Defense & Homeland Security

Industry Profile

Macomb County, Michigan
Macomb County – A World Leader in Defense and Homeland Security

Defense and Homeland Security companies find a strategic advantage in Macomb County, Michigan that exists nowhere else in North America - our exceptional engineering, R&D and advanced manufacturing capabilities.

This strategic advantage is a direct result of over 100 years of meeting the exacting standards of the automotive, aerospace and defense industries. Over the decades, literally thousands of manufacturers have established this infrastructure while perfecting their advanced manufacturing methods and processes.

Today, defense and homeland security companies located in Macomb County are capitalizing on the highly skilled workforce, infrastructure and vast supplier network that only exist here, allowing them to operate more efficiently and provide quality products and services.

As a result, Macomb County companies are better able to diversify and gain access to new markets. This growth would not be possible without the manufacturing, engineering and R&D know-how found in Macomb County and the surrounding Detroit region. Manufacturers in Macomb County are leaders in the technology and knowledge-based economy of the region.

The Macomb Strategic Advantage

• Nearly 600 companies performing defense contract business
• Macomb County companies transacted over $26 billion in defense business between 2000 and 2010
• Represents 63 percent of the defense business in Michigan
• Over 10,000 defense contracts awarded to Macomb County companies between 2000-2010
• Home to a full quarter of the world’s advanced manufacturing work force
• More than 30,000 workers engaged in engineering, research and development
• Our region is ranked first in the nation for industrial R&D spending
• Over 350 labs and research facilities in the state are devoted to industrial and manufacturing technologies
• Nearly 400,000 residents are in the work force with another two million throughout the region
• Regional companies file over 3,000 patents annually
• 41 regional colleges and universities graduate more than 10,000 engineers and technicians a year
• Universities in the region grant master’s and Ph.D.’s at a rate almost twice that of the national average
• Almost 100,000 college degrees granted every year in the region
• A 79 percent retention rate for new engineering graduates in the region
• A county providing the benefit of over 100 years of infrastructure, innovation and ingenuity

Make Macomb Your Home

“Home to the Arsenal of Democracy, Macomb County is the defense capital of Midwest. Here you’ll find unparalleled access to research and development; business start-up and commercialization assistance; manufacturing innovation; and access to financing and procurement opportunities.”

Mark A. Hackel
Macomb County Executive
Federal, State, Regional & Local Agencies and Organizations to Support You:

- U.S. Army Tank-Automotive Research, Development and Engineering Center (Warren)
- TARDEC’s National Automotive Center (Warren)
- U.S. Tank-Automotive and Armaments Command (Warren)
- TACOM’s Cold Weather Research Lab (Warren)
- National Institute of Industrial Technology
- National Defense Industrial Association
- Michigan InfraGard Members Alliance
- Michigan’s Technology Tri-Corridor - Homeland Security
- Macomb County – Oakland University Incubator (Sterling Heights)
- Automation Alley - Defense Center

Michigan Military Facilities:

- Selfridge Air National Guard Base (Harrison Township)
- US Army Garrison – Detroit Arsenal (Warren)
- Alpena Combat Readiness Training Center
- Battle Creek 110th Fighter Wing
- Battle Creek Federal Center
- Michigan National Guard Training Center

The Department of Defense and other federal agencies sponsor millions of dollars in defense and homeland security related research in the state. Innovative research in advanced engineering, life sciences and small tech (such as nanotechnology and MEMS) are becoming increasingly important to the defense and homeland security industries.

Research Programs at Michigan Colleges & Universities

Central Michigan University
- Encryption Protection Program

Eastern Michigan University
- Center for Regional & National Security
- Coatings Research Institute (CRI) for Military Equipment Protection

Kettering University
- Fuel Cell Laboratory for Defense Applications

Lawrence Technological University
- Center for Innovative Materials Research (CIMR) for Defense Applications

Michigan Technological University
- Remote Sensing & Environmental Monitoring Institute
- Blue Marble Security Laboratory

Oakland Community College
- Combined Regional Emergency Services Training (CREST) Center
- Information Technology for Homeland Security Program

Oakland University
- Product Development & Manufacturing Center
- Fastening & Joining Research Institute

University of Michigan
- Michigan Center for Public Health Preparedness
- Institute for Advanced Vehicle Systems
- MURI Center for Intelligent Electronics
- Terrorism & Preparedness Data Resource Center

Walsh College
- Information Assurance Center (National Center of Excellence)

Wayne County Community College District

Wayne State University
- Institute for Information Technology for Homeland Security
- Smart Sensors & Integrated Micro Systems
Between 2000 and 2010, 63% of the $41 billion in defense contracts awarded to Michigan companies landed in Macomb County.

The following world-class companies and facilities call Macomb County home.

**General Dynamics**

The General Dynamics Land Systems (GDLS) facility in Sterling Heights, Michigan is leading the design and development of manned ground vehicles for the U.S. Army’s Future Combat Systems program. GDLS is a wholly owned subsidiary of General Dynamics Corporation. With over 82,000 employees worldwide, General Dynamics designs and builds armored vehicles and subsystems for the U.S. Army, U.S. Marine Corps, and international customers, and is the defense industry’s largest supplier of armored military vehicles.

Its Sterling Heights and Shelby Township facilities are the epicenter for engineering research, development and the technological innovation that keeps General Dynamics Land Systems in the forefront of the U.S. Army’s armored force modernization programs. The research and development performed at the complex has allowed GDLS to broaden its product and customer base to include armored vehicle systems in the medium and light weight classes.

The company has seen strong job and revenue growth over the last decade because of the access to highly skilled engineering, research and skilled trade talent coming out of the automotive industry and Michigan colleges and universities. In 2000, GDLS had 1,460 employees as part of operations in Macomb County with revenue of $950 million. In 2008, the employee population had grown to 2,682 employees and revenue exceeded $4.6 billion.

“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,” said Peter Keating, Vice President, Communications, “We have all those advantages here in Macomb County, in addition to being down the street from our major client, the U.S. Army Tank-Automotive and Armaments Command.”

**BAE Systems**

With major operations across five continents and customers and partners in more than 100 countries, BAE Systems is one of the world’s largest aerospace and defense companies. Their annual sales exceeded £18.5 billion (US $34.4 billion) in 2008 and their global workforce is over 100,000.

BAE Systems is currently in the process of consolidating its operations in Michigan by redeveloping the former TRW Automotive Holdings Corporation plant on Van Dyke Avenue in Sterling Heights. When completed, the approximately $40 million facility with 200,000 square feet of office space will house 600 engineers and project managers as part of the Land & Armaments operating group.

The Land & Armaments operating group is a global leader in the design, development, production and service support of armored combat vehicles, such as the Bradley Combat System and the RG33 Mine Resistant Ambush Protected vehicle, as well as naval guns and missile launchers, artillery systems and intelligent munitions for the U.S. Army, U.S. Marine Corps, U.S. Navy and U.S. Coast Guard.

The new Sterling Heights engineering and technology center will be the catalyst in developing the next generation of manned and unmanned ground vehicles for the future. In consolidating operations to Sterling Heights, BAE Systems recognized three major advantages that Macomb County had to offer:

- A rich pool of highly experienced automotive engineers and designers
- The close proximity to TARDEC, the U.S Army’s Tank Automotive Research, Development and Engineering Center
- Available land to build a new state-of-the-art engineering and technology center with an integrated vehicle test track

The new facility will help BAE Systems’ Land & Armaments operating group stay at the forefront of future ground combat system developments.
Burtek Enterprises, Inc.

Burtek Enterprises, Inc., located in Chesterfield Township, is one of the world’s leading engineering and manufacturing defense contractors. Burtek’s forte is in the design, manufacture, and assembly of ground-based, mobile military equipment. Approximately 90 percent of Burtek’s sales are for equipment and services used by the U.S. military or their prime contractors.

Burtek’s dedication to excellence and their concentration on the defense industry has driven the company from just over 12,000 square feet of manufacturing space in 1993 to their current 205,000 square foot campus. Their revenue and employee population have also grown dramatically over the last decade. In 2004, Burtek’s revenue was $12 million with 64 employees, in 2008 revenue grew to just under $90 million with 390 employees.

Burtek is a firm believer in finding the right employees and training them to be world-class. When your product or service could directly affect the lives of our military servicemen and women, every job is extremely important. Burtek has appreciated the support that Macomb County and the Michigan Economic Development Corporation have given them in facilitating their requests for funding and training grants. Macomb Community College has also been a great partner in establishing a curriculum that trains Burtek workers for flawless execution in their job functions.

Burtek is dedicated to having the best trained workers in the defense industry and spends up to $500,000 per year on employee training. Robert Kegerreis, Burtek’s Vice President of Corporate Planning and Strategy said, “One of the really nice things about Macomb County is the availability of highly skilled workers that are eager to improve themselves through our rigorous training program. This is how we create world-class workers and a world-class operation.”

General Purpose Vehicles

General Purpose Vehicles (GPV) in New Haven, Michigan is a single source manufacturing facility covering all aspects of metal fabrication. Since 2001, GPV has been designing and manufacturing armored security and combat wheeled vehicle solutions, as well as a platform for tactical and commercial modular trucks.

GPV vehicles are the embodiment and reflection of decades of automotive experience and knowledge. With over 30 years of vehicle systems experience and field performance, GPV’s innovative technology provides a proven, reliable, and deliverable alternative to the ever changing mission roles facing the armored tactical and commercial wheeled vehicle market.

Combining the skills and experience of GPV’s personnel and supplementing them through collaboration with proven strategic partners has created a company with unique capabilities. This knowledge base has produced a wheeled platform of vehicles which has been developed and manufactured to exceed the requirements of military, homeland security and law enforcement as well as emergency “first responder” capabilities.

GPV’s modular chassis and cab now provides fire organizations and rescue authorities enhanced capability to negotiate difficult terrain, high water levels and severe weather with its expanded and versatile maneuverability. Such a level of intervention is currently not offered by any other manufacturer.

“The diverse and experienced workforce available in Macomb County has allowed us to grow in our niche of the industry. Even though we are a relatively small company, we can produce a quality vehicle that can give first responders the equipment to save lives in this unpredictable world,” said Dale A. Romeo, GPV’s Director of Business Development – Law Enforcement.
Global Tooling Systems

Global Tooling Systems (GTS) is a publicly-held full-service company providing design, engineering, and tooling services to the aerospace, military vehicle and space system industries. GTS’s clients include BAE Systems, Boeing, Cessna Aircraft, GKN Aerospace, Goodrich, Gulfstream Aerospace, Lockheed Martin, Northrop Grumman and Sikorsky Aircraft, to name a few.

Because of GTS’s continued growth, the company needed to expand its production capabilities. After looking at locations in Texas, Washington, California and Georgia, the company chose to stay in Macomb County and moved its 250 workers to a 215,000 square foot facility in Macomb Township.

The incentive to stay in Macomb County was helped by a $2.2 million tax break from the Michigan Economic Growth Authority. In addition to the tax break, the Michigan Economic Development Corporation proposed to spend up to $90,000 for company job training and Macomb Township approved an additional tax break for the GTS expansion. “When you add it all up, the incentives, the manufacturing expertise of the area and the highly trained workforce, our decision to stay in Macomb County was easy,” said Ron Bellestri, Executive Vice President of GTS.

GTS is investing $17.2 million in the new facility which will add approximately 184 new direct jobs and nearly 200 spin-off jobs in the area. The move will allow GTS the opportunity to continue to work on major projects in the future, like the new Boeing 787, F-35 Joint Strike Fighter and the next generation of NASA’s Space Shuttle.

Models & Tools

Models & Tools, located in Shelby Township, is one of the premier commercial, space and defense aircraft tooling suppliers in the country. Since its beginnings in 1974, Model & Tools has strategically changed its business model from 100 percent automotive to nearly 100 percent defense and aerospace business.

To position Models & Tools for further growth in the sector, the company needed additional specialized manufacturing space. After months of due diligence and negotiating with other regional economic development organizations, Models & Tools chose a 115,000 square foot manufacturing facility in Macomb County. The move represented a 150 percent expansion over their previous facility and will help Models & Tools increase their workforce in the future to over 100 employees.

Macomb County was integral in organizing the relocation plans for Models & Tools. The county worked with the state and the township to provide additional incentives. The Michigan Economic Growth Authority provided a state tax credit valued at $2 million and Shelby Township offered a personal property tax abatement for five years. “This is exactly the kind of company we want to relocate to Shelby Township,” said Township Trustee Michael Flynn. “These are the kinds of jobs we want here in Shelby. They are engineering and skilled-trade types of jobs.”

The incentives, along with Macomb County’s highly skilled engineering and manufacturing workforce will allow Models & Tools to continue to grow. Company CEO, Jeff Cunningham greatly appreciated the assistance in the expansion, “The expansion will allow us to offer our customers the same excellence that they are used to at more competitive pricing, which will allow us to expand our work force with the additional projects we will be awarded. It’s a win for all involved; our customers, the State of Michigan, Macomb County, Shelby Township, and Models & Tools.”
U.S. Army Tank Automotive Research, Development and Engineering Center (TARDEC)

TARDEC, located in Warren, Michigan, is the nation’s laboratory for advanced military automotive technology and was started in the early years of World War II to allow the U.S. military to tap into the automotive design and engineering talent pool in Macomb County and the southeast Michigan area.

Since 2007, TARDEC has been undergoing a transformation from a confederation of talented entrepreneurs into a cutting edge, systems engineering-focused organization. The new organization named Research Development and Engineering Command (RDECOM) will provide integrated high-technology solutions and capabilities-focused subject-matter expertise – while also serving as the lead systems integrator for the Department of Defense manned and unmanned vehicle systems.

A key component to RDECOM’s success is the way they engage industry, academia, governmental agencies and other research facilities through enterprise partnerships. Creating collaborative environments allows RDECOM to utilize the talents and research skills of partner organizations to enhance innovation and fill technology gaps.

RDECOM employs more than 1,200 people in Macomb County and the Southeast Michigan area and is committed to serving the Current and Future Joint Forces with ground system technology sustainment, systems engineering and integration excellence. In an era of persistent conflict, RDECOM strives to ensure that our war fighters will always be the most lethal, survivable and sustainable fighting force on earth.

TACOM, the U.S. Army’s Life Cycle Management Command is also headquartered in Warren, in partnership with the Army’s Program Executive Offices. TACOM is one of the Army’s largest weapon systems research, development, and sustainment organizations. Their mission provides and sustains mobility, lethality, and survivability for soldiers, other services, and our Allies through ground combat, automotive, marine and armaments technologies.

Selfridge Air National Guard Base

Selfridge Air National Guard Base is one of the busiest, most diverse reserve forces military installations in the United States dedicated primarily to the training of the Air National Guard and Reserve Force components of the military services, with a growing presence from the Department of Homeland Security.

The 127th Wing (Air National Guard) is the host organization at the base. Tenant units include Michigan Army National Guard, separate Joint Reserve intelligence and robotic units, and active duty Army components such as the Joint Combat Support Systems; Navy Operations Support Center (reserves); Marine Wing Support Group-47 headquarters, Marine Support Squadron 471-Det B; 1st Battalion 24th Marine Regiment; Coast Guard Air Station-Detroit; US Border Patrol; Customs and Border Protection Great Lakes Air and Marine Wing.

These organizations are all part of Team Selfridge, working together to make the best possible use of resources and training opportunities to enhance the readiness of all units to fill their roles in the nation’s defense.

Aircraft assigned to the 127th Wing include the A-10 Thunderbolt and the KC-135 Stratotanker. The Coast Guard flies the HH-65 helicopter and the Michigan Army National Guard flies the UH-47 Chinook helicopter from Selfridge’s airfield. The CBP’s Air and Marine Wing flies a variety of small fixed-wing aircraft and helicopters.

Selfridge encompasses almost 700 buildings, one runway at 9,000 feet, over a million square yards of taxiway, paved aircraft parking ramps, thirty-nine miles of paved roads and seven miles of railroad track. The working population of the base is currently 430 on active duty, 1400 civilian employees and 3,140 reservists and guardsmen.
Velocity

Velocity is a center for economic collaboration targeting defense, homeland security and advanced manufacturing. It was formed as a partnership between Macomb County, Oakland University and the city of Sterling Heights.

Housed within this 35,000 square foot facility are several Oakland University programs including the Macomb-OU INCubator; Pawley Lean Institute and the School of Engineering and Computer Sciences’ Center for Robotics and Unmanned Intelligent Systems (“CRUIS”). Each offers resources and support to start-up and existing companies.

Macomb County and the city of Sterling Heights offer economic development services at Velocity in connection with many area partners including the Michigan Economic Development Corporation’s Michigan Defense Center and the Michigan Small Business and Technology Development Center.

Macomb-Oakland University Incubator

Macomb-OU INC is a regional hub for accelerating economic growth in the targeted industries of defense and homeland security, advanced manufacturing and aerospace. Its purpose is to provide a supportive environment for start-up and emerging companies.

Client companies accepted into the program are offered access to a wide range of business support services; rental space with flexible leases; assistance in the commercialization of new technologies; and assistance in securing traditional and non-traditional forms of financing. Successful graduates of the program emerge as financially viable entities that create jobs while bolstering the local economy.

Founded in 2008 through a partnership by Macomb County, the City of Sterling Heights and Oakland University, Macomb-OU INC is a Michigan SmartZone™ and an active participant of the Business Accelerator Network for Southeast Michigan.

Macomb Community College

Macomb Community College offers a wide range of educational programs designed to train individuals in skills required for advanced manufacturing. These include a variety of options through traditional educational pathways, as well as customized programs designed to address the needs of specific advanced manufacturing environments.

College programs include vehicle design, automotive engineering technology, electronics, mechatronics, robotics, advanced manufacturing/machining, welding, quality, homeland security, project management, business and information technology.

Macomb’s applied technology advanced processes (ATAP) program features hands-on learning experiences on state-of-the-art technology, such as CAD/CAM, CNC machining, EDM, laser cutting, probing, high-speed machining and reverse engineering.

The college’s quality programs cover metallurgy; blueprint reading; geometric dimensions and tolerancing; coordinate measuring machines, calibration and measurements; and the ISO/TS 16949 standard for quality systems.

To develop multi-skilled designers, Macomb’s programs have been established to help seasoned designers enhance their skills and provide a baseline understanding and proficiency in software programs, encompassing CATIA, UG and Pro/E.

The college also provides hands-on training programs leading to certification in welding, which have been developed to meet the needs of the advanced manufacturing, aerospace and defense industries.

Michigan Defense Center (MDC) & Macomb Regional Procurement Technical Assistance Center (PTAC)

The Macomb Regional PTAC is one of 11 regional centers state-wide operating under the Michigan Economic Development Corporation’s MDC. The mission of these agencies is to increase the number of Michigan companies winning federal, state, and local contracts.

MDC works proactively to assist Michigan companies to identify and secure federal contract opportunities in the defense and homeland security sectors. The MDC works in close partnership with Michigan defense companies, economic development partners, PTACs and federal agencies to analyze defense sector budgets, attract defense and homeland security opportunities for Michigan and assure that the contract pipeline remains continuous.

The Macomb Regional PTAC helps match the capabilities of Michigan companies with government contract opportunities by preparing them to compete for government contracts and educating them regarding the opportunities, requirements and process of becoming successful government contractors. They provide pre- and post- award assistance, helping companies through the entire procurement process from registering as a government contractor and finding bid opportunities through proposal preparation and post-award modifications. The Macomb Regional PTAC works closely with the MDC on specific contracting opportunities and helps assemble Michigan companies to meet the supply chain needs of prime contractors and federal agencies.
Automation Alley Defense Office

Automation Alley, Michigan’s largest technology business association, and Macomb County collaborate to promote defense and homeland security business opportunities in the county. Automation Alley’s defense office in Macomb County is a focal point for companies working and growing business in the defense and homeland security sectors.

Automation Alley is a key industrial base outreach partner for the National Automotive Center (NAC). The NAC is the Department of Defense/U.S. Army’s focal point for collaborative ground vehicle research and development. The NAC is co-located at the United States Army TACOM Life Cycle Management Command (LCMC) and is an integral part of the U.S. Army Tank Automotive Research, Development and Engineering Center (TARDEC).

Automation Alley also provides consultation on access points for companies, such as the Small Business Innovation Research Program (SBIR). The SBIR is a highly competitive grant program that encourages small businesses to explore their technological potential and provides early-stage funding for technology development.

Automation Alley’s defense office houses the Sustainment Engineering and Analysis Services (SEAS) Program. A significant part of SEAS’ activities revolve around the Diminishing Manufacturing Sources and Material Shortages Program (DMSMS).

Automation Alley and its partner organizations regularly review opportunities in the defense and homeland security sectors and help guide innovators to both internal and external paths for commercialization.

Diminishing Manufacturing Sources and Material Shortages Program (DMSMS)

The DMSMS program is a three-year contract that identifies manufacturers capable of producing replacement parts for the Army that are no longer in production. These parts will be used to maintain the Army’s key weapon systems. Competencies the Army is looking for include:

- Mechanical systems
- Electrical systems
- Air conditioning systems
- Hydraulic systems
- Fuel systems
- Pneumatic systems
- Manufacturing technologies
- Advanced design processes
- Rebuild/remanufacture processes
- Materials
- Data/information management

Automation Alley is currently creating a comprehensive list of companies across the United States that meets the above competencies. The database will contain the widest range of manufacturing vendors and engineering companies available that can provide valid sources of supply or support resolution of DMSMS cases.
Macomb County’s 100 Leading Defense & Homeland Security Companies Based on Contract Volume From Calendar Year 2000 to 2010

### Company

<table>
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<tr>
<th>Company</th>
<th>$ Volume</th>
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<tr>
<td>Gm Gds Defense Group LLC</td>
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<td>Top Craft Tool Inc.</td>
<td>996,191</td>
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</tbody>
</table>

Source: GovernmentContractsWon.com, February 2012
Quality of Life – Imagine Macomb

With safe neighborhoods, strong schools, top-notch healthcare facilities and diverse leisure-time options, Macomb County is the perfect place to call home. Michigan’s fastest growing county and its third most populated, more than 840,000 residents live here and support 18,000 businesses. An integral part of Greater Detroit, we offer quick access to world-class attractions and sports teams.

The county offers the greatest value for your housing dollar in the region. From starter bungalows in mature neighborhoods to opulent luxury homes on park-like parcels, options for every lifestyle and budget abound. Our communities are among the safest in the United States. Low crime rates, progressive public safety departments and reciprocal emergency response means that your family and property are safe and secure.

Residents in Macomb County expect and demand quality education. Shaping students to be global leaders in the 21st century is a key goal in the curriculums of the county’s public schools and colleges. Macomb Community College was the first in the nation to establish a “University Center” where colleges and universities from throughout the state offer baccalaureate and masters level courses.

We enjoy all of Pure Michigan’s four glorious seasons with very rare interruptions of work due to inclement weather. From neighborhood playgrounds to expansive parkland, there are more than 17,000 acres of recreational land. Boating reigns supreme in Macomb County with 31 miles of Lake St. Clair coastline. The county has more than 57,000 registered boats, 50 marinas and 10,000 slips for quick access to the Midwest’s most popular fishing destination. You can also enjoy our six public beaches and more than 30 spectacular golf courses.

Nearly 1,400 restaurants and coffee shops offer a tantalizing array of epicurean delights that complement our rich ethnic diversity. There are more than 6,000 places to shop in Macomb, including four regional malls, six old-fashioned downtowns, a variety of farmers markets and antique shops.

We encourage you to learn more about Macomb County by visiting our Website at www.MacombBusiness.com.
We Are Here To Help: Macomb Business Advantage

The Macomb County Department of Planning and Economic Development offer services that meet the ever-changing needs of our businesses. In today's pursuit of economic development, the reality of a global economy has states, regions and communities focusing intently on their competitive advantage.

Our competitive advantage is to align our most productive services, as well as those of our vast partner network, to support business expansion and attraction activities specific to the defense and homeland security industry.

We achieve this by:

• Providing direct, personalized services to our existing defense and homeland security companies – both small and large – for the purpose of increasing their competitiveness and profitability
• Fostering new partnerships and cutting-edge programs to address the changing needs of the industry
• Attracting new and diverse businesses that will benefit from our integrated supplier network, engineering, R&D and manufacturing capabilities, thus further enhancing the County’s competitive advantages
• Assistance in finding suitable properties – based on client specifications – for purchase or lease
• Consultation regarding a variety of development and tax incentives that make Macomb the most cost effective choice
• Links to pertinent (and often cost-free) workforce screening and training programs
• Market entry support to help determine what type of North American presence is right for each business
• Business and marketing plan development for start-up and established businesses
• Guidance for quickly moving through state and local permitting and approval processes

Access to Capital

The Macomb County Department of Planning and Economic Development can assist your defense and homeland security company in finding potential sources of capital and financing.

**Michigan Venture Capital Association** – Established by venture capital and private equity investors in the state, the Michigan Venture Capital Association (MVCA) is the state’s premier public policy advocate for the private equity/venture capital industry. MVCA works to promote entrepreneurship and private equity investment.

**Venture Capital** – Through the 21st Century Jobs Fund, Michigan is investing $2 billion to speed up technology transfer in emerging business sectors that promise job growth: alternative energy, the life sciences, homeland security/defense and automotive/advanced manufacturing. The Venture Michigan Fund increases availability of capital for seed and early stage companies, while the 21st Century Investment Fund invests in qualified private equity, venture capital and mezzanine firms.

**Angel Networks** – Aimed at helping companies with early stage seed financing, Michigan is fortunate to have three active Angel Networks: The Great Lakes Angels, The Grand Angels and The Ann Arbor Angels.

**Traditional and Non-Traditional Financing** – Macomb County can help defense and homeland security companies secure SBA 504 and 7(a) loans, as well as funds through conventional and alternative sources. The Automation Alley Technology Center can also assist with accessing non-traditional and unique sources of financing and capital.

**State and Local Incentives** – Michigan has a variety of incentives for qualified advanced manufacturing companies. The department provides expert assistance to eligible businesses seeking development incentives from the state and local communities.

Contact us today for more information on the Defense and Homeland Security Industries in Macomb County, Michigan.

Macomb County Department of Planning and Economic Development
Administration Building
1 South Main Street, 7th Floor
Mount Clemens, Michigan 48043
Phone Number: 586-469-5285
E-mail: planning@macombcountymi.gov
Visit: www.MacombBusiness.com

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