

DETROIT REGION AEROTROPOLIS® QUARTERLY REPORT



DIRECTOR'S UPDATE

In 2018, the Detroit Region Aerotropolis Development Corporation set out on a new three-year strategy to increase private sector participation in the organization and subsequently execute a proactive business attraction program focused on transportation, distribution, and logistics (TDL), advanced manufacturing, and next-generation mobility. The two initiatives work hand in hand together - the more private sector participation there is in the Aerotropolis, the more enabled it will be to be active in the marketplace. Conversely, the more effective it is in generating leads and recruiting corporate investment into the region, the more incentive there will be for private sector entities to engage.

If and when successful, all parties win.

Six months into this new endeavor, I'm very pleased with our progress.

We have successfully recruited our first new private sector stakeholder - CBRE - in ten years and several more have expressed interest.

From a business attraction standpoint, we have dedicated 60% of our annual budget to marketing and business development and dramatically increased our ability to meet with companies, directly, face-to-face, to discuss their growth plans and present expansion opportunities in the Aerotropolis.

We have also improved our exposure and brand awareness in leading corporate real estate publications and industry trade journals. To date, the Aerotropolis has placed numerous advertisements in several different publications, collectively reaching 500,000 subscribers.

Perhaps most importantly, we significantly enhanced our research capabilities to better identify companies in growth mode and put ourselves in front of the right decision makers. Like many things these days, data is king, and recent advances in this space have enabled us to be much more tactical in our approach to business development.

These efforts and more helped add 10 new projects to our pipeline in the second quarter, bringing our year to date total to 35.

Stay tuned. Over the next 90 days, we hope to announce three major expansion projects in the Aerotropolis that will collectively add 600 new jobs in the region.

Sincerely,

Rob Luce

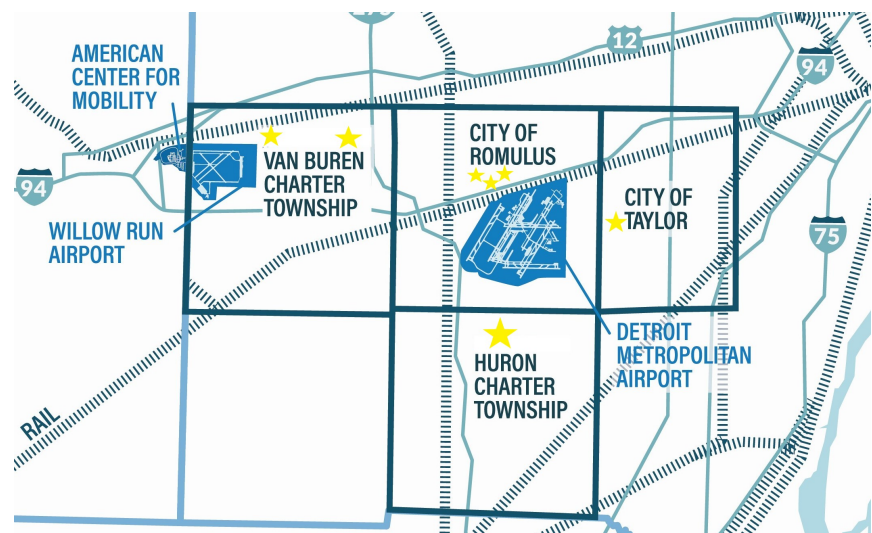


SOUTHEAST MICHIGAN SITE CONSULTANT FAMILIARIZATION TOUR

On June 12th, the Aerotropolis partnered with the Michigan Economic Development Corporation (MEDC) on the front end of a two-day familiarization tour of Southeast Michigan for seven site consultants across the country. Upon landing at Detroit Metropolitan Airport (DTW), the consultants were hosted at the Wayne County Airport Authority's new headquarters inside the North Terminal for lunch and a presentation on the Aerotropolis and the assets that make the region unique. Afterwards, the Aerotropolis led a driving tour of vacant land sites in the region, visiting each Aerotropolis community (Huron Township, Romulus, Taylor, and Van Buren Township). The site tour consisted of [Aero 01](#) in Huron Township, [Aero 25](#) in Taylor, the Metro World site in Romulus ([Aero 06](#), [Aero 14](#), and [Aero 15](#)), and two sites in Van Buren Township ([Aero 29](#) and [Aero 35](#)).

Following the tour, the afternoon concluded with a visit to the American Center for Mobility (ACM), where Ann Arbor SPARK highlighted recent developments at the facility and lead a rare trip around the newly constructed 2½-mile highway loop.

The familiarization tour was the first of three that the MEDC is hosting in 2018. The Aerotropolis was proud to participate and has already received a couple of promising leads for the region.



Partner Spotlight



DETROIT METRO • WILLOW RUN
WAYNE COUNTY AIRPORT AUTHORITY

Detroit Metropolitan Wayne County Airport (DTW) welcomed nearly 35 million passengers in 2017 and is one of the world's leading air transportation hubs. With service from 14 scheduled passenger airlines, Michigan's largest airport offers more than 1,100 flights per day to and from more than 140 non-stop destinations on four continents. With two award-winning passenger terminals, six jet runways, and an onsite AAA Four-Diamond Westin Hotel, DTW is among the world's most efficient, customer friendly and operationally capable airports in North America. DTW is operated by the Wayne County Airport Authority, which also operates nearby Willow Run Airport – an important corporate, cargo and general aviation facility. The Airport Authority is entirely self-sustaining and does not receive tax dollars to support airport operations.

To read more about WCAA's exciting projects at DTW, please click [here](#).



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2 AIRPORTS

1 AMERICAN CENTER FOR MOBILITY



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BUSINESS DEVELOPMENT OUTREACH

MEDC Cleveland Market Blitz

In April, the Aerotropolis attended its third MEDC Market Blitz of the year, in Cleveland. 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. In tandem with other economic developers from Michigan, the Aerotropolis met with 10 site selectors, many of whom work primarily on projects in the Midwest.

Beijing International Automotive Exhibition (Auto China 2018)

In April, the Aerotropolis participated in an eight-day investment mission to China around the Beijing Auto Show, one of the largest auto shows in the world. In partnership with a delegation that included the Detroit Regional Chamber, Dickinson Wright, and Oakland County, the Aerotropolis met with 12 companies in Beijing, Nanjing, and Shanghai. Most of the companies were automotive and all expressed interest in expanding in Michigan. Most importantly, the Aerotropolis came home with one immediate opportunity.

SAE World Congress

Also in April, the Aerotropolis participated in a targeted call strategy at the SAE World Congress in downtown Detroit. Over the course of two days, the Aerotropolis called on 27 automotive companies that were exhibiting at the show. The call strategy is annually coordinated by the Detroit Regional Chamber and executed by a team of economic development organizations.

Industrial Asset Management Council's Spring Forum

In May, the Aerotropolis attended the Industrial Asset Management Forum's spring forum in Savannah, GA. The 2-day conference brings together hundreds of active corporate real estate consultants, service providers, and economic developers. The conference provided opportunities for discussions with decision makers from Fortune 500 companies and site consultants who are consistently working industrial real estate projects.

MEDC Dallas Market Blitz

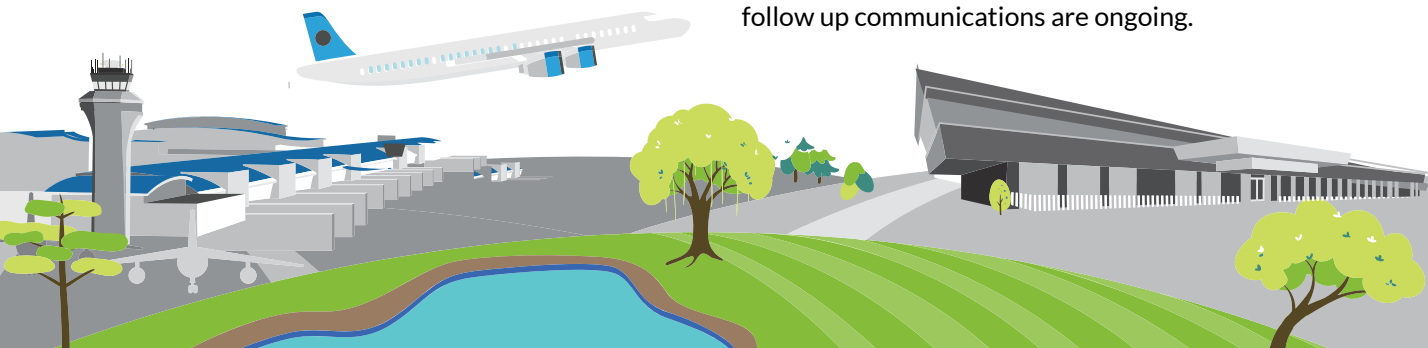
Also in May, the MEDC hosted a Market Blitz in Dallas, TX, which was attended by six local site consultants and real estate professionals. This Market Blitz allowed for intimate networking and a great opportunity to discuss potential projects and the perception of Michigan from those outside the region.

Economix

While in Dallas, the Aerotropolis also attended Economix, a 2-day site selector engagement conference. Economix provided a unique "speed dating" platform to pitch the Aerotropolis region to more than a dozen site consultants from around the country.

Select USA

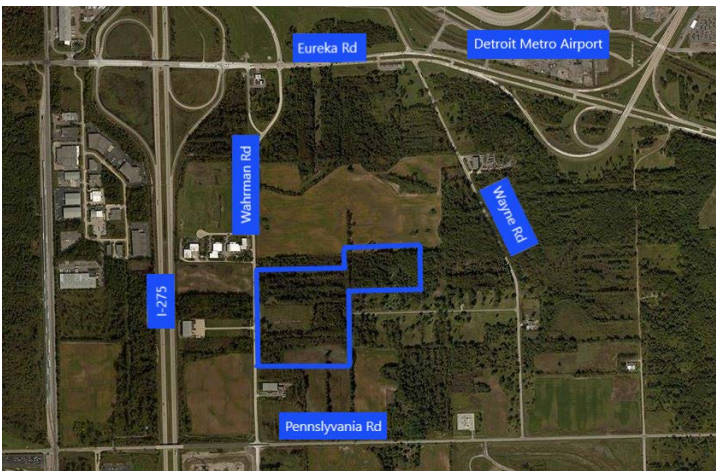
In June, the Aerotropolis participated in Select USA, in Washington, D.C.. Hosted by the Department of Commerce, Select USA brings together economic development organizations and foreign companies looking to invest in the US. The Aerotropolis met with 10 companies and follow up communications are ongoing.



ONLINE PROPERTY SEARCH FEATURE

The Aerotropolis maintains a curated real estate database of 40 greenfield sites in the region – 25 acres and above, currently on the market, and zoned for industrial or commercial use. Property sheets for all 40 sites are available for download on the Aerotropolis webpage, and include infrastructure-related information typically requested from companies and site selectors. Additionally, the Aerotropolis recently added and is continuing to build out a database of existing buildings in our region. To view both databases, click [here](#).

FEATURED PROPERTY: AERO-40



COMMUNITY

Romulus

ACREAGE

39.29

PRICE

\$45,813 per acre

ZONING

Industrial

ELECTRIC

Please Call for More Information

WATER

12"

SEWER

18"

STORM

Please call for more information

WETLAND

None

FLOODPLAIN

No

RAIL

No

CLEARED

Partially

