



PURE DEFENSE

Defense is a multi-billion-dollar sector of Michigan's economy. Today, approximately 70 percent of everything a soldier shoots, drives, flies, wears, eats or communicates with is contracted in Michigan.¹ In addition, the defense sector supports more than 126,000 Michigan jobs² and is poised to grow exponentially to meet the challenges and needs of our nation's security.

MICHIGAN MEANS SUCCESS

Michigan is home to the nation's largest ground vehicle defense companies as well as the U.S. Army Tank-automotive and Armaments Command (TACOM) and the Tank Automotive Research Development and Engineering Center (TARDEC)—the nation's top research facility for the development of ground vehicle technology, robotics and mobility. Michigan's strong R&D assets, infrastructure, advanced manufacturing expertise, and exceptional skilled and engineering workforce, make it a leader in the defense-related industries. Nearly 4,000 Michigan companies are engaged in defense and aerospace work with thousands more statewide businesses comprising its vast defense supply chain.

MICHIGAN DEFENSE CENTER

As part of the Michigan Economic Development Corporation (MEDC), the Michigan Defense Center (MDC) is laser focused on the support, protection and growth of Michigan's defense and homeland security industry as well as missions and the needs of today's military and the future of defense. The MDC acts as a liaison between the state and defense interests in the federal government, defense agencies, the defense industry, academia and the defense community and supporting organizations. For more information, visit www.arsenalofinnovation.com.

PROTECT AND GROW

The MDC leads the state's Protect and Grow Initiative, a comprehensive statewide effort to protect and grow the state's defense assets, missions, industry, community and the overall defense economy in Michigan.

CYBERSECURITY

Michigan has developed a robust cybersecurity community focused on connecting the interests of the cyber, automotive, defense and aerospace industries. Michigan's Cybersecurity Initiative is the world's first comprehensive state-level approach to cyber, improving the state's defenses and fostering rapidly growing cyber talent and business environments. In fact, *Business Facilities* ranked Michigan third in the nation for cybersecurity growth potential.³

STATEWIDE RESOURCES

The MDC has deployed two key tools designed to support Michigan companies interested in doing business with the federal government. Companies can learn more about these resources at www.bidtarget.org.

- **Bid Targeting System (BTS):** Developed exclusively for Michigan companies, BTS provides business intelligence support to help companies better assess their strengths and weaknesses

¹ Michigan Defense Center, "Arsenal of Innovation, Mission Focused. Michigan Made"

² Michigan Defense Center, Total Economic Impact of Michigan's Defense Economy

³ Business Facilities' Rankings Report, 2017 <https://businessfacilities.com/2017/07/business-facilities-13th-annual-rankings-report>



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION

www.michiganbusiness.org



Dedicated to shared economic success, the MEDC promotes the state's assets and opportunities that support business investment and community vitality. The MEDC's business assistance programs and services connect companies with people, resources, partners, and access to capital.

regarding defense opportunities, as well as how to better position themselves for success. BTS also provides insight into which defense contracting opportunities may be the most viable to pursue.

- **Proposal Writing Service:** Every year, the U.S. Department of Defense (DoD) awards billions of dollars in contracts to hundreds of Michigan businesses. To help companies get their share and to overcome the challenge of submitting what can be a lengthy and complex proposal response, MDC offers grants to assist Michigan companies in writing a bid response to DoD and Department of Homeland Security (DHS) contract opportunities.

The **Procurement Technical Assistance Center (PTAC)** offers a wide range of services to Michigan companies interested in exploring defense opportunities through one-on-one counseling, bid matching, proposal preparation, subcontracting assistance and more. For more information, visit www.ptacsofmichigan.org.

ACCESS TO TALENT

Employers find that Michigan has one of the most talented, diverse and abundant workforces in the country. Today, the state is home to nearly 123,000 engineers⁴ and has a skilled trades workforce of more than 277,000⁵—creating one of the greatest concentrations of talent in the world. Michigan also ranks first for its concentration of engineers and its engineering-related job growth over the past five years.⁶ In addition, as of 2016, there were nearly 140,000 people working in Michigan's IT and cybersecurity industry, more than half of whom are

⁴ Emsi, https://e.economicmodeling.com/analyst/?t=2LYQW#h=9Q7rW&page=occupation_table

⁵ Emsi

⁶ Bureau of Labor Statistics

⁷ Emsi Inc., 2017

in the Detroit region.⁷ The number of defense-related jobs in the Detroit region is eight times higher than the average defense-related jobs in the U.S.⁸

STATEWIDE DOMINANCE

Defense contracting is well-represented throughout Michigan. In fact, 67 out of the 83 counties in Michigan have a business that has a prime contract with the DoD⁹—from the northern counties of the Upper Peninsula to West Michigan to Southeast Michigan, Michigan companies are benefiting from defense contracts.

For example, the combination of knowledge and know-how has earned Macomb County the title of "Defense Capital of Michigan." Home to the Defense Corridor and significant military installations such as TACOM, TARDEC and Selfridge Air National Guard Base, Macomb County supports hundreds of companies involved in defense-related activities. Strategic collaboration between defense and industry began in the 1940s to build the armaments for Allied efforts in World War II and continues today as shared R&D efforts are integrated into ground vehicles and the automobile. The Defense Corridor supports ease of communication between DoD and industry, resulting in billions of dollars' worth of contracts awarded to businesses located in this region.¹⁰

CONCLUSION

With an unmatched ecosystem for advanced manufacturing, ground systems R&D and a robust defense supply chain, Michigan companies interested in diversifying or growing their business should consider defense contracting. Whether you currently serve the automotive, textiles, agriculture or virtually any other industry, defense may be an avenue for you to grow your business, right here in Michigan.

⁸ Emsi, QCEW Employees

⁹ Michigan Defense Center, "Arsenal of Innovation, Mission Focused. Michigan Made"

¹⁰ Michigan Defense Center, "Macomb County the Defense Capital of Michigan"