



WHY MICHIGAN?

Michigan has ended its unpopular and unfair business tax, leaping from one of the worst to one of the best tax climates in the country. Combine that transformation with Michigan's abundant talent, lower costs, national leadership in R&D and advanced manufacturing as well as the new Pure Michigan Business Connect, a \$3 billion-plus multi-year commitment from state and private sources to match people and resources.

The Michigan Economic Development Corporation's tool kit also includes:

Access to capital

- \$100 million for business attraction and economic gardening.
- \$25 million for business acceleration.
- \$25 million to support the film and digital media industry.
- \$25 million to support the Pure Michigan advertising and marketing efforts.

A Simplified and Competitive Business

Tax Structure: Most companies will no longer pay business taxes—their owners will pay Michigan's low 4.35 percent personal tax rate that is dropping to 4.25 percent in 2013. C-corporations will pay 6 percent on federal taxable income apportioned to Michigan. www.MichiganAdvantage.org/New-Tax-Cuts

Pure Michigan Business Connect: The \$3 billion public-private initiative strengthens Michigan's economic gardening philosophy through an alliance of the MEDC, Michigan companies and other Michigan organizations. www.MichiganAdvantage.org/Business-Connect

Talent Enhancement: One of the first states to focus on talent, one of the first things businesses ask about. Our suite of services is available to firms that need to find the right people for their business. The MEDC's Talent Enhancement team works closely with businesses to identify and screen talent, provide HR consulting and training services. www.MichiganAdvantage.org/Talent-and-Jobs

Cost-Cutting and Ombudsman Services:

The MEDC helps companies save money through our Workers' Compensation Cost Control Service. We also assist companies in finding property for expansions. Our Business Ombudsman Office provides impartial, independent and confidential assistance in resolving disputes and investigating business complaints against state government agencies.

Federal Contract Assistance: With the growing need for qualified defense contractors, the Michigan Defense Center strategically connects defense industry buyers and prime contractors with Michigan-based companies. In addition, our network of Procurement Technical Assistance Centers assists companies throughout the entire government procurement process from pre-award to post-award. The MEDC also tracks federal grant programs and makes companies aware of opportunities and offer letters of support where applicable.

Strengthening Michigan Companies: In partnership with our strategic service providers, we assist companies in the development of business and marketing plans, in matchmaking with Michigan suppliers, and in connecting companies to the best manufacturing practices and technologies available.

Financing Assistance: The MEDC works to match company needs with available financing programs. The MEDC can assist companies with a full complement of financing programs—from angel investors and venture capital funds, to accessing SBA financing programs, to credit enhancement and collateral support.

Patent/Trademark Work: In conjunction with Michigan law firms and our Small Business Technology Development Center network, the MEDC is launching an initiative to make available pro bono services in the IP sectors of patents, trademark and copyright laws.

Local Incentives: An array of property tax abatement programs is available at the local government level, including PA198 and PA328. Obsolete property redevelopment projects may garner incentives under PA146, PA210, and PA255, as well as PA198.