

# DETROIT REGION AEROTROPOLIS® QUARTERLY REPORT



## DIRECTOR'S UPDATE

Corporate expansion continues to be hot and the industrial market in Southeast Michigan is no exception, particularly in the Aerotropolis region. In the first quarter of 2018, the Aerotropolis team responded to 19 business expansion inquiries and submitted 58 sites on behalf of the communities it represents. These numbers represent 30% of all business development activity in 2017 and suggest another great year for the Aerotropolis region.

Several of the inquiries fielded last quarter were the result of new and improved marketing efforts by the Aerotropolis and suggest that increased business development activity is taking root. The Aerotropolis region has much to offer companies engaged in transportation, distribution, and logistics (TDL), advanced manufacturing, and next-generation mobility, and this message appears to be resonating with the Aerotropolis target audience.

Aside from business development, two big projects for the Aerotropolis last quarter were the development and publication of the 2017 Aerotropolis Annual Report and hosting of the inaugural Aerotropolis Annual Meeting. Each project is detailed herein but it's important to note that both were undertaken to provide Aerotropolis stakeholders with an overview of accomplishments in 2017 and clearly articulate the value of the Aerotropolis Development Corporation to the region.

Lastly, one of two strategic priorities for the Aerotropolis in 2018 is increasing private sector participation in the organization. Much of the groundwork to achieve this end was laid in the first quarter and have already yielded one new private sector investor - see partner spotlight on page 3.

2018 is off to a successful start. Keep an eye out for some exciting announcements in the second quarter.

Sincerely,

Rob Luce



# 2018 DETROIT REGION AEROTROPOLIS ANNUAL MEETING



On March 22, the Aerotropolis hosted its first Annual Meeting at The Westin – Detroit Metropolitan Airport. Attendees included the county commissioners, mayors and supervisors, city councilmembers and township trustees, and appointees to the various finance and development authorities representing the Aerotropolis region, as well as economic development partners and private sector professionals in the corporate real estate space. Over 75 guests heard from **Rob Luce**, Executive Director of the Detroit Region Aerotropolis Development Corporation, **Warren Evans**, County Executive of Wayne County, **Andy LaBarre**, Chairman of the Washtenaw County Board of Directors, **Jeff Mason**, Chief Executive Officer of the Michigan Economic Development Corporation, and **Khalil Rahal**, Assistant County Executive of Wayne County. Although a first-time event for the Aerotropolis, attendee feedback has been overwhelmingly positive and the Annual Meeting will be hosted every year going forward. Click [here](#) for pictures and news media coverage resulting from the Annual Meeting.



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**detroit region  
aerotropolis  
development corporation**

One of the principal value adds of the Annual Meeting was the release of the 2017 Detroit Region Aerotropolis Annual Report. Primarily developed for Aerotropolis Development Corporation (ADC) stakeholders, the Annual Report will also be utilized as a business development tool and shared with corporate prospects throughout the year. The Report provides a year-end recap of the ADC's business development metrics and details the role of the organization in helping to close three close projects: Amazon, Penske Logistics, and Brose North America. Perhaps most importantly, the Annual Report recognizes the nine governmental and private sector partners that comprise the Aerotropolis region and/or support the ADC and underscores the importance of their commitment and collaboration in the success of the organization. Click [here](#) to view and download a copy of the 2017 Detroit Region Aerotropolis Annual Report.

## PARTNER SPOTLIGHT

# CBRE

We are excited to announce that CBRE, Inc. ("CBRE") has joined the Detroit Region Aerotropolis Development Corporation. The first private sector investor to join the Aerotropolis since 2009, CBRE will provide market insight and commercial real estate consulting services to the Aerotropolis team. CBRE is a global real estate services firm with more than 450 locations in 100+ countries around the world. Locally, they are based in Southfield, Detroit, and Ann Arbor, MI.

“CBRE is pleased to be part of the newly invigorated Detroit Region Aerotropolis Development Corporation. Aerotropolis is a win-win for Wayne and Washtenaw County, their local communities and sponsors. We feel Aerotropolis has truly landed and we are committed to its success.”

**Randall T. Allman, SIOR | First Vice President  
CBRE | Detroit**

**6,000** AVAILABLE ACRES

**5** RAIL LINES

**3** FREEWAYS

**2** AIRPORTS

**1** AMERICAN CENTER FOR MOBILITY



# DETROIT REGION AEROTROPOLIS®

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## BUSINESS DEVELOPMENT OUTREACH

### 2018 North American International Auto Show

In January, the Aerotropolis team attended the 2018 North American International Auto Show as part of a statewide economic development consortium, to call on next generation mobility companies participating in the Automobili-D Techstars exhibit. The call strategy was coordinated by the Michigan Economic Development Corporation (MEDC) and included several economic development organizations from across Michigan. The Aerotropolis was teamed up with individuals from the Detroit Regional Chamber, Oakland County, and the MEDC's PlanetM team; engaging directly with nontraditional automotive startups to market opportunities for growth in Michigan.

### MEDC Atlanta Market Blitz

Also in January, the Aerotropolis attended its first MEDC Market Blitz in Atlanta. The Market Blitz program is a state led effort to engage site selectors in various cities around the country and promote expansion opportunities in Michigan. Economic development organizations across Michigan attended this one-day workshop to develop relationships with six site consultants and market their respective regional assets.

### Area Development Consultants Forum Workshop

In March, the Aerotropolis attended the Area Development Consultants Forum Workshop on E-Commerce in Nashville. The workshop was a one-day immersion of presentations and discussions with site consultants and real estate professionals on the growing e-commerce sector – a focus industry of the Aerotropolis. The event provided the Aerotropolis with an opportunity to network with six site consultants and developers and discuss recent e-commerce investment and expansion in the Aerotropolis region.

### MEDC Chicago Market Blitz

Also in March, the Aerotropolis attended its second MEDC Market Blitz in Chicago. Joined by other economic developers from across Michigan – including Aerotropolis member DTE Energy – the one-day event provided the Aerotropolis with the opportunity to introduce itself and the region to five site consultants and industrial real estate professionals.



# ONLINE PROPERTY SEARCH FEATURE

The Aerotropolis recently completed development of a curated real estate database to showcase more than 40 greenfield sites in the region – sites that are 25 acres and above, currently on the market, and zoned for industrial or commercial use. Property sheets for all 40 sites are available on the Aerotropolis webpage, and include infrastructure-related information typically requested from companies and/or site selectors considering expansion. Please view the site selection tab of the Aerotropolis webpage for detailed information on each of the sites.

## FEATURED PROPERTY: AERO-27



**COMMUNITY**  
Van Buren Township

**ACREAGE**  
38.12  
(23 acres adjacent also  
for sale)

**PRICE**  
\$65,000 per acre

**ZONING**  
Industrial

**ELECTRIC**  
120 kv circuit east of  
adjacent site

**WATER**  
12"

**SEWER**  
21"

**STORM**  
Please call for more  
information

**WETLAND**  
None

**FLOODPLAIN**  
No

**RAIL**  
Yes

**CLEARED**  
Partially