



**MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION**

 **SELECTUSA[®]**

Today's presentation will begin shortly.

Please mute your microphone
and turn off your camera.





MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION

State of Michigan

Drew Coleman
Director, US & Foreign Direct Investment
+1 517 5993033
colemant5@michigan.org

MICHIGAN ECONOMIC DEVELOPMENT CORPORATION

The Michigan Economic Development Corporation (MEDC) is the lead advocate for **business development, job awareness and community development** with the focus on growing Michigan's economy and promoting Michigan's reputation as a world-class business location and travel destination.



MISSION

Achieve long-term, economic prosperity for Michiganders by **investing in communities, enabling the growth of good jobs and promoting Michigan's strong image worldwide.**



VISION

Achieving 'Top 10' status for **Job growth in targeted sectors, Equitable job growth, Real median household income growth** and attaching the largest net gain of talent in the Midwest.

WHY MICHIGAN

- Population: **10,013,813**
- Located within **500 miles** (800 kilometers) of nearly half the U.S. and Canadian populations and commerce centers
- **33** active deep-water ports
- **20.2%** of U.S. auto production – the most in the U.S.
- Tax Foundation ranked Michigan in the **Top 14 states** in its 2021 State Business Tax Climate Index
- **More than 25%** of annual trade between U.S. and Canada crosses Detroit's Ambassador Bridge – the most active border crossing in North America
- **20%** of globe's freshwater
- **3,200** miles of freshwater shoreline, **11,000+** lakes
- **10% below** the U.S. average cost of living, 4th most affordable state



WHAT MAKES MICHIGAN A LEADER?



Highest concentration of engineers in the United States



Top 10 state for net tech employment (#9), net tech employment jobs added (#7) and share of workers in tech industries (#10)



Epicenter for the future of transportation mobility



National leader in automotive R&D spending



Home to 98 of the top 100 global auto suppliers' North American HQs or tech centers



Bloomberg names Ann Arbor the #3 Top Tech Hub in the United States



Home to two lightweight materials manufacturing U.S. institutes



Cost of living 10% lower than the national average. The fourth most affordable state in the country

DOING BUSINESS IN MICHIGAN



**ADVANCED
MANUFACTURING**



**MOBILITY AND
AUTOMOTIVE
MANUFACTURING**



**ENGINEERING,
DEVELOPMENT
AND DESIGN**



**PROFESSIONAL AND
CORPORATE SERVICES**



MEDICAL DEVICES



TECHNOLOGY



AGRIBUSINESS



TOURISM



LOGISTICS



**OTHER
MANUFACTURING**



**FINANCIAL
SERVICES**

PURE MICHIGAN. PURE ADVANTAGE.

INDUSTRY DOMINANCE

Michigan provides a deep customer base, including 25 OEMs, 2,200 global suppliers (with nearly 200 EV suppliers), and a growing ecosystem of leading mobility companies. Michigan is also home to one third of the US battery production and development.

ROBUST INNOVATION ECOSYSTEM

Michigan offers a truly diverse, statewide innovation ecosystem due to years of deliberate programmatic support from the state, including the launch of the Office of Future Mobility and Electrification. Additionally, 72% of all US automotive R&D takes place in Michigan and 50% of top OEMs and suppliers are working on autonomy, connectivity and EV technology.

CRITICAL MOBILITY ASSETS

Michigan maintains the world's most diverse collection of mobility testing environments and assets for both early and later stage technologies, including the American Center for Mobility and the recently announced CAV Corridor. Michigan also has the largest US deployment of V2I technology with more than 500 miles of connected roadway.

TALENT PIPELINE

Michigan's top-notch universities are home to world-class research centers (e.g., UM Battery Lab), while its network of vocational and community colleges upskills the workforce to meet impending STEM demand. Michigan also ranks #1 in the US for the most engineers per capita.

FOREIGN DIRECT INVESTMENT IN MICHIGAN

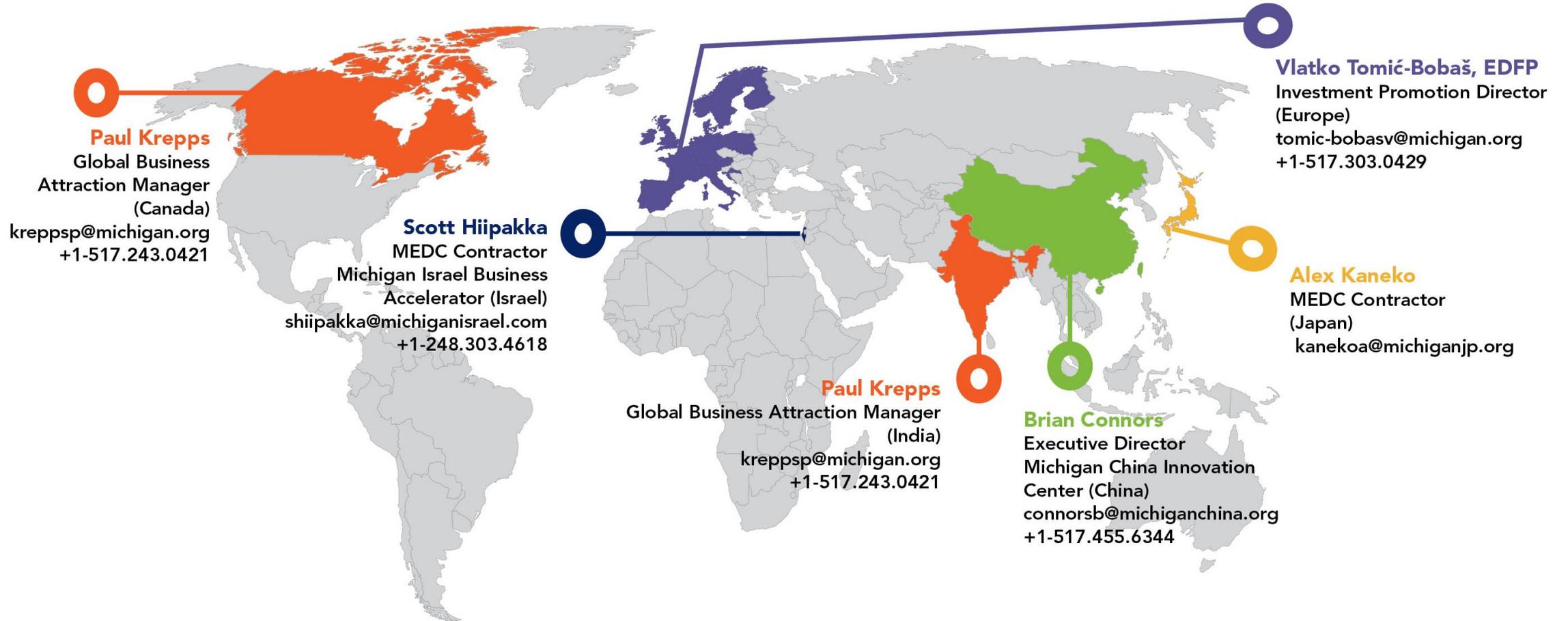
Michigan is a top global destination for foreign direct investment with more than **1,460 foreign companies** with a total of **5,346 locations across the state**, totaling **\$11.8 billion in investments** since 2016.



Top 10 Countries Investing in Michigan (2016-2020)



FOREIGN DIRECT INVESTMENT TEAM



GLOBAL PARTNERS



GLOBAL PARTNERS



CAAM (China Association of Automotive Manufacturers)



Taiwan Electrical and Electronic Manufacturers' Association



Asian Pacific American Chamber of Commerce



Council of American States in China



North American Chinese Society of Automotive Engineers



CHINA COUNCIL FOR THE PROMOTION OF INTERNATIONAL TRADE



中国模具工业协会
China Die & Mould Industry Association



Detroit Chinese Business Association
底特律中華商會



Korea Trade-Investment Promotion Agency



Japan External Trade Organization



Shiga Prefecture



Chinese People's Association for Friendship with Foreign Countries



密西根中国创新中心
MICHIGAN-CHINA
INNOVATION CENTER



Japan Auto Parts Industries Association



American State Offices Association
Official Website



デトロイト日本商工会
Japan Business Society of Detroit



Japan Bioindustry Association



U.S.-JAPAN
COUNCIL

GLOBAL PARTNERS

NASSCOM[®]



Confederation of Indian Industry

Canada^{ca}
Consulate General
Consulat général

ISRAEL MINISTRY OF DEFENSE

סיבט
מדינת ישראל

INTERNATIONAL DEFENSE COOPERATION

**START-UP
NATION
CENTRAL**

ACMA
AUTOMOTIVE COMPONENT MANUFACTURERS
ASSOCIATION OF INDIA



सत्यमेव जयते

Department of Commerce
Ministry of Commerce and Industry
Government of India

IACC
Apex Bilateral Chamber for India-US business
**INDO-AMERICAN
CHAMBER OF COMMERCE**

cusba
CANADA - UNITED STATES
BUSINESS ASSOCIATION[®]

DRIVE
FUTURE MOBILITY NOW

ICC
Indian Chamber of Commerce
Facilitating business since 1925

**AMCHAM
CANADA**
AMERICAN CHAMBER OF COMMERCE IN CANADA

**WINDSOR-ESSEX REGIONAL
Chamber of Commerce**



ISRAEL EXPORT INSTITUTE

GNCC
GREATER NIAGARA CHAMBER OF COMMERCE

NIBC - National India Business Council
Empowering US-INDIA Economic Partnership

רשות החדשנות
Israel Innovation
Authority

EcoMotion
Smart Mobility Community

NUMEROUS GLOBAL CORPORATE PARTNERS

MAHLE
Driven by performance

 **BOSCH**


HUTCHINSON

Continental
The Future in Motion

TIBERINA

LEONI

KUKA

KOSTAL

navya

LIEBHERR


BASF
The Chemical Company

Antriebs- und Fahrwerktechnik



Valeo

Gestamp


omer

BRUGOLA  1926


FICOSA

DAIMLER

DÜRR


Webasto
Feel the Drive

 **TOTAL**


INGLASS


MASERATI

brose
Technik für Automobile

FEV

BENTELER



faurecia


HRS
Led by your challenge

 **ELDOR**
CORPORATION


MANN+HUMMEL

SIEMENS


GRAMMER

 **DASSAULT**
SYSTEMES


PLASTIC OMNIUM


MARELLI

 **brembo**

NUMEROUS GLOBAL CORPORATE PARTNERS



DENSO



MUSASHI

IRISO

NHK



Asahi Kasei Plastics
North America, Inc.



Autotec
DOUGLAS AUTOTECH CORP.



TACHI-S

TRAM



SHINSHO
AMERICAN CORPORATION



INDAC

FANUC
ROBOTICS



DAIFUKU
Always an Edge Ahead



NSK AMERICA

Secure-24
An NTT Communications Company



Drive your Ambition



TOYODA GOSEI

AKESON
BRAKE EXPERTS

NUMEROUS GLOBAL CORPORATE PARTNERS



SANHUA AUTOMOTIVE



MOBILITY AND AUTOMOTIVE MANUFACTURING



Michigan put the world on wheels more than a century ago, and now the state is leading the charge into the next generation of transportation and manufacturing.

- **20.2%** of U.S. auto production
Michigan responsible for nearly one-fifth of U.S. auto production—the most in the nation
- **Investments of more than \$41 billion**
Automakers announcements since 2009, representing 26% of total investments announced for North America
- **73%** R&D spending
in automotive & mobility takes place in Michigan, a national leader
- **\$5 billion** in foreign direct investment
Automotive is the state's top investing industry
- **1.9 MILLION** auto production
From 10 Assembly Plants in Michigan, 2019

INDUSTRY DOMINANCE

22 OEMs & EV TECHNOLOGY CENTERS



2,200 GLOBAL EV & AV SUPPLIERS



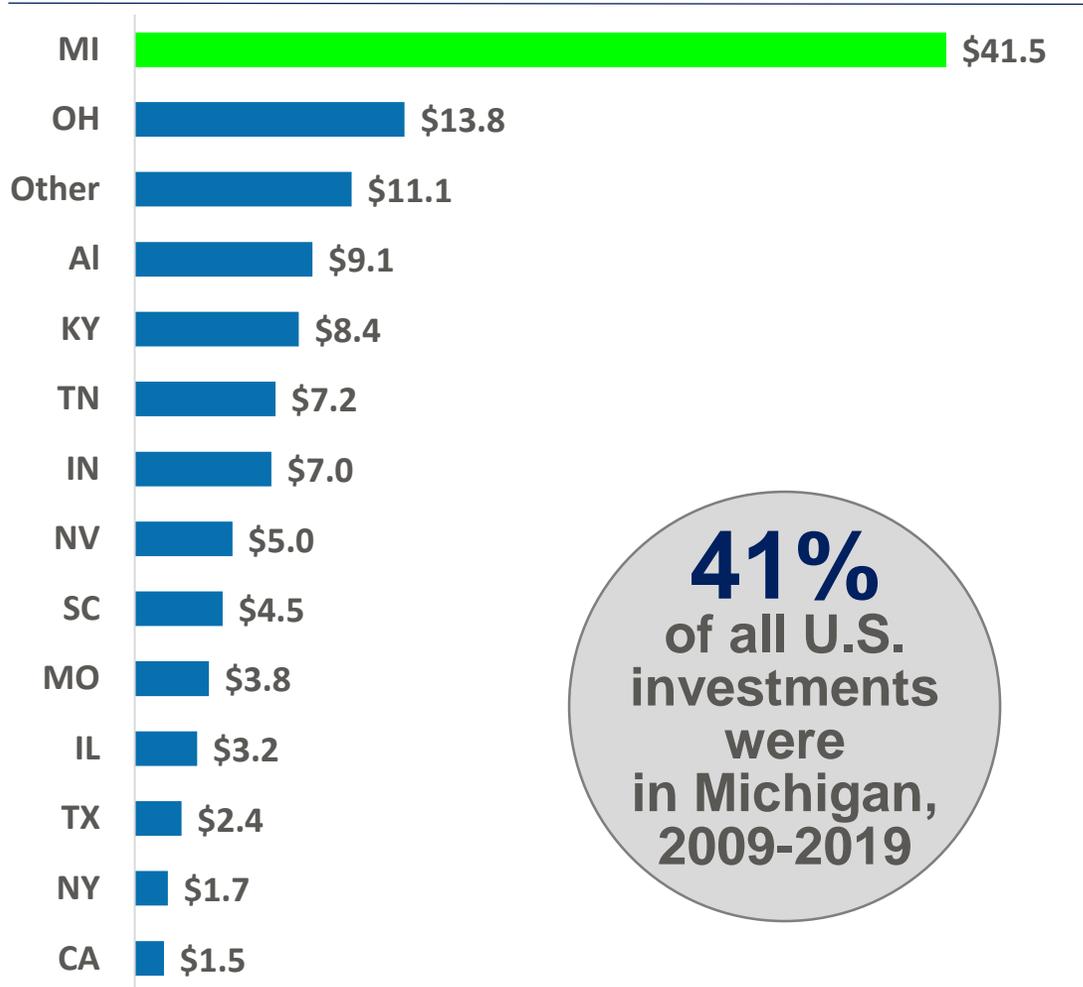
NEW MOBILITY COMPANIES



Note: Not a Comprehensive List

INDUSTRY DOMINANCE

Automotive Investment by State, Billions, 2009-2019



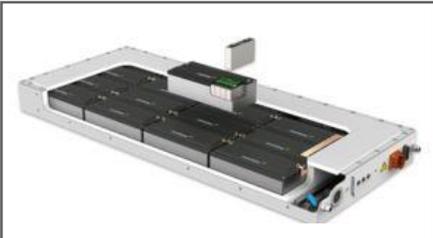
41%
of all U.S.
investments
were
in Michigan,
2009-2019

In 2019, the U.S. received \$23.3 billion, 98% of total North American, automotive investments from 85 announcements.

RECENT AUTOMOTIVE INVESTMENTS



General Motors: \$3 Billion investment at the Hamtramck location is to retool production for electric pickups, vans, and battery modules. The investment was the largest in 2019 and created / retained more than 2,200 jobs.



Akasol: Battery integration Center is a 400-person battery technology integration center in Michigan. AKASOL's new Michigan production facility will have a similar capacity.



Ford Motor Company: \$700 Million investment at the Dearborn HQ is to produce the all new F-150, new F-150 BEV, F-150 BEV battery build up and all the new production of the Raptor. The investment created / retained 1,500 jobs.

INVESTMENT IN MICHIGAN

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 FIVE Investing Industries in Michigan



OFFICE OF FUTURE MOBILITY AND ELECTRIFICATION

Michigan's Vision for Mobility and Electrification: A stronger state economy through safer, more equitable and environmentally-conscious transportation for all Michigan residents.

Six Core Objectives:

1. Grow Mobility **Industry** in Michigan
2. Engage More Mobility **Startups**
3. Expand Michigan's Smart **Infrastructure**
4. Accelerate **EV** Adoption in Michigan
5. Enable Michigan's Mobility **Workforce**
6. Bolster Michigan's Mobility **Manufacturing** Core



MOBILITY PROGRAMMING AND POLICY

MICHIGAN OFFICE OF FUTURE MOBILITY & ELECTRIFICATION

TECHNOLOGY ACTIVATION PROGRAMMING

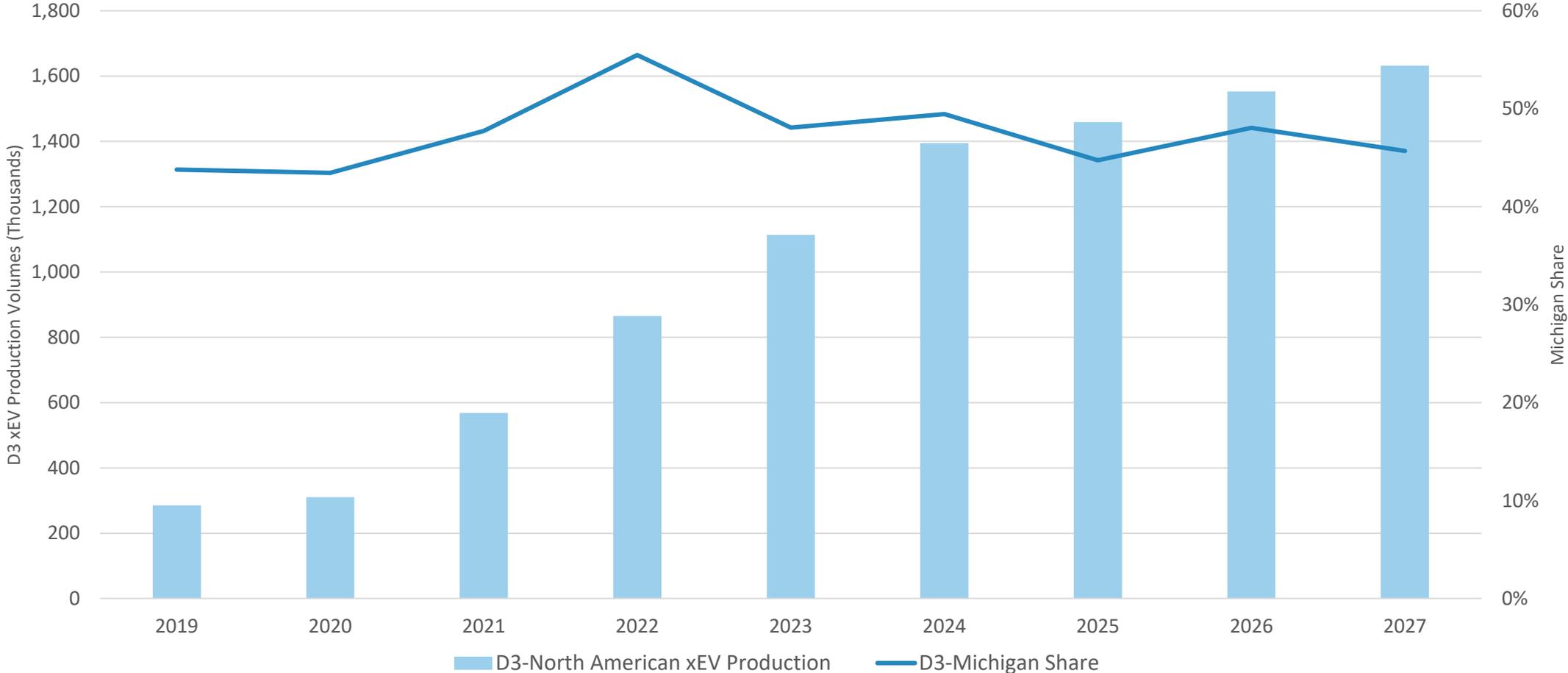
- **MI Mobility Challenge Grants:** Grants to incent mobility companies to bring technologies to Michigan to solve mobility barriers.
- **Link Industry to Urban Mobility Opportunities:** Launch projects that focus on issues like parking and smart curbs.
- **Establish more EV Reskilling and Upskilling:** Retrain existing factory talent to build/assemble batteries and electric drivetrains.
- **Vehicle-To-Grid Pilots:** Programming for next-gen battery charging. Further leverage Volkswagen Diesel Settlement funds.

POLICY

- **Interstate Partnerships:** Craft of an MOU between states for priority deployment of EV charging.
- **Make it easier to install chargers:** Refine permitting/installation processes for EV charging. With state and industry partners, develop mechanism for investing in charging on state properties.
- **Council on Future Mobility and Electrification Creation:** Topics could include 5G, FCC wireless spectrum, drones, post-pandemic transport, cybersecurity, traffic laws, etc.

THE INDUSTRY AND MICHIGAN

Michigan is expected to produce up to 55% of the Detroit 3's North American EVs over the next 7 years



Source: CAR Analysis of LMC Automotive Data

THE INDUSTRY AND MICHIGAN

North American EV Production

Volume of EV/PHEV/HEV/MHEV Vehicles

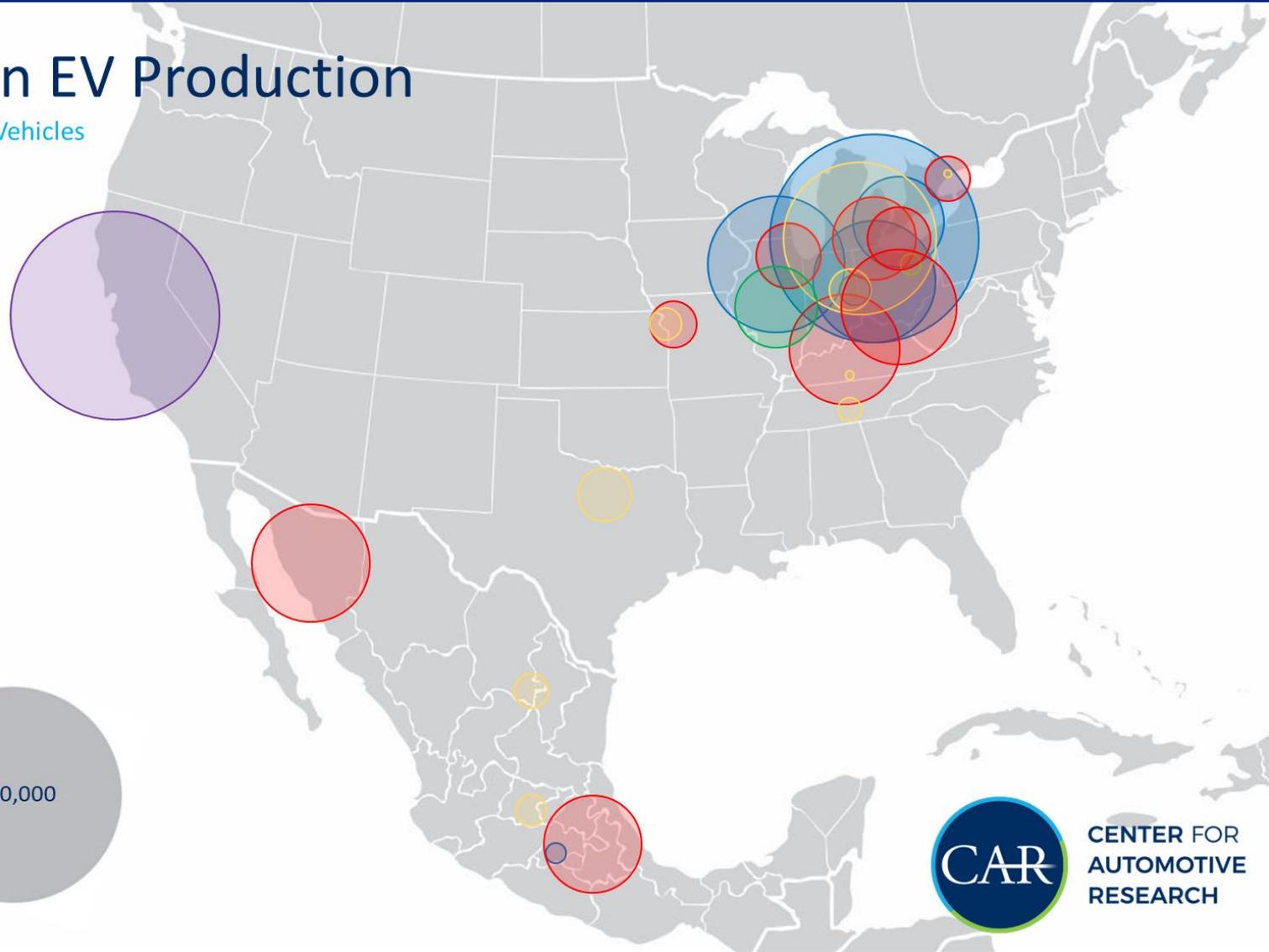
2025

- Faraday
- Fiat Chrysler Automobiles
- Ford Group
- General Motors Group
- Lordstown Motors
- Rivian
- Tesla Motors
- Workhorse

10,000

Legend

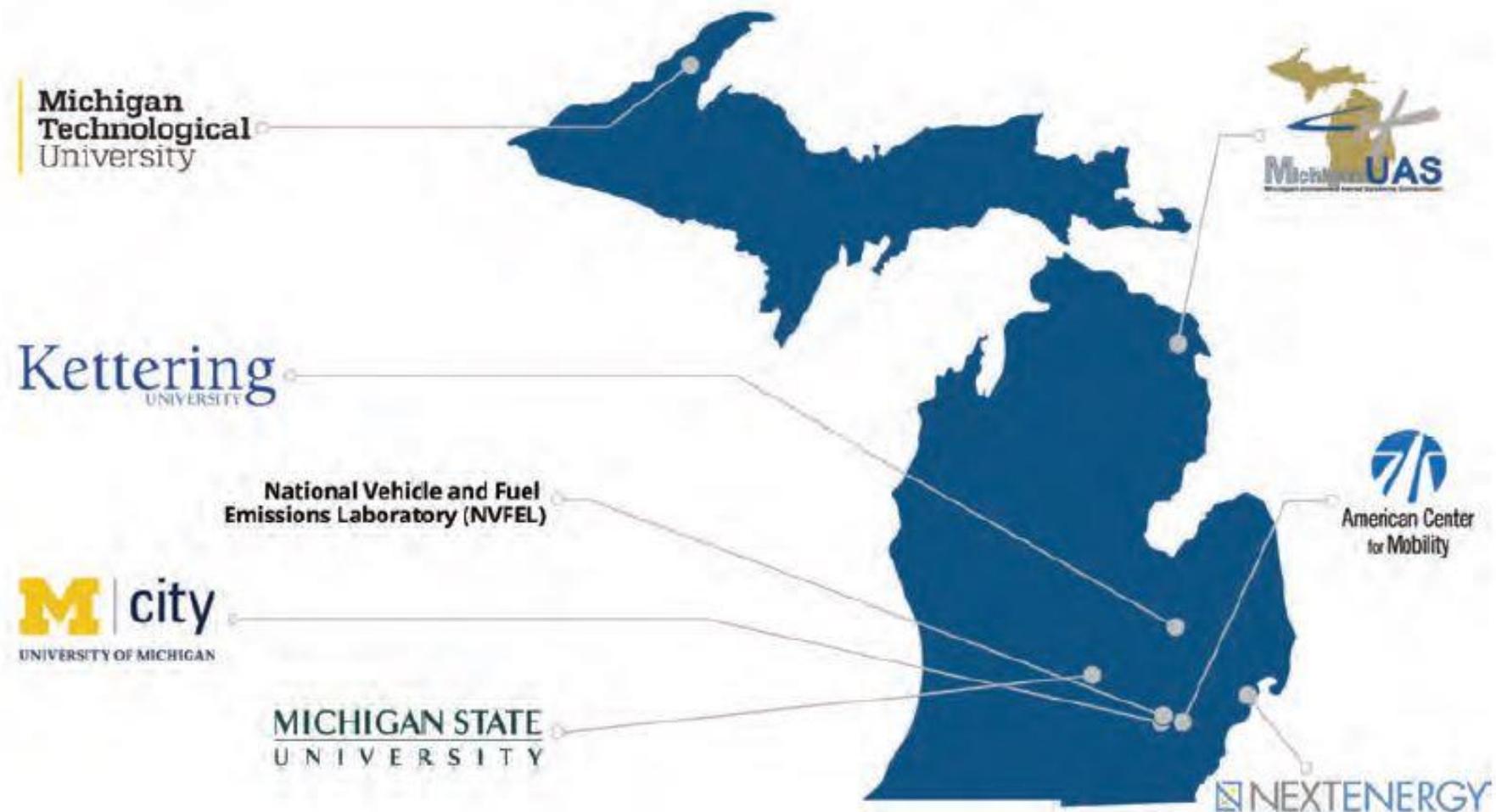
450,000



CENTER FOR
AUTOMOTIVE
RESEARCH

CRITICAL MOBILITY ASSETS

Michigan maintains the world's most diverse collection of AV testing environments for both early and later stage technologies.



THE INDUSTRY AND MICHIGAN

Southeast Michigan is the largest Midwest University R&D hub with \$2.3 Billion in annual R&D Spend; ranking in the Top 10 Nationally

- **Local Leadership:** UM offers 19 Top-10 engineering programs. MSU offers globally-recognized supply chain programs.
- **Quantity of Institutions:** 13 top 100 U.S. universities and 15 Ontario universities are within a 5-hour drive of Detroit.
- **Quantity of Students:** Over 150 post-secondary institutions with over 1.3M students enrolled
- **Tech Focus:** 8,300 software development engineers graduating from Top 100 ranked schools within a 5-hour radius of Detroit.



Map Note: Top 20 Metros by 2019 Engineers & Detroit MSA is 6 counties within the 11 county Detroit Region

WORKFORCE EXPERTISE

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.



2nd in U.S. for growth of **technology-related jobs** since 2010



250,000+ skilled trades workers ranking Michigan in the **top 10**



Michigan experienced its **3rd straight year of positive net migration** in 2018



Michigan ranks **1st** in the U.S. for concentration of employment in **engineering-related occupations**. In 2018, the engineering workforce in the state totaled **over 130,000**

PROGRAMS & SERVICES

SITE SELECTION ASSISTANCE MEDC provides strategic business services to corporates expanding into Michigan. Including Greenfield & Brownfield analysis, infrastructure reviews, confidential site searches, and workforce labor studies.

PURE MICHIGAN BUSINESS CONNECT connects local and global purchasers to qualified Michigan commodity suppliers and partners at no cost. B2B platform that also provides industry insight.

SERVICE PROVIDERS MEDC partners with experts in the legal, accounting, taxation, and benefit plan professionals locally. Our team can connect you directly to key service providers on all matters.

MICHIGAN WORKS! partners with employers and educators to ensure local businesses have the talent they need now and in the future. Provides assistance for locating and recruiting potential employees, posting job openings, screening applicants, and providing training assistance.

MICHIGAN MANUFACTURING TECHNOLOGY CENTER (MMTC) is an organization dedicated to supporting small and medium-sized Michigan manufacturers to work smarter, to compete and to prosper.

MEDC INCENTIVES

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

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

State Essential Services Assessment Exemption

Exempts or reduces the assessment for projects that create jobs and/or private investment in Michigan

STATE EDUCATION TAX ABATEMENT provides the MEDC with the ability to abate half or all the 6-mill state education tax on new investment when the project presents significant economic benefits to 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. Since 2014, global and U.S. companies have invested more than \$22.7 billion in capital projects across Michigan.

- 6% Corporate Income Tax
- 4.25% Personal (flat) Income Tax
- 6% Sales Tax (+ no local sales tax)
- 21% Federal Tax

A LIFESTYLE THAT OFFERS QUALITY AND AFFORDABILITY

Michigan's cost of living is **10 percent** below the national average and ranks as the **fourth most affordable state** in the country.

CALIFORNIA is



WASHINGTON, D.C. is



NEW YORK is



ILLINOIS is



...more expensive than living in Michigan.

Not only is **Michigan one of the most affordable states in the country**, but our **Pure Michigan way of life just can't be beat**:

- **Grand Rapids** recognized as the **2nd best place to live** in the U.S.
- Michigan is **surrounded by four of the five Great Lakes**, boasting more freshwater coastline than California
- **Detroit's entertainment scene is unmatched** with year-round festivals and **four major pro sports teams**
- Michigan is home to more than **100 wineries** and is known as a **top 10 craft beer state** in the U.S.
- Michigan offers **award-winning communities, beaches, forests, parks and the most public golf courses in the country**

VLATKO TOMIĆ-BOBAŠ



Investment Promotion Director, MEDC | State of Michigan

Co-Founder & C.E.O. of Advantage Europe Group

Board of Directors, German American Business Council of Michigan

Board of Directors, French American Chamber of Commerce Michigan

tomic-bobasv@michigan.org

E.U. Mobile: +49 174 9903058

U.S. Mobile: +1 517 3030429



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION

ROY M. SCHULDE



Roy M. Schulde
President of NA

Roy M. Schulde joined AKASOL AG, a German developer and manufacturer of high-performance lithium-ion battery systems, in 2018 as the President for the newly created subsidiary in USA. He is responsible for the company's expansion into North America and the establishment of a new manufacturing facility. Prior to AKASOL, Roy worked for NIDEC GPM, a German pump manufacturer, for 10 years as Vice President and won the PACE Innovation Award in 2013. Prior to NIDEC GPM, Roy worked for 14 years at Dana Corporation in various positions including Resident Engineer on-site at Ford Motor Company in Dearborn, Michigan and Cologne, Germany. Prior to joining Dana Corporation, Roy worked for 2 years at Ford Motor Company. Roy holds a Bachelor of Science degree in Electrical Engineering from Michigan Technological University, a Master of Science degree in Engineering Management from the University of Michigan and an Executive MBA from Michigan State University. He holds dual nationality in USA/Germany, fluent in German and a Board Member of the German American Business Council of Michigan.



PANELISTS



Vlatko Tomić-Bobaš
Investment Promotion Director



Roy M. Schulde
President of NA



Nicholas J. Stasevich
Partner & Vice President



Teresa Gordon
Shareholder, International



Aurora A. Battaglia
Senior Vice President
European Corporates &
Financial Institutions



Ray De Winkle
Director, Business
Customer Strategy &
and Growth



Jacqueline Young
Economic Development
Manager



PANELISTS



Roy M. Schulde
President of NA
Akasol, Inc



Nicholas J. Stasevich
Partner & Vice President
Butzel Long



Teresa Gordon
Shareholder,
International
Clayton & McKervery



Aurora A. Battaglia
Senior Vice President
European Corporates &
Financial Institutions
Comerica Bank



Ray De Winkle
Director, Business
Customer Strategy
and Growth
Consumers Energy



Jacqueline Young
Economic Development
Manager
DTE Energy Co.

