

Ann Arbor SPARK

Marcia Gebarowski, Director, Business Development



Welcome to the Ann Arbor Region!

The Ann Arbor region's dynamic \$23.5 billion economy includes innovation-driven industry sectors in automotive and mobility, life sciences and healthcare, technology, data, and cybersecurity. World-class companies established locations in Ann Arbor, including Google, KLA, Barracuda Networks, Ford, Toyota, Thomson Reuters, TD Ameritrade, and Nokia. Downtown communities welcome citizens with unique restaurants, culture and the fine arts. The greater Ann Arbor Region has it all!

The Ann Arbor region is a place where innovative people and businesses thrive!

#2 Best Cities
To Live in
America

niche.com 2019

#1 Best Small
College Towns
& Cities in
America

wallethub.com 2020

#1 Most
Educated
Cities

wallethub.com 2019

#9 Most
Innovative
Metro Areas

verizon 2019

#3 Top Tech
Hubs in
America

Bloomberg 2019

#1 Top 5
Car-Free
Metros

CityLab 2019



“Ann Arbor has created a vibrant, compact tech ecosystem centered around the world-class University of Michigan, leading to the highest startup density in our rankings.”

Key takeaways excerpt from M25 “2019 Best of the Midwest: Startup Cities Rankings”

Business Development Services



Market Entry Strategy

Identify the right real estate, resources and tools to have success in Ann Arbor.



Project Management

Work alongside companies to help them get started or grow in Ann Arbor.



Key Introductions

Who should you know?



Talent Services

Find the right people to find success in Ann Arbor.

The Team, The Team, The Team



Phil

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Angela

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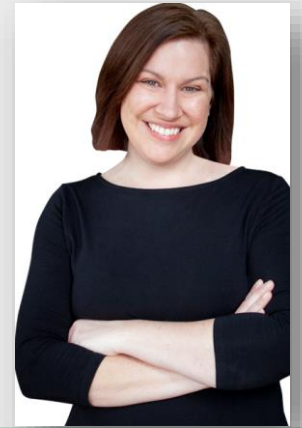
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BCU (Battle Creek Unlimited)

Robert Corder, Vice President, Attraction & Development

BATTLE CREEK UNLIMITED (BCU)

- BCU is the lead economic development organization for the City of Battle Creek
- BCU's mission is to attract investment and create jobs in Battle Creek
- BCU manages the Fort Custer Industrial Park
 - Home to 86 companies, including 26 international companies representing Austria, Canada, Denmark, Germany and Japan
 - 20 Japanese companies account for more than half of the FCIP employees
- BCU first visited Japan in 1974; in 1975, TSK (now known as Hi-Lex) established a sales office in Battle Creek.
- BCU is focused on 5 strategic sectors:
 - Automotive
 - Food & Beverage
 - Energy Storage
 - Aviation & Defense
 - Logistics & Storage



BATTLE CREEK UNLIMITED (BCU)

20 Japanese Companies in Battle Creek

LOCAL COMPANY	PARENT COMPANY	EMPLOYEES
Denso Manufacturing Michigan, Inc.	Denso	3,400
II Stanley Co., Inc.	Stanley Electric	920
TRMI	Tokai Rika	700
Musashi Auto Parts, Inc.	Musashi Seimitsu Ind.	649
Hi-Lex America, Inc.	Hi-Lex Corp.	275
Denso Air Systems	Denso Air	265
Denso	Denso	255
Systex Products Corporation	Shimizu Industries	250
Marley Precision, Inc.	Maruei Industries	130
Advanced Special Tools, Inc.	Katayama Corp.	105
Toyota Tsusho America, Inc.	Toyota Tsusho Corporation	60
BASF Toda America	Toda Kogyo and BASF SE (JV)	35
Torishima Midwest Service Center	Torishima Co., Ltd	11
UACJ Marketing & Processing	UACJ Corporation	8
KBK Inc.	Kyokuto Boeki Kaisha, Ltd.	7
Precision Tool Service, Inc.	Toyo Corporation	7
Advanced Plastics Manufacturing	Katayama Corp.	5
Lotte USA	Lotte Holdings Co., Ltd.	5
Sanki North America	Sanki Co., Ltd.	4
Sakae Seiko	Sakai Seiko Co., Ltd.	1

DENSO

STANLEY

MUSASHI

KATAYAMA CORP.

SYSTEX
PRODUCTS CORPORATION

TOYOTA TSUSHO

TORISHIMA

SAKAE SEIKO
栄精工株式会社

pts Precision Tools Service, Inc.

TRMI

HI-LEX

UACJ

AST
Advanced Special Tools Inc.

BASF
We create chemistry

TODA KOGYO CORP.

Marley Precision

KBK

SANKI

LOTTE

November 2020

BATTLE CREEK UNLIMITED (BCU)

Support for Japanese Companies

- BCU is the primary resource for Japanese companies doing business in Battle Creek
- BCU has a dedicated Japan consultant and staff with Japan experience
- Close relationship with Battle Creek Japan Club and the Battle Creek Japanese School (バトルクリーク補習授業校)
 - The city's International SummerFest was started by the Battle Creek Japan Club in 1975 to promote cultural understanding & awareness
- BCU holds periodic briefings with local Japanese executives to keep them updated
- Annual visits to Japan to network with senior leaders at headquarters
- Annual retention visits with each Japanese company in Battle Creek
- BCU serves on the Battle Creek International Relations Committee (IRC)
- BCU is a strong supporter of the Takasaki-Battle Creek Sister City program and the Shiga-Michigan sister state relationship (financial support, meeting support, etc.)
- Hosted GEN-J workshop on Japanese business culture
- With the support of Japanese Consulate in Detroit and JETRO, a delegation from Battle Creek participated in the 2019 GEN-J Invitation Program



BATTLE CREEK UNLIMITED (BCU)



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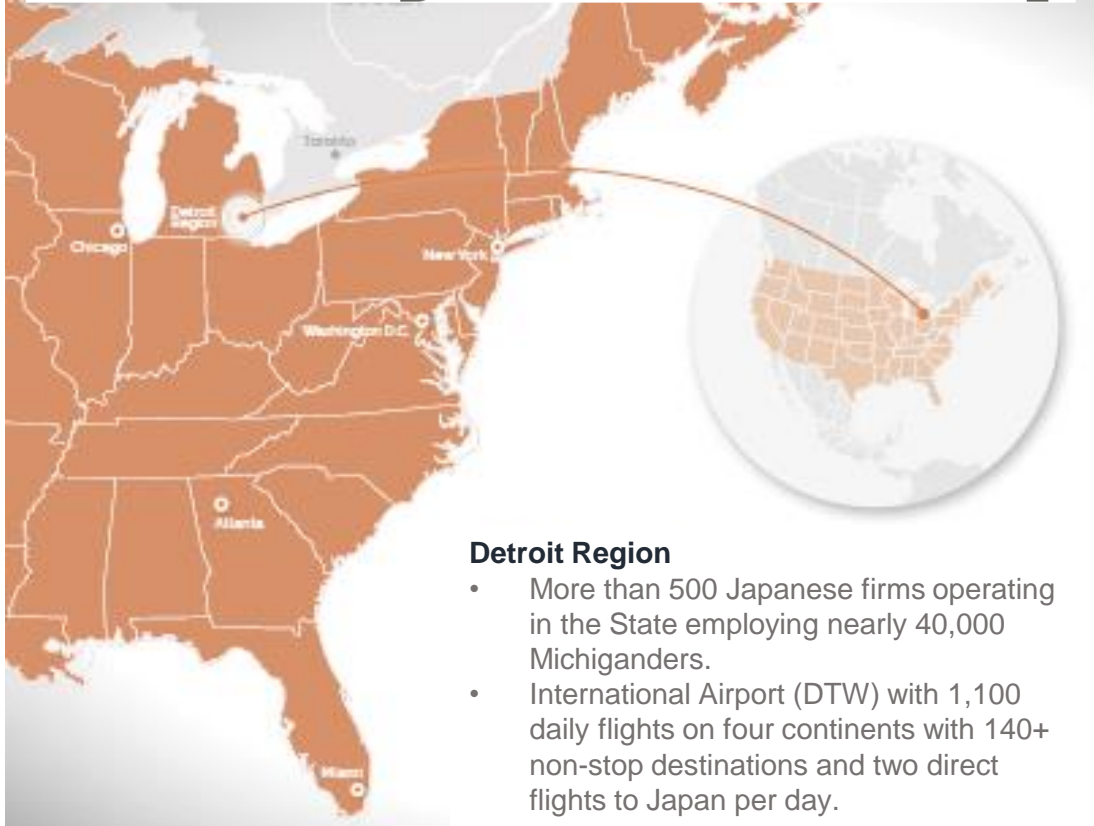


DRP (Detroit Regional Partnership)

Alan Weber, Vice President, Global Investment & Trade



Detroit Regional Partnership



Detroit Region

- More than 500 Japanese firms operating in the State employing nearly 40,000 Michiganders.
- International Airport (DTW) with 1,100 daily flights on four continents with 140+ non-stop destinations and two direct flights to Japan per day.



Detroit Regional Partnership offers confidential, no-cost assistance to domestic and international companies seeking to explore and invest in the 11-county Detroit region. We specialize in helping companies understand and access the competitive advantages of our ecosystem. Whether a company is looking to establish a single-person sales office, headquarters, manufacturing operation, or tech center, we stand ready to act as your single point-of-contact to the network of assets and partners that support a company's facility location decision.

DRP SERVICES

- A Single Point of Contact
- Regional Data
- Connections to Key Partners
- Incentives and Talent Assistance
- Building and Site Analysis
- Individual support for Japanese Nationals

THE DETROIT REGION IS MADE UP OF

11
COUNTIES

348
COMMUNITIES

5.4M
POPULATION

2.7M
WORKFORCE

1 DETROIT REGION



JUST A FEW OF THE HUNDREDS OF JAPANESE COMPANIES
OPERATING IN THE REGION

DETROIT REGION'S Commitment to Japan



Pontiac International Tech Academy-Kusatsu, Shiga



Sukura Garden-Tollgate Farm



Japan Festival



Sukura Novl – Planned Mixed Use Development



NIJI-IRO Japanese Immersion Elementary School



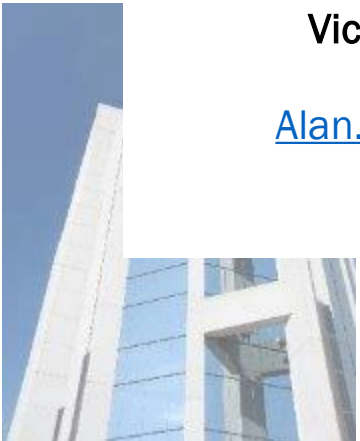
40yr Pontiac-Kusatsu Sister City

The Detroit Regional Partnership and its regional partners have decades of experience with the local Japanese community. Our commitment is to provide services to companies exploring the region, assisting individuals' families with their global transition, and nurturing the Japanese tradition in our community. The Detroit Regional Partnership stands ready to continue to build the bond that has been forged by so many before us for the success of both Japan and the Detroit Region.





Detroit Regional Partnership



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The Right Place

Brent Case, Vice President, Business Attraction

THE RIGHT PLACE, INC.

GRAND RAPIDS, MI

- **The Right Place, Inc.** (RPI) is the leading regional economic development organization located in Greater Grand Rapids, Michigan
- Since 1985, RPI's mission has been to drive current and long-term economic prosperity throughout the West Michigan region
- RPI is 80% privately funded with 43 business and community leaders serving on our Board of Directors
- RPI is focused on four strategic growth areas:

Advanced Manufacturing	Health Sciences
Information Technology	Food & Beverage Manufacturing

THE RIGHT PLACE, INC.

20 Japanese Companies in West Michigan			
Company Name	Parent Company	Local Employment	City of Local Company
Ellison Technologies	Mitsui & Co., Ltd.	3	Wyoming
ESCO Company	Mitsui Chemicals Inc.	60	Grand Rapids
ESPEC Corp.	EPSEC CORP.	170	Hudsonville
Hitachi Magnetics Corporation	Hitachi Ltd.	150	Edmore
JR Automation	Hitachi Ltd.	800	Holland
Kawasaki Motors Corp., USA	Kawasaki Heavy Industries, Ltd	100	Kentwood
Kawasaki Precision Machinery	Kawasaki Heavy Industries, Ltd	42	Kentwood
Magic Steel Corp.	Sumitomo Corp	75	Wyoming
Micron-Usa Inc	Micron Machinery Co., Ltd.	12	Kentwood
NPR Manufacturing Michigan, LLC	Nippon Piston Ring Co., Ltd.	45	Grand Haven
oXya	Hitachi Ltd.	3	Grand Rapids
Quality Edge Inc	Marubeni-Itochu Steel Inc	80	Walker
Quincy Street Inc	Mitsubishi Corp	165	Holland
Rapidparts Inc.	Mitsubishi Heavy Industries, Ltd	100	Walker
SandMold Systems Inc	Sintokogio Ltd.	30	Newaygo
SEKISUI SPI	Sekisui Chemical Ltd	N/A	Holland
Sun Chemical Corporation	Dainippon Ink and Chemical Inc.	N/A	Muskegon
THK Rhythm Automotive Michigan Corp	THK Co., LTD.	250	Portland
Uacj Automotive Whitehall Industries	UACJ Corp	408	Ludington
Yokota Industrial Co. Ltd	Yokota Industrial Company, Ltd.	N/A	Grand Rapids

Data Source: *The Right Place, Inc.* and Dow Jones Factiva

THE RIGHT PLACE, INC.

Services and Support

- Domestic and international business development
- Confidential site location searches
- Local supply chain and partnership opportunities
- Guidance on financial assistance and incentives programs
- Local, state, and federal government relations assistance
- Custom business development research services
- Facilitating regional business collaborations
- Conducting regional business-business meetings

THE RIGHT PLACE, INC.

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The Right Place, Inc.

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