

MICHIGAN DEFENSE CENTER

The defense sector is an important contributor to Michigan's economy. In FY 2018, nearly 4,000 Michigan prime contractors accounted for \$4.6 billion worth of goods and services to the Department of Defense. There are 126,000 defense-related jobs throughout the state, with a state GDP of \$11.7 billion and a personal income to Michigan residents of \$12.01 billion. One of the key state economic drivers in the defense industry is the Detroit Arsenal, located in Warren, Michigan.

The Detroit Arsenal is home to TACOM (logistics), TARDEC (R&D), Army Contracting Command, and program executive offices responsible for army ground vehicles and robotics, and employs over 7,500 Michigan residents and contracts over \$2.5 billion with Michigan companies.



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.

PROTECT AND GROW

The MDC leads the state's Protect and Grow (P&G) Initiative, a comprehensive statewide effort to protect and grow the state's defense assets, missions, industry, community and the overall defense economy in Michigan. The P&G initiative is designed to prepare Michigan communities to protect our current DOD missions, infrastructure and industry while also identifying opportunities to grow them.

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 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 help 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.

For more information, please visit www.arsenalofinnovation.com or email defensecenter@michigan.org.