



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION

Introduction of MEDC and How We Support Japanese Business

Drew Coleman, MBA, EDFP

ドリュー・コールマン

Director, US & Foreign Direct Investment

Alex Kaneko

アレックス・カネコ

Business Development Consultant – Japan

日系企業担当事業開発コンサルタント

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
- Attaching the largest net gain of talent in the Midwest

PURE MICHIGAN MEANS PURE OPPORTUNITY

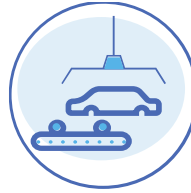
- Population: **10,001,306**
- Located within **500 miles** (800 kilometers) of nearly half the U.S. and Canadian populations and commerce centers.
- **Detroit Metropolitan Wayne County Airport (DTW)** – with direct flights to Japan.
- Detroit's Ambassador Bridge – **the most active border crossing in North America.**
- **33** active deep-water ports
- Ranked in the **Top 12** in its 2020 State Business Tax Climate Index.
- **4th most affordable** state.
- **20.2%** of U.S. auto production – the most in the U.S.
- **20%** of the globe's freshwater
- **3,200** miles of freshwater shoreline, **11,000+** lakes



DOING BUSINESS IN MICHIGAN



**ADVANCED
MANUFACTURING**



**MOBILITY AND
AUTOMOTIVE
MANUFACTURING**



**ENGINEERING,
DEVELOPMENT
AND DESIGN**



**MEDICAL
DEVICES**



TECHNOLOGY



**PROFESSIONAL AND
CORPORATE SERVICES**



Agribusiness



Tourism



Logistics



**Other
Manufacturing**



**Financial
Services**

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 96 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

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 **\$11.3 billion in investments** since 2015.



Top 10 Countries Investing in Michigan (2015-2019)



U.K.
\$3,088.20
Million



Canada
\$751.60
Million



Germany
\$2,308.20
Million



France
\$361.90
Million



South Korea
\$1,221.6
Million



India
\$307.70
Million



Japan
\$883.2
Million



Switzerland
\$289.70
Million



China
\$800.3
Million

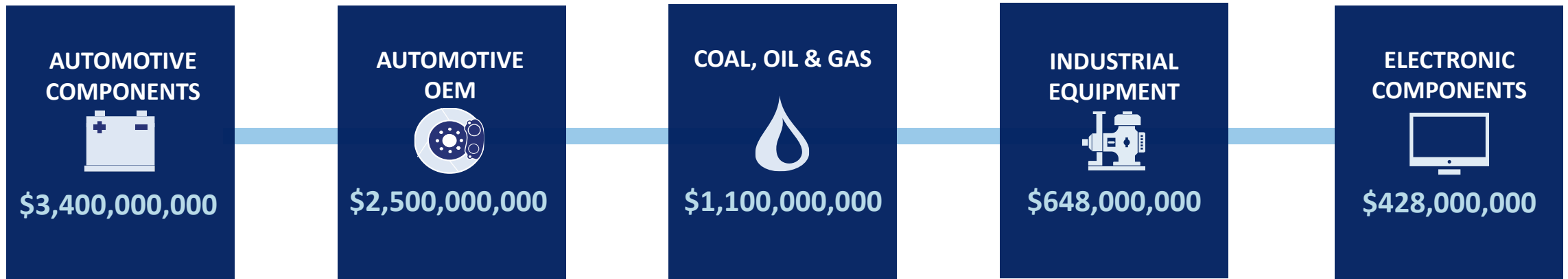


Spain
\$232.60
Million

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



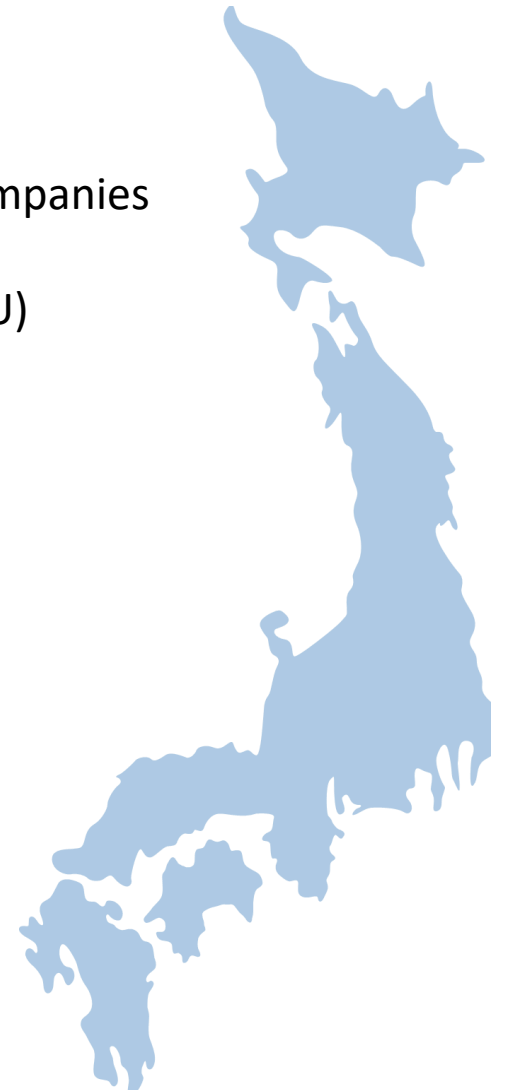
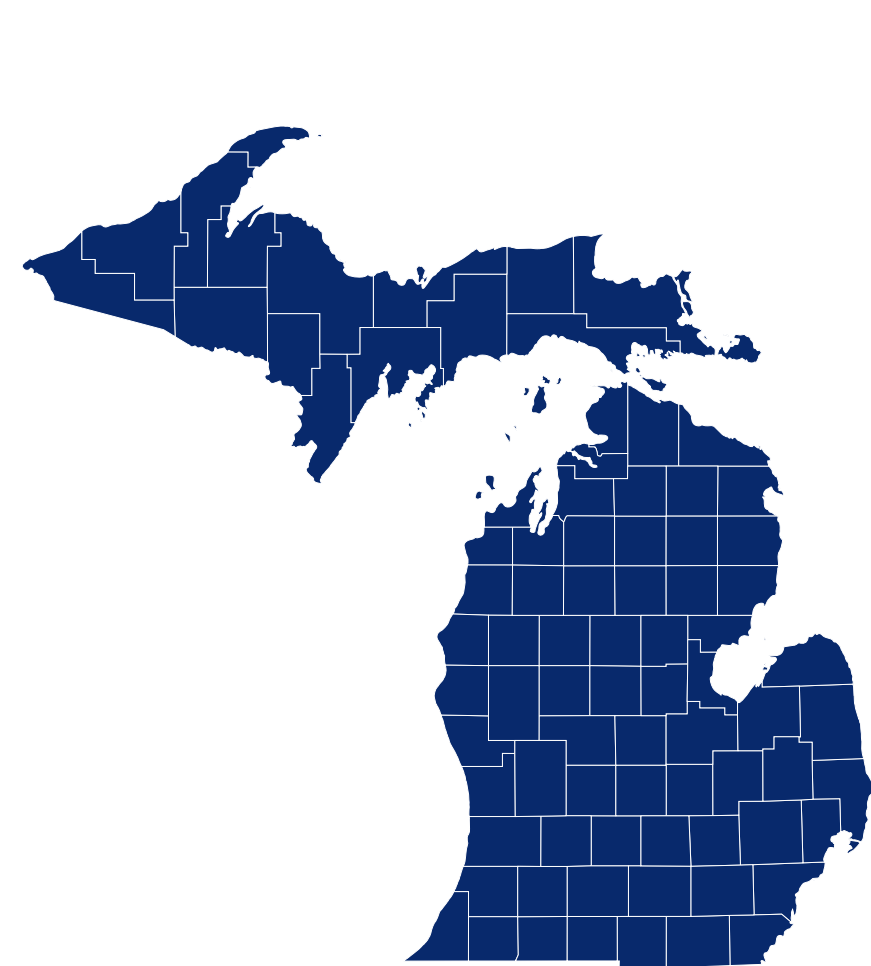
JAPAN/MICHIGAN – A TRADITION OF PARTNERSHIP

Business and Industry

- Michigan is home to more than 500 Japanese companies
- Japan Business Society of Detroit
- The Japan Center for Michigan Universities (JCMU)

Cultural Connections

- Consulate General of Japan in Detroit
- Sister States: Michigan and Shiga Prefecture
- *hoshūkō*
 - Japanese School of Detroit
 - Battle Creek Saturday Japanese School
- Hinoki Foundation



JAPANESE BUSINESS SUPPORT OF MICHIGAN'S COVID-19 RESPONSE EFFORTS

DENSO
Crafting the Core



HONDA

MEDC COVID-19 RESPONSE

BY THE NUMBERS

15,700+
 businesses supported

122,000+
 jobs retained

19 response programs launched

1.2M+
individual PPE supplies produced



STATEWIDE IMPACT

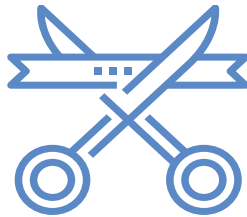
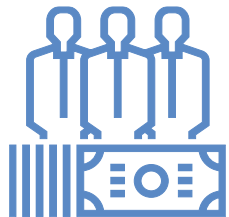
83 / 83
counties



42% of assistance was dedicated to disadvantaged areas

SUPPORT AVAILABLE FROM MEDC AND PARTNERS

- I need to develop my idea or start my business
- I need funding
- I need leadership training and support
- I need to connect with others in my industry
- I need to increase sales
- I need to expand or relocate my business
- I need talent
- I need additional resources





THANK YOU

Drew Coleman, MBA, EDFP

ドリュー・コールマン

+1 517 5993033

colemmand5@michigan.org

Alex Kaneko

アレックス・カネコ

+1 224-595-0529

kanekoa@michiganjp.org