRO-BUSINESS ENVIRONMENT

THE SMART CHOICE FOR BUSINESS

Program Incentives

Through a wide variety of programs and resources, Michigan offers customized incentive packages for business attraction opportunities that create jobs and new investment, including:

- **Good Jobs for Michigan:**
Encouraging transformational, large-scale projects, this program may authorize significant state withholding tax capture revenues for certified new job creation.
- **Michigan Business Development Program:**
Provides grants, loans and other economic assistance for highly-competitive projects.
- **Jobs Ready Michigan:**
Provides funding for talent recruitment and job training for companies relocating to or expanding in Michigan.

Michigan Tax Information

Michigan is continually finding ways to reduce and/or maintain low taxes to be a top choice for business opportunity. Michigan's business climate is ranked among the **top 10 in the nation**.¹ Since 2014, global and U.S. companies have invested more than **\$22.7 billion** in capital projects across Michigan.²

- **6%** Corporate Income Tax
- **4.25%** Personal (flat) Income Tax
- **6%** Sales Tax (+ no local sales tax)

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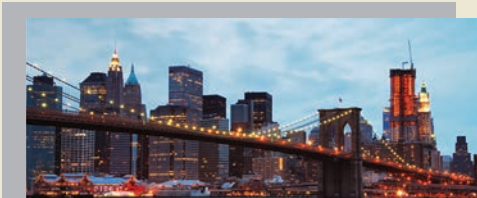
QUALITY OF LIFE

A LIFESTYLE THAT OFFERS QUALITY AND AFFORDABILITY

Michigan's cost of living is **11 percent** below the national average and ranks as the **fourth most affordable** state in the country.



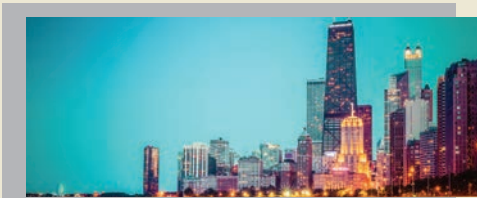
Living in San Francisco will cost you 62% more when compared to living in Detroit. Michigan is surrounded by four of the five Great Lakes, boasting more freshwater coastline than California.



Living in Brooklyn is 53% more expensive compared to living in Detroit. Michigan is home to more than 100 wineries and is known as a top 10 craft beer state in the U.S.



Living in Washington DC is 42% more expensive than living in Detroit. Detroit's entertainment scene is unmatched with year-round festivals and four major pro sports teams.



Living in Chicago is 17.3% more expensive than living in Detroit. Michigan offers award-winning communities, beaches, forests, parks and the most public golf courses in the country.

9 SOURCES:
1. Site Selection magazine's Prosperity Cup rankings 2. FDI Markets, 2019