

MICHIGAN

BUSINESS DEVELOPMENT SERVICES



GIVING BUSINESS THE UPPER HAND





MISSION

The MEDC, a partnership between the state and local communities, promotes smart economic growth by developing strategies and providing services to create and retain good jobs and a high quality of life.



Our goal is
to help you
prosper in the
Great Lakes
State.

Detroit, Michigan

The company doing business in Michigan has an advantage not enjoyed by those in other places...the **personalized delivery of business retention and expansion services directly to your door** by an MEDC Business Development Manager.

The Michigan Economic Development CorporationSM (MEDC) was formed in 1999 through an interlocal agreement between the state of Michigan and a number of Michigan communities. We have the ability, authority and reach to serve as a one-stop resource for business retention, expansion and relocation projects. Since we were formed by cooperation between state and local governments, we provide excellent coordination with local communities and agencies across the state.

Our primary focus is to help companies grow in Michigan in a very competitive and challenging 21st century global economy. We offer a full complement of unique and innovative programs, delivered to your doorstep by MEDC Business Development Managers.

In these pages, you will read about what the MEDC can offer your company. From help with expanding your company's facility to reducing workers compensation insurance costs and just about everything in between, our goal is to help you prosper in the Great Lakes state.

Your MEDC Business Development Manager is your link to these services. If you would like more information, please call us at 517.373.9808 or visit *MichiganAdvantage.org*.

OUR PLAN FOR MICHIGAN'S FUTURE

Michigan is transforming itself into one of the most attractive business locations in North America. To the company considering an expansion or additional location, it offers lower taxes, an improved business climate, common sense regulatory reform, a world-class workforce and financial incentives that make good business sense.

The results speak for themselves. Michigan has welcomed more than 11,612 major new business expansion and relocation projects in the past 10 years. More than 120 new life sciences start-up companies have grown in the state since 2000. Michigan is noted as the nation's fourth ranked high-tech employment state.

The MEDC plan for **Michigan's future** is designed to assist the state's businesses by assuring a steady supply of highly skilled workers, supporting entrepreneurship, building sophisticated technology and telecommunications infrastructure, offering specialized services for fast-growth companies and redeveloping our cities as attractive business locations. In addition, we will continue to promote Michigan as a great place in which to live, work and do business.

We are the one-stop business assistance resource for any company in Michigan, or those considering a Michigan location.



OUR SERVICE GUARANTEE

The MEDC is the one-stop business assistance resource for any company in Michigan, or those considering a Michigan location. From site location assistance to job training, we are here to expedite your building or expansion project, leaving you free to run your business. We guarantee to be:

- **Responsive:** Every telephone call will be returned within one business day.
- **Timely:** Routine information requests will be processed within one week.
- **Efficient:** Business development needs will be evaluated within one business day and referred to a Business Development Manager. Where appropriate, an evaluation will be done on-site within five days.
- **Accountable:** We put our commitments and deadlines in writing. We invite our business customers to let us know if at any time our service does not live up to their expectations.
- **Accessible:** Whether by mail, fax, phone, e-mail or live Web chat at *MichiganAdvantage.org*, the MEDC is accessible 24/7.

OUR SERVICE DELIVERY SYSTEM

When you work with the MEDC, you will receive customized service to help you achieve your business goals. The key to our service delivery system is the Business Development Manager assigned to companies locating or expanding in Michigan.

Business Development Managers are the MEDC sales force, assigned geographically throughout the state. Your Business Development Manager serves as your single point of contact, coordinating all state and local services required to meet your business needs.

Business Development Managers are available through e-mail, or are a phone call away to get you the answers or information you are seeking.

Business Development Managers are supported by a team of specialists providing expert assistance on issues such as business cost containment, workforce training, tech transfer and commercialization.

Business Development Managers **understand the need to provide top service to their customers.** Our customer satisfaction rating of 99% reflects this commitment to our business customers.



ADVANTAGE

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BUSINESS DEVELOPMENT SERVICES

BUSINESS OMBUDSMAN

The Michigan Business Ombudsman and Small Business Advocate are at the heart of a network of organizations **helping entrepreneurs and small businesses** grow and prosper in Michigan. In addition, the staff in the Ombudsman office cut red tape, resolve issues between businesses and state government, and help companies solve problems.

BUSINESS OPERATING COST ESTIMATING SERVICE

This service can assist with the **expansion and location decision process**. It analyzes company-specific data and estimates the impact a firm's expansion might have on four cost factors, specifically business taxes, property taxes, workers' compensation insurance and unemployment insurance.

BUSINESS ORGANIZATION DIRECTORY

Our searchable **online directory** facilitates growth and collaboration opportunities for Michigan firms by making it easy to identify products and services available from Michigan-based companies and organizations. Go to *MichiganAdvantage.org/bod*.

CONSULTATION EDUCATION AND TRAINING

With Consultation Education and Training (CET) services, you can develop a safety program, improve an existing program or find the help you need to **solve tough safety and health problems**.

DEFENSE CONTRACT COORDINATION CENTER (DC3)

Michigan's coordination hub works to identify and match **defense contract opportunities** with value chains comprised of Michigan suppliers integrated in unique ways to assure real competitive advantage. The DC3 also provides resource support to the PTAC network, which operates as the field staff for the DC3.

ENVIRONMENTAL ASSISTANCE CENTER

Environmental technical services are available to help your company with **state and federal mandates**.

LOCAL DEVELOPMENT COORDINATION

Our Business Development Managers work on a daily basis with city, county and township leaders throughout the state. They can provide that connection for your business, making certain your **local development needs and issues are addressed** in a timely and efficient matter.

MICHIGAN MANUFACTURING TECHNOLOGY CENTER

The Michigan Manufacturing Technology Center (MMTC) provides Michigan's small and midsize businesses with **assessment, technical assistance, support and engineering services and business advice**.

MICHIGAN TECHNICAL EDUCATION CENTERS (M-TECs)

Michigan has spent over \$60 million for capital costs to community colleges to establish these **18 technical training centers**. These centers are focused on delivering training programs in high-wage, high-skill, high-demand occupations to increase the numbers of skilled employees in these fields.

PROCUREMENT TECHNICAL ASSISTANCE CENTERS (PTACs)

The PTACs are a statewide network of 11 locally-based offices and five satellite offices provides government contract assistance in close coordination with the Defense Contract Coordination Center (DCC). Highly skilled professionals provide technical assistance to **help Michigan companies prepare and position themselves to compete for federal and state contracts**.

SITE DEVELOPMENT AND INFRASTRUCTURE IMPROVEMENT

Your Business Development Manager can coordinate **site development and infrastructure improvement** with local development agencies, giving you one-stop service for permits and approvals. Utility service coordination is also available.

SITE LOCATION ASSISTANCE

Search a listing of more than 20,000 sites coordinated with commercial and industrial brokers and developers statewide. Set your own parameters. Information about your company is kept in the strictest confidence.

SMALL BUSINESS & TECHNOLOGY DEVELOPMENT CENTERS

The Michigan Small Business & Technology Development Center (MI-SBTDC) has 12 regional offices **servicing more than 14,000 small business customers** each year. The regional offices provide counseling, training and many other valuable resources to Michigan's entrepreneurial community.

UNEMPLOYMENT INSURANCE SERVICES

The Michigan Business Ombudsman works one-on-one with Michigan firms to **resolve unemployment insurance issues**.

WORKERS' COMPENSATION COST CONTROL SERVICES

The MEDC has staff available to help employers understand and manage the factors that affect **workers' compensation insurance costs**. Understanding the cost structure can help companies reduce and control their workers compensation insurance premiums.

WORKPLACE POSTERS

Your Business Development Manager can help you **obtain the required posters** that need to be on display in the workplace.





ADVANCED

Nearly \$600 million in annual life sciences research is performed at the state's universities led by the University of Michigan, Michigan State University and Wayne State University. Specialized courses and a strong commercialization focus keep talented scientists and innovative research moving into the private sector.

BROWNFIELD REDEVELOPMENT

Brownfield Redevelopment incentives are available to **promote the redevelopment** of contaminated, blighted or functionally obsolete properties to make them competitive with non-contaminated or greenfield development sites. The program incorporates the use of Tax Increment Financing and Michigan Business Tax credits to spur private development and investment on brownfield sites and economically challenged sites in downtowns.

CAPITAL ACCESS PROGRAM

This innovative program uses small amounts of public resources to **generate private bank financing**, providing small, Michigan businesses access to bank financing that might not otherwise be available.

CHARTER ONE JOB CREATION LOAN PROGRAM

This is a partnership between the State of Michigan and Charter One Bank to help grow Michigan's economy by **helping businesses access affordable financing**. Up to \$200 million is available for Michigan businesses to invest in equipment, machinery, building acquisition or remodeling.

COMMUNITY DEVELOPMENT BLOCK GRANT

The Community Development Block Grant (CDBG) is a federally funded program administered, in part, by the MEDC. For-profit businesses engaged in an economic base activity (e.g., manufacturing, point-of-destination tourism, headquarter operations, major multi-state distribution facility) can work with eligible communities and their respective MEDC Business Development Manager to **request grants to provide public infrastructure improvements**.

ECONOMIC DEVELOPMENT JOB TRAINING PROGRAM

In recent years Michigan has developed trend-setting programs to **deliver job training assistance to employers**. The Economic Development Job Training (EDJT) program seeks to ensure that Michigan has the training resources to retain and attract smart businesses and people.

EMPLOYEE OWNERSHIP

For qualified companies, services available include **general consultation and information on employee ownership program options**, including Employee Stock Option Programs (ESOPs), ESOP financing and employee buyouts.

MICHIGAN ECONOMIC GROWTH AUTHORITY (MEGA)

Tax credits available under this program can **provide valuable incentives** to projects that would otherwise not occur in the state.

MICHIGAN'S RENAISSANCE ZONES

Renaissance Zones[®] are virtually **free of all state and local taxes for businesses located within their boundaries**. There are over 150 geographic areas in Michigan that are designated as Renaissance Zones[®]. Firms doing business in agricultural processing, renewable energy, forest products processing and in the tool and die industry are eligible for special Renaissance Zone[®] designation.

PERSONAL PROPERTY TAX RELIEF IN DISTRESSED COMMUNITIES (PA 328)

Eligible distressed communities may **abate all new personal property taxes in certain geographic areas to spur economic development**. Eligible projects include manufacturing, mining, research and development, wholesale trade and office operations, but not retail businesses.

PRIVATE ACTIVITY BONDS

Private Activity Bonds are an attractive **source of financing for economic development projects** in Michigan. They enable a private lender to issue tax-exempt bonds on behalf of a profitable borrower. There is no tax on interest earned on the bonds, making them more attractive to purchasers. Private activity bonds are exempt from both federal and state income taxes.

PROPERTY TAX ABATEMENT ASSISTANCE (PA 198)

Property tax incentives are available to eligible businesses to **renovate or expand aging manufacturing plants** or to build new plants.

SBA 504 LOANS

SBA 504 program provides small- and medium-sized businesses with **long-term fixed rate financing** for the acquisition or construction of fixed assets.

Michigan is the only state that encourages local decision making that reflects the needs of both employers and jobseekers.



Asterand, Partners in Human Tissue Research
World headquarters located in Detroit, Michigan

LAYOFF AVERSION ASSISTANCE

This assistance is aimed at **keeping companies/plants in operation** and preserving existing employment and may include management or employee buyouts, sale to other parties and business restructuring.

MICHIGAN TALENT BANK

Bringing People & Jobs Together at michigan.gov/talentbank, the nation's first Internet-based public labor exchange. No costs, no fees. Employers seeking workers can post their job listings; job seekers can post their resumes for review by employers. Features include: 30,000+ job openings and 1,000 new résumés posted daily; internships, the Talent Scout and Job Scout; Help Desk services by phone and e-mail. Quick, easy, and user-friendly.

MICHIGAN WORKS! SERVICE CENTERS

One-stop access to the state's major workforce development programs to help employers find workers and workers find jobs. Special assistance to veterans and people with disabilities. Services are available through 25 Michigan Works! Agencies and approximately 100 Michigan Works! Service Centers. Call 1.800.285.WORKS or go to michiganworks.org.

WORKER RECRUITMENT SERVICES

Assistance in finding qualified workers, interview facilities, information on customized training, labor markets, workplace accommodations and tax credits for new hires. Michigan is the only state that **encourages local decision-making** that reflects the needs of both employers and job seekers.

ENVIRONMENTAL/PERMITTING ASSISTANCE

CLEAN CORPORATE CITIZEN

Clean Corporate Citizen (C3) is a voluntary program offering public recognition for regulated **companies that practice sound environmental stewardship**. Benefits include streamlined air quality, surface water, groundwater and underground storage tank permit processing.

MICHIGAN BUSINESS ONE STOP

Visit michigan.gov/business for the **single online service Michigan companies need** when doing business with the state. 24/7 online assistance is always available. It is backed by a dedicated call center where customer service specialists are available to answer your questions from 7 a.m. to 8 p.m., Monday through Friday, at 877.766.1779.





OPTIMAL

With more than 3,200 miles of shoreline, 11,000 inland lakes and with more fresh-water coastline than any other state, Michigan is not only a great place to do business, it's a great place to live.

HIGH-TECH/HIGH GROWTH SERVICES

21st CENTURY JOBS FUND

The 21st Century Jobs Fund **fosters growth** in life sciences; alternative energy; advanced automotive, manufacturing, materials; and, homeland security/defense. Financing is available to companies and researchers through a competitive, peer-reviewed process.

ANCHOR DISTRICT/JOB INCENTIVES

A company that attracts or influences a **supplier or customer to locate or expand in Michigan** (Anchor New Jobs) and a company that encourages a customer or supplier to locate within a 10-mile radius (Anchor District) can qualify for tax credits.

ANGEL FINANCING

Michigan is home to seven groups of Angel Investors (**affluent individuals who provide investment capital to start-up companies**). In the last three years alone, these groups have helped finance more than 50 early-stage companies. An Angel Tax Incentive is available to help spur investment at this vital early stage in a company's development.

ANGEL TAX INCENTIVE

The Angel Investment Incentive is a trial program designed to **stimulate the creation and growth of early stage technology companies**, by providing a tax deduction for individual investors when the basis plus all or some portion of the profits from an initial qualified investment are rolled over into a subsequent investment in a qualified technology company.

CENTERS OF ENERGY EXCELLENCE

Six centers have been created around the state matching up universities, private companies and national labs in clusters to **accelerate next-generation research**, workforce development and commercialization in alternative energy technologies.

DEFENSE CONTRACT COORDINATION CENTER

The new Defense Contract Coordination Center (DC3) will help Michigan entrepreneurs and companies secure a larger share of **contracts from the U.S. Department of Defense** and related government agencies.

EQUITY CAPITAL

The 21st Century Investment Fund and Venture Michigan Fund are creating a **funding continuum for Michigan's high-tech businesses**. Through these two fund-of-funds, Michigan will invest over \$200 million in venture capital, private equity and mezzanine funds that make investments in Michigan companies.

FEDERAL RESEARCH MATCHING GRANTS

The Emerging Technologies Fund is available to companies successfully **receiving federal research grant awards**.

HIGH-TECH MEGA

High-Tech Michigan Economic Growth Authority (MEGA) tax credits are available to **support expansions and new locations of high-technology businesses**. Companies involved in industries such as advanced computing, biotechnology, electronic device technology, engineering and laboratory testing, medical device technology, advanced vehicle technology, life sciences technology, advanced automotive, manufacturing and materials technology, homeland security and defense technology, and alternative energy technology can benefit from this program.

MICHIGAN ADVANCED BATTERY CREDIT

The MABC initiative, the first of its kind in the United States, provides up to \$550 million in **refundable tax credits to encourage companies to develop and manufacture advanced batteries** and commercialize advanced battery technologies in Michigan.

NEXTENERGY

The Michigan NextEnergy Authority (MNEA) was created to **promote the development of alternative energy technologies** and to provide tax incentives for business activities and property related to the research, development and manufacturing of those technologies.

SMARTZONES

Michigan's 15 SmartZonesSM and seven Business Accelerators **help high-tech companies incubate and commercialize products**, which includes providing access to Pre-Seed Funds to fill early-stage funding gaps.

UNIVERSITY INTELLECTUAL PROPERTY/TECH TRANSFER

The MEDC's Technology Development team **works closely with the technology transfer departments** of all major Michigan research institutions.

Our services
are tailored to
the needs of
each business,
whether large,
small or
in-between.



Mackinac Bridge
photo courtesy of Brian Walters

MICHIGAN ECONOMIC DEVELOPMENT AWARDS

NO. 16 FOR VENTURE CAPITAL

Up from No. 25—National Venture Capital Association 2008

NO. 1 TOP KNOWLEDGE METRO:

Ann Arbor

Lansing, Kalamazoo also among top metros. *Expansion Management*, 2007

AMONG TOP STATES FOR INFO TECH, SCIENCE JOBS

Ann Arbor No. 13 for science, engineering jobs; Michigan No. 15 state in software, info tech jobs
Site Selection, 2008

NO. 1 2006 SMALL COMMUNITY FOR BRAINPOWER: Ann Arbor

Bizjournals.com

ANN ARBOR, HOLLAND LISTED AMONG SMART PLACES TO LIVE

Kiplinger magazine, 2006

MICHIGAN AMONG BEST LOCATIONS FOR KNOWLEDGE-BASED WORKERS

Ann Arbor, Lansing, East Lansing are Five Star Knowledge-Worker Metros.
Expansion Management, 2006

MICHIGAN TAKES TWO SPOTS ON NORTH AMERICAN TOP DEALS LIST

Ford Motor \$1 billion investment, United Solar Ovonic solar cell factory in Greenville. *Site Selection*, 2007

No. 1—U-M Business school

U-M—No. 1 in national ranking; MSU—No. 5 in regional ranking
Wall Street Journal/Harris Interactive, *Wall Street Journal*, 2006

NO. 1 FOR VEHICLE-RELATED R&D

Vehicle-related R&D spending exceeds all other states and countries in North America combined.
National Science Foundation, 2005

NO. 2 IN INDUSTRIAL R&D INTENSITY

National Science Foundation, 2006

NO. 2 STATE IN OVERALL INDUSTRIAL R&D

National Science Foundation, 2006

NO. 3 UNIVERSITY FOR R&D SPENDING:

University of Michigan
National Science Foundation, 2006

NO. 3 IN U.S. MANUFACTURING

One of top 14 states best positioned to compete nationally and globally.
eMvoy Research, 2006

NO. 3 FOR ECONOMIC DEVELOPMENT ACHIEVEMENT

Business Facilities, 2006

NO. 4 FOR SMALL TECH INNOVATION

Small Times, 2006

NO. 4 FOR INDUSTRY INVESTMENT IN R&D

State New Economy Index, 2007

NO. 4 FOR ENGINEERING GRADUATES

American Association of Engineering Societies, 2007

NO. 5 2007 BEST PLACE TO LIVE IN THE U.S.: Ann Arbor

Sperling's annual *Cities Ranked and Rated Guide*

NO. 5 IN NEW CAPITAL SPENDING

U.S. Investment Monitor,
Ernst & Young, 2005

FIFTH LARGEST PLASTICS INDUSTRY EMPLOYMENT

U.S. Bureau of Labor Statistics, 2006

NATIONAL BEST PRACTICE AWARD FOR SMARTZONE INITIATIVE

Office of Advocacy, U.S. Small Business Administration, 2005

SILVER SHOVEL AWARD, MAJOR CORPORATE INVESTMENTS

Area Development, 2005, 2006

MICHIGAN HOME TO 85 OF TOP 150 SUPPLIERS TO NORTH AMERICA

Automotive News, 2006

MICHIGAN REMAINS 10-YEAR LEADING STATE FOR CUMULATIVE PROJECTS

Site Selection magazine

BUSINESS DEVELOPMENT SERVICES

Business Ombudsman
Business Operating Cost
Estimating Service
Business Organization Directory
Consultation Education and Training
(CET) Services
Defense Contract Coordination
Center (DC3)
Environmental Assistance Center
Local Development Coordination
Michigan Manufacturing Technology
Center (MMTC)
Michigan Technical Education
Centers (M-TECS)
Procurement Technical Assistance
Centers (PTACs)
Site Development and Infrastructure
Improvement
Site Location Assistance (MISiteNet)
Small Business And Technology
Development Centers (SBTDCs)
Unemployment Insurance Services
Workers' Compensation Cost
Control Services
Workplace Posters

FINANCING/INCENTIVES

Brownfield Redevelopment
Capital Access Program
Charter One Job Creation
Loan Program
Community Development Block
Grant (CDBG)
Economic Development Job Training
Program (EDJT)
Employee Ownership
Michigan Economic Growth
Authority (MEGA)

Michigan's Renaissance Zones®
Personal Property Tax Relief In
Distressed Communities (PA 328)
Private Activity Bonds
Property Tax Abatement Assistance
(PA 198)
SBA 504 Loans

WORKFORCE DEVELOPMENT

Layoff Aversion Assistance
Michigan Talent Bank
Michigan Works! Service Centers
Worker Recruitment Services

ENVIRONMENTAL/PERMITTING ASSISTANCE

Clean Corporate Citizen (C3)
Michigan Business One Stop

HIGH-TECH/HIGH GROWTH SERVICES

21st Century Jobs Fund
Anchor District/Job Incentives
Angel Financing
Angel Tax Incentive
Centers of Energy Excellence
Defense Contract Coordination
Center (DC3)
Equity Capital
Federal Research Matching Grants
High-Tech Michigan Economic
Growth Authority (MEGA)
Michigan Advanced Battery Credit
NextEnergy
SmartZonesSM
University Intellectual Property/
Tech Transfer



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