Michigan’s economy is at a ten-year high. Income growth is 9th best in the nation. GDP growth is 6th best in the U.S. All signs point to Michigan as a comeback state.

Michigan’s workforce, existing infrastructure and proximity to key defense resources and contractors, such as TACOM, make it a perfect match for the needs of the defense industry. As a bedrock of ground vehicle research, Michigan is poised to be the national supplier to the defense industry.

INTERESTED?
JOIN FORCES WITH THE DEFENSE INDUSTRY FOR SPECIAL BUSINESS OPS

If you’re an innovative business leader seeking new ways to grow your business, Michigan’s defense industry offers billions of reasons to get involved. Established capabilities in engineering, R&D and advanced manufacturing mean the Department of Defense and Department of Homeland Security award substantial contracts to businesses with a presence in Michigan each year. In the Detroit region alone, nearly 4,000 businesses are currently serving the defense industry, and there’s room for more. Companies are getting involved in a range of projects, from information technology solutions and construction services to energy-saving ideas that can be applied in the field.

$4.7B

IN 2012, $4.7 BILLION IN CONTRACTS WAS AWARDED TO MICHIGAN BUSINESSES, CREATING 47,256 DEFENSE-RELATED JOBS.
BUSINESS ALLIES: MICHIGAN MILITARY FACILITIES

MICHIGAN’S DEFENSE CORRIDOR

Michigan’s Defense Corridor is a stretch of six square miles in Macomb County. More than two-thirds of all defense contractors in the state have a presence in the Michigan Defense Corridor. These contractors are located here because of the Detroit region’s rich history of innovation, technology and talent.

US Army Garrison – Detroit Arsenal
In addition to TACOM and TARDEC, the Detroit Arsenal is home to eight state-of-the-art power, energy and mobility laboratories simulating the weather and terrain conditions of almost any locale in the world.

TACOM
The TACOM Life Cycle Management Command (LCMC) is one of the Army’s largest weapon systems research, development and sustainment organizations.

Responsible for the Army’s transformation to a lighter, more lethal and survivable force, TACOM makes purchasing decisions for a wide range of combat, tactical and unmanned systems.

DLA LAND Warren
This logistics combat support agency’s primary role is to provide supplies and services to America’s military forces worldwide.

DLA (Defense Logistics Agency) LAND Warren is a Detachment Site of DLA LAND and MARITIME and is the procuring agency for Depot Level Reparables (DLRs), managed by US Army TACOM LCMC. Large spare parts such as engines, transmissions, cylinder assemblies, tank track and wheel/tire assemblies are samples of the 15,000 National Stock Numbers (NSNs) DLA Warren procures.
TARDEC
Tank Automotive Research Development and Engineering Center (TARDEC) develops, integrates and sustains the right technology solutions for all manned and unmanned ground vehicle systems and combat service support equipment. TARDEC provides system engineering, technical expertise and engineering leadership support across organizational boundaries.

Together, TACOM and TARDEC award contracts in the areas of information technology, construction, advanced engineering and other service-based solutions.
Michigan National Guard Training Center
Military occupational specialty, officer leadership training and non-commissioned officer leadership training courses are conducted here. Contract opportunities are available in maintenance, repair, services and construction.

Alpena Combat Readiness Training Center
With an estimated economic impact of $97.2 million, contracting opportunities are available in maintenance, security and other onsite services.

Battle Creek Air Operation Center
The 110th Airlift Wing, based at W.K. Kellogg Airport, will operate an unmanned MQ-9 Reaper, which is an armed, long-endurance remotely piloted aircraft (RPA) system, designed to perform intelligence, surveillance, reconnaissance, close air support and combat search and rescue tasks.

Camp Grayling
Camp Grayling, an important testing facility and the country’s largest training installation, is key to the readiness and success of our troops. Each year, Camp Grayling typically schedules training for over 10,000 military personnel from National Guard units in Michigan, Indiana, Illinois and Ohio, as well as regular Army and Reserve units. The installation provides over 200 full-time jobs to local residents, making Camp Grayling one of the largest employers in Crawford County. Camp activities generate over $20 million annually in local economic impact.

Hart-Dole-Inouye Federal Center
This center provides worldwide logistics support through the Department of Defense. Contract opportunities are available in maintenance, repair, manufacturing, engineering services and more.

Kellogg Air National Guard Base
This ANG base operates the C-27J Spartan, the newest cargo aircraft in the Air Force inventory and a symbol of the military’s focus on innovation. Opportunities are available in aviation technology, manufacturing and services.

Fort Custer Training Facility
Used mainly for company level small arms and maintenance training, Fort Custer is a federally owned and state-operated Michigan Army National Guard training facility, but is also used by other branches of the armed forces as well as armed forces from Illinois, Indiana and Ohio.
Selfridge Air National Guard Base

As a joint base to all branches of the military and the Department of Homeland Security, Selfridge has:

- 4,000 military and civilian workers
- 9,000-foot runway
- 3,000 square acres of land
- 500+ buildings
- 26 miles of roads

With needs ranging from service and repair to construction and innovations in aviation, Selfridge has an estimated $700 million economic impact to Macomb County and awards over $5 million in contracts annually. It also boasts a Commercial Land Use Program with space available for tenants.
STATE OF INNOVATION
GROWING OUR STRENGTH: R&D

In a time of increasing budget cuts, it has never been more important to foster innovation. Nowhere else will you find a stronger talent pool of engineers and dedicated professionals with a deep knowledge of new technology, such as cybersecurity, robotics, advanced materials and advanced manufacturing, than in Michigan. We work smarter, with greater efficiency as the end goal.

INNOVATION STATIONS

The state also supports the development of these programs and initiatives to drive the state’s economy:

**BAE Systems engineering, program management and prototyping campus**
The 164,000 sq. ft. facility focuses on design, prototyping and engineering for ground combat vehicles. This site includes an auditorium, virtual-reality dome and quarter-mile testing track for ground combat vehicles.

**General Dynamics Land Systems Manuver Collaboration Center**
mc² is a new model of collaboration across a wide variety of industries. This new process enables speedy and agile innovation for military vehicles and systems product improvements.

**Macomb-OU INC / DARPA**
The Macomb-OU INC is focused on serving defense and homeland security businesses, and thanks to grants from Michigan Economic Development Corporation, offers entrepreneurial resources including assistance in raising capital, access to business and educational resources and proactive support at every stage. They currently administer the DARPA Federal Matching Program, which assists Michigan businesses pursuing DARPA research grants by providing up to $50,000 in match money.

**University Research Corridor**
The alliance between Michigan State University, the University of Michigan and Wayne State University serves to transform, strengthen and diversify the state’s economy. Research Corridor universities spark regional economic development via invention, innovation and technology transfer, by educating a workforce prepared for the knowledge economy, and by attracting smart and talented people to our state.

THE DETROIT REGION RANKS 2ND IN R&D SPENDING AND FILES OVER 3,000 PATENTS ANNUALLY.

1ST CITY TO HAVE AN OFFICIAL U.S. PATENT AND TRADEMARK OFFICE.
Michigan’s high-tech workforce is the 4th largest in the country with:

- 70,000 R&D professionals
- 75,000 Skilled tradespeople
- 87,000 Engineers
Historically known as the Arsenal of Democracy, Michigan’s connection to the defense industry is a long and well-established one. When the United States needed innovation during World War II, President Roosevelt turned to Michigan’s auto industry.

The state’s nearly 14,000 manufacturing establishments have access to one of the world’s largest concentrations of industrial R&D and a top-rated research university system. In fact, our industry’s specialization in combat support and ground vehicle systems provides our workforce with a transferrable skillset to service other industries such as automotive and aerospace. This makes Michigan the best choice for defense-related work.

**MISSION FOCUSED. MICHIGAN MADE.**

**INNOVATION THRIVES AT MICHIGAN COLLEGES AND UNIVERSITIES**

To develop the best products and services, the **Michigan Defense Center** partners with top-tier research institutions at world-class universities.
KEY PARTNERSHIPS
“To compete successfully for the next generation of programs within the U.S. defense industry, you need state-of-the-art technical facilities, the brightest engineering and research talent available and the support of your local and state-based economic development organizations. We have all those advantages here in Macomb County.”

Peter Keating  
Vice President of Communications  
General Dynamics Land Systems

CONNECTIVITY AND NETWORKING IN THE INDUSTRY

Michigan is home to an interconnected community of key partnerships, which translates into ease of integration into the defense industry.

Along with the Michigan Defense Center, there are many organizations in place that help support business growth in the defense industry. They include:

- Academia and research institutions
- Arsenal of Innovation Stakeholders Group
- Automation Alley
- The Detroit Regional Chamber
- Macomb County Defense Office
- The National Defense Industrial Association and Women in Defense
- Procurement Technical Assistance Centers
- Regional economic development agencies
- Small Business Administration
While other states are still trying to figure it out, Michigan is continuing its heritage as a leader in manufacturing and R&D. We’ve turned our business climate around, too. We rank No. 7 in corporate income tax rates and No. 12 in overall business climate. Michigan is also No. 1 in automotive R&D, with the fourth-largest high-tech workforce, making Michigan a great place for industries across the supply chain to locate. Because of efforts to reinvent Michigan, the state has a low, flat corporate income tax, available tax incentives and sophisticated economic gardening tools to promote business growth.

**WHY MICHIGAN**

Business taxes in Michigan are lower than any time in decades.

With a low 6% Corporate Income Tax, Michigan has one of the best tax environments in the country.

Manufacturers will save even more with the pending elimination of the State Personal Property Tax.

Close proximity to major international border crossings and solid infrastructure supports major international business.

Support systems are in place through the Michigan Economic Development Corporation to maximize the return on your financial investment.

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**$150M**

Each year, $150 million is available in incentives and assistance to businesses of any size in the state.

**$100M**

$100 million is available in loans to small and midsize businesses.

**DID YOU KNOW?**
Michigan isn’t just a great place to do business, it’s also a lifestyle that offers everything from urban excitement to the great outdoors. The state’s two peninsulas are surrounded by four Great Lakes, with over 3,000 miles of freshwater shoreline – more than any other state. Michigan also has 11,000 inland lakes, over 19 million acres of forest and award winning destinations like the Sleeping Bear Dunes and Mackinac Island. The state is home to over 100 wineries and is one of the top 10 best craft beer states in the U.S.

From Marquette to Monroe, Michigan boasts some of the country’s most important cultural institutions. The Detroit Institute of Arts houses one of the finest collections of art and antiquities in North America. Other noteworthy attractions include Greenfield Village, The Henry Ford Museum and the Motown Museum.

With great schools, shopping options and a close international airport, Michigan makes a great home state.
“Here, we have a workforce of talent and experience unique to this region, teaming with individuals with skills born out of the world’s leading automotive manufacturers.”

Frank Pope
President of the Land & Armaments Sector
BAE Systems
CRITICAL DEPARTMENT OF DEFENSE ASSETS
The Detroit Arsenal is home to the Army Contracting Command, TACOM-TARDEC. Other local assets include Selfridge and Camp Grayling.

TOP TALENT
Michigan has more electrical, industrial and mechanical engineers per capita than any other state in the nation, and our engineers-to-population ratio is more than double the U.S. average.

MANUFACTURING DOMINANCE
With more than 14,000 manufacturing facilities, Michigan’s workforce is known globally for their skill, expertise and strong work ethic.

KEY PARTNERSHIPS.
In addition to professional organizations, Michigan has the most robust Procurement Technical Assistance Centers.

QUALITY OF LIFE.
With four glorious seasons, a low cost of living, nationally ranked sports teams, natural resources and man-made fun, there is something for everyone.

STATE ECONOMIC TOOLS.
State and local incentives and services are in place to support you.

R&D LEADERSHIP
Michigan is home to more than 370 vehicle-related R&D technical centers. Eight major Michigan Universities are engaged in research and development important to the U.S. military.
OPPORTUNITY ABOUNDS

DEFENSE CONTRACTING TODAY

The largest contracting agencies in the state, TACOM and TARDEC, are committed to supporting Michigan businesses. Opportunities are open to a wide range of industries, and millions of contract dollars are awarded to companies you might not typically associate with defense work, such as Kellogg and Herman Miller.

15.6% The best news? Defense contract opportunities in Michigan are here to stay – activity is predicted to increase by 15.6% over the next ten years in the Detroit region.
THE MICHIGAN DEFENSE CENTER NEEDS YOU

READY? LET’S GET STARTED.

Established in 2006, the Michigan Defense Center (MDC) works to connect businesses to the defense industry, providing the development resources, guidance and connections required to thrive. Michigan is the only state in the nation to have an integrated approach to support the defense and homeland security industries.

Defense contract opportunities are not limited to businesses already established in Michigan. If your business is based out of state, but is considering relocating or opening an office in Michigan to better align with the defense related opportunities, the MDC can help.

FROM BID TO EXECUTION, WE’RE HERE TO HELP.

With our extensive resources and experience, the MDC can help you:

- Align your business’ skillset with defense industry needs
- Win long-term defense contracting opportunities, no matter the size of your business
- Expand your current defense-related contracts
- Use our specialized Bid Targeting System
michigandefensecenter.com