

Remarks for Shanghai Events (September 29)

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Remarks for Dow Chemical Reception

Remarks

I. Greeting & Acknowledgments

Wan-SHUNG-haw (Good evening)

Thank you to The Dow Chemical Company – one of Michigan's leading businesses -- for hosting us tonight.

- ▶ Special thanks to Peter Sykes, president of Dow Greater China, for making this possible

Also pleased to be joined by:

- ▶ members of the Detroit Chinese Business Association
- ▶ representatives of our state's world-class universities
- ▶ local government leaders
- ▶ economic development professionals
- ▶ executives of Michigan businesses that have the privilege of doing business in China

My friends and I have truly enjoyed our time in beautiful Beijing.

We deeply appreciate the warm reception you've given us during our stay. We'd like nothing more than to return the favor sometime soon.

II. Building Friendships

It is a privilege to renew our state's association and friendship with the people of China. It has been 11 years since a Michigan governor visited this great nation and I am proud to do so in my first year as governor.

We're here to open new doors for trade and business between Michigan and China. There are many great opportunities ahead for all of us to do more business – much more than in the past.

It's exciting to meet so many of you who are here working for the great companies that are based in Michigan, and those of you whose companies have a presence in our state.

We would enjoy turning these acquaintanceships into friendships and partnerships that allow Michigan and China to prosper.

III. Reinventing Michigan

To those of you who have never been to Michigan, I invite you to visit.

You will see one of the most beautiful natural settings anywhere in the world – and certainly a place that may be different than it's been portrayed in the media.

Michigan today is in many ways a very different place than we were a year ago, or even nine months ago when I became its governor.

We are busy reinventing Michigan, breaking the bad habits of the past and embracing opportunities for the future.

Since taking office in January, we have made significant changes to create an economic environment in which businesses can thrive.

I want to emphasize that these are not the accomplishments of one person.

These are the achievements of an entire state that is committed to moving forward as one.

There is a new spirit of cooperation and partnership that we call “relentless positive action.”

We are not wasting time looking for fights or placing blame. Looking in the rear-view mirror is not productive. We are focused on the future.

This is the mindset that has allowed us to make the bold changes necessary to get our fiscal house in order and energize our economy.

For example, we have adopted a structurally balanced budget that provides our cities and schools with greater certainty. In fact, the budget was completed months before the start of the new fiscal year – the earliest completion date in 30 years.

We also have repealed the job-killing Michigan Business Tax and ended the unfair double-taxation for businesses in our state.

In addition, we are paying down our long-term debt and saving for the future, actions that have been rewarded by Fitch Rating's upgrade of Michigan's outlook from “stable” to “positive.”

Our systemic approach to reinventing Michigan includes our recently unveiled health and wellness initiative.

Good health lays the foundation for Michigan's economic transformation and our overall quality of life. We have several initiatives that will help Michigan confront the costs of health care as well as encourage every citizen to take ownership of his or her physical fitness.

We're also transforming our educational system so that Michigan's children have the tools to compete in this knowledge-based global economy.

This is the New Michigan and we're not going to stop until we're a model for the rest of the nation.

IV. Customer Service

Our belief is that government should be in the business of helping people and businesses succeed – not controlling them.

We have a new attitude of customer service. We believe that most businesses and citizens are honest and are trying to do the right thing.

They are willing to play by the rules as long as they understand what the rules are. The rules also need to be applied fairly and consistently.

To that end, we are streamlining our regulatory process so that we maintain the proper safeguards while weeding out laws and regulations that are inefficient or needlessly burdensome.

V. A Welcoming State

We want people to succeed whether they are already living in Michigan or want to come to Michigan to live, work or invest.

Michigan – and certainly America – was built with the talent of hard-working foreign nationals who came from across the globe.

That history has been repeated countless times in Michigan and across the United States. Today, we see that one-half of the business startups in California's Silicon Valley have a foreign national as one of the founders.

In Michigan, we understand the importance of being an open, welcoming state. Immigration was important to our past and is just as vital to our future.

We are embracing this concept as a way to speed up our reinvention.

Some of Michigan's largest companies were founded by immigrants: Dow Chemical; the Meijer food chain; and Masco Corp., a leading manufacturer.

We are state of diverse cultures. We have a variety of ethnic populations including Asian-American, African-American, Middle Eastern and European.

Michigan remains a “melting pot” to this day and it’s something we great pride in.

We’ve launched the Global Michigan Initiative as a way to attract foreign nationals with advanced degrees to our state. It’s a coordinated effort to roll out the red carpet for talented individuals from across the globe.

- ▶ Mike Finney of the Michigan Economic Development Corp. is among those spearheading the initiative

Michigan offers great opportunities to those who invest in our state.

We’re a proud and aggressive global competitor.

- ▶ We rank 7th in the U.S. for exports around the globe
- ▶ With over 1,000 divisions, affiliates and subsidiaries of overseas-based companies, Michigan offers a launching pad for global companies in any business.
- ▶ We have welcomed investment by businesses that span the alphabet – from Australia to the United Kingdom.

Michigan looks forward to a time when the presence of Chinese-owned businesses is many times greater than we see today.

Enhancing this bond will benefit Michigan and China culturally and economically.

VI. Conclusion

Of course, Michigan is more than just a great place to do business. We have a great quality of life as well. Our unique geography makes Michigan a special place.

ABC News just ranked Sleeping Bear Dunes, along Lake Michigan, as the “Most Beautiful Place” in America. We are also surrounded by four of the five Great Lakes and we have the world’s longest freshwater coastline.

Michigan has more than 800 public golf courses and plenty to do in the winter as well, with many opportunities for skiing, snowmobiling and other fun activities.

Those of you who have visited or lived in Michigan know that we have a lot to offer the business person and the family person. We want to help your business reach its fullest potential and help you enjoy life away from work.

VII. Toast

It’s a pleasure to share this evening with you. I truly hope that you can take the time to visit the place that I so proudly call “home.”

In appreciation of your time and hospitality, I would like to offer this toast:

“From the people of Michigan to the people of China: May the seeds of friendship that we plant today yield wealth and prosperity for years to come. Let us cultivate these business, cultural and personal relationships and work in harmony to seize the exciting opportunities that await.”

END

Remarks for Private Business Dinner

Remarks

I. Welcome & Please be Seated

HOY-yinn (Welcome)

My friends and I are honored to be in your company this evening. Thank you for taking the time to be here with us.

Our gracious hosts have arranged for this fine meal so please be seated. You'll find your seating cards on the tables.

We look forward to a delightful evening with you.

II. Positioned for the Future

Michigan is a state that is focused on its future. We're ready to embrace the opportunities that abound in this knowledge-based, global economy.

We believe that solid friendships and trusted partnerships with the people of China will open more doors to these opportunities.

Michigan is making structural changes that will benefit companies seeking to invest, and help make them competitive within the NAFTA region.

We're determined to position ourselves as a leader in the U.S. in terms of innovation and success. We've devoted the past 9 months to enacting major reforms at the state level, including:

- ▶ Enacting a balanced budget and eliminating a \$1.5 billion debt
- ▶ Bringing fairness and simplicity to our tax structure
- ▶ Eliminating outdated laws and regulations that are needlessly burdensome
- ▶ Modernizing our educational system so Michigan children are ready to compete in this global economy
- ▶ Preparing our communities to knock down traditional barriers and cooperate on a regional basis

These are shared accomplishments. We work with "relentless positive action" and we're committed to moving forward as one Michigan.

We're inviting our Chinese friends to be a part of that future as well.

III. The Michigan Advantage

Some of you already have a presence in Michigan and know what I'm talking about. We value your confidence in Michigan and want to work with you to enhance your presence.

There's a lot we can do together. We appreciate Chinese investment and partnerships. Michigan looks to strengthen its relationship with – and standing in – China.

For those who are considering investing in our state, please know that Michigan has much to offer.

We're proud of our automotive heritage. Detroit put the world on wheels and it's still a big part of who we are. But we're also home to a vigorous life-sciences industry, a cutting-edge agriculture industry and so many other thriving business sectors.

We have a hard-working, disciplined and talented work force. From manufacturing facilities to high-tech laboratories, Michigan workers will get the job done.

We have abundant forests and water resources that support industries large and small.

We're also creating a supportive environment so that those who provide jobs can flourish. We want you to be successful.

- ▶ Adopting a new “customer service” attitude so that Michigan is a partner to success, not an obstacle

One of Michigan's strengths is its diversity. Throughout its history, Michigan has welcomed hard-working immigrants from across the globe. We would not be the Michigan of today without the vision of those who came to us from foreign shores.

That's why we've unveiled our Global Michigan Initiative. In fact, Mike Finney of our Michigan Economic Development Corporation is among those spearheading the initiative.

- ▶ Encourage immigrants with advanced degrees to live, work and invest in Michigan

We also expect to expand Michigan's global reach by working with our Canadian friends to build the New International Trade Crossing from Detroit, Michigan, to Windsor, Ontario.

- ▶ Open new trade doors; keep trade moving smoothly

As you can see, we embrace the future and we extend our hand in friendship.

IV. Open to Ideas

We're proud of the work we've done to position Michigan as business-friendly state and look forward to sharing our story.

We also would appreciate your guidance on the best way to do so with your counterparts here in Shanghai and across China.

We're also genuinely interested in your feedback about doing business in Michigan. We're happy to provide more information and answer any questions you may have.

We are confident that Michigan is the ideal base for Chinese business leaders.
We will enjoy working with you to see that come true.

V. Toast

Our entire delegation is touched by your kindness, hospitality and sincere interest in working together to benefit Michigan and China.

In honor of our time together, and the bridges we are building, allow me to offer this toast as we prepare to enjoy this meal and each other's company.

"To new friends and exciting futures: May the seeds of friendship that we plant today yield wealth and prosperity for years to come. Let us cultivate these business, cultural and personal relationships and work in harmony to seize the unlimited opportunities that lay before us."

END