

Remarks for Seoul Events (September 30)

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Remarks for Signing of Gyeonggi/Michigan Cooperative Agreement

Remarks

I. Greeting & Acknowledgements

Thank you, Governor Kim.

My colleagues and I are honored to be guests in your wonderful country. We appreciate the kindness that you and the people of this beautiful province have shown us.

I was privileged to meet Governor Kim earlier this year when he was in Michigan. I'm proud that our first meeting was the start of a personal and productive friendship that continues today.

II. Foundation for Shared Success

Our delegation has enjoyed productive discussions with Governor Kim and his team.

The governor is committed to revitalizing the economy of this province with innovation, entrepreneurship and job creation, just as we are in Michigan.

We share mutual goals and mutual assets – such as quality workforces, world-class university & research facilities, and abundant natural resources.

We have tremendous opportunities for direct investment, technology transfer and other areas of mutual interest.

I see a partnership between this province and Michigan as a natural fit that will help bring success and prosperity to our respective people.

III. Korean Presence

Michigan already enjoys and appreciates the great contributions that Korean-owned businesses are making to Michigan's economic growth.

We want other Korean companies that are thinking about making investments to know that Michigan is open for business. We welcome the opportunity to have them join a growing Korean business community in Michigan.

Our history of innovation, technology development & advanced manufacturing make Michigan an ideal place to consider an expansion or a partnership.

IV. Michigan's Future

Michigan is a state that looks to the future. We've positioned ourselves to take advantage of the exciting opportunities that await in the global economy.

Working together as one state, we put our fiscal house in order and are creating an environment for economic success.

We're also a state that is broadening its global reach.

- ▶ Michigan's global exports increased 26% from 2000 to 2010
- ▶ Over last 5 years, Michigan's fastest-growing exporting industries are agricultural products, forestry products & primary metal manufacturing

We've been able to accomplish this through what I call "relentless positive action."

It's how we do business in Michigan. We don't point fingers or place blame. We're committed to our shared future and we're all working to get there together.

We'd like nothing better than to have our Korean friends be a bigger part of that future. It would benefit Michigan and Korea.

V. Memorandum of Strategic Cooperation

The Memorandum of Strategic Cooperation that Governor Kim and I are signing today will strengthen & grow our current ties.

The agreement encourages our respective economic development agencies to collaborate with businesses, universities and R&D centers in order to:

- ▶ Leverage and advance both traditional & new areas of strength that benefit Michigan and the province
- ▶ Identify opportunities for Michigan and Korean companies
- ▶ Promote joint-applied research collaborations that develop products and technologies for commercialization
- ▶ Promote the export of technology, services & products between Michigan and the province
- ▶ Facilitate the exchange of business delegation visits between us

So we appreciate this opportunity to sign an agreement with Governor Kim.

The governor has a well-known history of fighting for justice, working to better his province and nation, and a dedication to finding innovating solutions to unlock economic potential.

I truly believe that entering into this agreement with Michigan adds to Governor Kim's distinguished legacy.

VI. Conclusion

We appreciate this opportunity to lay the foundation for meaningful friendships, cultural advancements and economic prosperity for the people of Michigan and Korea.

We again thank you for your hospitality and invite you to Michigan so that we may repay your kindness.

Remarks for Korean Investment Dinner

Remarks

I. Greeting & Acknowledgements

WHAN-young (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. Building Friendships

I welcome the opportunity to hear directly from those of you who have invested in Michigan.

- ▶ We care about what you think. We value your insights and perspectives about ways in which we can continue to improve Michigan's business climate.
- ▶ The contributions of Korean-owned businesses to Michigan's economic growth are recognized and appreciated.

For those of you considering Michigan as a place to invest, my colleagues and I are happy to answer any questions you may have.

Personal relationships are important to us. We see you not just as "investors" but as people with families who share our goals of health, happiness and prosperity.

By continuing to build relationships based on respect and trust, we can take advantage of the many exciting opportunities that await Michigan and Korea in this global economy.

III. Reinventing Michigan

Michigan is a state that is very much focused on the future.

We're in the process of "reinventing" our state so that it allows businesses such as yours to grow and be successful.

We've made tough decisions in order to get our fiscal house in order and create a fairer, more level playing field for business and individual taxpayers.

- ▶ 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 were not easy decisions but we're moving forward with "relentless positive action" because gridlock and finger-pointing are not productive.

IV. Global Reach

Michigan is rolling out the red carpet for foreign investors and opening new doors to global markets:

- ▶ Global Michigan Initiative (spearheaded by Mike Finney of MEDC)
- ▶ Pursuing the New International Trade Crossing

We're also 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.

V. Customer Service

We also have a new "customer service" attitude.

Government should be helping people and businesses succeed – not be an obstacle.

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.

VI. Conclusion

We're proud of our state and believe it has much to offer those who choose to work or invest there.

But it's also a great place to live.

- ▶ Unmatched natural resources (Great Lakes, etc.)
- ▶ Vibrant cities
- ▶ Cultural diversity
- ▶ Virtually every kind of recreational opportunity

There's a place for you in Michigan. We hope you'll consider joining our family.

VII. Toast

It's a pleasure to share this evening with you. In appreciation of your time and hospitality, I would like to toast our friendship:

"From the people of Michigan to the people of Korea: 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