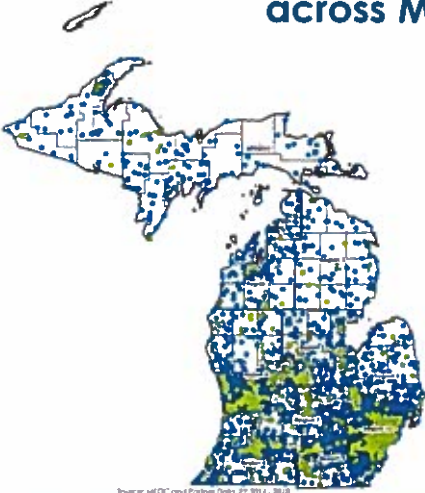


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During the past five years, the MEDC assisted businesses and communities 31,000 times across Michigan.



- ENTREPRENEURSHIP AND BUSINESS SERVICES
- ACCESS TO CAPITAL, BUSINESS DEVELOPMENT, AND COMMUNITY DEVELOPMENT PROGRAMS

Source: MEDC and Partner Data FY 2014 - 2018

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2019 STRATEGIC FOCUS



BUSINESS INVESTMENT: CORE FOCUS

1. Retain and grow Michigan businesses
2. Maintain and strengthen our global automotive leadership
3. Grow value-added agriculture and natural resource economy
4. Accelerate manufacturing innovation
5. Strengthen and develop our mobility initiatives
6. Attract and grow aerospace manufacturing
7. Grow Michigan exports
8. Deliver key entrepreneurial and economic gardening services
9. Aggressive national and international business attraction
10. Protect and grow our defense-related industries

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PURE MICHIGAN BUSINESS CONNECT

Connections that make your business stronger.

Pure Michigan Business Connect (PMBC) is a public/private initiative developed by the Michigan Economic Development Corporation that helps connect local and global purchasers to suppliers of Michigan goods and services



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5

PMBC AGRICULTURE-RELATED SUMMITS

PMBC's participation in Ag-related summits and initiatives has resulted in:



- **185 contracts** from companies across Michigan
- **\$5.29 million in facilitated revenue**
- Increasing demand for events – with more than **739 companies submitting applications** for summit participation (from 2014 – 2018)
- Diverse business presence – **117 woman-owned, 63 minority-owned, 18 veteran-owned, and 2 tribal owned businesses**
- Span of influence – representing **70 of Michigan's 83 counties**

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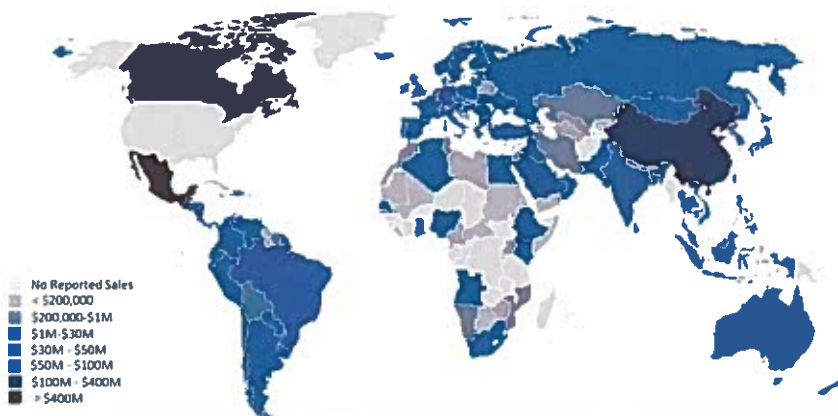
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INTERNATIONAL TRADE SERVICES

The MEDC assisted **789 companies** to increase their export sales to **153 countries** by **\$2.34 billion** from FY14-18, with Mexico, Canada, and China being the top reported export markets.

FY14-18 Export Markets by Sales



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SUPPORTING SMALL & MEDIUM-SIZED BUSINESSES

The MEDC partners with the Michigan Small Business Development Center (SBDC) to support small businesses. The SBDC provides counseling, training, and research for new ventures, existing small businesses, and advanced technology companies.

Since 2014

12,724 JOBS CREATED

\$1.322B PRIVATE INVESTMENT

1,884 BUSINESS STARTS

\$>521.0M INCREASED SALES



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*MEDC funding is leveraged here by federal funding from the SBA.

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SUPPORTING SMALL & MEDIUM-SIZED BUSINESSES

The MEDC partners with Procurement Technical Assistance Centers (PTAC) and the Michigan Manufacturing Technology Center to support small- and medium-sized businesses.



Supports MI companies by helping them obtain federal government contracts through counseling, bid matching, and more

- **\$6.5B** in facilitated sales from FY14 – FY18



Provides small- and medium-sized manufacturers strategies to diversify, get lean, and grow operations

- **1,637** companies served and **20,065** jobs saved from 2014 - 2018.
- **\$729.2M** increased sales, **\$284.8M** cost savings from 2014-2018.

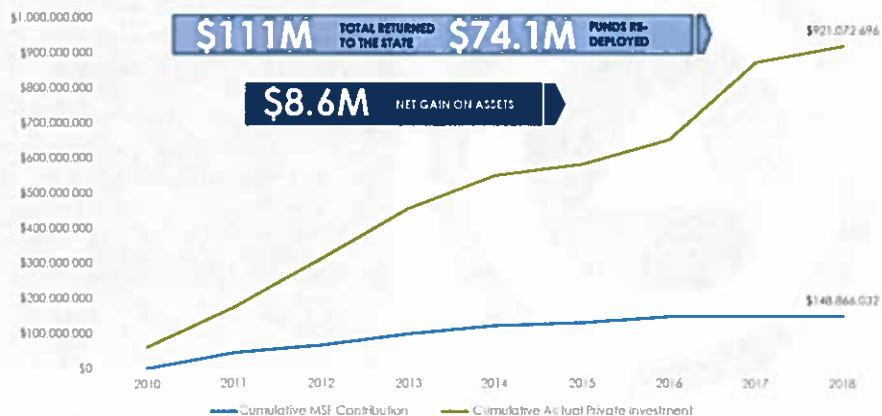
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SUPPORTING SMALL & MEDIUM-SIZED BUSINESSES

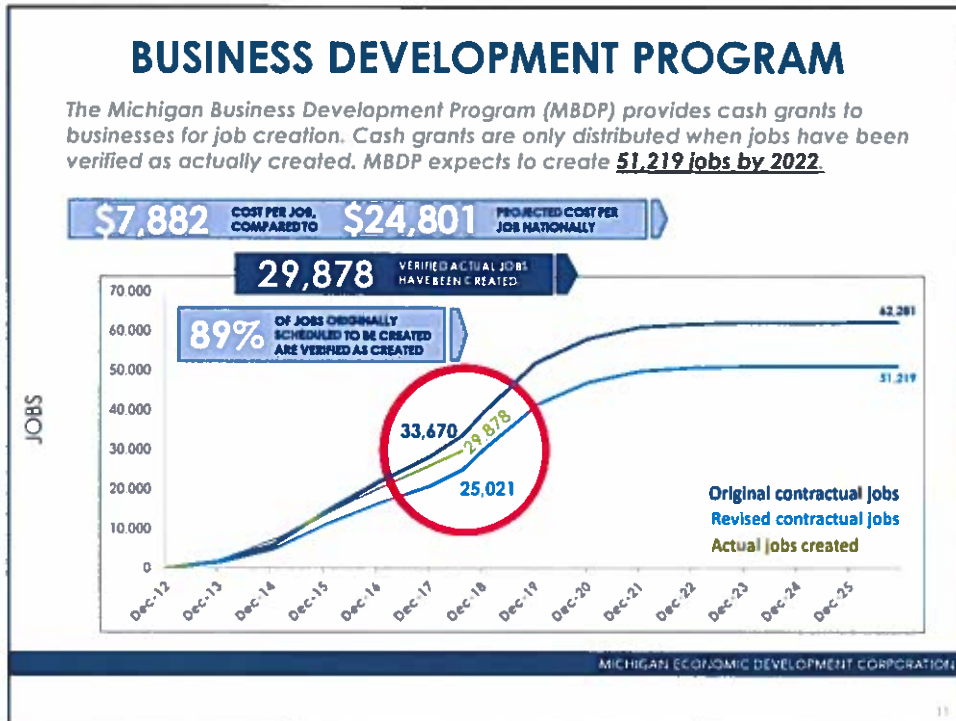
The Capital Access Program uses small amounts of public resources to generate private bank-led financing in order to provide small Michigan businesses (typically less than 15 employees) access to capital.



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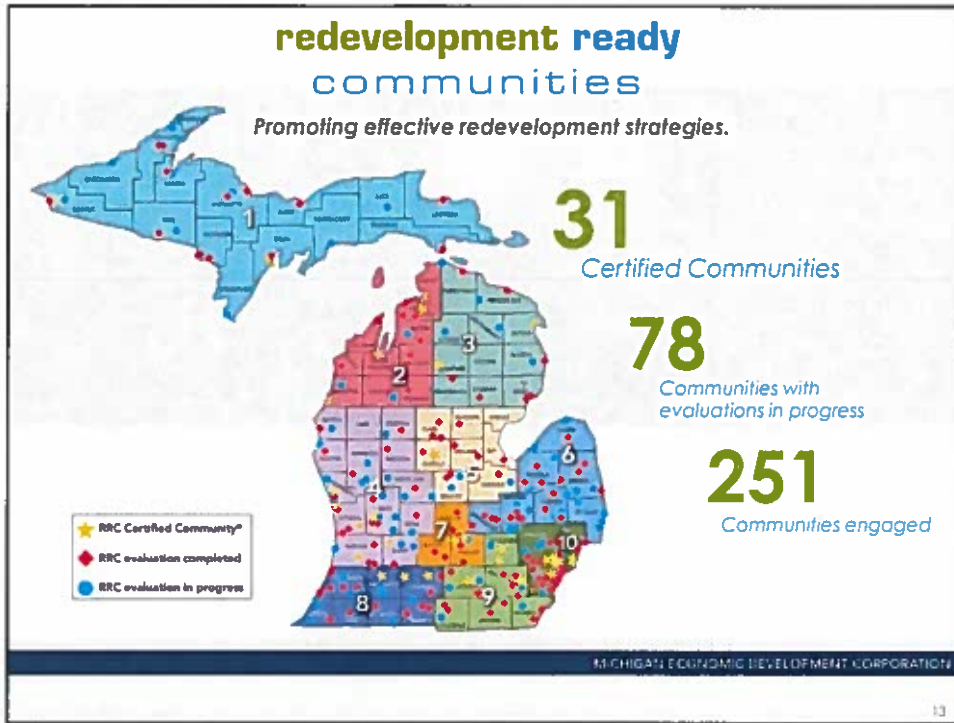
2019 STRATEGIC FOCUS

COMMUNITY VITALITY: CORE FOCUS

1. Community developments that are catalytic
2. Critical infrastructure creating job growth and sustainability
3. Expanding assistance to rural and small communities
4. Technical economic development assistance for communities

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**PUBLIC SPACES
COMMUNITY PLACES**

\$7,126,611 Funded
37081 Local Supporters
195 Projects
\$6,004,441 Matched by Spunners

Building Vibrant Communities Across Michigan

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15

15

COMMUNITY REVITALIZATION PROGRAM

The Michigan Community Revitalization Program partners with local communities and developers to facilitate mixed-use developments on underutilized properties in traditional downtowns.

BEFORE

AFTER

TO DATE, 108 PROJECTS HAVE COMPLETED CONSTRUCTION.

42 PROJECTS ARE IN THE PROCESS OF COMPLETION.

RESULTING IN \$954.0M IN ACTUAL VERIFIED PROJECT INVESTMENT.

\$6.5 PRIVATE DOLLARS LEVERAGED FOR EVERY \$1 PUBLIC DOLLAR.

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