

Economic Development Program Portfolio Accomplishments Since 2010

Regional Collaboration

- Brokered, along with DTE Energy, the negotiation and signature of a one-page protocol among the Detroit Economic Growth Corporation, Oakland, Wayne and Macomb Counties and Ann Arbor SPARK, committing the parties to regional collaboration, including coordination in event calendaring, investment missions and sharing of business attraction leads.
- Reestablished collaborative public partner relationships with 11 counties in southeast Michigan, including new partners such as St. Clair, Shiawassee and Genesee Counties.
- Convened an Economic Development Advisory Board, consisting of the region's top CEOs and County Executives (co-chaired by Gerry Anderson and Chip McClure), to outline critical regional economic development needs and the Chamber's role in fulfilling them.
- Reestablished strategic partnerships with the Michigan Economic Development Corporation (MEDC) in numerous project areas (detailed below).

Business Attraction

- Contributed to the generation of more than 800 jobs and \$77 million in investment since January, 2012. During this time, the Business Attraction program participated in 14 tradeshows and trade missions, pitching the Detroit region to domestic and foreign companies. In addition, the team has met with more than 110 site consultants in order to raise the region's profile for corporate investment and hosted a total of 13 foreign delegations from across the world. To date, the program has generated 227 new leads in fiscal year 2013-2014.
- Led or supported all of Governor Snyder's European and Asian business attraction travel in 2012 and 2013. These and other investment missions include visits with MEDC to China, Japan, Germany, the Netherlands, Montreal, Dallas, New York, Chicago, Las Vegas, Atlanta and other locales.

MICHauto

- Successfully launched Michigan's first statewide automotive association dedicated to promoting, retaining and growing automotive assets in Michigan.
- Executed a Memorandum of Agreement with MEDC designating the program as a strategic partner for the development of a statewide automotive strategy.
- Successfully mapped Michigan's automotive assets in a first-of-its-kind comprehensive report entitled Michigan Is Auto; originally released in January 2013, and owing to demand, again in an updated second printing in August 2013.
- Coordinating ongoing visits with regional automotive companies for high school students and executed "Discover Auto" events with students at the University of Michigan School of Engineering and the Wayne State University College of Engineering.

Connection Point/Pure Michigan Business Connect

- Generated over \$30 million in signed contracts for Michigan suppliers with new customers, including Boeing, Chrysler, Deutz and Ford. Originating as a Chamber program, and then as a strategic partnership with MEDC since January 2013, the program has booked over \$1.5 billion in bid opportunities for Michigan suppliers.

Translinked

- Served on Michigan's statewide strategy committee and played a key role in crafting and completing the state's Logistics and Supply Chain Strategic Plan 2013-2020. As champions of the region's logistics and supply chain capacity, the Translinked program continues to serve in various targeted capacities to assist the state in implementation of the plan and development of the region surrounding the New International Trade Crossing.