




Why Michigan: **Manufacturing**



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION




To say that Michigan is undergoing an amazing transformation would be an understatement. Bold changes have made us more business-friendly than ever. According to CNBC, Michigan ranked as the “Most Improved State for Business” in 2016, rising from No. 22 to No. 7 from 2015–16.

Additionally, Michigan has ranked among the top seven states for major new and expanded facilities for three consecutive years according to *Site Selection* magazine.

No other state in the nation is making positive changes and hard decisions like Michigan. Reinvention is taking place across the state with corporate income tax relief, personal property tax reform, immediate and available incentives, the elimination of regulatory red tape, and a skilled, technically proficient workforce of makers and doers that is ready to go to work for you.

These changes, combined with our manufacturing leadership, world-class talent, geographic advantage, and Pure Michigan lifestyle, are fueling new economic growth and new business opportunities. And Michigan isn't just a great place to do business; it's about a lifestyle that offers everything from urban excitement to the great outdoors. It's a state with an affordable cost of living and award-winning communities, beaches, forests, parks, museums, and hundreds of cultural and historic attractions surrounded by four of the five Great Lakes.

Ours is the best comeback story in the nation. We invite you to help us write the next chapter.





MICHIGAN IS THE LEADER OF ADVANCED MANUFACTURING AND MANUFACTURING RESEARCH

In Michigan, we know that delivering cutting-edge technologies is the only way to remain ahead of competitors.

- Manufacturing is the fastest growing industry in the state with over 600,000 jobs and 15,000 manufacturing establishments.
- According to the U.S. Bureau of Labor Statistics, Michigan ranks No. 1 in the concentration of engineers nationally and has more industrial and mechanical engineers than any other state.
- Michigan's unionization rate in the private manufacturing sector has fallen sharply in the past 30 years — 15.7 percent of private manufacturing workers were members of a union in 2016 vs. 42.5 percent in 1986.

AUTOMOTIVE

Michigan's density and quality of automotive industry resources offers the proximity and access to engineering, automation, and components expertise that will ensure that manufacturers maintain a competitive edge.

- Michigan has added 59,000 jobs in automotive manufacturing since 2009, which is a 53 percent increase.
- Michigan is No. 1 in automotive R&D with 75 percent of related spending nationwide coming from 375 research centers.
- Forty-six of the 50 top global automotive suppliers have research facilities located in Michigan.
- 643 percent more jobs in motor vehicle parts manufacturing than the national average.
- Home to the headquarters of 63 of the top 100 North American automotive suppliers and 27 OEM assembly plants — more than any other state.
- Michigan has captured 24 percent of North America's automotive investments since 2009 with more than \$26 billion worth of announced investments here from 2010–2015.

AEROSPACE


Michigan's metal fabrication, composite materials, and manufacturing expertise provide the ideal infrastructure for delivering solutions to the aerospace industry. Aerospace suppliers in Michigan have found success supplying components, advancing aerospace engineering, contract manufacturing, and providing maintenance and repair operations. These businesses supply avionics, structures, components, coatings, systems, technologies, and support services to aerospace tier 1 suppliers and airframers.

With the talent and infrastructure to meet the needs of the growing aerospace industry, it's no wonder PricewaterhouseCoopers ranks Michigan in the top 10 best states for aerospace supply chain expansion two years in a row (PwC Aerospace Manufacturing Attractiveness Rankings). Michigan is also home to nine of the 10 largest aerospace/defense R&D firms.

MEDICAL

Michigan's manufacturing prowess and core of world class medical device companies make it a top-tier location for medical device development and manufacturing. With more than 140 medical device manufacturers supported by a robust manufacturing supply chain throughout the state, Michigan is well equipped to meet all medical device needs.

Michigan's medical device industry has a unique strength in development and manufacturing with core focuses in:

- Surgical and medical tools and implants
 - Contract manufacturing
 - Medical appliances and equipment
 - Prosthetics, orthotics, and mobility
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WORKFORCE: THE HEART OF MANUFACTURING AND MORE

Michigan companies grow and increase productivity by leveraging our hardworking and highly skilled workforce. With a workforce of more than 4.8 million, it's clear to see why Michigan has one of the greatest and most diverse workforces in the country. Not only is the education level of Michigan's manufacturing workforce one of the highest in the nation, we are home to one of the largest high-tech workforces in

the U.S., with nearly 100,000 engineers, 130,000 people working in R&D occupations, and 216,000 skilled trades people. According to the U.S. Bureau of Labor Statistics, Michigan ranks No. 1 in the nation for concentration of engineers and No. 2 in the nation in productivity growth. Additionally, Michigan ranks No. 1 in the employment and access to industrial and mechanical engineers nationwide.

PRODUCTION WORKFORCE

Occupation description	Team assemblers	Machinists	Molding, coremaking, and casting machine setters, operators, and tenders, metal and plastic	Computer-controlled machine tool operators, metal and plastic	Multiple machine tool setters, operators, and tenders, metal and plastic	Electrical and electronic equipment assemblers	Sub total employed
Detroit/Warren/Dearborn MSA	43,355	13,963	4,938	4,237	2,102	2,344	70,939
Grand Rapids/Wyoming MSA	14,727	3,209	2,833	2,129	1,813	1,910	26,621
Lansing/East Lansing MSA	6,768	1,466	185	351	230	98	9,098
Ann Arbor MSA	2,496	673	273	53	132	206	3,833
Jackson MSA	3,141	696	111	599	119	181	4,847
Kalamazoo/Portage MSA	3,297	791	531	208	120	172	5,119
Flint MSA	3,788	594	94	197	96	65	4,834
Saginaw MSA	1,829	825	203	233	124	134	3,348

DEVELOPMENT WORKFORCE

Description	Mechanical engineers	Industrial engineers	Electrical engineers	Engineers, all other	Electrical and electronics engineering technicians	Mechanical engineering technicians	Industrial engineering technicians
Detroit/Warren/Dearborn MSA	28,400	14,873	6,672	6,149	2,516	3,002	2,118
Grand Rapids/Wyoming MSA	2,342	3,078	891	416	1,223	370	791
Lansing/East Lansing MSA	414	508	138	98	100	39	49
Ann Arbor MSA	1,456	937	279	242	127	129	130
Jackson MSA	895	314	187	50	310	81	64
Kalamazoo/Portage MSA	620	303	75	42	64	128	63
Flint MSA	203	283	47	105	116	117	42
Saginaw MSA	579	380	184	248	43	31	76

ALL WORKFORCE

MSA	Detroit/Warren/Dearborn	Grand Rapids/Wyoming	Lansing/East Lansing	Ann Arbor	Jackson	Kalamazoo/Portage	Flint	Saginaw
Grand total employed	134,744	35,793	10,451	7,201	6,752	6,441	5,752	4,893

MICHIGAN MEANS BUSINESS

Michigan's business climate is strong than ever with streamlined regulations, the elimination of industrial personal property taxes, and a low 6 percent corporate tax rate. The state's unique connection of transportation and distribution routes translates into a cost-effective supply chain for all sizes of businesses, thereby providing the means for businesses to lower shipping/transportation costs.

BUSINESS CLIMATE

- The Tax Foundation's 2017 Business Tax Climate Index ranks Michigan overall 12th in the nation.
- Michigan has a flat 4.25 percent personal income tax rate.
- Michigan has a flat 6 percent sales tax rate and no local sales taxes are allowed.
- \$150 million is available in incentives and assistance each year for businesses. Additionally, there is \$100 million available in loans for small to mid-sized businesses.
- Unemployment has been reduced by more than half since January 2010.
- In 2015, Michigan current-dollar GDP was \$468.3 billion and ranked 13th in the United States.

CROSSROADS OF NORTH AMERICA

Achieving higher performance at lower cost requires a supply chain that delivers innovative and high-quality products to global consumers quickly at a competitive price. For more than 100 years, southeast Michigan's well-connected transportation infrastructure has served the manufacturing industry's supply chain.

- The Ambassador Bridge is the busiest border crossing in North America with over 10,000 trucks crossing each day, carrying 25 percent of all trade between the U.S. and Canada.
- More than 105 million consumers are within a day's drive (10 hours, or 500 miles), providing the infrastructure needed to transport products and people there and across the world.



Michigan is located within 500 miles of half the U.S. and Canadian population



PROGRAMS AND INCENTIVES

Michigan provides millions of dollars in support each year for business expansions and growth through its resources, incentives and loans.

MICHIGAN BUSINESS DEVELOPMENT PROGRAM

The MBDP is designed to provide a grant, loan, or other economic assistance to qualified businesses that make qualified investments, create qualified new jobs, or both, in Michigan. While the program is operated and funded through the MSF, recommendations for awards under the program are presented by the MEDC to the MSF board.

PROPERTY TAX ABATEMENT UNDER PA 198 OF 1974

Local units of government have the ability to reduce property taxes on new investment by 50 percent for manufacturers and high-tech businesses. These abatements can last up to 12 years and can provide relief on real property taxes. The local unit of government is responsible for approving these abatements and their duration.

SKILLED TRADES TRAINING FUND (STTF)

The Skilled Trades Training Fund (STTF) provides competitive awards for employer responsive training that enhances talent, productivity and employment retention while increasing the quality and competitiveness of Michigan's employers. The STTF ensures Michigan's employers have the talent they need to compete and grow, and individuals have the skills they need for in-demand jobs. Collaboration between the Michigan Works! agencies, economic development and educational partners is essential to achieving demand-driven training that addresses talent shortages hampering the growth of Michigan's industries.

PURE MICHIGAN BUSINESS CONNECT (PMBC)

Through economic gardening initiatives, Michigan businesses have new ways to buy and sell, raise capital, and connect with each other. Pure Michigan Business Connect is a \$3 billion public/private initiative that strengthens our economic gardening philosophy through an alliance of the MEDC, Michigan companies and other Michigan organizations. Pure Michigan Business Connect matches people with resources including venture capital, debt financing, collateral support, and other funding assistance; business support services like customized market research, executive and professional talent search assistance, training support, customized site searches, and ombudsman services; and additional public/private support such as entrepreneur services, export assistance, legal services, and matchmaking with Michigan suppliers.

MICHIGAN WORKS!

Michigan Works! partners with employers and educators to ensure local businesses have the talent they need now and in the future. Your local office can provide assistance for everything from locating and recruiting potential employees, posting your job openings, screening applicants, and providing training assistance. In some instances, there may be wage subsidies, tax credits or other incentives available to you

SITE LOCATION/REAL ESTATE

Michigan operates an electronic site location network that allows for confidential, customized site information tailored to a company's needs. This system allows us to provide immediate information on available buildings, certified industrial parks, and greenfield sites in any area of Michigan.

