

DETROIT REGION AEROTROPOLIS® QUARTERLY REPORT



DIRECTOR'S UPDATE

Regionalism is a word we hear a lot lately.

There was the well-publicized effort this spring/summer to create a much-needed regional transportation system in southeast Michigan. A couple of years earlier, there was the Great Lakes Water Authority, a regional effort to provide water and sewer services to suburban communities. Earlier still, the Detroit Regional Convention Facility Authority was created in 2009 to oversee COBO Center.

As it relates to economic development, regionalism is nothing new. There are many regional economic development organizations (EDO) across that state, including Ann Arbor SPARK, the Detroit Regional Chamber, Saginaw Future, Southwest Michigan First, and The Right Place. The Aerotropolis Development Corporation, though much smaller in scale, is a regional economic development organization representing four communities and two counties around Detroit Metropolitan and Willow Run Airports.

Nationally, regional economic development has been popular for decades. The Kansas City Area Development Council, often referred to as the top regional EDO in the nation, was created in 1971 and currently represents 18 counties and 50 major cities in both Kansas and Missouri.

The premise for regional economic development is fairly straightforward.

Companies considering expansion don't think in terms of zip codes. Rather, they consider regional factors like talent availability, wages, and proximity to customers. They are largely agnostic when it comes to where within a region they locate.

Moreover, regional economic development is likely more efficient, helping to deter neighboring communities from competing against one another and duplicating services. There is a financial incentive as well. Pooling resources to generate greater returns on smaller investments helps preserve scarce public resources.

Corporate expansion projects create jobs, generate wages, and produce tax revenues that benefit entire regions. It only makes sense that efforts to attract these projects should be regional by nature.

Unfortunately, regionalism is harder to embrace than it is to understand.

Often marred by politics and parochial interests, regional economic development is an easy target for individuals with a "what have you done for me lately" mindset. For regional economic development to work, it requires the support of leaders who not only recognize the far-reaching impact of individual projects but also exhibit the courage to champion a "rising tide lifts all boats" vision of the future.

Regional economic development is not an us-versus-them thing, it's an us-and-them thing, and therefore demands trust and collaboration and prioritizing results over credit seeking headlines. When a region has solid leadership, it will produce sound economic development. When a region has poor leadership, the effort will likely die on the vine.

Fortunately, the Aerotropolis region is comprised of strong leaders whose commitment to regional economic development has enabled the Aerotropolis Development Corporation to help close \$422 million in corporate expansion projects since the start of 2017.

While many factors enable an organization's success, leadership is probably most important. As the fall season concludes and we approach the thanksgiving holiday, I am reminded of how fortunate the Aerotropolis region is to be served by strong development-driven leaders.

Sincerely,

Rob Luce



E-Commerce Revolution | Industrial Evolution



On September 27th, the Aerotropolis hosted an industrial real estate event, E-Commerce Revolution | Industrial Evolution, at the Wayne County Community College Ted Scott Campus in Van Buren Township. Produced in partnership with Aerotropolis investor, CBRE, event attendees included government officials and private sector professionals in the corporate real estate space. The keynote speaker was David Egan, Global Head of Industrial Research at CBRE. Mr. Egan's presentation highlighted numerous e-commerce trends as well as their impact on the greater industrial real estate market- all of which are applicable to future development in the Aerotropolis region. Initial feedback from attendees has been extremely positive. You can find Mr. Egan's keynote presentation [here](#).



Partner Spotlight



If you haven't visited Taylor recently, you might want to check it out. The city has been undergoing a transformation over the past few years as a result of solid leadership and economic investment. Located within a 24 square-mile geographic area just a few miles east of Detroit Metro Airport, the city of Taylor lies at the eastern edge of the Detroit Aerotropolis region. It is home to over 60,000 residents.

One of Taylor's most advantageous features is its geographic location. "Most people don't realize how logistically well-placed the city of Taylor is," explains George Sutherland, economic development manager for the city of Taylor. "We are just minutes from the airport, and we have access to three major roadways: I-94, I-75 and Telegraph Road." Due to its prime location, the city has recently experienced an economic boom of new commercial and industrial development.

To read more about the exciting recent developments in Taylor, click [here](#).



The Dubai Advantage

On September 19th, the Aerotropolis joined public and private sector leaders from across Metropolitan Detroit in welcoming a delegation of business leaders and government officials from Dubai and the United Arab Emirates to our region. During the event, the Aerotropolis presented several vacant land development opportunities in the region, showcased infrastructure assets, and promoted recent corporate investment. The event was hosted by the Arab American Chamber of Commerce and included economic development partners from around Detroit.

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BUSINESS DEVELOPMENT ACTIVITY

In the 3rd quarter, the Aerotropolis added 16 new projects to its pipeline and submitted 48 sites in the region for consideration. Year to date, the Aerotropolis has worked on 47 projects and submitted 125 sites. Of these 47 projects, 13 were generated by the Aerotropolis Development Corporation directly.

MEDC Indianapolis Market Blitz

In July, the MEDC hosted a Site Selector Market Blitz in Indianapolis which was attended by four 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.

CAR MBS

For the second consecutive year, the Aerotropolis participated in the Center for Automotive Research (CAR) Management Briefing Seminars (MBS). CAR MBS is one of the premier conferences in the automotive industry, with international attendance and reach. The conference provided for great networking opportunities with automotive executives from hundreds of Michigan-based companies and foreign firms.

Shaanxi Delegation Event

Also in July, the Aerotropolis attended a luncheon and networking event with a delegation of representatives from China's Shaanxi Province, hosted by the Detroit Chinese Business Association. The delegation consisted of 20 high-level government representatives and business leaders from the largest companies in Shaanxi, from across the energy, finance, and automotive sectors.

GACC Annual Meeting

The German-American Chamber of Commerce held its Annual Meeting last month at MAHLE North America in Troy. As a first-year member of GACC, the Aerotropolis has attended several networking events along with the Annual Meeting, which bring together German-based companies, primarily in the automotive sector. These well-attended events have been extremely valuable to the Aerotropolis in connecting with local business leaders from around the region.



ONLINE PROPERTY SEARCH FEATURE

The Aerotropolis maintains a curated real estate database of 39 greenfield sites in the region – 25 acres and above, currently on the market, and zoned for industrial or commercial use– and 22 existing facilities. These properties can be viewed via an interactive map on the Aerotropolis webpage. Property sheets for each site are also available for download and include zoning and infrastructure-related information that is typically requested from companies and site selectors. To view the database, click [here](#).

FEATURED PROPERTY: AERO-01



COMMUNITY
Huron Township

ACREAGE
320

PRICE
Please call for more information

ZONING
Please call for more information

ELECTRIC
Yes

WATER
12" and 8"

SEWER
18"

STORM
Yes

WETLAND
None

FLOODPLAIN
Please call for more information

RAIL
No

CLEARED
Partially