Governor Rick Snyder
November 11, 2016
Daily Briefing

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For Review	
DTMB Project Portfolio	Attached Separately

*No changes from previous briefings

^All calendars will be sent in China Time Zone for the remainder of the trip

Note: Material updated from previously sent versions are highlighted

November 11, 2016
Friday

All Day	**RDS - China Trip**
All Day	**FYI: State Holiday/Veterans Day**
All Day	**FYI: UM Basketball HOME v. Howard 9:00 PM**
All Day	**Shanghai**
12:00 AM - 2:00 AM	**RDS Time/Lunch**
2:00 AM - 2:30 AM	**Travel to DTW -- 28 min/ 26 mi**
4:30 AM - 7:20 PM	**Flight to Shanghai -- DTW DL583** RDS Confirmation: HRDTTY (Seat 01A)
7:20 PM - 7:20 PM	**ARRIVE: Shanghai Pudong Airport T1**
7:50 PM - 8:40 PM	**Travel to Hotel**
8:45 PM - 9:45 PM	**RDS Time/Dinner -- 40th Floor California Grill, JW Marriot**
10:00 PM - 10:00 PM	**Overnight - Shanghai JW Marriott -- Tomorrow Square, 399 West Nanjing Road, Shanghai, 200003, China**

November 12, 2016
Saturday

All Day — **RDS - China Trip**

All Day — **Attire: Suit/Tie**

All Day — **Shanghai/Hangzhou**

All Day — **UM Football (Away) at Iowa @ 7 PM**

All Day — **Weather: 68°/49°**

8:00 AM - 9:00 AM — **RDS/JCA - ATTEND/REMARKS - Ag Delegation Breakfast -- Meeting Room 3&4, 5th Floor JW Marriott**

Purpose: Discuss the opportunities in the Chinese market with the Michigan food and agriculture trade mission participants.

Attendees: Full list of mission participants attached
20 from Ag side

Agenda:
Director Clover Adams will give an introduction with a brief overview of the mission agenda and the Michigan companies attending
Governor will give brief remarks

Talking Points:

- Discuss previous trips to China and why the Governor feels that market is important to Michigan.
- What previous trips have accomplished for Michigan and the opportunities it is creating for more trade between Michigan and China.
- Michigan has high quality food and agriculture products that are in high demand in China. The growing Chinese middle class provides great opportunities
- Michigan exported $70.9 million to China in 2015 in food and ag products
- Michigan food and ag exports to China have grown 13% from 2014 to 2015, increasing from $62.3 million to $70.9 million

Staff/Detail
POC: BConnors



9:00 AM - 9:15 AM — **RDS Time -- Shanghai JW Marriott**

9:15 AM - 10:00 AM — **RDS - Anji Logistics Meeting -- Meeting Room 6, 5th Floor JW Marriott**

Attraction Meeting

November 12, 2016 Continued
Saturday

10:00 AM - 10:30 AM **RDS - Sizhi Meeting -- Meeting Room 3&4, 5th Floor JW Marriott**
attraction meeting

10:30 AM - 11:30 AM **RDS Time -- Shanghai JW Marriott**

10:30 AM - 10:30 AM **FYI - Need luggage in lobby before departure**

11:30 AM - 12:25 PM **RDS - Delegation Lunch -- 38th Floor, Marriott café**

12:30 PM - 1:30 PM **Travel to Shanghai International Auto City**

1:30 PM - 2:15 PM **RDS - ATTEND - Meeting/MOU Signing with Jiading District Leadership and Shanghai Auto City Leadership -- Lane 56, An Tuo Road, Jiading District**
Agenda:
1:30 PM - 1:50 PM Protocol Meeting with Jiading District Party Secretary Ma Chunlei and Auto City Chairman Rong Wenwei
1:50 PM - 2:00 PM Brief Introduction of Auto City
2:00 PM - 2:10 PM Brief Introduction of Michigan Auto Development
2:10 PM - 2:15 PM Shanghai Auto City & MEDC Auto Office MOU Signing [media]
(Witnessed by Jiading District Leadership, and maybe NextEV and a couple of auto-related companies will be invited, and media will be invited)

2:15 PM - 2:40 PM **Travel to A Nice City**

2:40 PM - 3:15 PM **RDS - Tour of A Nice City -- Need Address**
Shanghai's version of MCity

Agenda:
2:40 PM - 3:00 PM Tour and Photo-op
3:00 PM - 3:15 PM Media Interview

3:15 PM - 4:30 PM **Travel to University**

4:30 PM - 5:20 PM **RDS - VISIT - Shanghai Jiaotong University Visit -- Shanghai Jiaotong University Old Campus, Old Library, 1954 Hua Shan Road, Xuhui District, Shanghai**
With the Joint Institute-Ross Executive Development Program

Agenda:
4:30 PM -4:40 PM Greeted by University Party Secretary Zhang Sixian (1st Floor) , walk through exhibit of university history on the 3rd Floor
4:40 PM -4:55 PM Meeting, Room 108
4:55 PM -5:20 PM Media regarding launch of Ross Executive Development Program, Room 108

OPEN Press

November 12, 2016 Continued
Saturday

5:20 PM - 5:30 PM	**Travel to Dinner Venue**
5:30 PM - 7:00 PM	**RDS - Dinner with top U-M alumni and the board of the UM-SJTU Joint Institute -- No. 8 Conference Building, VIP Rm, Li Chinasse Restaurant at Radison Plaza Xing Guo Hotel, 978 Hua Shan Rd** Attendees:
7:00 PM - 7:45 PM	**Travel to Hongqiao Train Station**
8:32 PM - 9:50 PM	**Train to Hangzhou East Station -- DEPART: Shanghai Hongqiao Train Station, G7383**
9:50 PM - 10:20 PM	**Travel to Hangzhou JW Marriott**
10:30 PM - 10:30 PM	**Overnight Hangzhou JW Marriott -- 28 HuShu South Road, Hangzhou, China 310006**

November 13, 2016
Sunday

All Day	**RDS - China Trip** **Please See Above**
All Day	**Attire for AM: Polo/Khakis** Jacket suggested
All Day	**Attire for PM: Suit/Tie**
All Day	**FYI: Lions Bye Week**
All Day	**FYI: UM Basketball HOME v. IUPUI 12:00 PM**
All Day	**Hangzhou**
All Day	**Weather: 73°/53°**
All Day	**FYI: Yeshiva Beth Yehudah Dinner -- Detroit**
7:30 AM - 8:15 AM	**RDS - Breakfast -- Timing TBD by RDS** Asian Bistro, 1st floor
8:15 AM - 9:00 AM	**Travel to Dragon Well Retreat Center**
9:00 AM - 10:30 AM	**RDS - VISIT - Cultural Outing at Dragon Well Tea Retreat Center -- No.148, Shifeng Longjing, Hangzhou** Purpose: Tour and Discussion of tourism and leisure travel opportunities in Michigan with select travel media from the Hangzhou Province. Agenda:

9:00 AM - 9:30 AM Tour around Tea Farm
9:30 AM - 10:00 AM Tea Ceremony, Yucha Hall
10:00 AM - 10:30 AM Media Interview, Yucha Hall

Attendees:
Dave Lorenz, Vice President Travel Michigan
Media Attendees:

- Ms. Bian YanFei, Reporter for www.zjol.com.cn
- Ms. Jiang Yue, Reporter for City Morning Express
- Ms. Xu Yin, Editor for Fospel
- Mr. Song GuanHua, Travel Blogger
- Ms. Want WenJuan, Editor at Business & Luxury Travel Magazine

OPEN Press

Staff/Detail
POC: Dave Lorenz

10:30 AM - 11:15 AM **Travel to Hangzhou JW Marriott**

11:15 AM - 12:00 PM **RDS Time/Change Clothes -- Hotel**

12:00 PM - 1:30 PM **RDS - Lunch with Wanfeng Group Chairman -- Cru Restaurant, 1st Floor, JW Marriott**

1:30 PM - 2:15 PM **HOLD - Minth Attraction Meeting -- TBD Meeting Room 9+10, 3rd Floor, JW Marriott**

2:15 PM - 3:00 PM **RDS - Meeting with ZYNP -- Meeting Room 7+8 3rd floor**

3:00 PM - 4:45 PM **RDS Time -- Hangzhou JW Marriott**

4:45 PM - 5:15 PM **RDS - Pre-reception Networking with Grant Thornton -- Meeting Room 7+8, 3rd Floor, JW Marriott, Tentative**

5:15 PM - 5:45 PM **RDS - Pre-reception Networking with North American Chinese Society of Automotive Engineers -- Meeting Room 9+10, 3rd Floor, JW Marriott, Tentative**

5:45 PM - 6:05 PM **RDS - Meeting with Wanxiang -- VIP Lounge, 3rd Floor**

6:05 PM - 7:15 PM **RDS - REMARKS - Large Dinner Banquet -- Grand Ballroom 3rd Floor, Hangzhou JW Marriott**
Agenda:
6:05 PM - 6:07 PM Governor Enters, Brian to emcee
6:07 PM - 6:17 PM Representative of Zhejang Province
6:17 PM - 6:30 PM RDS remarks & video
6:30 PM - 6:35 PM Award of “Goodwill Ambassador”
6:35 PM - 6:40 PM Wanxiang CEO, Lu Weiding Remarks
6:45 PM – 7:15 PM Dinner Served

November 13, 2016 Continued
Sunday

	7:15 PM RDS to depart dinner
	Media?
7:30 PM - 9:00 PM	**RDS Time/Dinner -- Asian Bistro, Private Room**
9:30 PM - 9:30 PM	**Overnight, Hangzhou JW Marriott -- 28 HuShu South Road, Hangzhou, China 310006**

November 14, 2016
Monday

All Day	**RDS - China Trip** **Please See Above**
All Day	**FYI: Yeshiva Beth Yehudah Dinner -- Detroit** **Please See Above**
12:00 AM - 12:00 AM	**FYI: RGA Annual Conference, Orlando** 
All Day	**Attire: Suit/Tie**
All Day	**FYI: Flags Half Staff for Former Legislators Earl Nelson and Jan Dolan**
All Day	**Hangzhou/Chongqing**
All Day	**Weather: 72°/58° and chance of rain**
8:00 AM - 9:10 AM	**RDS Time/Breakfast -- Hotel** Asian Bistro, 1st floor
9:00 AM - 9:00 AM	**FYI - Lindsay to check group out -- Luggage needs to be to the lobby by 9 AM**
9:15 AM - 10:00 AM	**RDS - Meeting with Zhang Lin, VP of Geely -- Meeting Room 7, 3rd Floor, JW Marriott** Topic: Intelligent &Connected Vehicles in China
10:15 AM - 10:45 AM	**HOLD - Meeting with Party Secretary Che Jun of Zhejiang, or Governor Yuan Jiajun -- Zhejiang Government Compound *Need Address*** OPEN Press
10:45 AM - 11:30 AM	**Travel to JW Marriot**

November 14, 2016 Continued
Monday

11:30 AM - 12:00 PM	**RDS - Meeting with Nicigo -- Meeting Room 8, 3rd Floor, JW Marriott** Advanced Driver Assistance Systems
12:00 PM - 1:30 PM	**RDS - Lunch Joyson / Key Safety Systems -- Room 401, Man Ho Club, 4th Floor, JW Marriott** Attendees: Jeff Wang
1:30 PM - 2:15 PM	**Travel to Airport**
3:45 PM - 5:25 PM	**Flight to Chongqing -- DEPART: Hangzhou T3, CZ8190**
6:00 PM - 7:00 PM	**HOLD - Media** Too early in MI?
6:00 PM - 7:00 PM	**Travel to Chongqing JW Marriott**
7:30 PM - 9:00 PM	**RDS - Delegation Dinner -- TBD**
9:50 PM - 9:50 PM	**Overnight Chongqing JW Marriott -- No.235 Min Sheng Road, Yu Zhong District, Chongqing, 400010, China**

November 15, 2016
Tuesday

All Day	**RDS - China Trip** **Please See Above**
All Day	**FYI: RGA Annual Conference, Orlando** **Please See Above**
All Day	**Attire: Suit/Tie**
All Day	**Chongqing/Shenzhen**
All Day	**FYI: Infrastructure Commission Meeting 1 PM - 4 PM, Romney**
All Day	**Private Appointment**
All Day	**Weather: 64°/58° and chance of rain**
8:00 AM - 8:40 AM	**RDS Time/Breakfast -- Hotel** Qing Kitchen, located on the lobby level
8:30 AM - 8:30 AM	**FYI - Lindsay to check out delegation -- luggage in the lobby by 8:30 AM**

November 15, 2016 Continued
Tuesday

8:45 AM - 9:30 AM	**HOLD - Meeting with Chongqing Guangneng -- Meeting Room 3, 6th floor, JW Marriott**
9:30 AM - 10:15 AM	**RDS - Meeting with Bo Ao, Chairman Wang Wuyang -- Meeting Room 4, 6th floor, JW Marriott, Tentative**
10:15 AM - 11:00 AM	**RDS - Sokon motors meeting to affirm their new project in MI -- Meeting Room 3, 6th floor, JW Marriott, Tentative**
11:00 AM - 11:30 AM	**Travel to Chongqing Gov't**
11:30 AM - 12:00 PM	**HOLD - Meeting with Party Secretary Sun Zhengcai** Protocol meeting, with media
12:00 PM - 12:30 PM	**HOLD - Signing Ceremony** SF Motors R&D Center MOU signing, Governor to witness Sokon&U-M joint research signing, Governor to witness Lorin Group signing, Governor to witness Gage Products and Sikyonghejoint venturesigning, Governor to witness OPEN Press
12:30 PM - 1:45 PM	**HOLD - Lunch with Mayor Huang Qifan** Mayor change?
1:45 PM - 2:15 PM	**Travel to Chongqing JW Marriott**
2:15 PM - 3:45 PM	**RDS - ATTEND - Ford Top Suppliers Attraction Meeting -- Meeting Room 3, 6th floor, JW Marriott, Tentative** Contact: James Rowland, jrowla11@ford.com Office: 86-21-20653172 Mobile: 86 15216694137
4:00 PM - 4:45 PM	**Travel to Pingwei**
4:45 PM - 5:45 PM	**RDS - Meeting with Pingwei HQ and Chairman Du Ping -- Chongqing, Beibuxinqu, Lijia Zhen, LijieJie # 20**
5:45 PM - 6:15 PM	**Travel to Airport**
6:15 PM - 6:45 PM	**RDS Time/Dinner -- VIP Lounge, Airport**
7:15 PM - 9:15 PM	**Flight to Shenzhen -- DEPART: Chongqing T2A, CZ8141**
9:45 PM - 10:15 PM	**HOLD - Media** 8:45-9:15 AM ET 8:45-8:55- WOOD 9:05-9:15- WJR- Frank Beckmann LIVE

November 15, 2016 Continued
Tuesday

9:45 PM - 10:15 PM	**Travel to Hotel**
10:30 PM - 10:30 PM	**Overnight Shenzhen JW Marriot -- 6005 Shennan Boulevard, Futian District, Shenzhen, 518040, Guangdong, P.R.C**

November 16, 2016
Wednesday

All Day	**RDS - China Trip** **Please See Above**
12:00 AM - 12:00 AM	**FYI: RGA Annual Conference, Orlando** **Please See Above**
All Day	**Attire: Suit/Tie**
All Day	**FYI: Gov. Terry Branstad in China**
All Day	**FYI: Mayor Duggan joins delegation**
All Day	**Shenzhen**
All Day	**Weather: 83°/71°**
8:30 AM - 9:00 AM	**RDS Time/Breakfast -- Shenzhen JW Marriott** Asian Bistro, 2nd Floor
9:00 AM - 9:30 AM	**Travel to High Tech Fair**
9:30 AM - 10:00 AM	**RDS - Meeting with Chinese Government Leaders at China High-Tech Fair -- TBD** RDS/Mayor Duggan only
10:00 AM - 10:20 AM	**RDS - ATTEND - China High-Tech Fair Opening Ceremony -- Bougainvellia Hall, 5/F, Shenzhen Convention & Exhibition Center**
10:30 AM - 11:00 AM	**RDS - Media Interview -- Hall for International Brand and Product Launch, Hall 1, 1/F** With Mayor Duggan
11:00 AM - 11:30 AM	**RDS - Visit MI Booth -- 1B80, Hall 1, 1/F** OPEN Press
11:30 AM - 12:00 PM	**HOLD - Travel to Shenzhen Stock Exchange**
12:00 PM - 12:30 PM	**HOLD - Tour of Stock Exchange -- TBD**

November 16, 2016 Continued
Wednesday

12:30 PM - 2:00 PM	**HOLD - Lunch with CEO Group related to Stock Exchange -- TBD**
2:00 PM - 2:30 PM	**Travel to JW Marriot**
2:30 PM - 3:15 PM	**RDS - Meeting with Dongguan Guangze -- Club Lounge, 27th Floor, JW Marriott**
3:15 PM - 4:00 PM	**RDS - Meeting with GeliYinlong -- Club Lounge, 27th Floor, JW Marriott**
4:00 PM - 6:45 PM	**HOLD - Company Meetings -- JW Marriot**
6:45 PM - 7:00 PM	**Travel to Dinner**
7:00 PM - 8:30 PM	**RDS - Trade Delegation Dinner -- Mezzo Restaurant, Sheraton Shenzhen Futian Hotel, Futian Qu, FuTian CBD, Fuhua Rd**
8:30 PM - 8:45 PM	**Travel to Hotel**
9:00 PM - 9:00 PM	**Overnight Shenzhen JW Marriot**

November 17, 2016
Thursday

All Day	**RDS - China Trip** **Please See Above**
All Day	**Attire: Suit/Tie**
All Day	**FYI: Gov. Terry Branstad in China**
All Day	**FYI: UM Basketball AWAY v. Marquette 9:30 PM**
All Day	**Shenzhen/Guangzhou/Beijing**
All Day	**Weather: 83°/70°**
8:00 AM - 9:00 AM	**RDS - Top U-M alumni in Shenzhen Breakfast -- Lan Space, 1st Floor, JW Marriott**
9:00 AM - 9:45 AM	**RDS - Meeting with Tencent President Martin Lau -- Club Lounge, 27th Floor, JW Marriott**
9:45 AM - 10:00 AM	**Travel to Meeting**
10:00 AM - 10:45 AM	**HOLD - Meeting with Party Secretary Ma or Mayor Xu Qin -- 3rd Floor, Jiangsu Hall, FuTian Shangri-La Hotel, 4088 Yitian Road, Futian, Shenzhen** Board meeting of Michigan-Shenzhen Center (“MSTIICC”) Detroit-Shenzhen MOU Ceremony

November 17, 2016 Continued
Thursday

Signing Ceremony for Frontt Capital gift to U-M re: collaboration autonomous vehicle
Signing Ceremony for U-M &SUSTech, water technology
Note: must be on the 16th , order of events to be determined

OPEN Press

11:00 AM - 12:30 PM **HOLD - Lunch hosted by likely Ma Xingrui, Shenzhen Leadership -- TBD**

11:00 AM - 11:00 AM **FYI - Lindsay to check out delegation -- luggage to the lobby by 11:00 AM**

1:30 PM - 3:45 PM **Travel to Guangzhou**

4:00 PM - 5:00 PM **HOLD - Meeting with Great Wall Motors Chairman Wei Jianjun -- TBD**

5:00 PM - 5:55 PM **RDS - Guangdong media interviews -- 1st Floor, No. 60 Shamian Avenue, Liwan District**

5:00 PM - 5:10 PM **Travel to Guangdong Event**

6:00 PM - 6:40 PM **RDS - Meeting with Guangdong Party Secretary Hu Chunhua -- 1st Floor, No. 60 Shamian Avenue, Liwan District**
meeting & sister state work discussion

6:45 PM - 7:50 PM **RDS - Dinner with Guangdong Party Secretary Hu Chunhua -- 1st Floor, No. 60 Shamian Avenue, Liwan District**

7:50 PM - 8:25 PM **Travel to Airport**

9:00 PM - 12:00 AM **Flight to Beijing -- DEPART: Guangzhou, CZ3107**

November 18, 2016
Friday

All Day **RDS - China Trip**
Please See Above

All Day **Attire: Suit/Tie**

All Day **Beijing/Nanchang**

All Day **FYI: Gov. Terry Branstad in China**

All Day **FYI: Silver Bells in the City**

November 18, 2016 Continued
Friday

All Day — **FYI: UM Basketball AWAY v. Pittsburgh/SMU TBA**

All Day — **Weather: 44°/28°**

12:00 AM - 12:10 AM — **Flight to Beijing -- DEPART: Guangzhou, CZ3107**
Please See Above

12:10 AM - 12:45 AM — **Travel to Beijing JW Marriott**

1:00 AM - 1:00 AM — **Overnight Beijing JW Marriot -- 83 Jian Guo Road, China Central Place, Chaoyang District, Beijing 100025 China**

7:50 AM - 8:00 AM — **Walk to Ritz Carlton**

8:00 AM - 9:00 AM — **RDS - Top U-M alumni in Beijing Breakfast -- Ritz Carlton, B1, Yellow Tea**
Joined by Ambassador Baucus if possible

8:00 AM - 8:00 AM — **FYI - Checkout/luggage to the lobby by 8 AM**

9:00 AM - 9:30 AM — **Travel to Grand Hotel**

9:30 AM - 10:00 AM — **RDS - Michigan Tourism Press Conference -- 10th Floor, 35 East Chang'an Road, Zijin Hall, Grand Hotel**
Purpose: Highlight Michigan tourism opportunities and Detroit Comeback message to Chinese travel media

Attendees:
Detroit Mayor Mike Duggan
Dave Lorenz, Vice President Travel Michigan
Media Attendees:

- Ms. Feng Yi, Managing Editor of Traveler
- Mr. Wang XinSheng, Editor Travel Weekly China
- Ms. Zhou YuJie, Editor Harper's Bazaar Men's Style
- Mr. Tian Li, Chief Editor of IQIYI.com
- Ms. Chung Nadia Yun, Reporter with TTG China
- Ms. Lv Qi, Editor of Travel.ifeng.com
- Mr. Dong JinChao, Director of Content Operators for Nationalgeographic.com.cn
- Mr. Han Bin, Editor of Epicure
- Ms. Jin YiSha, Editor of China Travel Agent
- Ms. Dong WenLu, Editor of Esquire
- Mr. He Yuan, Editor of Top Travel
- Ms. Li FeiFei, Editor of Global Travel
- Ms. Shi Hui, Editor of Golfweek
- Ms. Chen DanQing, Managing Editor of Golf Magazine
- Mr. Xi Lei, Lifestyle Editor at Men's Uno
- Ms. Zheng XiaLian, Feature Editor at Conde Nast Traveler
- Mr. Gao RuoGu, Editor at Leon
- Ms. Shi WeiWei, Editor at Let's
- Mr. Peng ZhiGuo, Chief Editor of Trading Up

- Ms. Dai Yun, Lifestyle Editor at Richesse
- Ms. Song YangYang, Editor at Comfort
- Mr. Song GuanHua, Travel Blogger
- Ms. Zhang GuoQian Travel Blogger
- Ms. Lu Na Travel Blogger
- Ms. Liu WenWen Travel Blogger

Agenda:

9:30-9:32am	Opening remarks by Brian Connors
9:32-9:40am	Governor provides opening remarks and introduces Michigan's tourism product
9:40-9:45am	Detroit Mayor Mike Duggan provides remarks on tourism in Detroit
9:45-9:49 am	Dave Lorenz provides remarks
9:49-10:00am	Q&A with media and Lucky Draw
10:00 am	Governor departs

10:00-10:10am *Additional Media Join*

Staff/Detail
POC: DLorenz



10:10 AM - 10:55 AM **RDS - Michigan Business Press Conference -- Zijin Hall, 10th Floor**

Agenda:

10:10-10:12am	Opening remarks by Brian Connors
10:12-10:20am	Opening remarks by the Governor
10:20-10:25am	Michigan video showcase
10:25-10:35am	Remarks by Kevin Kerrigan – PlanetM
10:35-10:45am	Remarks by Mayor of Detroit – Detroit Come Back Story
10:45-10:50am	Governor Rick Snyder announces the result of student debate
10:50-10:55am	Media Q & A

11:00 AM - 11:50 AM **RDS - Meeting with Baidu, Liu Jun -- Peony Room, 10th Floor**
Topic: state of autonomous technologies & mapping

12:00 PM - 1:30 PM **RDS - Lunch Meeting with EV100 -- East 33 Restaurant, first floor, Raffles Hotel**

1:30 PM - 2:00 PM **Travel to JW Marriot/Ritz Carlton**

2:00 PM - 5:00 PM **HOLD - Senior Official Meetings**
Possibly: Meeting with Beijing new mayor Cai Qi
Possibly: Meeting with Ministry of Industry and Information
Possibly: Meeting with Capital Airport Group

November 18, 2016 Continued
Friday

5:00 PM - 6:00 PM	**Travel to Airport**
6:00 PM - 6:45 PM	**RDS Time/Dinner -- VIP Lounge, Airport**
7:20 PM - 9:55 PM	**Flight to Nanchang -- DEPART: Beijing T3 CA1581**
9:55 PM - 10:54 PM	**Travel to Hotel**
11:00 PM - 11:00 PM	**Overnight Nanchang, Shangri-La Hotel -- No.669, Cui Lin Road, Honggutan New District, Nanchang, Jiangxi Province, 330038, China**

November 19, 2016
Saturday

All Day	**RDS - China Trip** **Please See Above**
All Day	**Attire: Suit/Tie**
All Day	**Beijing/Nanchang**
All Day	**UM Football (Home) vs. Indiana @TBA**
All Day	**Weather: 63°/53° and chance of rain**
8:00 AM - 8:45 AM	**RDS - Breakfast Meeting with Madame Li Xiaolin from CPAFFC -- TBD Shangri La Hotel**
8:00 AM - 8:00 AM	**FYI - Check out before 8 AM**
9:00 AM - 9:30 AM	**RDS - ATTEND/REMARKS - Opening Ceremony for Sister City International Conference -- 2nd Floor, Ball Room A+B, Shangri La Hotel** Special Award will be given to RDS
9:40 AM - 10:15 AM	**HOLD - Meeting with Jiangxi Governor LIU Qi -- TBD, Shangri La Hotel** Media interview at the end
10:15 AM - 11:00 AM	**Travel to Airport**
11:40 AM - 1:55 PM	**Flight to Beijing -- DEPART: Nanchang T2, HU7794**
2:00 PM - 5:40 PM	**RDS Time/Lunch -- Airport** Change clothes?
5:45 PM - 12:00 AM	**Flight to Detroit -- DEPART: Capital International Airport DL 188**

Breakfast Meeting with the Michigan Food & Agriculture Trade Mission Delegation

EXECUTIVE SUMMARY

Staff Lead: Jamie Zmitko-Somers, International Marketing Program Manager, 517-930-3460

Purpose of Meeting/Event:
Discuss the opportunities in the Chinese market with the Michigan food and agriculture trade mission participants.

Attendees:
Attached document with list of attendees

Talking Points:

- Discuss previous trips to China and why the Governor feels that market is important to Michigan.
- What previous trips have accomplished for Michigan and the opportunities it is creating for more trade between Michigan and China.
- Michigan has high quality food and agriculture products that are in high demand in China. The growing Chinese middle class provides great opportunities
- Michigan exported $70.9 million to China in 2015 in food and ag products
- Michigan food and ag exports to China have grown 13% from 2014 to 2015, increasing from $62.3 million to $70.9 million

Event – Line by Line (For Event Briefings Only)
Director Clover Adams will give an introduction with a brief overview of the mission agenda and the Michigan companies attending.

Gift & Photo:
N/A

Attire:
Business Casual

BACKGROUND

Attached trade mission agenda.

The MDARD Director is leading the first ever food and agriculture trade mission to China. The Michigan delegation is a diverse group of companies with a variety of products and experience in the Chinese market. A number of the companies are actively exporting to China while other companies have just started exporting to China or are completely new and learning about the opportunities for the first time.

The Cherry Marketing Institute also officially launched their export promotion into the Chinese market for U.S. Montmorency Tart Cherries during the mission by holding a "Cherry Day" on November 11th in Shanghai. The focus of the event was to showcase various uses of tart cherries and to highlight the health benefits to buyers, importers, chefs, bakers and media.

- Michigan's Top Exports to China in 2015:
    - Bran, sharps etc ($22.7 million)
    - Cheese and curd ($17.2 million)
    - Vegetable saps, etc ($9.4 million)
    - Prepared fruit and nuts ($7.1 million)
    - Starch, sugar, brew ($4.6 million)
    - Concentrated milk ($3.5 million)
    - Malt extract, flour ($2.3 million)
    - Food preps, nesoi ($1.3 million)

STAFF/DETAIL

Meeting/Event Date & Time

Meeting/ Event Location
Facility Point of Contact
Security Point if Contact
Meeting/ Event POC

ATTACHMENTS

Company bios attached

Atwater Brewery - Detroit

www.atwaterbeer.com

Established: 2004

Annual Sales - $9 million Export Sales - $10,000

Products: Microbrews

Export Activity: Company is new to the China market. .

Attendees: Kevin Chen • Tina Chen • Rose Hu, Chinese representatives

Company Background: "Founded in 1997, Atwater Block Brewery made its debut in Detroit, Michigan in the historic Rivertown district. The original owner's reasoning and focus was to bring back the Bohemian style lager that Stroh's Brewing Company had made famous in the mid 1800's. The passion for beer started in 1848 when the first mass produced beer was bottled in the Detroit area. So although Detroit is known for being the Motor city, at one time Michigan had more production breweries than anyone in the country. Atwater wanted to re-invent that product back in 1997 of making German style Lagers. The owners purchased a Kasper Schulz, the oldest makers of brewing equipment in the world! It was purchased at a trade show in 1996 and by 1997 Atwater was producing beer!

Mark Rieth, graduate of Michigan State University, personally invested into the brewery in 2002 and purchased the brewery outright in 2005. Rieth's background and passion for beer took off when he lived in Boston, MA in the late 80's. He was brewing his own Sam Adams Boston Lager knock-offs right out of his basement and sharing it at parties. With an automotive background, Rieth already had a strong understanding of the three tier system of production to distributor to consumer. He moved back to Detroit in 1997 with intent to be a part of bringing Detroit back and stumbled across Atwater. After realizing it was a German style brew house which happened to produce his favorite style of lager, Rieth knew immediately what he wanted. Rieth purchased the brewery outright in 2005 and exponential growth soon followed. Dirty Blonde and Vanilla Java Porter quickly became front runners in the Michigan market, along with Hop-a-Peel, an American IPA, and the Bronze World Beer Cup Winner, Decadent Dark Chocolate. Atwater expanded distribution on the east coast soon after and has had great success.

Atwater currently holds true to making traditional German style lagers, along with unique boutique ales. Rieth says, "We've analyzed the marketplace and studied what consumers really want in a beer and have successfully provided this for them". Atwater keeps things fun around the brewery, never taking things too seriously; a favorite slogan around here, "We drink all we can and sell the rest". Rieth says the company recently became international when beer was shipped to Munich, Germany in a partnership with an all-American craft beer tap house. Today the brewery is thriving and expanding at its original Joseph Campau location, including a full scale Biergarten and Tap House. We recently opened Atwater in the Park which is located 8 miles from the brewery in a renovated church serving unique styles and great food, along with Atwater Spirits and Wine. Summer 2016 Atwater in Grand Rapids Biergarten and Tap House will open and connect the two largest cities in Michigan, a historic event located in the renovated Rowe Hotel downtown, Grand Rapids.

Cherry Central – Traverse City
www.cherrycentral.com

Established: 1973

Annual Sales – $250,000,000 Export Sales – $15,000,000

Products: Montmorency cherries, dark sweet cherries, cultivated blueberries, wild blueberries, cranberries, apples, pomegranate arils and black currants, apple and Montmorency cherry juice, cranberry cocktail, and frozen Montmorency cherries and cultivated blueberries.

Export Activity: Currently exports to the EU, Japan, Australia, China, Israel, Brazil, BVI, and Canada.

Attendees: Brian Klumpp, Director of Business Development • Steve Eisler, President • Chad Rowley, Board Member

Company Background: Founded in 1973, Cherry Central opened in Traverse City, Michigan—otherwise known as the Cherry Capital of the World. It was created by five independent cherry growers who began to work together to sell their tarts and sweets. “Fruit-growing sources and processing capabilities grew to include apples, blueberries, cranberries, strawberries and other sweet crops. Consumer demand for additional products gave rise to the inclusion of pomegranates arils and asparagus.” Cherry Central is an adaptive company that listens to its consumers and evolves to the changing markets, making them a versatile company in today’s agriculture industry.

Today, the collective has 10 members, including three members in Michigan, who represent hundreds of farmers across the globe. Cherry Central Cooperative also owns two other companies both based in Michigan. The first is “Dunkley International, a machinery manufacturer that specializes in innovative fruit processing equipment,” and the second being “Oceana Foods of Shelby, a fruit drying facility.” In recent years, the company has exploded on the market due to their aggressive campaign to diversify not only the products that they sell, but also where they get their supply comes from and where they sell it to. An increase of more than 20% in their exporting business lead them to being named the Michigan Department of Agriculture and Rural Development’s (MDARD) “Michigan Agriculture Exporter of the Year” in 2011.

Cherry Central depends on its ability to grow with the times and the market to continue success, and counts on the geographical diversity that it has to help ensure continuous sales even during the harsh, Michigan weather. For more than 40 years, the cooperative has worked diligently with Michigan food operations as a regional juggernaut to bring prosperity to Northern Michigan and promote excellent Michigan products around the world.

Graceland Fruit - Frankfort
www.gracelandfruit.com

Established: 1973

Annual Sales – $75,000,000 Export Sales – $33,000,000

Products: Dried agriculture products including: apples, cranberries, blueberries, cherries, carrots, and orange peels.

Export Activity: Currently exports to the Asia, Central and South America, Europe, Africa, China, and India.

Attendees: Brent Bradley, Vice President of Sales and Marketing • Clara Liu, Chinese representative

Company Background: At Graceland Fruit, we believe everyone deserves access to the taste and wholesomeness of fresh fruit all year long. We know the drying process like nobody else in the world and have a deep passion for what we do. That's why some of the largest and most prestigious food companies in the world add our premium dried fruits to their products. And, why consumers around the world are discovering the delicious flavor, versatility and nutrition of our dried fruits.

Located in the heart of America's largest tart cherry growing region, we are one of the largest single providers of infused dried fruits in the world. We primarily produce infused dried fruits such as cranberries, cherries, wild and cultivated blueberries and apples. Graceland's products are sold in the United States and over fifty other countries around the world.

The fresh, flavorful taste of our premium dried fruits is produced with patented drying, freezing and processing technologies. The same exceptional quality, dependable performance and a continuing commitment to innovation that have made us an award-winning company in the food industry also go into every package of dried fruits sold for home kitchens. We offer innovative food manufacturers and providers the opportunity to develop and introduce new products that have strong consumer appeal. The entire line of dried fruits and Soft-N-Frozen™ fruit products are gluten-free, allergen-free and Non-GMO and contain nutrients found in Mother Nature's Super Fruits. They are ideal for today's health conscious and convenience driven consumer.

Our uncompromised commitment to premium quality, dependable performance and food safety is unmatched. Only quality graded fresh frozen fruits are used to produce our products, all of which are heat processed and pasteurized to ensure safety. All Graceland Fruit products meet the standards set by the National Food Processors Association and the American Institute of Baking.

Graceland Fruit is known for its outstanding research and development, the breadth of its product line and for continually offering innovative and quality products based on customers' needs. Our experienced R&D staff offer superior technical support.

Naturipe/MBG Marketing – Grand Junction

http://www.blueberries.com/

Established: 2008

Annual Sales – $60,000,000 Export Sales – $20,000,000

Products: Blueberries, strawberries, raspberries, and blackberries.

Export Activity: Currently exports to Korea, Australia, the UK, Columbia, Mexico, Germany, and the Netherlands.

Attendees: Melanie LaPerriere, Senior Director of Sales • Steve Hunt, Grower and Board Member of MBG • Agustin Cmet, Senor Value-Added Account Manager

Company Background: Unique to the produce industry, Naturipe Farms is a partnership between four highly-esteemed fresh berry growers, whose fields are spread across the globe. As a group, our growers are able to provide consistent and diverse seasonal crops. MBG Marketing - The Blueberry People is a producer-owned blueberry marketing cooperative that was formed in 1936 as the Michigan Blueberry Growers Association by the original blueberry growers in the state. MBG quickly gained a leadership role in the Michigan blueberry industry, and as interest in blueberry production grew in other states, MBG's membership base expanded to reflect the trend. In the late 1940s, MBG extended membership into northern Indiana; Georgia and Florida in 1983; British Columbia in 2006; North Carolina in 2009; the Pacific Northwest states of Oregon and Washington in 2013, and New Jersey in 2014. Today, with a production base of over 300 growers, MBG is the largest grower-owned marketer of fresh and value-added processed cultivated blueberries in the world. MBG Marketing offers its blueberry growers unprecedented service and support in meeting the challenges of the 21st century food industry. In addition to expert sales and marketing under the globally recognized brand, a strong team of tenured professionals offers our grower-owners local assistance in everything from field scouting and pest management; to yield estimating, pack planning, and quality assurance programs; to food safety and social responsibility training; to packaging, packing, and processing expertise; and to innovative technology and traceability programs. The cooperative model of "operating at cost" affords MBG's members a competitive advantage in a rapidly expanding industry, and our cash advance and payment programs have stood the test of time for 79 years!

MBG's headquarters are located in Grand Junction, Michigan. In total, MBG employs over 200 seasonal and full-time people annually at its various locations. The cooperative owns and operates state-of-the-art blueberry receiving, pre-cooling, and distribution facilities in Alma, Georgia and Grand Junction, Michigan, in addition to local business offices in each region. MBG also owns satellite service facilities in Holland and Bangor, Michigan; and seasonally operates others in Ravenna, Michigan; Ivanhoe, North Carolina; Demotte, Indiana; and Gainesville, Florida, with member-owned berry facilities also operating seasonally in British Columbia, Salem, Oregon, and Hammonton, New Jersey. MBG launched a value-added fresh operation and distribution center in Georgia in 2012, and in 2013, brought on line its new IQF (individually quick frozen) value-added processing and packing facility in Bloomingdale, Michigan. In 2014 we added another new "Best in Class" facility in Alma, GA that includes not only IQF value-added processing and packing operations, but a second Alma fresh fruit distribution center and a new home for the fresh value-added business, completing a full range of local member service capabilities.

Nirvana Tea - Southfield
www.nirvana-tea.com

Established: 2012

Annual Sales – $80,000 Export Sales – N/A

Products: A variety of tea flavors including: Peachy Peach, Lemon Ginger, Pearadise, Wild Cherry, Heavenly Hibiscus, Jasmine Flowers Blend, Orange Berry, and Blueberry Pomegranate Bliss.

Export Activity: N/A

Attendees: Alecha Benson, Owner • Haywood Lockhart, Owner

Company Background: At Nirvana Tea, our mission is perpetuating peace and harmony with every sip of tea. In ancient traditions, tea is not just a drink, but an experience of slowing down and connecting to life through the experience of drinking tea. Nirvana Tea is akin to the lotus and a flower springing from a rock. Our company emerges from a fast paced urban environment where our visionary founder recognized that there needed to be a refuge for tea lovers and all individuals in pursuit of a harmonious and peaceful existence, even with hectic lifestyles.

At Nirvana Tea's, we use the finest and purest ingredients to craft a custom tea experience that is unique from any other. No matter what tea you prefer, you will enjoy Nirvana with every sip of our tea.

For us, tea represents a mantra for harmony, a commitment to appreciating life, wellness and the pursuit of peaceful living. Our company is a gateway to not only the finest teas, but also artwork and music that appeal to one's highest senses.

Nirvana Tea is committed to peace and harmony for all and as such part of our strategic vision is to work to end violence in our communities locally and globally, particularly against women and children. Our view is if we perpetuate peace then we can expect peace in return.

Old World Style Almonds – Beverly Hills

www.oldworldalmonds.com

Established: 1984

Annual Sales – $1,000,000 Export Sales – N/A

Products: Cinnamon roasted almonds, pecans, and cashews.

Export Activity: N/A

Attendees: Bruce Niezgoki, Owner • Nancy Niezgocki, Owner

Company Background: Old World Style Almonds has been a family-owned company for 30 years. We are not "just nuts!"

We offer a variety of delicious food items. They include cinnamon roasted, salted and chocolate nuts, a selection of candy, cotton candy, caramel and kettle corn, and fresh squeezed lemonade. We have just the perfect combination of food selections for your special event.

Shoreline Fruit Growers – Traverse City
www.shorelinefruit.com

Growers | Processors | Marketers

Established: 1993

Annual Sales – $50,000,000 Export Sales – $4,000,000

Products: Dried fruits, including: cherries, blueberries, and cranberries, along with cherry juice concentrate.

Export Activity: Currently exports to Canada, Germany, the UK, China, Hong Kong, Taiwan, Australia, and Mexico.

Attendees: Randy Atwater, International Sales Manager

Company Background: Being a grower owned company allows Shoreline Fruit to offer only the finest products from our orchards directly to you. Grower owned means sourcing and securing the land, selecting the saplings that populate our orchards, to carefully growing and caring for the fruit from blossom to harvest. Our grower owners ensure us that we only bring the finest fruit products to you, our customers. Our owners have been recognized for their committed stewardship of the land they call home.

Our growers are also committed and passionate in preserving and protecting the American dream of allowing and keeping the family farm healthy so they will prosper for generations to come.

In the pursuit of achieving excellence in everything that we do, the Owners, Board Members, Growers and Employees of Shoreline Fruit have collaborated in establishing the following guiding principles to ensure that we continue to maintain and achieve the highest recognized standards in the fruit industry.

Our Mission

To provide quality wholesome fruit products for the world to enjoy.

Our Vision

To be the preferred value-added fruit company known for its quality products, great people and superior performance.

Our Core Values

Customer Focused, Financially Responsible, Ethical, Valuing People, Collaborative, Innovative, Accountable

We are committed to promoting a culture that is founded on these core values. They reflect our shared beliefs and expectations for how we will conduct ourselves with each other, our customers and our business partners and are the foundation that holds us all accountable.

MONTMORENCY
U.S. TART CHERRIES™

Cherry Marketing Institute – DeWitt
www.choosecherries.com

Attendees: Julie Gordon, Chief Financial Officer, Export Director

Cherry Marketing Institute (CMI), an organization funded by North American Montmorency tart cherry growers and processors. The goal of the organization is to increase sales and consumption of Montmorency tart cherries.

Brew Export - Comstock Park
www.brewexport.com

Established: 2015

Annual Sales – Not available Export Sales – Not available

Products: Microbrews

Export Activity: Company has made first export of craft brews to China in 2016.

Attendees: Shannon Long, Founder

Company Background: Bio – Shannon Long, Founder - While my adept abilities in consuming and enjoying beer have opened many doors for me, my business in craft beer lies in Brew Export as well as Pure Brews America TV Series! In fact, my love for this industry has shaped most of my academic and professional career. I studied International Relations as well as Marketing at Michigan State University (Go Green!) and became further cultured in beer, well, some other things too. During my undergrad, I completed my thesis on Founders Brewing Co. and their export process, which afforded me the opportunity of exploring and meeting with a multitude of other breweries.

Drawing from my experience at CH Robinson Worldwide, the Michigan Department of Agriculture's International Marketing Program, and the Food Export Association of the Midwest, I founded Brew Export with the mission of sharing American craft beer with the world and helping everyone on Earth redefine what a “good beer” means. Craft beer is my life and my passion, and nothing gives me greater joy than being able to share my love for beer through Brew Export and Pure Brews America TV Series. Cheers to That!

Brew Export provides expert navigation of compliance, logistics, and international marketing for the export of American craft brews.

Cherry Republic – Glen Arbor

www.cherryrepublic.com

Established: 1989

Annual Sales – Not available Export Sales – Not available

Products: Various cherry products

Export Activity: Company has made first export of cherry products to Taiwan and is now looking at the Chinese market.

Attendees: Yiwei Chen, Export Manager

Company Background: Cherry Republic was founded in 1989 when Bob Sutherland began selling T-shirts emblazoned with the slogan “Life, Liberty, Beaches and Pie” from the trunk of his car. A few years and many thousands of T-shirts later, Bob branched out into cherry products. What started by simply printing that same T-shirt design on the labels of bags of Cherry Boomchunka Cookies and dried cherries quickly blossomed into a line of nearly 200 cherry products.

We outgrew the trunk of Bob’s car many years ago and now have four retail locations: our headquarters at our Glen Arbor campus, another flagship store in Traverse City, and embassies in Charlevoix and Ann Arbor. In addition, our thriving website and catalog business help serve the cherry cravings of our citizens around the nation and throughout the world.

Hangzhou Media Cultural Exchange at
Dragon Well Tea Retreat Center -
November 13, 2016

EXECUTIVE SUMMARY

Staff Lead: Dave Lorenz, Vice President Travel Michigan, lorenzd@michigan.org, 517-243-3073

Purpose of Meeting/Event:
Discussion of tourism and leisure travel opportunities in Michigan with select travel media from the Hangzhou Province.

Attendees:
Governor Rick Snyder
Dave Lorenz, Vice President Travel Michigan
Media Attendees:

- Ms. Bian YanFei, Reporter for www.zjol.com.cn
- Ms. Jiang Yue, Reporter for City Morning Express
- Ms. Xu Yin, Editor for Fospel
- Mr. Song GuanHua, Travel Blogger
- Ms. Want WenJuan, Editor at Business & Luxury Travel Magazine

Talking Points:
Pure Michigan Talking Points

- The Pure Michigan campaign is all about highlighting the diversity of our state – a state blessed with abundant natural beauty, authentic destinations, unique experiences and friendly people.

- We realize that when Chinese visitors come to America for the first time they will likely head to one of the coasts. However, we want to be a place they consider for a second or third visit in the United States or a place to consider if they want a true "American" experience.
    - Many Chinese students come to Michigan universities – visiting friends and family is a big opportunities to explore all of Michigan.

- Michigan has vibrant urban areas, including Detroit – America's Great Comeback City, and Grand Rapids – home of Art Prize.
    - Also offer classic American small towns (like Holland, Traverse City, Bay City)

- Michigan has unspoiled nature, clean air and an abundance of fresh water
    - Michigan is surrounded by 4 of the 5 Great Lakes and has more than 11,000 inland lakes
    - 19.3 million acres of forests found in Michigan.
    - Michigan has 103 state parks and 5 national parks, including Sleeping Bear Dunes National Lakeshore and Pictured Rocks National Lakeshore.

- Michigan is a friendly and welcoming destination for visitors – very authentic all-American experience

- Michigan's Upper Peninsula was named one of Lonely Planet's top 10 Value Destinations in the World for 2017, only destination in the United States on the list.

Detroit Message

- Detroit is the gateway into Michigan, and right now in Detroit, people are coming together to show their pride and show the world is America's Comeback City.
    - The perception of Detroit is that it is dangerous, when in reality the people in Detroit are incredible welcoming and excited to showcase their city.

- Detroit is America's Great Comeback City
    - Home to more than 300,000 businesses and 13 Fortune 500 companies.
    - Detroit ranks in the top 9 real estate markets in the US as of June 2015.
    - USA Today ranked Detroit's Midtown one of its 10 Best Up and Coming Neighborhoods in the US.
    - Detroit is attracting young talent, entrepreneurs and start-ups (especially in tech and creative industries)

        - In Detroit cost of living is much lower than other major cities, and people can have a much greater impact on their community.
        - Detroit region ranks #1 in concentration of industrial and mechanical engineers

- Major projects currently underway in Detroit include:
    - The District Detroit will feature 50 blocks of businesses, parks, restaurants and bars with Little Caesar Arena at the district's epicenter. The arena will be home to the Detroit Red Wings and is scheduled to open next year.

    - A new, 5.3 km rail system along Woodward Avenue will transport visitors along key business, university, shopping and cultural districts offering efficient and affordable transportation through the core of downtown Detroit.

- High-end brands such as Nike, John Varvatos and Shinola can be found in downtown Detroit, while the Somerset Collection and Great Lakes Crossing offer high end and outlet shopping opportunities in metro Detroit.

- Detroit was named best American city for sports travel by hotels.com and SeatGeek.
    - Detroit has 4 professional sports teams, 3 located downtown

Event – Line by Line (For Event Briefings Only)
9:00 AM - 9:30 AM Tour around Tea Farm
9:30 AM - 10:00 AM Tea Ceremony, Yucha Hall
10:00 AM - 10:30 AM Media Interview, Yucha Hall

Attire: Polo/Khakis

BACKGROUND

Hangzhou Background
This will be first time Governor or Dave Lorenz is addressing Hangzhou media regarding travel opportunities in Michigan. By hosting the visit at a tea village, the message will be sent that the governor and the state of Michigan appreciate Chinese tradition and culture.

Hangzhou's signature drink is a green tea

The Governor's meeting with Alibaba, China's largest online group, is a strong indicator of Michigan's interest in attracting younger-generation travelers from China through the Internet. Especially relevant given the high number of Chinese students in Michigan.

Background on Chinese Travelers to Michigan

- Thousands of Chinese visitors come to Michigan each year for business, to attend university and to visit family members. Michigan's tourism efforts will, in part, encourage those travelers to extend those trips and explore Michigan as a vacation destination as well.
    - More than 7,000 Chinese students studying in the state
    - More than 100 Chinese enterprises have invested in Michigan.

- Direct flights from Beijing and Shanghai on Delta Air Lines

- In 2015, 9 percent of international travelers to Michigan came from China, making China the third largest inbound market into Michigan.
    - Travelers from China made up 8% of all international travelers to Detroit and 10% of international travelers to Michigan overall.

- The U.S. Department of Commerce estimates travelers from Asia, including China, spend an average of $2,459 per visitor while in the United States.

- The average length of US stay of Asian travelers to Michigan (including Chinese) was 19 nights.

- In March 2017, a new law will take effect that will allow Chinese visitors to Michigan to operate a vehicle in the state.
    - Travelers will need to carry their valid Chinese driver's license and an English translation of the license that contains their photo and identifies what their driving privileges are (i.e. if they may operate a regular passenger vehicle, a motorcycle or a vehicle larger than a standard passenger vehicle).

Media Attendee Background

Ms. Bian YanFei, Reporter for www.zjol.com.cn
UV: 495,000
This website is under the Zhejiang All-Media Travel center which covers the 35 print publication and websites of the Zhejiang Media. It is the mainstream website in the Zhejiang province and includes coverage of news, automotive and travel lifestyle.

Ms. Jiang Yue, Reporter for City Morning Express
Circ: 1,490,000
In addition to a print newspaper, City Morning Express has media platforms including television, radio and internet. It is the second largest evening paper in the country and the top in Zhejiang Province.

Ms. Xu Yin, Editor for Fospel
Circ: 113,000
This publication is focused on high-end and luxury consumers with targeted distribution in more than 18 cities. It operates on a database distribution method to reach intended audiences.

Mr. Song GuanHua, Travel Blogger
Followers: 443,976
Song Guanhua is a well-known photographer and travel writer who has published three travel books and has more than 5 million visits to his blog. He has traveled extensively in China as well as the U.S., France, Italy, Switzerland and more. He appreciates all of the experiences from traveling and shares his experiences, feelings and thoughts with followers through photos and words.

Ms. Want WenJuan, Editor at Business & Luxury Travel Magazine
Circ: 70,000
Business & Luxury Travel Magazine was established in 1984 and is sponsored by Hangzhou Daily group. The magazine has a circulation across the country and focuses on a combination of recreation and fashion with short introductions of tourist attractions and shopping. It publishes monthly, with each edition featuring 180 full color pages.

STAFF/DETAIL
November 13, 2016 9:00 AM – 10:30 AM
Location: Dragon Tea Well Tea Retreat Center, Hangzhou
Facility Point of Contact: TBD
Meeting/ Event POC: Dave Lorenz

Beijing Tourism Press Conference
Friday, November 18, 2016

EXECUTIVE SUMMARY

Staff Lead: Dave Lorenz, Vice President Travel Michigan, 517-243-3073, lorenzd@michigan.org

Purpose of Meeting/Event:
Highlight Michigan tourism opportunities and Detroit Comeback message to Chinese travel media

Attendees:
Governor Snyder
Detroit Mayor Mike Duggan
Dave Lorenz, Vice President Travel Michigan
Media Attendees:

- Ms. Feng Yi, Managing Editor of Traveler
- Mr. Wang XinSheng, Editor Travel Weekly China
- Ms. Zhou YuJie, Editor Harper's Bazaar Men's Style
- Mr. Tian Li, Chief Editor of IQIYI.com
- Ms. Chung Nadia Yun, Reporter with TTG China
- Ms. Lv Qi, Editor of Travel.ifeng.com
- Mr. Dong JinChao, Director of Content Operators for Nationalgeographic.com.cn
- Mr. Han Bin, Editor of Epicure
- Ms. Jin YiSha, Editor of China Travel Agent
- Ms. Dong WenLu, Editor of Esquire
- Mr. He Yuan, Editor of Top Travel
- Ms. Li FeiFei, Editor of Global Travel
- Ms. Shi Hui, Editor of Golfweek
- Ms. Chen DanQing, Managing Editor of Golf Magazine
- Mr. Xi Lei, Lifestyle Editor at Men's Uno
- Ms. Zheng XiaLian, Feature Editor at Conde Nast Traveler
- Mr. Gao RuoGu, Editor at Leon
- Ms. Shi WeiWei, Editor at Let's
- Mr. Peng ZhiGuo, Chief Editor of Trading Up
- Ms. Dai Yun, Lifestyle Editor at Richesse
- Ms. Song YangYang, Editor at Comfort
- Mr. Song GuanHua, Travel Blogger
- Ms. Zhang GuoQian Travel Blogger
- Ms. Lu Na Travel Blogger
- Ms. Liu WenWen Travel Blogger

Talking Points:
Pure Michigan Talking Points

- The Pure Michigan campaign is all about highlighting the diversity of our state – a state blessed with abundant natural beauty, authentic destinations, unique experiences and friendly people.

- We realize that when Chinese visitors come to America for the first time they will likely head to one of the coasts. However, we want to be a place they consider for a second or third visit in the United States or a place to consider if they want a true "American" experience.

    - Many Chinese students come to Michigan universities – visiting friends and family is a big opportunities to explore all of Michigan.

- Michigan has vibrant urban areas, including Detroit – America's Great Comeback City, and Grand Rapids – home

of Art Prize.
    - Also offer classic American small towns (like Holland, Traverse City, Bay City)

- Michigan has unspoiled nature, clean air and an abundance of fresh water
    - Michigan is surrounded by 4 of the 5 Great Lakes and has more than 11,000 inland lakes
    - 19.3 million acres of forests found in Michigan.
    - Michigan has 103 state parks and 5 national parks, including Sleeping Bear Dunes National Lakeshore and Pictured Rocks National Lakeshore.

- Michigan is America's Summer Golf Capital with more than 650 public golf courses in the state.
    - LINKS ranked Michigan 2nd Best Golf in the nation in 2015

- Michigan is a friendly and welcoming destination for visitors – very authentic all-American experience

- Michigan's Upper Peninsula was named one of Lonely Planet's top 10 Value Destinations in the World for 2017, only destination in the United States on the list.

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        - In Detroit cost of living is much lower than other major cities, and people can have a much greater impact on their community.
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- Detroit was named best American city for sports travel by hotels.com and SeatGeek.
    - Detroit has 4 professional sports teams, 3 located downtown

Event – Line by Line

9:30-9:32am Opening remarks by Brian Connors
9:32-9:40am Governor provides opening remarks and introduces Michigan's tourism product
9:40-9:45am Detroit Mayor Mike Duggan provides remarks on tourism in Detroit
9:45-9:49 am Dave Lorenz provides remarks
9:49-10:00am Q&A with media and Lucky Draw
10:00 am Governor departs

BACKGROUND

Background on Chinese Travelers to Michigan

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    - Travelers will need to carry their valid Chinese driver's license and an English translation of the license that contains their photo and identifies what their driving privileges are (i.e. if they may operate a regular passenger vehicle, a motorcycle or a vehicle larger than a standard passenger vehicle).

Media Attendee Background

Ms. Feng Yi, Managing Editor of Traveler

* Ms. Feng Yi traveled to Michigan in October 2015 as part of a Media FAM

Circ: 556,000

Ove rthe past 19 years, Traveler has sent team to more than 104 countries and regions covering topics including destinations, hotels, aviation, road trips, food & wine and lifestyle. Traveler is one of the top-rated travel publications in China.

Mr. Wang XinSheng, Editor Travel Weekly China

Circ: 50,700

Travel Weekly China has been ranked as China's leading travel industry B2B information brand since 2001. Since joining Northstar Travel Media in March 2014, Travel Weekly China has become a key brand within the Travel Weekly Network in China as well as Travel Weekly Asia and Travel Weekly in the U.S. The company is currently working to re-design print magazines, a responsive website and mobile-friendly eNewsletter to offer a fully-integrated content and marketing solution for the travel trade in China.

Ms. Zhou YuJie, Editor Harper's Bazaar Men's Style

* Ms. Zhou YuJie traveled to Michigan in October 2016 to film an episode for Harpers Bazaar China

Circ: 700,000

Harpers Bazaar is the only mass media outlet in China that combined business and fashion together in one publication. Harper's Bazaar has achieved the most powerful, bankable social media platform in China. Bazaarmen creates multi-media products including a monthly issue magazine, social media platform, online magazine and events.

Mr. Tian Li, Chief Editor of IQIYI.com

UV: 121,200,000

iQIYI pioneered video services in China and actively promotes innovation in product design, technology, content and marketing while prioritizing a rich, high definition professional video experience for users.

Ms. Chung Nadia Yun, Reporter with TTG China
Circ: 14,500
TTG China is dedicated to the unique dynamics of the travel trade industry in the Greater China market. Delivered in simple Chinese, this leading industry business resource if a highly regarded by the region's travel trade professionals for incisive editorials and geographically tailored intelligence analysis on domestic, inbound and outbound developments. TTG China is a product by TTG Travel Trade Publishing, a business group of TTG Asia Media.

Ms. Lv Qi, Editor of Travel.ifeng.com
UV: 73,032
Provides content including destinations, food tasting, hotel, interests cultural exploration and trip ideas. The channel is fueled by a global community of editors and authors to provide a trusted perspective on the world.

Mr. Dong JinChao, Director of Content Operators for Nationalgeographic.com.con
UV: 100,000
National Geographic Chinese network follows the style and concept of its American counterpart. Locally, the site uses concise visual style andprovised original graphic content for Chinese readers. Photography includes animal life, the environment, travel and adventure-related content.

Mr. Han Bin, Editor of Epicure
Circ: 460,000
Epicure is China's leading culinary-based magazine that features foodie content as well as lifestyle, travel and celebrities.

Ms. Jin YiSha, Editor of China Travel Agent
Circ: 35,000
China Travel Agent is owned by Kaizhou International Media Group, which includes business enterprises in tourism real estate, luxury hotels & resorts and tourism trade media. China Travel Agent, features exclusive interviews and discussions about hot topics and new trends in the travel and tourism industry both domestic and abroad. China Travel Agent offers immediate and valuable trade information about traditional travel agencies, airlines, hotels & resorts, cruises, destinations, car rental services, online travel agencies and more.

Ms. Dong WenLu, Editor of Esquire
Circ: 1,056,900
Trends Esquire, magazine with American Esquire copyright. Esquire has been given many Chinese names such as Lao Ye, Jun Zi and, the best known presently, Trends Esquire.

Mr. He Yuan, Editor of Top Travel
Circ: 280,000
Top Travel is the exclusive quality magazine on outbound tourism in China. It is also regarded as the most influential monthly travel magazine domestically. Top Travel boasts a loyal elite readership nationwide, consisting of executive talents, people with high income, rich educational background and refined tastes.

Ms. Li FeiFei, Editor of Global Travel
Circ: 350,000
Global Travel is under the flag of Global Times, a newspaper first published in 1993, one of the subordinate newspapers of People's Daily newspaper. The circulation of Global Times reaches than 2 million copies a day, making it one of the highest circulated publications in China.

Ms. Shi Hui, Editor of Golfweek
Circ: 350,000
The authority of Golfweek is China Sports Publications Corporation, the largest sports media outlet in China. Golfweek is the top Chinese golf weekly.

Ms. Chen DanQing, Managing Editor of Golf Magazine

Circ: 456,000
The magazine has been the cutting edge in tackling all challenges from the game, being a practical companion to the golf experience. Profiles and interviews of golf stars provide readers with inspiration.

Mr. Xi Lei, Lifestyle Editor at Men's Uno
Circ: 628,000
Men's Uno China has established its reputation as the leading authority on men's fashion since its first issue in Spring, 2004. Men's Uno China is one of the definitive voices speaking to men in China on sophisticated living. The publication also publishes in Taiwan, Hong Kong and Malaysia.

Ms. Zheng XiaLian, Feature Editor at Conde Nast Traveler
Circ: 650,000

Mr. Gao RuoGu, Editor at Leon
Circ: 1,060,000
A men's lifestyle and fashion publication featuring media platforms such as video, website, social media and events in addition to a print publication. Readers are metropolitan men in high positions at companies, organizations and within the government.

Ms. Shi WeiWei, Editor at Let's
Circ: 875,650
A top fashion and lifestyle publication for in-flight media. It focuses on urban fashion and culture, particular related to elite lifestyle and hot social and financial topics. Great potential for urban interests and creative crossover and collaboration between fashion and feature content.

Mr. Peng ZhiGuo, Chief Editor of Trading Up
Circ: 200,000
Trading Up is an iconic magazine in print media, containing cutting-edge publishing. The first issue of Life Style came out in 1993. As the fashion print media with the lowest cost per thousand, as the regional fashion weekly newspaper with the largest circulation in China it was awarded "Most Competitive Urban Weekly" by General Administration of Press and Publication of the People's Republic of China.

Ms. Dai Yun, Lifestyle Editor at Richesse
Circ: 105,441
Published in cooperation with Hearst Media Group's renowned luxury lifestyle magazine Richesse, this publication targets the most affluent women in China by sharing information and insights of trends and luxury brands, as well as upbeat attitudes and elegant lifestyle.

Ms. Song YangYang, Editor at Comfort
Circ: 180,000
Comfort is luxury lifestyle magazine in China. Regarding the readers, they're well educated, have a successful career, caring for quality of life. They chase success, uphold tasteful lifestyle, and pursue elegant living. They're concerned about high-end brands and classical products, with very strong purchasing desire and power, and they're the main consumers for high-end brand products.

Mr. Song GuanHua, Travel Blogger
Followers: 443,976
Song Guanhua is a well-known photographer and travel writer who has published three travel books and has more than 5 million visits to his blog. He has traveled extensively in China as well as the U.S., France, Italy, Switzerland and more. He appreciates all of the experiences from traveling and shares his experiences, feelings and thoughts with followers through photos and words.

Ms. Zhang GuoQian Travel Blogger
Followers: 570,000

She has been writing blogs in Sohu for 9 years. She likes to share blogs with others on different lifestyles, such as fashion, delicious food and travel.

Ms. Lu Na Travel Blogger
Followers: 518,895
Known as wuxudoukou（@无须豆蔻）Ms. Lu Na is a social media influencer, freelance writer, photographer, tourism surveyer and gourmet. She was invited by TVS, Sina, Tianya and Provincial Tourism Bureau to participate in large-scale promotion of tourism activities: Meizhou, Guizhou, Jiangxi, Guangxi, Quzhou, Shanxi, Shaanxi, Hubei, Hunan, Heng Mountain, Chenzhou, Chengde, Jiangsu, Chongqing.

Ms. Liu WenWen Travel Blogger
Followers: 507,933
Ms. Liu WenWen is a member of Writers' Association of Hubei Province, a travel writer, actress and global traveler. She graduated from Wuhan University of Science and Technology. She has been anchor for CSPN, i.e. China Sports Programming Network, Euro Cup on Tencent.com, Tudou.com while she has been invited as judge for dancing competition on Wuhan Television and CCTV Football Girl for 2010 World Cup. Mostly important, she is highly active on social media, covering major social media platforms in China: Weibo, Sina Blog, WeChat, Miaopiao, YiZhiBo and MP.Sohu.com.

STAFF/DETAIL
November 18, 2016 9:30 a.m. – 10:00 a.m.
The Zijin Hall at Grand Hotel Beijing
Facility Point of Contact: TBD
Meeting/ Event POC: Dave Lorenz, Travel Michigan

Beijing Business Press Conference
Friday, November 18, 2016

EXECUTIVE SUMMARY

Staff Lead: Emily Guerrant, vice president of marketing and public relations at MEDC. 517-862-5462; guerrante@michigan.org

Purpose of Meeting/Event:
Highlight Michigan and Detroit Comeback message (with focus on business climate and autonomous vehicle development) to Chinese business media

Attendees:
Governor Snyder
Detroit Mayor Mike Duggan
Kevin Kerrigan, MEDC
Media Attendees:

- China Dailey
- China News Service
- China Economic Report
- China Business Journal
- China Business Times
- Beijing Evening News
- China Business Herald
- Securities Daily
- Financial News
- National Business Daily
- Beijing Times
- People.cn
- South China Morning Post
- Ifeng.com
- China Economic Weekly

Talking Points:

Michigan and Detroit Strength:

Detroit Message

- Detroit is the gateway into Michigan, and right now in Detroit, people are coming together to show their pride and show the world is America's Comeback City.
    - The perception of Detroit is that it is dangerous, when in reality the people in Detroit are incredible welcoming and excited to showcase their city.

- Detroit is America's Great Comeback City
    - Home to more than 300,000 businesses and 13 Fortune 500 companies.
    - Detroit ranks in the top 9 real estate markets in the US as of June 2015.
    - USA Today ranked Detroit's Midtown one of its 10 Best Up and Coming Neighborhoods in the US.
    - Detroit is attracting young talent, entrepreneurs and start-ups (especially in tech and creative industries)
        - In Detroit cost of living is much lower than other major cities, and people can have a much greater impact on their community.
        - Detroit region ranks #1 in concentration of industrial and mechanical engineers

- Major projects currently underway in Detroit include:
    - The District Detroit will feature 50 blocks of businesses, parks, restaurants and bars with Little Caesar Arena at the district's epicenter. The arena will be home to the Detroit Red Wings and is scheduled to open next year.

Planet M:

Official Michigan spelling:

- I am proud to say Michigan is among the most committed U.S. states to building and maintaining a strong relationship with China. We've made a lot of progress over my six years in office as governor, and this is my sixth trip to your hospital country. I hope to continue growing our relationship.
- With more than 3,000 characters in its language, we've also seen our state spelled multiple different ways. In some instances, Michigan is spelled differently, or translated differently all in one document.
- We reached out to the Chinese Consulate General and asked for constituency is how Michigan is portrayed, which will help us better build our brand and awareness among our Chinese partners.
- In partnership with leading Chinese universities, we held a name competition and have decided upon the one true Chinese spelling of Michigan:

Event – Line by Line

10:10 a.m. Governor provides opening remarks, Michigan's strong economy, and official Chinese spelling of Michigan
10:20 a.m. Detroit Mayor Mike Duggan provides remarks on Detroit's Comeback and financial/talent strength
10:30 a.m. Kevin Kerrigan introduced Planet M campaign, discusses strength in mobility industry
10:40 a.m. Q&A with media
10:55 a.m. Governor departs

STAFF/DETAIL

November 18, 2016 10:10 a.m. – 10:55 a.m.
The Zijin Hall at Grand Hotel Beijing
Facility Point of Contact: TBD
Meeting/ Event POC: Emily Guerrant, MEDC

WELCOME TO

planetM

Mobility is a critical pursuit that will impact the world environmentally, economically and technologically.

It will help improve air quality and reduce fossil fuel consumption. It will lead to fewer, yet more sophisticated, vehicles and roadways. And it will provide a safer and more convenient mode of transportation for consumers and commerce alike.

That's why Michigan's Planet M is so important.

Michigan is at the epicenter for all things mobility. With all of the talent, resources and vision to make it a reality well before any other place in the world.

www.planetm.com

@MichiganPlanetM

Where big ideas in mobility are born.

THE MICHIGAN ADVANTAGE

More than half of the world's population live in towns and cities, and by 2040, researchers project that two out of three people will live in urban environments. As residents change the way they live, travel and use services, many of the technologies that are changing the transportation industry will be conceptualized, tested, validated and created in Michigan.

The Planet M campaign was created to elevate Michigan as the hub of mobility innovations, leading to more business investment and jobs in the state.

Michigan's mobility assets include the established automotive foundation, talent and intellectual capital, connected vehicle projects and research and development including:

AN ESTABLISHED FOUNDATION

Michigan's leadership position in the auto industry provides the foundation to lead transportation innovations.

- Michigan is home to 375 automotive R&D centers
- 61 of North America's top 100 auto suppliers are headquartered in the state.
- 60 percent of the largest auto suppliers and 25 percent of all U.S. assembly plants are in Michigan.
- Michigan is ranked No. 1 nationally for the number of advanced automotive industry jobs.

INTELLECTUAL CAPITAL

Michigan produces the talent and innovation that will lead mobility innovations.

- Michigan has 15 universities and colleges with nationally ranked undergraduate engineering programs, four of which have nationally ranked graduate programs.
- Michigan has the highest concentration of engineers in the nation.
- 26 percent of all automotive patents are generated in Michigan, which is nearly three times as many as any other state.
- Michigan leads the nation in patents relating to navigation and smart mobility.
- University Research Corridor universities spend over $60 million annually on automotive innovation-related R&D.

A CONNECTED STATE

Michigan has several projects and assets that are leading autonomous and connected vehicle testing.

- Michigan is one of 16 states that allow testing of fully autonomous vehicles and offers an all-weather environment, critical in testing autonomous technologies.
- Michigan is home to the largest deployment of freeway and surface street V2I technology in the United States. Eventually, 120 miles of southeastern Michigan roadway called the transportation triangle, (I-96, I-696, I-94 and US-23) will become a vehicle-to-infrastructure communication technology-enable corridor. Initial pilot applications being tested in the Transportation Triangle include:
  - ›› ***Red light violation warning:*** alerts drivers who are approaching an intersection that they will run a red light if they continue at their current speed, or if another vehicle is likely to run the red light.
  - ›› ***Work zone warning/management:*** provides real time, accurate location of lane closures due to road construction, and other related hazards such as slow or stopped vehicles.
  - ›› ***Road weather management:*** vehicle- and infrastructure-based road weather management solutions which can detect hazardous conditions like icy roads. Connected vehicle applications take this one step further by providing accurate road condition information to the driver through the use of mobile weather stations.
  - ›› ***Pavement condition:*** sensors detect and measure pavement conditions throughout our road network, mapping out and measuring pot holes and assessing overall pavement condition.

THE MICHIGAN ADVANTAGE

- By 2017, Michigan will be home to two permanent and purpose-built autonomous vehicle testing sites. Nowhere else in the U.S. has resources like these facilities.
  - ›› ***Mcity:*** a 32-acre connected and autonomous vehicle testing site that simulates urban and suburban environments. Mcity opened in 2015 and is in high demand.
  - ›› ***The American Center for Mobility:*** a 335-acre site which will provide additional testing and validation resources for the industry, including higher speeds and interaction with rail and flight. www.acmwillowrun.org
- The University of Michigan Mobility Transformation Center brings together companies from around the world in industries ranging from insurance to telecommunications to big data, in addition to OEMs and suppliers, for one of the most wide ranging partnerships ever undertaken at an academic institution to develop and implement an advanced system of connected and autonomous vehicles in Ann Arbor by 2021.
- The Mobility Transformation Center has three major vehicle deployments in various stages of development and execution:
  - ›› ***Connected Ann Arbor*** (as many as 9,000 vehicles across 27 square miles in and around Ann Arbor)
  - ›› ***Connected Southeast Michigan*** (as many as 20,000 vehicles across southeast Michigan)
  - ›› ***Connected and Automated Ann Arbor*** (an advanced system of connected and automated vehicles, culminating in an on-demand mobility service in Ann Arbor)

RESEARCH AND DEVELOPMENT

Michigan's universities are home to programs and research groups that are in place to propel the industry.

Automotive Safety & Transportation Research group

- Four Michigan schools make up this research group, which partners with industry players like General Motors, Ford, Chrysler and General Dynamics Land Systems, as well as the Department of Defense and the National Institute of Health.
- Faculty from engineering programs are working with MDOT and the Federal Housing Administration on transportation research projects including:
  - ›› Passive safety
  - ›› Active safety; vehicle connectivity
  - ›› Behavioral Science Road and Pedestrian Safety

Cybersecurity programs

- Faculty members from Wayne State University's College of Engineering lead this educational and research-based program which focuses on enterprise security and connected/embedded security.
- Industry partners include Merit Network, Ford and General Motors.

Big Data and Business Analytics project

- More than 30 faculty members from five Michigan schools are involved.
- Industry and Federal support includes: Ford, Urban Science, VA, Loven Systems, General Dynamics Land Systems, General Motors, LexisNexis, Cloudera, SAS, Cleo, Comrise, MicroStrategy, and Apervi.

Next Generation Auto Research Area

- General Motors Foundations Automotive Research Area at Kettering University in Flint will be an electric and autonomous vehicle testing space which houses:
  - ›› Auto proving grounds
  - ›› Powertrain research lab
- This facility is also a chance for enhancements in the following areas:
  - ›› Crash and vehicle safety work through the mechanical engineering department
  - ›› GPS technology through the computer science department

THE INDUSTRY

In addition to the automotive industry, Michigan's key business sectors including defense, cybersecurity and aerospace strengthen its position as the hub for the next generation of transportation.

Michigan has taken a leading role in developing cybersecurity strengths in the state. In 2011, Governor Snyder launched the Michigan Cyber Initiative, creating an award-winning website to educate citizens, businesses and governments.

- Michigan's strength in cybersecurity makes our work in the automotive and defense industries stronger, leading to secure, connected infrastructure and autonomous vehicles.
- Michigan is home to the Michigan Cyber Command Center (MC3), which is responsible for the coordination of combined efforts of cyber emergency response during critical cyber incidents in Michigan. Emphasis is placed upon prevention, response, and recovery from cyber incidents.

THE MICHIGAN ADVANTAGE

- The Michigan Cyber Range, which offers multiple hubs around Michigan for industry, academia and talent to run cyber exercises dedicated to mitigating risk and better securing mobility platforms for automotive, aerospace and robotics.

Michigan is a leader in the defense industry, home to seven military locations important to our nation's security and companies that are developing technologies for the industry.

- TARDEC is testing driverless military vehicle equipment on Michigan's smart roadways, which could allow for supply convoys to run continuously and cut down on dangerous combat situations for soldiers.
- The location was chosen was chosen for the testing because of its proximity to an international border crossing and to the Tank Automotive Research, Development and Engineering Center's headquarters at the U.S. Army Detroit Arsenal.

Michigan's aerospace is growing significantly due to the state's technology climate, operational cost, density of industry and educational system including:

- 600+ companies in Michigan doing work for the aerospace industry.
- The University of Michigan has the oldest aeronautic engineering program and consistently rates in the top two programs in the country.
- The Oscoda Wurtsmith Airport, a former military base with an 11,000-foot-runway capable of landing any commercial aircraft, where over 900 employees perform complex engine repair and overhaul, airframe and composites.

UPCOMING MOBILITY EVENTS

WORLD MOBILITY LEADERSHIP FORUM

September 28–29, 2016, Detroit

www.worldmobilityleadershipforum.com

The smart mobility revolution has begun. How big a change it makes depends on how we apply these new solutions to our shared global challenges.

Join Bill Ford, executive chairman of the Ford Motor Company, and other global mobility thought leaders for an exclusive, invitation-only discussion on global challenges and solutions that can address the world's needs.

NAIAS AUTOMOBILI-D

January 8–22, 2017, Detroit

www.naias.com/press/news/global-mobility-center-launches-in-detroit

AutoMobili-D is a dedicated exposition focused on the rapidly evolving global automotive and mobility landscape. Spearheaded by NAIAS, AutoMobili-D will run in conjunction with the 2017 auto show and will feature more than 100 companies, including automakers, tier one suppliers and tech start-ups.

Leading the way in mobility in North America.

Talent. The minds to make tomorrow.

Michigan has the largest concentration of engineers in the nation.

- **80,000** electrical, mechanical and industrial engineers
- The world's **top OEMs** are all in Michigan
- **63 of the top 100 auto suppliers** call Michigan home
- Investing over $60M annually in automotive R&D, the **University Research Corridor (URC)** is the leading engine for innovation in Michigan

Testing. Where mobility is put to the test.

Companies from around the world come to PlanetM to test autonomous and connected concepts under every road and weather condition.

- **MCity** – the first and only real-world urban testing facility for autonomous vehicles in the U.S.
- **American Center for Mobility** – the country's most comprehensive proving ground for connected and autonomous vehicle testing
- **Smart Corridor** – the largest deployment of freeway and surface street V2I technology in the nation
- **Google** and **Uber** have established facilities in Michigan to test their autonomous vehicles in real-world environments

Infrastructure. Where things get done.

Michigan has the ability to take ideas in mobility from concept to completion.

- Over a century of **automotive leadership and innovation**
- Michigan has **led the nation in manufacturing growth** over the last 5 years
- **PlanetM is driven by a partnership** between government, private and academic resources

To learn more about PlanetM, contact Brian Connors – connorsb@michiganchina.org

MICHIGAN ECONOMIC DEVELOPMENT CORPORATION | PURE MICHIGAN®

Provided by MEDC

FAST FACTS: 2016 China Investment Mission

Timeline: Depart Detroit for China on Thursday, November 10, return Saturday, November 19, 2016

In Country Destinations:

- Saturday, November 12 – Shanghai
  - Participate in a meeting with Agriculture Trade Mission, led by the Michigan Department of Agriculture and Rural Development
  - Meet with executives from Chinese companies
  - Visit Shanghai Auto City, sign Memorandum of Understanding
  - Shanghai Jiaotong University visit and media event with U-M Joint Institute-Ross Executive Development Program

- Sunday, November 13 – Hangzhou
  - Meet with executives from Chinese companies based in Hangzhou
  - Remarks at Michigan-Hangzhou Business Cooperation Gala

- Monday, November 14 – Hangzhou
  - Meet with Zhejiang provincial government leaders
  - Meet with executives from Chinese companies based in Hangzhou

- Tuesday, November 15 – Chongqing
  - Meet with executives from Chinese companies based in Chongqing
  - Witness signing ceremonies with SF Motors R&D Center; Sokon and U-M; Lorin Group; Gage Products and Sikyonghe
  - Automotive Supplier event with Ford

- Wednesday, November 16 – Shenzhen
  - Detroit Mayor Mike Duggan and his delegation join Gov. Snyder
  - Meet with Chinese government leaders at China High-Tech Fair
  - Participate in a media interview with Mayor Duggan
  - Visit Michigan booth at High-Tech Fair
  - Meet with executives from Chinese companies based in Shenzhen

- Thursday, November 17 – Shenzhen, Guangzhou
  - Meet with U-M alumni in Shenzhen
  - Witness signing ceremonies for Detroit-Shenzhen MOU; Frontt capital gift to U-M; U-M and SUSTech on water technology
  - Meet with Guangdong Party Secretary, follow on our Sister State Agreement signed in May 2016
  - Meetings with Shenzhen government leadership
  - Meet with executives from Chinese companies based in Guangzhou & Shenzhen

- Friday, November 18 – Beijing
  - Meet with U-M alumni in Beijing
  - Michigan Press Conference focusing on Planet M, Detroit, tourism and agriculture;
  - Meet with Beijing government leaders
  - Meet with executives from Chinese companies based in Beijing

- Saturday, November 19- Nanchang, Detroit

- Breakfast meeting with Madame Li Xiaolin from CPAFFC
- Take part in opening ceremony for Sister City International Conference and special award

Governor's Delegation:

- Allison Scott, Executive Director, Office of the Governor
- Jamie Clover-Adams, Director, Michigan Department of Agriculture and Rural Development
- Kevin Kerrigan, Senior Vice President, Michigan Automotive Office
- David Lorenz, Vice President, Michigan Travel & Tourism
- Emily Guerrant, Vice President, Marketing, Communications & PR
- Brian Connors, Executive Director, Michigan-China Center
- Lindsay Kirchinger, Chief of Protocol & Director of Events
- Jeanne Broad, International Trade Manager
- Weiwei Lu, International Trade Manager
- Katelyn Wilcox, Assistant Chief of Protocol
- Courtney Henderson, Business Development Manager, Michigan-China Innovation Center

Why undertake missions to foreign countries?

In an increasingly interconnected world, it is increasingly important to build governmental and business relationships with those in other countries. As the economic data below indicates, China offers a vast new marketplace for Michigan-made products. Its thriving business community presents great trade opportunities for Michigan companies and their employees. As their enterprises look to invest around the world, we want them to know there's no better workforce than Michigan's and no better location in which to locate their business. We have much to offer them and they have much to gain by investing in Michigan.

Costs of China mission travel:

It is difficult to forecast in advance the costs of travel in many countries due to a number of factors. However, no Michigan taxpayer funds are spent in these missions. The missions are underwritten in part by the Michigan Economic Development Corporation and the Michigan Economic Development Foundation. The Foundation is a nonprofit organization that raises private sector contributions to assist in marketing Michigan as a welcome business location to companies around the world.

Economic Data Points:

- In land mass, China is the world's fourth largest country (after Russia, Canada, and US) and the largest country situated entirely in Asia.
- China's population is 1,355,692,576 (July 2014 est.), ranking #1 in the world.
- China's rapid economic growth, especially in the urban areas, has led to a booming consumer market for high-end goods and services, including tourism and education. By 2020, China's middle class is expected to account for around 45 percent of the population, or 700 million people, roughly two times the population of the United States.

Chinese Investment in Michigan:

Since Snyder's first mission to Asia in 2011, Michigan has received nearly $650 million in new business investment from China, for a total of 23 projects that created 3,541 jobs.

Michigan is home to over 100 Chinese companies, including:

- Changan US R&D Center
- Fawer USA
- Fuyao North America
- H.A. Automotive Systems
- SAIC USA
- SG Automotive
- Tempo Group
- Yanfeng USA Automotive Trim Systems

Recent Chinese investments in Michigan include:

- **Zhongding USA Cadillac:** In August 2016, Zhongding, a subsidiary of Anhui Zhongding Sealing Parts (Ningguo, China) announced it is expanding its manufacturing facility in Cadillac, investing $4.3 million in a new building and new equipment to venture into the heavy truck and agriculture industries. The project is expected to create 125 jobs. The project was supported by MEDC with a $600,000 Michigan Business Development Program performance-based grant.
- **Karma Automotive LLC:** Karma designs and manufactures luxury hybrid vehicles. In June 2016, the company, which is a subsidiary of Chicago-based Wanxiang North America, will establish an automotive engineering and purchasing hub in Troy to house operations supporting its California-based supply chain activities and automotive production. The project is expected to generate more than $3.6 million and create up to 150 jobs, resulting in a $450,000 Michigan Business Development Program performance-based grant.
- **The Paslin Company:** In April 2016, the subsidiary of Wanfeng Auto Holding Group (China) announced it was expanding in Warren, investing $32.4 million and creating 150 jobs.
- **CW Bearing USA:** CW Bearing is a subsidiary of Ningbo, China-based Cixing Group Co. Ltd. In August 2015, Snyder joined the bearing manufacturer in China for its announcement to construct a new U.S. headquarters, engineering and technical center and advanced production operation in Northville Township. The project was expected to generate a total capital investment of $25.9 million and create 125 jobs, resulting in a $550,000 Michigan Business Development Program performance-based grant. The company is on track to meet its first hiring milestone.

Michigan Investment in China

- Between January 2011 and August 2016, 49 Michigan companies invested in 105 FDI projects in China. These projects represent a total capital investment of $10 billion.
- Automotive components was the top sector; other sectors included automotive OEM, chemicals, and business services.
- Shanghai was the top Chinese destination city for Michigan FDI, accounting for 26 of the 105 projects and total investment amount of $2.4 billion.
- Chongqing Municipality has received 8,364 jobs, the highest total number out of all destination cities.
- Southfield was the top Michigan FDI source city, with 15 of the 105 projects; other significant source cities included Midland, Dearborn, Detroit and Livonia.
- Top 10 Michigan companies with FDI in China are: Dow Chemical, TRW Automotive, Ford, Federal Mogul, Lear, DPH Holdings, Cooper-Standard Automotive, BorgWarner, General Motors, and Shanghai GM.

Michigan Exports to China

- In 2015, Michigan exported more than $3.2 billion to China.
- China is Michigan's 3rd largest export market, after Canada and Mexico.
- Top 4 Michigan exports to China (2015):
- Transportation, machinery except electrical, chemicals, and computer and electronic products. Transportation accounted for 32.9 percent of all exports.
- Michigan ranked #10 among U.S. states exporting to China (2015).
- In 2015, two-way trade (exports + imports) between Michigan and China totaled nearly $12.4 billion.

Michigan Imports from China

- In 2015, Michigan imported almost $9.2 billion in goods from China. This is an increase of 12.6 percent from 2014.
- Top 3 products Michigan imported from China are similar to exports: Electrical machinery, $1.9 billion; transportation equipment, $1.9 billion; industrial machinery, $1.2 billion.

TRENDS REPORT

fDiMarkets.com
CROSSBORDER INVESTMENT MONITOR

MI FDI into China - Jan2011 to present

January 2011 to August 2016



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Introduction

The report examines foreign direct investment (FDI) trends by all companies from Michigan investing in China between January 2011 and August 2016.

The report includes estimated values on capital investment and the number of jobs created in cases where information was not available at project announcement.

Retail projects are excluded from this report.

Headline figures	
No of FDI projects	105
Total jobs created	44,996
Average project size (jobs)	428
Total capital investment	USD 10,279.33 m
Average project size	USD 97.90 m

Executive Summary

FDI projects peaked in 2011

Some 27 projects, or 25.7% of projects, were recorded in 2011. This was the year in which the highest numbers of projects were recorded. During this period a total of 9,929 jobs were created and USD 2.78 billion capital was invested by these projects, equating to a 22.1% and 27% of total jobs and capital investment respectively.

Key investors account for more than one-third of projects.

The top 10% of investors have created a total of 38 projects, 36% of the total projects. These investors have created a combined total of 16,874 jobs, which equates to almost two-fifths of the overall total. The combined capital investment from these companies reached USD 3.67 billion, equating to more than one-third of the total for all companies.

Automotive Components is top sector with the majority of projects.

Out of a total of 15 sectors, Automotive Components accounted for 55.2% of projects. Project volume in this sector peaked during 2011, with 14 projects tracked. Total jobs creation and capital investment in this sector was 19,651 jobs and USD 3.10 billion respectively.

Largest projects originate in Detroit (MI)

With an average project size of USD 301.20 million, projects originating in Detroit (MI) are approximately three times larger than the average across all source cities. Ranked fourth in overall projects recorded with 12 in total, Detroit (MI) created a total of 10,283 jobs and USD 3.61 billion capital investment.

Top five destinations attract two-fifths of projects.

Out of a total of 36 destination cities, the top five account for two-fifths of projects. Shanghai is the top destination city accounting for more than one-fifth of projects tracked. Total investment into Shanghai resulted in the creation of 7,557 jobs and USD 2.34 billion capital investment, equating to an average of 328 jobs and USD 101.60 million investment per project.

Key FDI Trends

Between January 2011 and August 2016 a total of 105 FDI projects were recorded. These projects represent a total capital investment of USD 10.28 billion, which is an average investment of USD 97.90 million per project. During the period, a total of 44,996 jobs were created.

The largest number of projects was announced in 2011, with 27 projects that year. Average project size peaked in 2012 for both capital investment and jobs created.

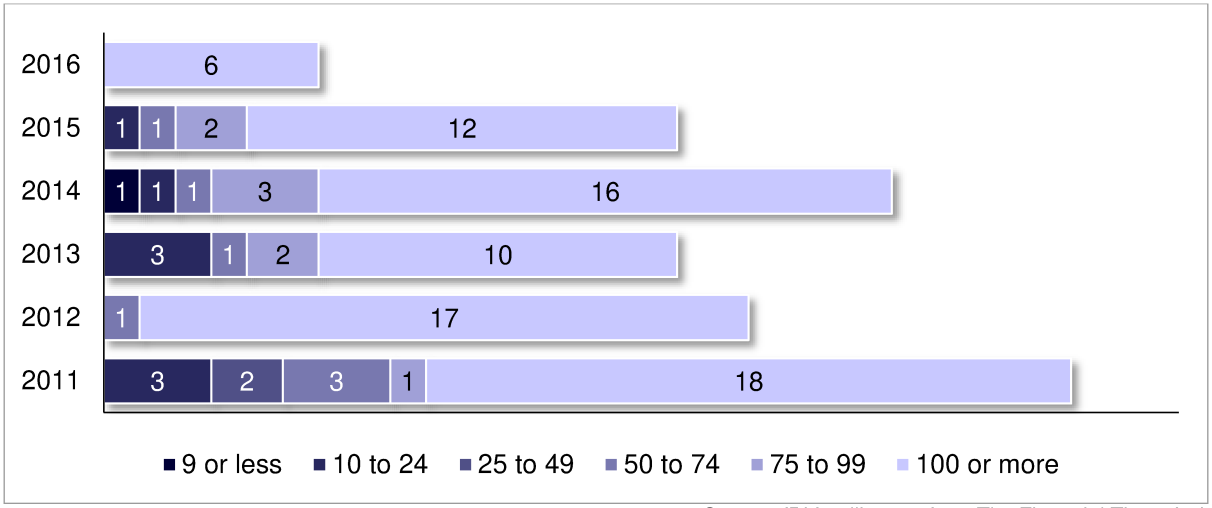
Headline FDI trends by year

Year	Number of projects	% growth per annum	Jobs created		Capital investment	
			Total	Average	Total (USD m)	Average (USD m)
2016	6	n/a	1,649	274	313.10	52.20
2015	16	n/a	6,165	385	860.50	53.80
2014	22	37.5	5,334	242	1,181.30	53.70
2013	16	n/a	5,621	351	1,252.70	78.30
2012	18	n/a	16,298	905	3,892.30	216.20
2011	27	n/a	9,929	367	2,779.40	102.90
Total	**105**	**n/a**	**44,996**	**428**	**10,279.30**	**97.90**

Source: fDi Intelligence from The Financial Times Ltd

When allocated into bands, projects creating 100 jobs or more represent the majority of projects, while projects creating between 10 and 24 jobs represent almost one-tenth of projects.

Number of FDI projects by jobs created and year

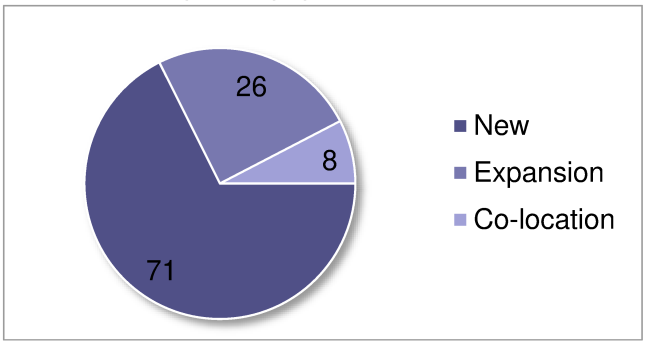


Source: fDi Intelligence from The Financial Times Ltd

In terms of project type, 67.6% of projects are new investments. New projects have an average capital investment of USD 107.30 million and job creation of 478 per project.

The average capital investment for expansion and co-location is USD 85.10 million and USD 55.80 million respectively. The average number of jobs created in these project types is 360 and 206 respectively.

Number of projects by type

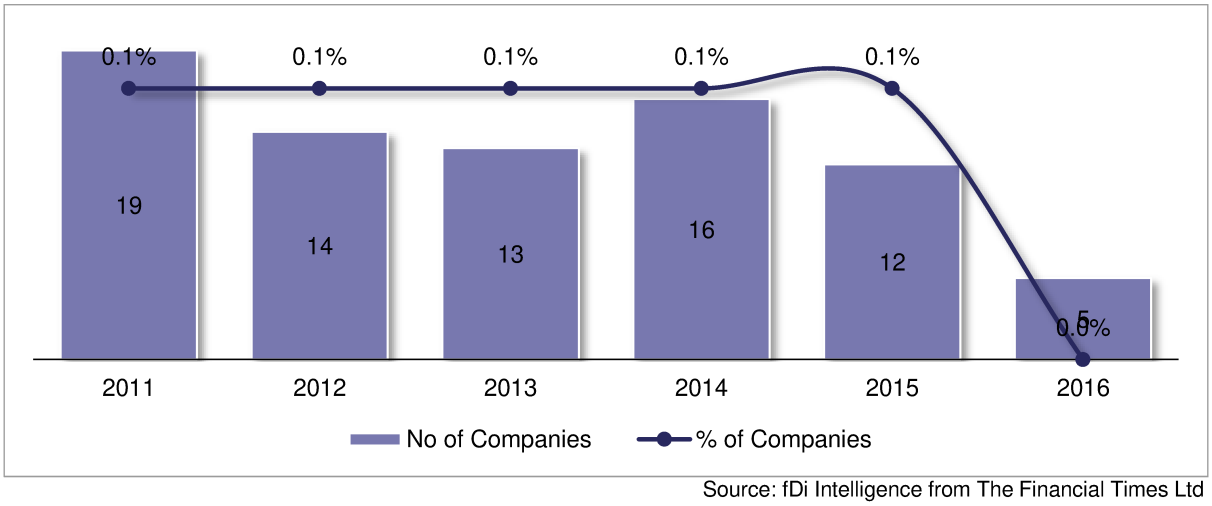


Source: fDi Intelligence from The Financial Times Ltd

Companies

A total of 49 companies from Michigan invested in China between January 2011 and August 2016, out of a total 44,738 companies investing in FDI globally.

Number of companies by year and percentage of all companies



Source: fDi Intelligence from The Financial Times Ltd

The top 10 companies accounted for a combined total of 58 projects (55.2% of projects). Within the past 12 months, five of the top 10 companies have announced projects, with Dow Chemical being the top investor for this period with two projects.

Top 10 companies: number of projects

Company name	Source country	No of projects	Global projects*	% of global projects**	Projects in last 12 mths
Dow Chemical	United States	11	116	9.4	2
TRW Automotive	United States	8	34	23.5	0
Ford	United States	7	180	3.8	1
Federal Mogul	United States	6	40	15	1
Lear	United States	6	47	12.7	1
DPH Holdings (Delphi)	United States	5	59	8.4	0
Cooper-Standard Automotive	United States	5	24	20.8	2
Borgwarner	United States	4	47	8.5	0
General Motors (GM)	United States	3	202	1.4	0
Shanghai GM	United States	3	5	60	0

*Total number of projects worldwide from the company regardless of report criteria.

** The share of global projects from the company which match report criteria.

Source: fDi Intelligence from The Financial Times Ltd

The top 10 companies account for 64.2% of job creation and 70.3% of capital investment. These companies generally provide higher capital investment at an average of USD 124.59 million per project.

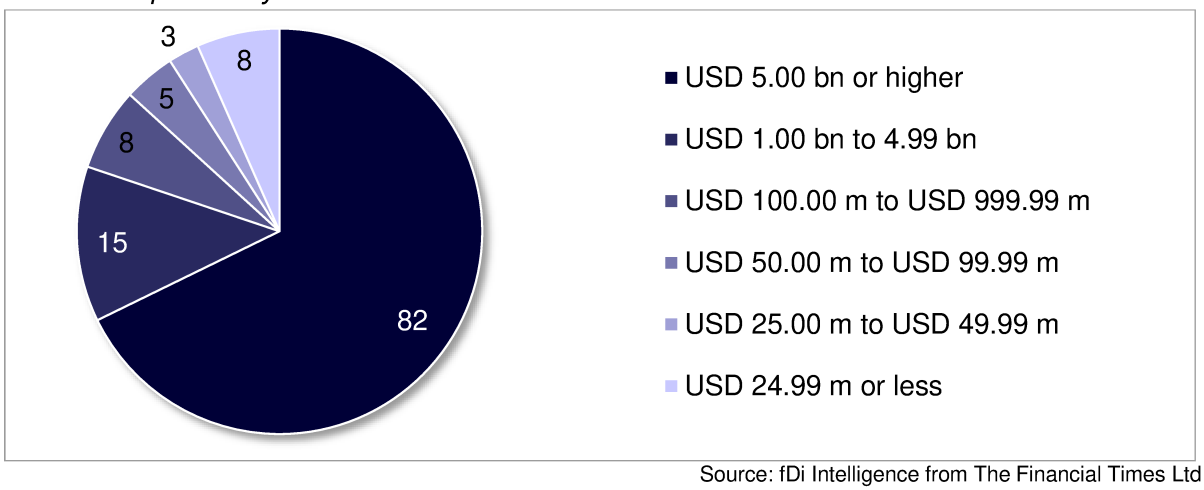
Top 10 Companies: Jobs Created and Capital Investment

Company Name	Jobs created		Capital investment	
	Total	Average per project	Total (USD m)	Average (USD m)
Dow Chemical	984	89	328.40	29.90
TRW Automotive	2,261	282	348.70	43.60
Ford	7,980	1,140	2,238.20	319.70
Federal Mogul	1,526	254	198.20	33.00
Lear	4,123	687	554.70	92.50
Cooper-Standard Automotive	1,193	238	159.20	31.80
DPH Holdings (Delphi)	1,595	319	233.40	46.70
Borgwarner	870	217	117.50	29.40
General Motors (GM)	4,467	1,489	1,794.30	598.10
Shanghai GM	3,892	1,297	1,253.70	417.90

Source: fDi Intelligence from The Financial Times Ltd

In terms of company size, more than two-thirds of companies have an annual turnover of USD 5.00 billion or higher, while 6.6% of companies have a turnover of USD 24.99 million or less.

Size of companies by turnover



Source: fDi Intelligence from The Financial Times Ltd

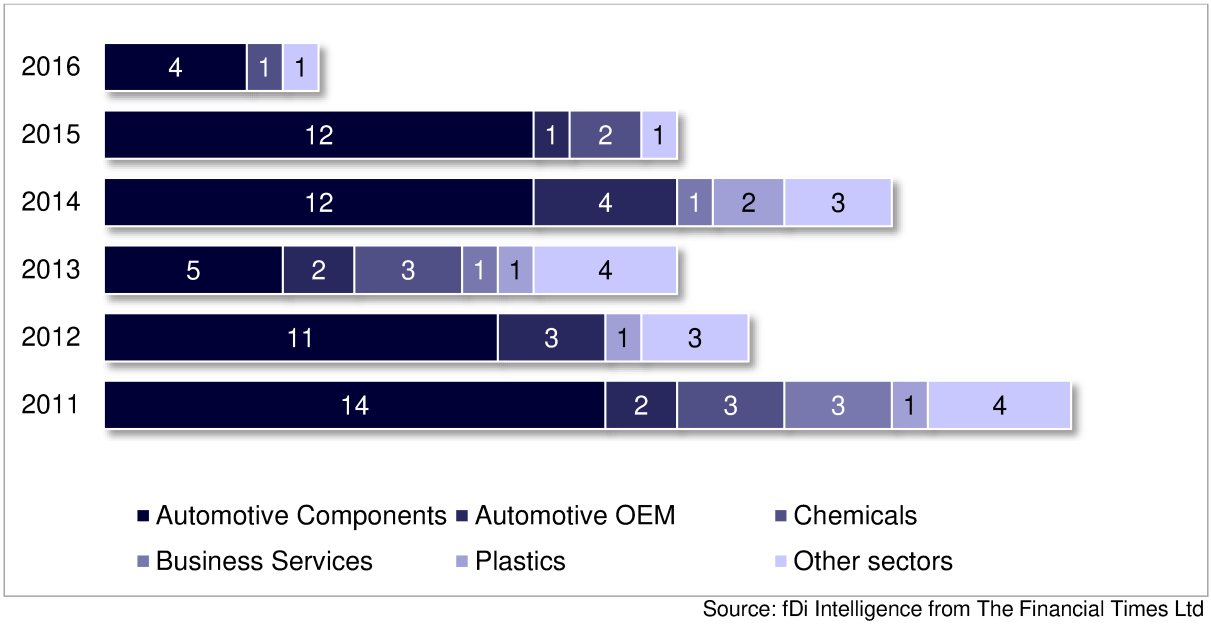
During the period September 2015 to August 2016, 3 projects were announced by 3 companies that had not previously had a project recorded by fDi Markets since 2003.

These investments created a total of 3,856 jobs and generated USD 443.62 million capital investment.

Industry Analysis: Sectors

Out of a total of 15 sectors, Automotive Components accounts for the majority of projects. Project volume in this sector peaked during 2011, with 14 projects tracked.

Number of FDI projects by year and sector



Source: fDi Intelligence from The Financial Times Ltd

Automotive OEM has both the highest total and highest average investment at USD 5.18 billion overall and USD 431.80 million per project. Automotive Components has generated the highest number of total jobs, while Consumer Electronics has the largest project size with 3000 jobs per project on average.

FDI trends by sector

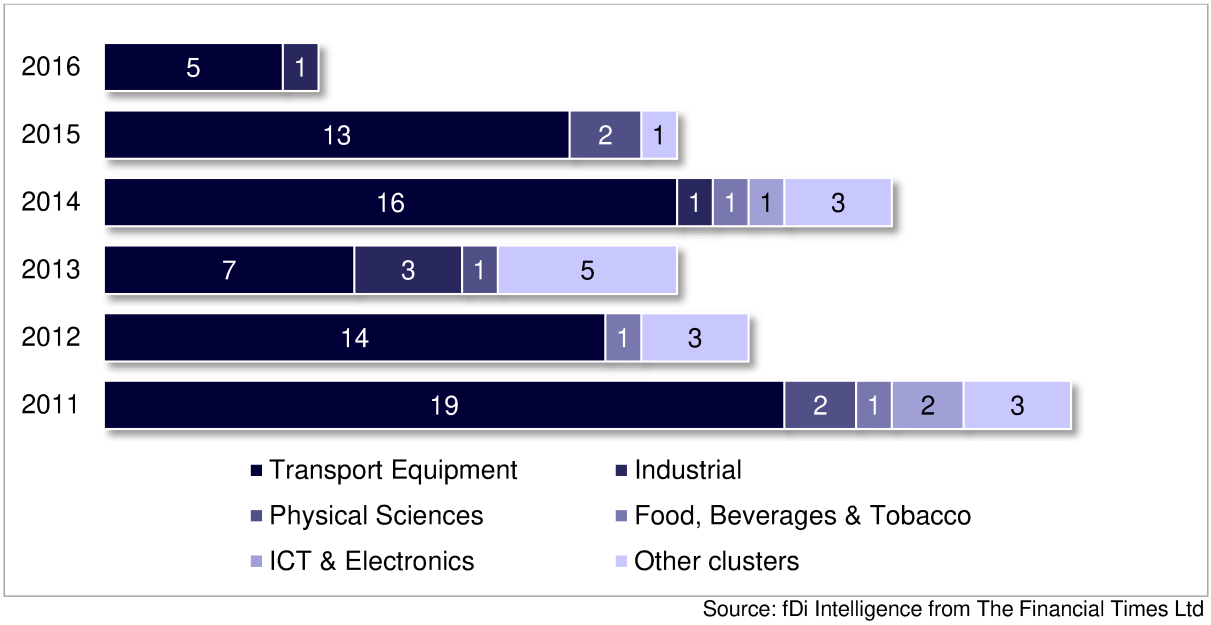
Sector	No of projects	Jobs Created		Capital investment	
		Total	Average	Total (USD m)	Average (USD m)
Automotive Components	58	19,651	338	3,095.00	53.40
Automotive OEM	12	15,562	1,296	5,181.70	431.80
Chemicals	9	547	60	254.20	28.20
Business Services	5	338	67	94.30	18.90
Plastics	5	530	106	158.00	31.60
Electronic Components	3	1,085	361	172.30	57.40
Industrial Machinery, Equipment & Tools	3	387	129	51.00	17.00
Financial Services	2	142	71	161.60	80.80
Real Estate	2	2,712	1,356	584.40	292.20
Consumer Electronics	1	3,000	3,000	313.90	313.90
Other sectors	5	4,009	801	523.70	104.70
Total	**105**	**44,996**	**428**	**10,279.30**	**97.90**

Source: fDi Intelligence from The Financial Times Ltd

Industry Analysis: Clusters

Out of a total of 12 clusters, Transport Equipment accounts for the majority of projects. Project volume in this cluster peaked during 2011, with 19 projects tracked.

Number of FDI projects by year and cluster



Source: fDi Intelligence from The Financial Times Ltd

Transport Equipment has generated the highest number of total jobs and greatest investment with a total of 36,096 jobs and USD 8.60 billion investment. Construction and Consumer Goods have the largest project size on average in terms of investment and jobs creation, respectively.

FDI trends by cluster

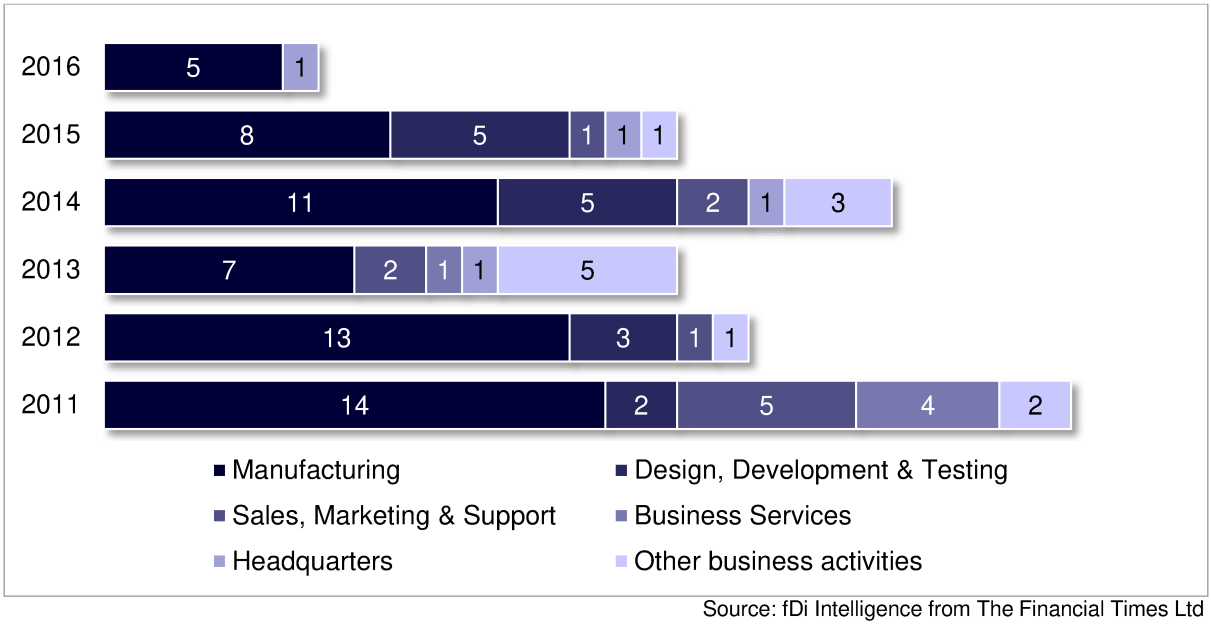
Cluster	No of projects	Jobs Created		Capital investment	
		Total	Average	Total (USD m)	Average (USD m)
Transport Equipment	74	36,096	487	8,599.10	116.20
Industrial	5	912	182	236.30	47.30
Physical Sciences	5	237	47	109.70	21.90
Construction	3	2,723	907	586.00	195.30
Food, Beverages & Tobacco	3	971	323	133.10	44.40
ICT & Electronics	3	144	48	37.10	12.40
Consumer Goods	2	3,053	1,526	326.90	163.40
Creative Industries	2	36	18	34.40	17.20
Environmental Technology	2	354	177	59.10	29.60
Life sciences	2	176	88	46.30	23.10
Other clusters	4	294	73	111.30	27.80
Total	**105**	**44,996**	**428**	**10,279.30**	**97.90**

Source: fDi Intelligence from The Financial Times Ltd

Industry Analysis: Business Activity

Out of a total of 11 business activities, Manufacturing accounts for the majority of projects. Project volume in this business activity peaked during 2011, with 14 projects tracked.

Number of FDI projects by year and business activity



Source: fDi Intelligence from The Financial Times Ltd

Manufacturing has generated the highest number of total jobs and greatest investment with a total of 33,316 jobs and USD 7.97 billion investment. Construction has the largest project size on average in terms of both investment and jobs creation.

FDI trends by business activity

Business activity	No of projects	Jobs Created		Capital investment	
		Total	Average	Total (USD m)	Average (USD m)
Manufacturing	58	33,316	574	7,965.10	137.30
Design, Development & Testing	15	5,559	370	1,033.10	68.90
Sales, Marketing & Support	11	418	38	48.30	4.40
Business Services	5	196	39	213.20	42.60
Headquarters	4	817	204	113.60	28.40
Research & Development	3	554	184	89.20	29.70
Construction	2	2,712	1,356	584.40	292.20
Customer Contact Centre	2	268	134	11.60	5.80
Education & Training	2	170	85	30.80	15.40
Logistics, Distribution & Transportation	2	892	446	157.70	78.80
Other business activities	1	94	94	32.30	32.30
Total	**105**	**44,996**	**428**	**10,279.30**	**97.90**

Source: fDi Intelligence from The Financial Times Ltd

Source Cities

Out of a total of 21 source cities, the top five account for the majority of projects. Southfield (MI) is the top source city accounting for more than one-eighth of projects tracked. Project volume in this source city peaked during 2014, with six projects tracked.

Detroit (MI) has both the highest total and highest average investment at USD 3.61 billion overall and USD 301.20 million per project. Dearborn (MI) has generated the highest number of total jobs, while Benton Harbor (MI) has the largest project size with 1594 jobs per project on average.

FDI trends by source city

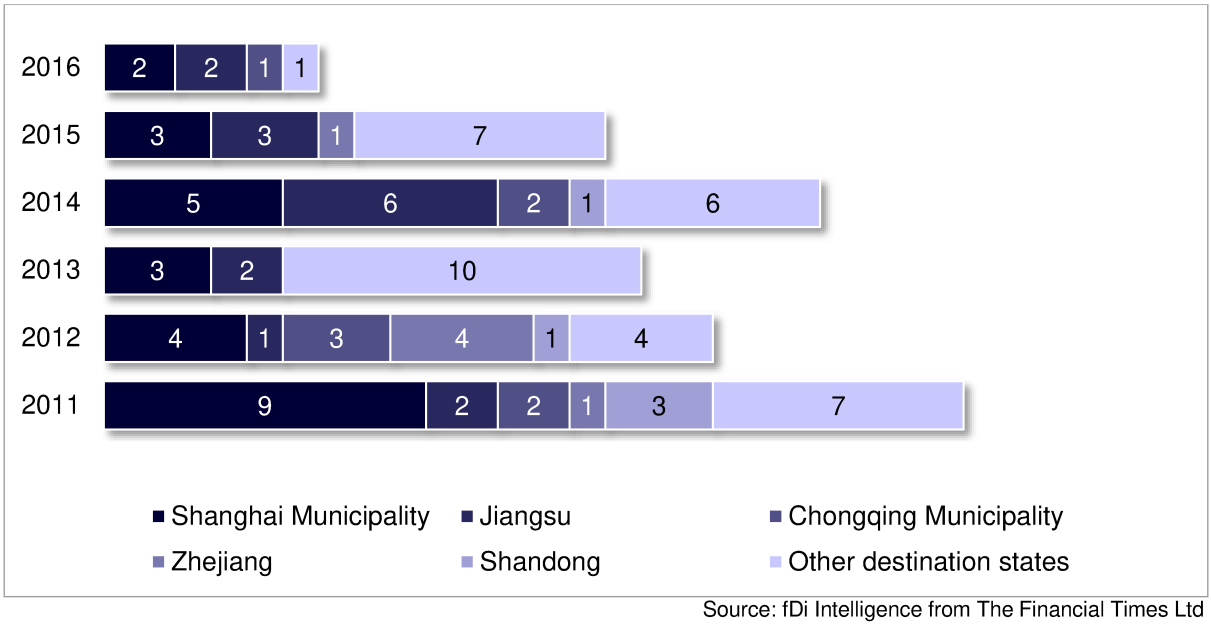
Source city	Projects		Companies		Jobs Created	Capital Investment (USD m)
	No	%	No	%		
Southfield (MI)	15	14.29	5	10.20	6,321	864.70
Midland (MI)	14	13.33	3	6.12	1,244	403.20
Dearborn (MI)	12	11.43	5	10.20	10,490	2,761.10
Detroit (MI)	12	11.43	6	12.24	10,283	3,613.90
Livonia (MI)	9	8.57	2	4.08	2,549	385.30
Auburn Hills (MI)	7	6.67	3	6.12	1,486	203.60
Troy (MI)	7	6.67	3	6.12	2,248	339.50
Novi (MI)	6	5.71	2	4.08	1,211	176.40
Ann Arbor (MI)	3	2.86	3	6.12	723	80.50
Sterling Heights (MI)	3	2.86	2	4.08	395	45.70
Ada (MI)	2	1.90	1	2.04	673	107.60
Benton Harbor (MI)	2	1.90	2	4.08	3,188	338.60
Bloomfield Hills (MI)	2	1.90	2	4.08	2,712	584.40
Grand Rapids (MI)	2	1.90	2	4.08	601	114.50
Allen Park (MI)	1	0.95	1	2.04	58	2.40
Belleville (MI)	1	0.95	1	2.04	58	2.40
Clinton (MI)	1	0.95	1	2.04	288	36.60
Farmington Hills (MI)	1	0.95	1	2.04	18	17.20
Houghton (MI)	1	0.95	1	2.04	11	1.60
Plymouth (MI)	1	0.95	1	2.04	9	1.90
Other source cities	1	0.95	1	2.04	58	2.40
Not Specified	2	1.90	1	2.04	142	161.60
Total	**105**	**100.00**	**49**	**100.00**	**44,996**	**10,279.30**

Source: fDi Intelligence from The Financial Times Ltd

Destination States

Out of a total of 21 destination states, the top five account for the majority of projects. Shanghai Municipality is the top destination state accounting for one quarter of projects tracked. Project volume in this destination state peaked during 2011, with nine projects tracked.

Number of FDI projects by year and destination state



Source: fDi Intelligence from The Financial Times Ltd

Chongqing Municipality has received the highest number of total jobs, while Shanghai Municipality has the highest total investment. Liaoning has the largest project size on average in terms of both investment and jobs creation.

FDI trends by destination state

Destination state	No of projects	No of companies	Jobs Created		Capital investment	
			Total	Average	Total (USD m)	Average (USD m)
Shanghai Municipality	26	22	7,999	307	2,398.60	92.30
Jiangsu	16	12	4,140	258	715.40	44.70
Chongqing Municipality	8	8	8,364	1,045	1,592.00	199.00
Zhejiang	6	4	4,050	675	956.20	159.40
Shandong	5	5	1,678	335	272.10	54.40
Beijing Municipality	4	4	519	129	141.70	35.40
Guangdong	4	4	1,436	359	232.00	58.00
Hubei	4	4	1,423	355	216.20	54.00
Sichuan	4	3	699	174	170.30	42.60
Liaoning	3	3	3,538	1,179	1,166.70	388.90
Other destination states	16	15	11,803	737	2,705.70	169.10
Not Specified	9	6	2,555	283	818.10	90.90
Total	**105**	**49**	**44,996**	**428**	**10,279.30**	**97.90**

Source: fDi Intelligence from The Financial Times Ltd

Destination Cities

Out of a total of 36 destination cities, the top five account for two-fifths of projects. Shanghai is the top destination city accounting for more than one-fifth of projects tracked. Project volume in this destination city peaked during 2011, with seven projects tracked.

Chongqing has received the highest number of total jobs, while Shanghai has the highest total investment. Hangzhou has the largest project size on average in terms of both investment and jobs creation.

FDI trends by destination city

Destination city	Projects		Companies		Jobs Created	Capital Investment (USD m)
	No	%	No	%		
Shanghai	23	21.90	19	38.78	7,557	2,336.50
Chongqing	8	7.62	8	16.33	8,364	1,592.00
Ningbo	4	3.81	2	4.08	895	171.50
Suzhou	4	3.81	4	8.16	925	138.00
Beijing	3	2.86	3	6.12	419	128.30
Chengdu	3	2.86	3	6.12	592	77.90
Nanjing	3	2.86	3	6.12	1,376	173.20
Qingdao	3	2.86	3	6.12	678	105.20
Shenyang	3	2.86	3	6.12	3,538	1,166.70
Tianjin	3	2.86	3	6.12	330	61.10
Wuhan	3	2.86	3	6.12	1,073	169.40
Zhangjiagang	3	2.86	2	4.08	682	129.90
Anting	2	1.90	2	4.08	431	60.50
Guangzhou	2	1.90	2	4.08	638	111.80
Liuzhou	2	1.90	1	2.04	1,072	450.30
Xi'an	2	1.90	2	4.08	1,647	328.40
Anqing	1	0.95	1	2.04	288	36.10
Changsha	1	0.95	1	2.04	288	36.60
Changshu	1	0.95	1	2.04	288	36.60
Hangzhou	1	0.95	1	2.04	2,967	760.00
Other destination cities	16	15.24	16	32.65	9,462	1,563.10
Not Specified	14	13.33	8	16.33	3,529	1,142.90
Total	**105**	**100.00**	**49**	**100.00**	**44,996**	**10,279.30**

Source: fDi Intelligence from The Financial Times Ltd

Project Profiles

August 2016 - SAIC General Motors, a subsidiary of General Motors (GM) into China

SAIC General Motors, a subsidiary of General Motors (GM) (Detroit (MI), United States) is investing in the city of Shanghai, China in the Electronic Components sector in a Manufacturing project.

SAIC General Motors, a joint venture of US-based automotive conglomerate General Motors, plans to establish a new electric vehicle battery assembly plant in Shanghai, China. The firm aims to fully localise battery packs for new energy vehicles as it expands the launch of electric vehicles in the country.

Company contact: Larry Nitz (Executive Director, Electrification)

Jobs Created: 566 (est) Investment: USD 86.80 million (est)

FDI project type: New

June 2016 - Lear into China

Lear (Southfield (MI), United States) is investing in the city of Shanghai, China in the Automotive Components sector in a Headquarters project.

US-based automotive component manufacturer Lear plans to establish a new and expanded Asia-Pacific regional headquarters and technical centre in the Yangpu District of Shanghai, China. The 28,000 sq m development will encompass an expansion of the company's administrative infrastructure, a new product and technology centre, product development capabilities with engineering and testing equipment and a new Lear innovation studio for Asia.

> *"Over the past three years, Lear's sales in China have grown at an average annual rate of 10%," said Matthew J Simoncini, chief executive officer.*

Company contact: Jay Kunkel (President (Asia-Pacific), Operations)

Jobs Created: 199 (est) Investment: USD 28.40 million (est)

FDI project type: Expansion

May 2016 - Metaldyne (Suzhou) Automotive Components, a subsidiary of Metaldyne Performance Group into China

Metaldyne (Suzhou) Automotive Components, a subsidiary of Metaldyne Performance Group (Southfield (MI), United States) is investing in the city of Suzhou, China in the Automotive Components sector in a Manufacturing project.

Metaldyne (Suzhou) Automotive Components, which operates as part of US-based Metaldyne Performance Group, has opened the second phase of its plant in the Suzhou Industrial Park, China. The new phase will primarily produce shock absorbers.

Jobs Created: 290 (est) Investment: USD 42.90 million (est)

FDI project type: Expansion

March 2016 - Dow Chemical into China

Dow Chemical (Midland (MI), United States) is investing in China in the Chemicals sector in a Manufacturing project.

US-based Dow Chemical plans to open a new advanced materials manufacturing plant in the Cheng Mei Petrochemical Zone of the Sichuan Pengshan Economic Development Zone, China. The company will launch construction in October 2016 with completion scheduled for early 2018. It will serve demand in the architectural, industrial and paper coatings markets in Greater China.

Company contact: Ashok Kalyana (Director (Asia-Pacific), Business, Dow Coating Materials)

Jobs Created: 107 (est) Investment: USD 92.40 million (est)

FDI project type: New

February 2016 - Cooper-Standard Automotive, a subsidiary of Cooper-Standard Holdings into China

Cooper-Standard Automotive, a subsidiary of Cooper-Standard Holdings (Novi (MI), United States) is investing in the city of Chongqing, China in the Automotive Components sector in a Manufacturing project.

Cooper-Standard Automotive, an automotive parts manufacturer and a subsidiary of US-based Standard-Cooper Holdings, has opened a new plant in Chongqing, China. The 18,000 sq m facility has created 200 jobs and will manufacture fluid transfer systems, fuel and brake delivery systems and sealing systems. It will serve the domestic market.

Company contact: Jeffrey Edwards (Chief Executive Officer)

Jobs Created: 200 Investment: USD 27.70 million (est)

FDI project type: New

January 2016 - Cooper-Standard Automotive, a subsidiary of Cooper-Standard Holdings into China

Cooper-Standard Automotive, a subsidiary of Cooper-Standard Holdings (Novi (MI), United States) is investing in the city of Huaian, China in the Automotive Components sector in a Manufacturing project.

Cooper-Standard Automotive, an automotive parts manufacturer and a subsidiary of US-based Standard-Cooper Holdings, has opened a new joint venture plant in Huaian, China. The firm has partnered with Inoac to manufacture fluid transfer systems. It will serve markets in China and Asia.

Company contact: Jeffrey Edwards (Chief Executive Officer)

Jobs Created: 287 (est) Investment: USD 34.90 million (est)

FDI project type: New

November 2015 - Whirlpool China, a subsidiary of Whirlpool into China

Whirlpool China, a subsidiary of Whirlpool (Benton Harbor (MI), United States) is investing in the city of Hefei, China in the Consumer Electronics sector in a Design, Development & Testing project.

Whirlpool China, a subsidiary of US-based Whirlpool, a manufacturer of home appliances, has launched construction of a new R&D facility in Hefei, China. The company will invest

Rmb2bn in the project, which will serve global markets, including China. The 66.67 hectare location will also incorporate a global manufacturing centre, a purchasing centre, an industrial design centre and a testing centre.

Company contact: Jin Youhua (Chief Executive Officer, Whirlpool China)

Jobs Created: 3000 (est) Investment: USD 313.92 million

FDI project type: New

November 2015 - Angus Chemical Company, a subsidiary of Dow Chemical into China

Angus Chemical Company, a subsidiary of Dow Chemical (Midland (MI), United States) is investing in the city of Shanghai, China in the Chemicals sector in a Design, Development & Testing project.

Angus Chemical, a subsidiary of US-based Dow Chemical, has opened a new customer application centre in Shanghai, China. Supporting customers across Greater China, the centre houses both a multi-functional laboratory and a modern training facility.

Company contact: Scott Su (Regional Business Manager (Greater China), Angus Chemical)

Jobs Created: 78 (est) Investment: USD 13.00 million (est)

FDI project type: New

October 2015 - Ford into China

Ford (Dearborn (MI), United States) is investing in China in the Automotive OEM sector in a Design, Development & Testing project.

US-based Ford, an automotive conglomerate plans to expand its research and development activities in China. The initiative is expected to grow the company's market share in China.

Jobs Created: 129 (est) Investment: USD 135.60 million (est)

FDI project type: Expansion

October 2015 - Federal Mogul into China

Federal Mogul (Southfield (MI), United States) is investing in the city of Anqing, China in the Automotive Components sector in a Manufacturing project.

Federal-Mogul Powertrain, a division of US-based Federal Mogul, a global automotive supplier, has opened a new joint venture manufacturing plant to produce valve seats and guides in Anqing, China. The 10,000 sq m facility is located in the Anhui Anqing Economic & Technological Development Zone and will serve the domestic market. Federal-Mogul Powertrain owns the majority stake in Federal-Mogul (Anqing) Powder Metallurgy with Anhui Huanxin Group holding the remainder.

Company contact: Olaf Weidlich (General Manager, Valve Seats and Guides)

Jobs Created: 288 (est) Investment: USD 36.10 million (est)

FDI project type: New

October 2015 - Dow Chemical into China

Dow Chemical (Midland (MI), United States) is investing in the city of Urumqi, China in the

Chemicals sector in a Sales, Marketing & Support project.

US-based Dow Chemical has opened a new business centre in Urumqi, China. The location will help the firm capture opportunities created by the Chinese government's One Belt, One Road initiative. It will provide local on the ground services as well as allow for tapping opportunities in central Asian countries including Kazakhstan, Kyrgyzstan, Tajikistan, Uzbekistan and Turkmenistan.

Company contact: Peter Wong (President (Greater China))

Jobs Created: 18 (est) Investment: USD 4.70 million (est)

FDI project type: New

August 2015 - Henniges Automotive into China

Henniges Automotive (Auburn Hills (MI), United States) is investing in the city of Beijing, China in the Automotive Components sector in a Design, Development & Testing project.

US-based automotive components manufacturer Henniges Automotive has opened a new technical and tooling centre in Beijing, China. The facility will encompass 1350 sq m and will provide testing and validation of parts, as well as in-house product design, development and tooling capabilities. The development will coincide with the establishment of a sales office in Germany, with the centre in Beijing expected to create 60 new jobs by 2019.

Company contact: Boris Gavric (Vice President (Global), Sales and Marketing)

Jobs Created: 60 Investment: USD 10.90 million (est)

FDI project type: New

August 2015 - Lear into China

Lear (Southfield (MI), United States) is investing in China in the Automotive Components sector in a Manufacturing project.

US-based automotive component manufacturer Lear plans to establish a new seating plant in China by 2016. The firm plans to open two new plants and expand seven other locations in China by 2016 as part of expansion plans for the domestic market.

Company contact: Jay Kunkel (President (Asia-Pacific), Operations)

Jobs Created: 287 (est) Investment: USD 36.20 million (est)

FDI project type: New

August 2015 - Cooper-Standard Automotive, a subsidiary of Cooper-Standard Holdings into China

Cooper-Standard Automotive, a subsidiary of Cooper-Standard Holdings (Novi (MI), United States) is investing in the city of Shenyang, China in the Automotive Components sector in a Manufacturing project.

US-based Standard-Cooper Automotive, an automobile parts manufacturer, has opened a new 8720 sq m sealing systems plant in Shenyang, China. It will serve the domestic market. The company is creating 500 jobs in Shenyang and at a new plant in Kunshan.

Company contact: Jeffrey Edwards (Chief Executive Officer)

Jobs Created: 250 (est) Investment: USD 34.10 million (est)

FDI project type: New

August 2015 - Cooper-Standard Automotive, a subsidiary of Cooper-Standard Holdings into China

Cooper-Standard Automotive, a subsidiary of Cooper-Standard Holdings (Novi (MI), United States) is investing in the city of Kunshan, China in the Automotive Components sector in a Manufacturing project.

US-based Standard-Cooper Automotive, an automobile parts manufacturer, has opened its second plant in Kunshan, China. The 25,060 sq m manufacturing and test centre is dedicated to fluid transfer and fuel and brake delivery systems. It will serve the domestic market. The company is expected to create 500 jobs in Kunshan and at a new facility in Shenyang.

Company contact: Jeffrey Edwards (Chief Executive Officer)

Jobs Created: 250 (est) Investment: USD 34.10 million (est)

FDI project type: New

July 2015 - Federal Mogul into China

Federal Mogul (Southfield (MI), United States) is investing in the city of Shanghai, China in the Automotive Components sector in a Education & Training project.

Federal-Mogul Motorparts, a division of US-based Federal Mogul, a global automotive supplier, has established a new technical support centre in Shanghai, China. The new facility is part of a strategy to build stronger connections with vehicle repair providers through technical education and other support. It is designed to grow the firm's business in China by providing technical training and showcasing its products and brands among distribution partners and repair professionals.

Company contact: Keith Power (President (Asia-Pacific), Federal-Mogul Motorparts)

Jobs Created: 85 (est) Investment: USD 15.40 million (est)

FDI project type: New

May 2015 - SRG Global, a subsidiary of Guardian Industries into China

SRG Global, a subsidiary of Guardian Industries (Auburn Hills (MI), United States) is investing in the city of Shanghai, China in the Automotive Components sector in a Headquarters project.

Automotive plastics manufacturer SRG Global, a subsidiary of US-based Guardian Industries, has relocated its Asia headquarters to a new 375 sq m office in the Changning District of Shanghai, China. The new location provides space for future growth plans. It will accommodate 12 staff members, encompassing sales, engineering, business development, legal and human resources.

Company contact: Jose Manuel Sanchez (Managing Director (Asia-Pacific), SRG Global)

Jobs Created: 206 (est) Investment: USD 28.40 million (est)

FDI project type: Expansion

April 2015 - TRW Automotive into China

TRW Automotive (Livonia (MI), United States) is investing in the city of Xi'an, China in the Automotive Components sector in a Manufacturing project.

US-based TRW Automotive, an automotive component manufacturer, plans to open a new occupant safety systems plant in Xi'an, China. The location will allow the firm to localise inflator production and is expected to launch production in July 2016 for the domestic market.

> *"The opening of these new facilities demonstrates our continued investment in China and our commitment to supporting the rapid growth of the automotive market here," said Mark Stewart, vice-president, Asia-Pacific.*

Company contact: Mark Stewart (Vice President (Asia-Pacific))

Jobs Created: 291 (est) Investment: USD 36.20 million (est)

FDI project type: New

April 2015 - TRW Automotive into China

TRW Automotive (Livonia (MI), United States) is investing in the city of Zhangjiagang, China in the Automotive Components sector in a Manufacturing project.

US-based TRW Automotive, an automotive component manufacturer, plans to open a new 16,000 sq m occupant safety systems plant at its campus in Zhangjiagang, China. The facility will assemble driver, passenger, side and curtain airbags as well as seat belt technologies and is expected to launch production in November 2015 for the domestic market. Around 500 jobs will be created by the end of 2016.

> *"The opening of these new facilities demonstrates our continued investment in China and our commitment to supporting the rapid growth of the automotive market here," said Mark Stewart, vice-president (Asia-Pacific).*

Company contact: Mark Stewart (Vice President (Asia-Pacific))

Jobs Created: 500 Investment: USD 68.10 million (est)

FDI project type: Co-Location

March 2015 - Federal Mogul into China

Federal Mogul (Southfield (MI), United States) is investing in the city of Nanchang, China in the Automotive Components sector in a Manufacturing project.

Federal-Mogul Powertrain, a division of US-based Federal Mogul, a global automotive supplier, plans to establish a new facility for sealing and gasket products in Nanchang, China. The new 24,000 sq m facility will double the capacity of the company's current sealing manufacturing operations in Nanchang and will be located in the Nanchang Economic and Technological Development Zone. Production is expected to begin in 2016 for the domestic market.

Company contact: Jan Maiden (Senior Vice President, Federal-Mogul Powertrain)

Jobs Created: 289 (est) Investment: USD 36.90 million (est)

FDI project type: Expansion

March 2015 - Key Safety Systems into China

Key Safety Systems (Sterling Heights (MI), United States) is investing in the city of Suzhou, China in the Automotive Components sector in a Design, Development & Testing project.

US-based Key Safety Systems, which specialises in the design, development and manufacturing of automotive safety-critical components and systems, has opened a new technical centre in Suzhou, China. The facility's design and test capabilities will support advanced technology development and application projects in the active integrated safety arena.

> *"KSS has experienced rapid growth in China," said Walt Song, general manager (Suzhou).*

Company contact: Walt Song (General Manager (Suzhou))

Jobs Created: 145 (est) Investment: USD 20.00 million (est)

FDI project type: New

March 2015 - Borgwarner into China

Borgwarner (Auburn Hills (MI), United States) is investing in the city of Ningbo, China in the Automotive Components sector in a Manufacturing project.

US-based BorgWarner, an automotive component specialist, plans to establish a new production line for exhaust gas recirculation valves in Ningbo, China. The expansion will serve a domestic automotive manufacturer from May 2015.

Company contact: Brady Ericson (President, BorgWarner Emissions Systems)

Jobs Created: 289 (est) Investment: USD 36.90 million (est)

FDI project type: Expansion

December 2014 - Lear into China

Lear (Southfield (MI), United States) is investing in China in the Automotive Components sector in a Design, Development & Testing project.

US-based automotive component manufacturer Lear plans to establish a new technical centre in China in 2015. The facility will develop products for new energy vehicles in China.

Company contact: Jay Kunkel (President (Asia-Pacific), Operations)

Jobs Created: 143 (est) Investment: USD 23.90 million (est)

FDI project type: New

December 2014 - Lear into China

Lear (Southfield (MI), United States) is investing in China in the Automotive Components sector in a Manufacturing project.

US-based automotive component manufacturer Lear plans to establish four new plants and expand five existing facilities in China by 2016. The company is one of a number of multi-national automotive component suppliers that are expanding their operations in China.

Company contact: Jay Kunkel (President (Asia-Pacific), Operations)

Jobs Created: 288 (est) Investment: USD 36.60 million (est)

FDI project type: New

December 2014 - Somero Enterprises into China

Somero Enterprises (Houghton (MI), United States) is investing in the city of Qingpu, China in the Industrial Machinery, Equipment & Tools sector in a Sales, Marketing & Support project.

US-based Somero Enterprises, a provider of concrete levelling, contouring, and placing equipment, has relocated to a new 3000 sq m building in the Qingpu District of Shanghai, China. The facility will encompass the Somero China office, a machine and parts warehouse and a Concrete College for customer training. It will serve the domestic market.

Jobs Created: 11 (est) Investment: USD 1.60 million (est)

FDI project type: Expansion

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Data for companies from Michigan investing in China between January 2011 and August 2016.

#	Project Date	Investing Company	Parent Company	Source Country	Source State	Source City	Destination Country	Destination State	Admin Region	Destination City	Industry Sector	Sub-Sector	Cluster	Industry Activity	Capital Investment	Estimated	Jobs Created	Estimated	Project Type	Motive Description
1	Aug 2016	SAIC General Motors	General Motors (GM)	United States	Michigan	Detroit (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Electronic Components	Batteries	Transport Equipment	Manufacturing	86.8	Yes	566	Yes	New	
2	Jun 2016	Lear	Lear	United States	Michigan	Southfield (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Automotive Components	Other motor vehicle parts	Transport Equipment	Headquarters	28.4	Yes	199	Yes	Expansion	"Over the past three years, Lear's sales in China have grown at an average annual rate of 10%," said Matthew J Simoncini, chief executive officer.
3	May 2016	Metaldyne (Suzhou) Automotive Components	Metaldyne Performance Group	United States	Michigan	Southfield (MI)	China	Jiangsu	Not Specified	Suzhou	Automotive Components	Motor vehicle steering & suspension components	Transport Equipment	Manufacturing	42.9	Yes	290	Yes	Expansion	
4	Mar 2016	Dow Chemical	Dow Chemical	United States	Michigan	Midland (MI)	China	Sichuan	Not Specified	Not Specified	Chemicals	Paints, coatings, additives & adhesives	Industrial	Manufacturing	92.4	Yes	107	Yes	New	
5	Feb 2016	Cooper-Standard Automotive	Cooper-Standard Holdings	United States	Michigan	Novi (MI)	China	Chongqing Municipality	Not Specified	Chongqing	Automotive Components	Other motor vehicle parts	Transport Equipment	Manufacturing	27.7	Yes	200	No	New	
6	Jan 2016	Cooper-Standard Automotive	Cooper-Standard Holdings	United States	Michigan	Novi (MI)	China	Jiangsu	Not Specified	Huaian	Automotive Components	Other motor vehicle parts	Transport Equipment	Manufacturing	34.9	Yes	287	Yes	New	
7	Nov 2015	Angus Chemical Company	Dow Chemical	United States	Michigan	Midland (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Chemicals	Basic chemicals	Physical Sciences	Design, Development & Testing	13	Yes	78	Yes	New	
8	Nov 2015	Whirlpool China	Whirlpool	United States	Michigan	Benton Harbor (MI)	China	Anhui	Not Specified	Hefei	Consumer Electronics	Electronics & appliances stores	Consumer Goods	Design, Development & Testing	313.92	No	3000	Yes	New	
9	Oct 2015	Dow Chemical	Dow Chemical	United States	Michigan	Midland (MI)	China	Xinjiang	Not Specified	Urumqi	Chemicals	Other chemical products & preparation	Physical Sciences	Sales, Marketing & Support	4.7	Yes	18	Yes	New	
10	Oct 2015	Federal Mogul	Federal Mogul	United States	Michigan	Southfield (MI)	China	Anhui	Not Specified	Anqing	Automotive Components	Motor vehicle gasoline engines & engine parts	Transport Equipment	Manufacturing	36.1	Yes	288	Yes	New	
11	Oct 2015	Ford	Ford	United States	Michigan	Dearborn (MI)	China	Not Specified	Not Specified	Not Specified	Automotive OEM	Automobiles	Transport Equipment	Design, Development & Testing	135.6	Yes	129	Yes	Expansion	
12	Aug 2015	Cooper-Standard Automotive	Cooper-Standard Holdings	United States	Michigan	Novi (MI)	China	Jiangsu	Not Specified	Kunshan	Automotive Components	Other motor vehicle parts	Transport Equipment	Manufacturing	34.1	Yes	250	Yes	New	
13	Aug 2015	Cooper-Standard Automotive	Cooper-Standard Holdings	United States	Michigan	Novi (MI)	China	Liaoning	Not Specified	Shenyang	Automotive Components	Other motor vehicle parts	Transport Equipment	Manufacturing	34.1	Yes	250	Yes	New	
14	Aug 2015	Henniges Automotive	Henniges Automotive	United States	Michigan	Auburn Hills (MI)	China	Beijing Municipality	Not Specified	Beijing	Automotive Components	Other motor vehicle parts	Transport Equipment	Design, Development & Testing	10.9	Yes	60	No	New	
15	Aug 2015	Lear	Lear	United States	Michigan	Southfield (MI)	China	Not Specified	Not Specified	Not Specified	Automotive Components	Motor vehicle seating & interior trim	Transport Equipment	Manufacturing	36.2	Yes	287	Yes	New	
16	Jul 2015	Federal Mogul	Federal Mogul	United States	Michigan	Southfield (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Automotive Components	Other motor vehicle parts	Transport Equipment	Education & Training	15.4	Yes	85	Yes	New	
17	May 2015	SRG Global	Guardian Industries	United States	Michigan	Auburn Hills (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Automotive Components	Motor vehicle body & trailers	Transport Equipment	Headquarters	28.4	Yes	206	Yes	Expansion	
18	Apr 2015	TRW Automotive	TRW Automotive	United States	Michigan	Livonia (MI)	China	Jiangsu	Not Specified	Zhangjiagang	Automotive Components	Other motor vehicle parts	Transport Equipment	Manufacturing	68.1	Yes	500	No	Co-Locati	"The opening of these new facilities demonstrates our continued investment in China and our commitment to supporting the rapid growth of the automotive market here," said Mark Stewart, vice-president (Asia-Pacific).
19	Apr 2015	TRW Automotive	TRW Automotive	United States	Michigan	Livonia (MI)	China	Shaanxi	Not Specified	Xi'an	Automotive Components	Other motor vehicle parts	Transport Equipment	Manufacturing	36.2	Yes	291	Yes	New	"The opening of these new facilities demonstrates our continued investment in China and our commitment to supporting the rapid growth of the automotive market here," said Mark Stewart, vice-president, Asia-Pacific.
20	Mar 2015	Borgwarner	Borgwarner	United States	Michigan	Auburn Hills (MI)	China	Zhejiang	Not Specified	Ningbo	Automotive Components	Motor vehicle gasoline engines & engine parts	Transport Equipment	Manufacturing	36.9	Yes	289	Yes	Expansion	
21	Mar 2015	Federal Mogul	Federal Mogul	United States	Michigan	Southfield (MI)	China	Jiangxi	Not Specified	Nanchang	Automotive Components	Motor vehicle gasoline engines & engine parts	Transport Equipment	Manufacturing	36.9	Yes	289	Yes	Expansion	The sealing business in China has grown at an annual rate significantly higher than the growth rate of engine production in the past five years, based on the increased demand for vehicles that provide high combustion efficiency and low emissions.
22	Mar 2015	Key Safety Systems	Key Safety Systems	United States	Michigan	Sterling Heights (MI)	China	Jiangsu	Not Specified	Suzhou	Automotive Components	Other motor vehicle parts	Transport Equipment	Design, Development & Testing	20	Yes	145	Yes	New	"KSS has experienced rapid growth in China," said Walt Song, general manager (Suzhou).
23	Dec 2014	Lear	Lear	United States	Michigan	Southfield (MI)	China	Not Specified	Not Specified	Not Specified	Automotive Components	Other motor vehicle parts	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	New	
24	Dec 2014	Lear	Lear	United States	Michigan	Southfield (MI)	China	Not Specified	Not Specified	Not Specified	Automotive Components	Other motor vehicle parts	Transport Equipment	Design, Development & Testing	23.9	Yes	143	Yes	New	
25	Dec 2014	Somero Enterprises	Somero Enterprises	United States	Michigan	Houghton (MI)	China	Shanghai Municipality	Not Specified	Qingpu	Industrial Machinery, Equipment & Tools	Agriculture, construction, & mining machinery	Construction	Sales, Marketing & Support	1.6	Yes	11	Yes	Expansion	
26	Nov 2014	Shanghai OnStar Telematics	General Motors (GM)	United States	Michigan	Detroit (MI)	China	Chongqing Municipality	Not Specified	Chongqing	Automotive Components	Motor vehicle electrical & electronic equipment	Transport Equipment	Customer Contact Centre	7.3	Yes	68	Yes	New	
27	Oct 2014	Continental Structural Plastics	Continental Structural Plastics	United States	Michigan	Troy (MI)	China	Hebei	Not Specified	Tangshan	Plastics	Laminated plastics plates, sheets & shapes	Industrial	Manufacturing	30.9	Yes	91	Yes	New	The opportunity to provide lightweight vehicle components in China is significant and expected to grow. Frank Macher, chief executive officer, said "Together, these factors mean that there is a significant opportunity for us to introduce our vehicle light weighting technologies to this market".
28	Oct 2014	Federal Mogul	Federal Mogul	United States	Michigan	Southfield (MI)	China	Jiangsu	Not Specified	Changshu	Automotive Components	Motor vehicle transmission & power train parts	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	New	
29	Oct 2014	SAIC-GM-Wuling Automobile	General Motors (GM)	United States	Michigan	Detroit (MI)	China	Guangxi	Not Specified	Liuzhou	Automotive OEM	Automobiles	Transport Equipment	Manufacturing	314.66	No	943	Yes	Expansion	
30	Oct 2014	SRG Global	Guardian Industries	United States	Michigan	Auburn Hills (MI)	China	Hubei	Not Specified	Not Specified	Automotive Components	Motor vehicle body & trailers	Transport Equipment	Manufacturing	46.8	Yes	350	No	New	The new facility will bring a fully automated, leading-edge plating line, including Chrome III technology, painting, plastic injection moulding and built-in assembly capabilities to the region, supporting existing domestic production and providing additional capacity for customers' future needs in the growing automotive market in China.
31	Sep 2014	Borgwarner	Borgwarner	United States	Michigan	Auburn Hills (MI)	China	Jiangsu	Not Specified	Taicang	Automotive Components	Motor vehicle gasoline engines & engine parts	Transport Equipment	Manufacturing	20.1	Yes	150	No	New	BorgWarner expects the Chinese light vehicle turbocharger market to more than double by 2019 as emissions standards become increasingly tight. Frederic Lissalde, president of BorgWarner turbo systems said "With our new production facility in Taicang, we are building the foundation for our long term expansion as a leading supplier of turbocharging technology. Enhancing our capabilities will meet growing customer demand through localised production and strengthen our product portfolio and customer relationships in China".
32	Jul 2014	Cooper-Standard Automotive	Cooper-Standard Holdings	United States	Michigan	Novi (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Automotive Components	Other motor vehicle parts	Transport Equipment	Headquarters	28.4	Yes	206	Yes	New	
33	Jul 2014	SAIC-GM-Wuling Automobile	General Motors (GM)	United States	Michigan	Detroit (MI)	China	Guangxi	Not Specified	Liuzhou	Automotive OEM	Automobiles	Transport Equipment	Design, Development & Testing	135.6	Yes	129	Yes	Co-Locati	
34	May 2014	DPH Holdings (Delphi)	DPH Holdings (Delphi)	United States	Michigan	Troy (MI)	China	Tianjin Municipality	Not Specified	Tianjin	Automotive Components	Motor vehicle electrical & electronic equipment	Transport Equipment	Manufacturing	16.04	No	120	Yes	New	
35	May 2014	DPH Holdings (Delphi)	DPH Holdings (Delphi)	United States	Michigan	Troy (MI)	China	Jiangsu	Not Specified	Suzhou	Automotive Components	Motor vehicle electrical & electronic equipment	Transport Equipment	Research & Development	44.2	Yes	399	Yes	New	
36	May 2014	Federal Mogul	Federal Mogul	United States	Michigan	Southfield (MI)	China	Shandong	Not Specified	Qingdao	Automotive Components	Motor vehicle gasoline engines & engine parts	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	Expansion	
37	May 2014	Lear Automotive Systems (Chongqing)	Lear	United States	Michigan	Southfield (MI)	China	Chongqing Municipality	Not Specified	Chongqing	Automotive Components	Motor vehicle electrical & electronic equipment	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	Expansion	
38	Apr 2014	AlixPartners	AlixPartners	United States	Michigan	Southfield (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Business Services	Management consulting services	Professional Services	ICT & Internet Infrastructure	32.3	Yes	94	Yes	New	
39	Apr 2014	Dow Chemical	Dow Chemical	United States	Michigan	Midland (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Paper, Printing & Packaging	Other (Paper, Printing & Packaging)	Food, Beverages & Tobacco	Design, Development & Testing	28.1	Yes	161	Yes	New	
40	Apr 2014	DPH Holdings (Delphi)	DPH Holdings (Delphi)	United States	Michigan	Troy (MI)	China	Liaoning	Not Specified	Shenyang	Automotive Components	Other motor vehicle parts	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	New	

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41	Mar 2014	Ford	Ford	United States	Michigan	Dearborn (MI)	China	Jiangsu	Not Specified	Nanjing	Automotive OEM	Automobiles	Transport Equipment	Design, Development & Testing	100	No	800	No	Expansion	
42	Mar 2014	Ford	Ford	United States	Michigan	Dearborn (MI)	China	Jiangsu	Not Specified	Not Specified	Automotive OEM	Automobiles	Transport Equipment	Design, Development & Testing	135.6	Yes	129	Yes	New	
43	Feb 2014	Pi Innovo	Pi Innovo	United States	Michigan	Plymouth (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Electronic Components	All other electrical equipment & components	ICT & Electronics	Sales, Marketing & Support	1.9	Yes	9	Yes	New	
44	Feb 2014	Trinseo (Styron)	Trinseo (Styron)	United States	Michigan	Midland (MI)	China	Jiangsu	Not Specified	Zhangjiagang	Plastics	Urethane, foam products & other compounds	Wood, Apparel & Related Products	Manufacturing	30.9	Yes	91	Yes	Expansion	
45	Dec 2013	SmithGroupJJR	SmithGroupJJR	United States	Michigan	Detroit (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Business Services	Architectural, engineering, & related services	Professional Services	Business Services	17.2	Yes	18	Yes	New	"With the new office, our clients in Shanghai have direct access to our services," said lead of operations in China, Russ Sykes.
46	Nov 2013	Lear	Lear	United States	Michigan	Southfield (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Automotive Components	Other motor vehicle parts	Transport Equipment	Headquarters	28.4	Yes	206	Yes	Expansion	
47	Oct 2013	Amway	Alticor	United States	Michigan	Ada (MI)	China	Jiangsu	Not Specified	Wuxi	Consumer Products	Cosmetics, perfume, personal care & household products	Consumer Goods	Research & Development	13	No	53	Yes	New	
48	Oct 2013	Dow Chemical	Dow Chemical	United States	Michigan	Midland (MI)	China	Hubei	Not Specified	Wuhan	Chemicals	Other chemical products & preparation	Physical Sciences	Sales, Marketing & Support	4.7	Yes	18	Yes	New	
49	Jul 2013	Oliver-Tolas Healthcare Packaging	Oliver-Tolas Healthcare Packaging	United States	Michigan	Grand Rapids (MI)	China	Jiangsu	Not Specified	Suzhou	Plastics	Plastics packaging materials & unlaminated film & sheets	Life sciences	Manufacturing	30.9	Yes	91	Yes	New	
50	Jul 2013	Embraco	Whirlpool	United States	Michigan	Benton Harbor (MI)	China	Not Specified	Not Specified	Not Specified	Industrial Machinery, Equipment & Tools	Ventilation, heating, air conditioning, and commercial refrigeration equipment manufacturing	Industrial	Manufacturing	24.7	Yes	188	Yes	Expansion	Roberto Campos, president of Embraco, said that "the new investment reflects the belief that China will enjoy the fastest customer growth in the coming years of all of his company's six operations globally"
51	Jun 2013	Dow Chemical	Dow Chemical	United States	Michigan	Midland (MI)	China	Heilongjiang	Not Specified	Harbin	Chemicals	Other chemical products & preparation	Industrial	Sales, Marketing & Support	4.7	Yes	16	Yes	New	
52	Jun 2013	Firstronic	Firstronic	United States	Michigan	Grand Rapids (MI)	China	Guangdong	Not Specified	Shenzhen	Electronic Components	All other electrical equipment & components	Industrial	Manufacturing	83.6	Yes	510	Yes	New	
53	Jun 2013	Ford	Ford	United States	Michigan	Dearborn (MI)	China	Guangdong	Not Specified	Not Specified	Automotive Components	Motor vehicle gasoline engines & engine parts	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	Co-Locati	
54	May 2013	Shanghai GM	General Motors (GM)	United States	Michigan	Detroit (MI)	China	Hubei	Not Specified	Wuhan	Automotive OEM	Automobiles	Transport Equipment	Logistics, Distribution & Transportation	128.11	No	767	Yes	New	
55	Apr 2013	Dow Chemical	Dow Chemical	United States	Michigan	Midland (MI)	China	Tianjin Municipality	Not Specified	Tianjin	Chemicals	Basic chemicals	Life sciences	Education & Training	15.4	Yes	85	Yes	New	
56	Apr 2013	DPH Holdings (Delphi)	DPH Holdings (Delphi)	United States	Michigan	Troy (MI)	China	Beijing Municipality	Not Specified	Beijing	Automotive Components	Motor vehicle gasoline engines & engine parts	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	Expansion	
57	Apr 2013	General Motors (GM)	General Motors (GM)	United States	Michigan	Detroit (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Automotive OEM	Automobiles	Transport Equipment	Manufacturing	470.4	Yes	1324	Yes	Expansion	
58	Apr 2013	Shanghai GM	General Motors (GM)	United States	Michigan	Detroit (MI)	China	Tianjin Municipality	Not Specified	Tianjin	Automotive Components	Other motor vehicle parts	Transport Equipment	Logistics, Distribution & Transportation	29.62	No	125	Yes	New	
59	Mar 2013	Federal Mogul	Federal Mogul	United States	Michigan	Southfield (MI)	China	Hunan	Not Specified	Changsha	Automotive Components	Motor vehicle gasoline engines & engine parts	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	New	
60	Feb 2013	Taubman Asia	Taubman Centers	United States	Michigan	Bloomfield Hills (MI)	China	Henan	Not Specified	Zhengzhou	Real Estate	Commercial & institutional building construction	Construction	Construction	292.2	Yes	1356	Yes	New	
61	Dec 2012	Borgwarner	Borgwarner	United States	Michigan	Auburn Hills (MI)	China	Zhejiang	Not Specified	Ningbo	Automotive Components	Motor vehicle gasoline engines & engine parts	Transport Equipment	Design, Development & Testing	23.9	Yes	143	Yes	Co-Locati	
62	Dec 2012	Borgwarner	Borgwarner	United States	Michigan	Auburn Hills (MI)	China	Zhejiang	Not Specified	Ningbo	Automotive Components	Motor vehicle gasoline engines & engine parts	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	Co-Locati	
63	Dec 2012	Lear	Lear	United States	Michigan	Southfield (MI)	China	Chongqing Municipality	Not Specified	Chongqing	Automotive Components	Motor vehicle electrical & electronic equipment	Transport Equipment	Manufacturing	401.2	Yes	3000	No	New	
64	Nov 2012	Dow Chemical	Dow Chemical	United States	Michigan	Midland (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Plastics	Plastics packaging materials & unlaminated film & sheets	Environmental Technology	Design, Development & Testing	34.4	Yes	166	Yes	Expansion	
65	Nov 2012	General Motors (GM)	General Motors (GM)	United States	Michigan	Detroit (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Automotive Components	Other motor vehicle parts	Transport Equipment	Design, Development & Testing	23.9	Yes	143	Yes	Expansion	
66	Oct 2012	DPH Holdings (Delphi)	DPH Holdings (Delphi)	United States	Michigan	Troy (MI)	China	Shandong	Not Specified	Yantai	Automotive Components	Motor vehicle gasoline engines & engine parts	Transport Equipment	Manufacturing	100	No	500	No	New	
67	Oct 2012	Delphi Packard Electric	DPH Holdings (Delphi)	United States	Michigan	Troy (MI)	China	Chongqing Municipality	Not Specified	Chongqing	Automotive Components	Motor vehicle electrical & electronic equipment	Transport Equipment	Manufacturing	75.2	Yes	562	No	New	
68	Sep 2012	Amway	Alticor	United States	Michigan	Ada (MI)	China	Guangdong	Not Specified	Guangzhou	Food & Tobacco	Fruits & vegetables & specialist foods	Food, Beverages & Tobacco	Manufacturing	94.58	No	620	Yes	New	
69	Aug 2012	Ford	Ford	United States	Michigan	Dearborn (MI)	China	Chongqing Municipality	Not Specified	Chongqing	Automotive OEM	Automobiles	Transport Equipment	Manufacturing	600	No	2343	Yes	New	
70	Jul 2012	EcoMotors International	EcoMotors International	United States	Michigan	Allen Park (MI)	China	Not Specified	Not Specified	Not Specified	Automotive Components	Motor vehicle gasoline engines & engine parts	Transport Equipment	Sales, Marketing & Support	2.4	Yes	58	Yes	New	
71	Jun 2012	Dow Chemical	Dow Chemical	United States	Michigan	Midland (MI)	China	Zhejiang	Not Specified	Huzhou	Industrial Machinery, Equipment & Tools	General purpose machinery	Environmental Technology	Manufacturing	24.7	Yes	188	Yes	New	
72	Jun 2012	Yanfeng Key Safety Systems	Key Safety Systems	United States	Michigan	Sterling Heights (MI)	China	Beijing Municipality	Not Specified	Not Specified	Automotive Components	Motor vehicle steering & suspension components	Transport Equipment	Manufacturing	13.4	Yes	100	No	New	
73	Jun 2012	Yanfeng Visteon Automotive Electronics (YFVE)	Visteon	United States	Michigan	Dearborn (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Automotive Components	Motor vehicle electrical & electronic equipment	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	Expansion	
74	May 2012	TCBL Consulting	Taubman Centers	United States	Michigan	Bloomfield Hills (MI)	China	Shaanxi	Not Specified	Xi'an	Real Estate	Commercial & institutional building construction	Construction	Construction	292.2	Yes	1356	Yes	New	
75	Apr 2012	Ford	Ford	United States	Michigan	Dearborn (MI)	China	Zhejiang	Not Specified	Hangzhou	Automotive OEM	Automobiles	Transport Equipment	Manufacturing	760	No	2967	Yes	New	
76	Apr 2012	General Motors (GM)	General Motors (GM)	United States	Michigan	Detroit (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Automotive OEM	Automobiles	Transport Equipment	Manufacturing	1300	No	3000	Yes	New	
77	Apr 2012	FAWER Visteon Climate Control System	Visteon	United States	Michigan	Dearborn (MI)	China	Sichuan	Not Specified	Chengdu	Automotive Components	Motor vehicle gasoline engines & engine parts	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	New	
78	Feb 2012	Summit Polymers	Summit Polymers	United States	Michigan	Portage (MI)	China	Jiangsu	Not Specified	Nanjing	Automotive Components	Motor vehicle seating & interior trim	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	Expansion	
79	Oct 2011	Affinia	Affinia	United States	Michigan	Ann Arbor (MI)	China	Shandong	Not Specified	Laixi	Automotive Components	Motor vehicle brake systems	Transport Equipment	Manufacturing	66.9	Yes	500	No	New	Terry McCormack, Affinia chief executive officer, said, "This new facility will also enhance our ability to serve the rapidly growing domestic market in China, which is experiencing continued growth in private vehicle ownership."
80	Oct 2011	Dow Chemical	Dow Chemical	United States	Michigan	Midland (MI)	China	Shandong	Not Specified	Qingdao	Chemicals	Other chemical products & preparation	ICT & Electronics	Research & Development	32	Yes	102	Yes	Co-Locati	

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#	Project Date	Investing Company	Parent Company	Source Country	Source State	Source City	Destination Country	Destination State	Admin Region	Destination City	Industry Sector	Sub-Sector	Cluster	Industry Activity	Capital Investment	Estimated	Jobs Created	Estimated	Project Type	Motive Description
81	Oct 2011	Dow Chemical	Dow Chemical	United States	Michigan	Midland (MI)	China	Sichuan	Not Specified	Chengdu	Chemicals	Other chemical products & preparation	Physical Sciences	Sales, Marketing & Support	4.7	Yes	16	Yes	New	"The western China region is a new strategic area for Dow to accelerate our business growth in China. We expect to continue expanding at a double-digit annual rate over the next five to ten years, and we foresee significant opportunities in Western China thanks to major government infrastructure investments and the size of this region," said Peter Sykes, president (greater China). 'The new office in Chengdu will enhance Dow's customer intimacy by supporting development of strong local relationships with existing and new customers in the region.'
82	Oct 2011	Neapco	Neapco	United States	Michigan	Belleville (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Automotive Components	Motor vehicle steering & suspension components	Transport Equipment	Sales, Marketing & Support	2.4	Yes	58	Yes	New	
83	Oct 2011	Yanfeng Visteon Automotive Electronics (YFVE)	Visteon	United States	Michigan	Dearborn (MI)	China	Chongqing Municipality	Not Specified	Chongqing	Automotive Components	Other motor vehicle parts	Transport Equipment	Manufacturing	94	No	703	Yes	New	
84	Sep 2011	Changan Ford Mazda Automobile (CFMA)	Ford	United States	Michigan	Dearborn (MI)	China	Chongqing Municipality	Not Specified	Chongqing	Automotive Components	Motor vehicle transmission & power train parts	Transport Equipment	Manufacturing	350	No	1200	No	New	
85	Sep 2011	Shanghai GM	General Motors (GM)	United States	Michigan	Detroit (MI)	China	Liaoning	Not Specified	Shenyang	Automotive OEM	Automobiles	Transport Equipment	Manufacturing	1096	No	3000	Yes	New	
86	Sep 2011	Shanghai OnStar Telematics	General Motors (GM)	United States	Michigan	Detroit (MI)	China	Fujian	Not Specified	Xiamen	Automotive Components	Motor vehicle electrical & electronic equipment	Transport Equipment	Customer Contact Centre	4.3	Yes	200	No	New	
87	Sep 2011	TRW Automotive	TRW Automotive	United States	Michigan	Livonia (MI)	China	Hubei	Not Specified	Wuhan	Automotive Components	Motor vehicle brake systems	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	New	
88	Sep 2011	TRW Automotive	TRW Automotive	United States	Michigan	Livonia (MI)	China	Shandong	Not Specified	Qingdao	Automotive Components	Other motor vehicle parts	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	New	
89	Sep 2011	TRW Automotive	TRW Automotive	United States	Michigan	Livonia (MI)	China	Zhejiang	Not Specified	Ningbo	Metals	Machine shops, turned products, screws, nuts & bolts	Transport Equipment	Manufacturing	74.1	Yes	175	Yes	Expansion	
90	Sep 2011	TRW Automotive	TRW Automotive	United States	Michigan	Livonia (MI)	China	Jiangsu	Not Specified	Nanjing	Automotive Components	Motor vehicle brake systems	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	Expansion	
91	Sep 2011	TRW Automotive	TRW Automotive	United States	Michigan	Livonia (MI)	China	Sichuan	Not Specified	Chengdu	Automotive Components	Other motor vehicle parts	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	Expansion	
92	Sep 2011	TRW Automotive Components (Shanghai) Co.	TRW Automotive	United States	Michigan	Livonia (MI)	China	Shanghai Municipality	Not Specified	Anting	Automotive Components	Motor vehicle steering & suspension components	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	Expansion	
93	Aug 2011	Morpace	Morpace	United States	Michigan	Farmington Hills (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Business Services	Professional, scientific & technical services	Creative Industries	Business Services	17.2	Yes	18	Yes	New	
94	Jul 2011	Aston Martin	Ford	United States	Michigan	Dearborn (MI)	China	Not Specified	Not Specified	Not Specified	Automotive OEM	Automobiles	Transport Equipment	Sales, Marketing & Support	5.7	Yes	31	Yes	New	
95	Jun 2011	Anderson-Cook	Anderson-Cook	United States	Michigan	Clinton (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Automotive Components	Motor vehicle steering & suspension components	Transport Equipment	Manufacturing	36.6	Yes	288	Yes	Expansion	
96	Jun 2011	LLamasoft	LLamasoft	United States	Michigan	Ann Arbor (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Software & IT services	Software publishers, except video games	ICT & Electronics	Sales, Marketing & Support	3.2	Yes	33	Yes	New	LLamasoft's executive vice president, Toby Brzoznowski, "Today, growing consumer demand within China and China's huge investment in the country's transportation infrastructure is causing many organisations to completely redesign their supply chain operations. It is a moving target, and a challenge that lends itself well to LLamasoft's Supply Chain Design solutions."
97	May 2011	Key Safety Systems	Key Safety Systems	United States	Michigan	Sterling Heights (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Automotive Components	Other motor vehicle parts	Transport Equipment	Sales, Marketing & Support	12.3	Yes	150	No	New	
98	Apr 2011	Trinseo (Styron)	Trinseo (Styron)	United States	Michigan	Midland (MI)	China	Jiangsu	Not Specified	Zhangjiagang	Plastics	Urethane, foam products & other compounds	Wood, Apparel & Related Products	Manufacturing	30.9	Yes	91	Yes	Co-Locati	"Zhangjiagang is the ideal location for Styron to expand our latex production and offerings. We've built and operated a plant on this site since 2002 and will continue to benefit from its strategic location, local resources, employees and community support," said Chris Pappas, chief executive officer of Styron.
99	Apr 2011	TRW Automotive	TRW Automotive	United States	Michigan	Livonia (MI)	China	Shanghai Municipality	Not Specified	Anting	Automotive Components	Other motor vehicle parts	Transport Equipment	Design, Development & Testing	23.9	Yes	143	Yes	New	John Plant, TRW Automotive chief executive officer, explained: " With more than 26 million vehicles predicted to be built in the year 2016 in China, the automotive industry needs to be prepared to support this tremendous growth. Our tech centre will support our customers with their ambitious plans."
100	Mar 2011	Ford	Ford	United States	Michigan	Dearborn (MI)	China	Not Specified	Not Specified	Not Specified	Automotive Components	Motor vehicle gasoline engines & engine parts	Transport Equipment	Manufacturing	470.4	Yes	1324	Yes	Expansion	
101	Feb 2011	Dow Chemical	Dow Chemical	United States	Michigan	Midland (MI)	China	Not Specified	Not Specified	Not Specified	Chemicals	Basic chemicals	Physical Sciences	Manufacturing	82.6	Yes	107	Yes	Co-Locati	
102	Feb 2011	Language Key China	Mount Knowledge Holdings	United States	Michigan	Novi (MI)	China	Guangdong	Not Specified	Guangzhou	Business Services	Business schools, computer & management training	Creative Industries	Business Services	17.2	Yes	18	Yes	New	"Establishing an official presence in Guangzhou was the first step in our Mainland China expansion plans. We already have an office in the Pearl River Delta in Hong Kong and a registered branch in Shenzhen, but with more of our clients having a significant presence in Guangzhou, it was important for us to service them closer to the location which is home to their decision-makers," stated Dirk Haddow, chief executive officer, Language Key Asia.
103	Feb 2011	NSF International	NSF International	United States	Michigan	Ann Arbor (MI)	China	Shanghai Municipality	Not Specified	Shanghai	Business Services	Professional, scientific & technical services	Food, Beverages & Tobacco	Design, Development & Testing	10.4	Yes	190	Yes	New	
104	Jan 2011	Andus-Leuliette	Leuliette Partners	United States	Michigan	Not Specified	China	Beijing Municipality	Not Specified	Beijing	Financial Services	Corporate & investment banking	Transport Equipment	Business Services	80.8	Yes	71	Yes	New	
105	Jan 2011	Andus-Leuliette	Leuliette Partners	United States	Michigan	Not Specified	China	Shanghai Municipality	Not Specified	Shanghai	Financial Services	Corporate & investment banking	Transport Equipment	Business Services	80.8	Yes	71	Yes	New	

Notes:
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2) All Capex figures shown in the table are in USD - United States Dollar millions

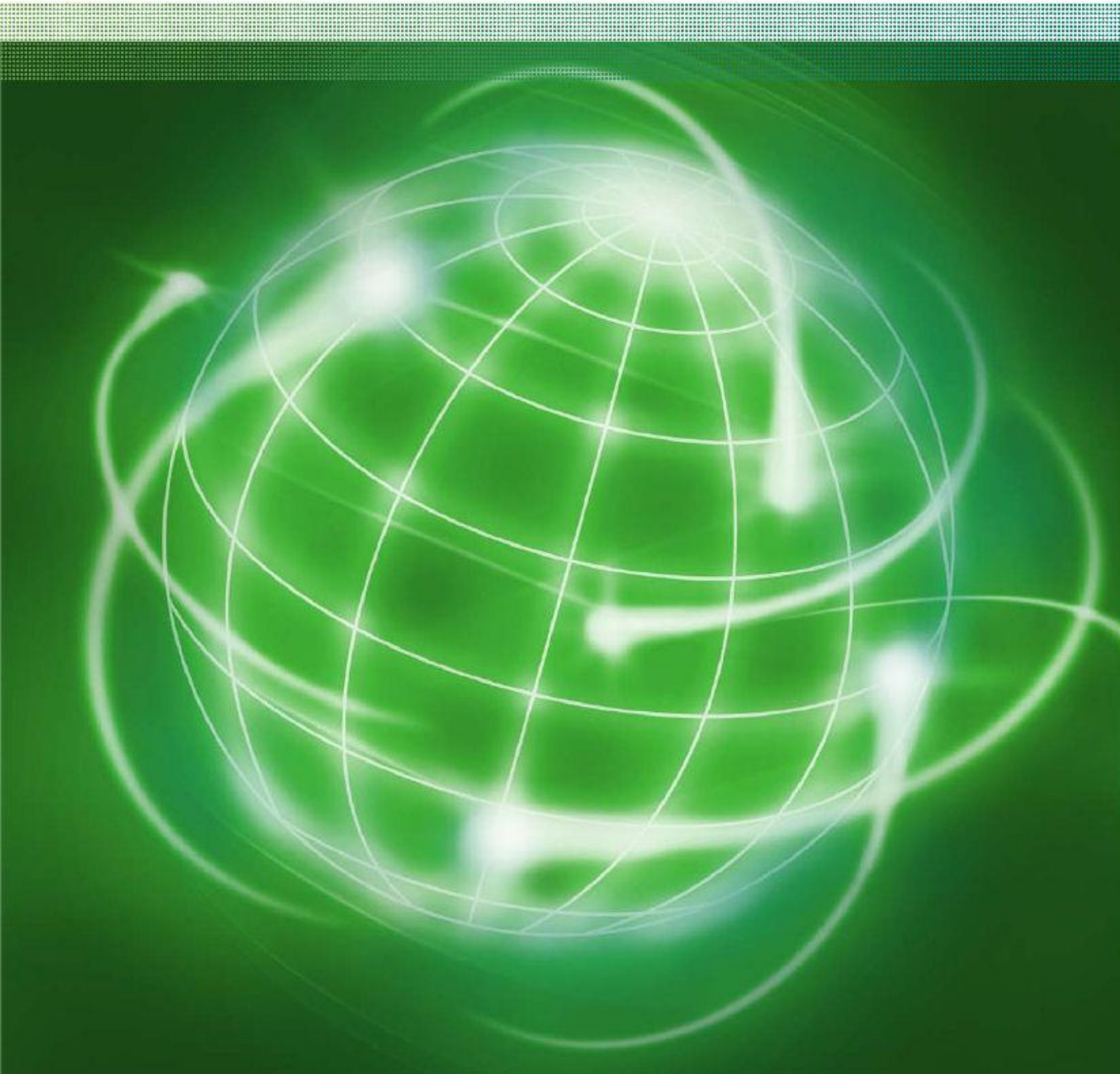
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TRENDS REPORT

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China FDI into MI - Jan2011 to present

January 2011 to August 2016



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Introduction

The report examines foreign direct investment (FDI) trends by all companies from China investing in Michigan between January 2011 and August 2016.

The report includes estimated values on capital investment and the number of jobs created in cases where information was not available at project announcement.

Retail projects are excluded from this report.

Headline figures	
No of FDI projects	23
Total jobs created	3,541
Average project size (jobs)	153
Total capital investment	USD 649.57 m
Average project size	USD 28.20 m

Executive Summary

FDI projects peaked in 2015

Some 6 projects, or 26.1% of projects, were recorded in 2015. This was the year in which the highest numbers of projects were recorded. During this period a total of 622 jobs were created and USD 155.10 million capital was invested by these projects, equating to a 17.6% and 23.9% of total jobs and capital investment respectively.

Automotive Components is top sector with almost half of projects.

Out of a total of eight sectors, Automotive Components accounted for 47.8% of projects. Project volume in this sector peaked during 2014, with three projects tracked. Total jobs creation and capital investment in this sector was 2,154 jobs and USD 288.60 million respectively.

Largest projects originate in Wenzhou

With an average project size of USD 42.30 million, projects originating in Wenzhou are approximately one and a half times larger than the average across all source cities. Ranked fourth in overall projects recorded with 2 in total, Wenzhou created a total of 647 jobs and USD 84.60 million capital investment.

Top five destinations attract almost half of projects.

Out of a total of 11 destination cities, the top five account for almost half of projects. Troy (MI) is the top destination city accounting for one-sixth of projects tracked. Total investment into Troy (MI) resulted in the creation of 599 jobs and USD 42.80 million capital investment, equating to an average of 149 jobs and USD 10.70 million investment per project.

Key FDI Trends

Between January 2011 and August 2016 a total of 23 FDI projects were recorded. These projects represent a total capital investment of USD 649.57 million, which is an average investment of USD 28.20 million per project. During the period, a total of 3,541 jobs were created.

The largest number of projects was announced in 2015, with six projects that year. Average project size peaked in 2014 for both capital investment and jobs created.

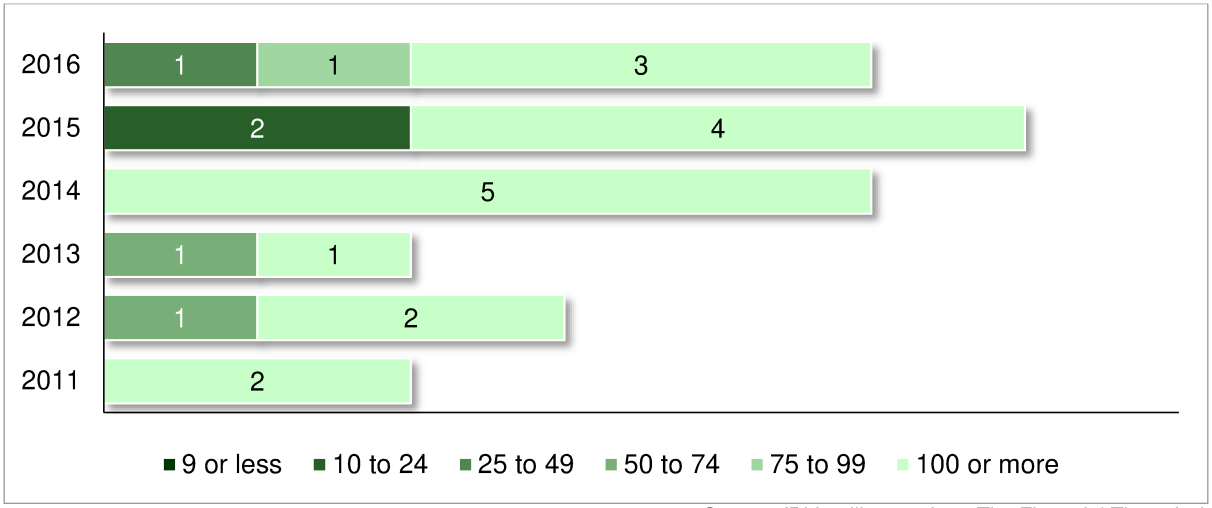
Headline FDI trends by year

Year	Number of projects	% growth per annum	Jobs created		Capital investment	
			Total	Average	Total (USD m)	Average (USD m)
2016	5	n/a	550	110	66.60	13.30
2015	6	20	622	103	155.10	25.80
2014	5	150	1,465	293	255.40	51.10
2013	2	n/a	171	85	11.50	5.80
2012	3	50	477	159	104.20	34.70
2011	2	n/a	256	128	56.80	28.40
Total	**23**	**n/a**	**3,541**	**153**	**649.60**	**28.20**

Source: fDi Intelligence from The Financial Times Ltd

When allocated into bands, projects creating 100 jobs or more represent the majority of projects, while projects creating between 10 and 24 jobs represent almost one-tenth of projects.

Number of FDI projects by jobs created and year

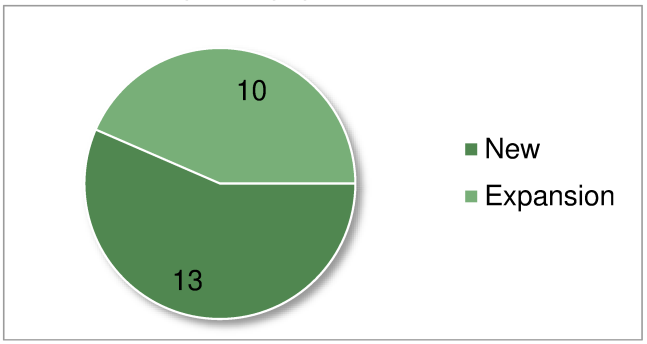


Source: fDi Intelligence from The Financial Times Ltd

In terms of project type, 56.5% of projects are new investments. New projects have an average capital investment of USD 25.70 million and job creation of 127 per project.

The average capital investment for expansion is USD 31.60 million and the average number of jobs created in this project type is 188.

Number of projects by type

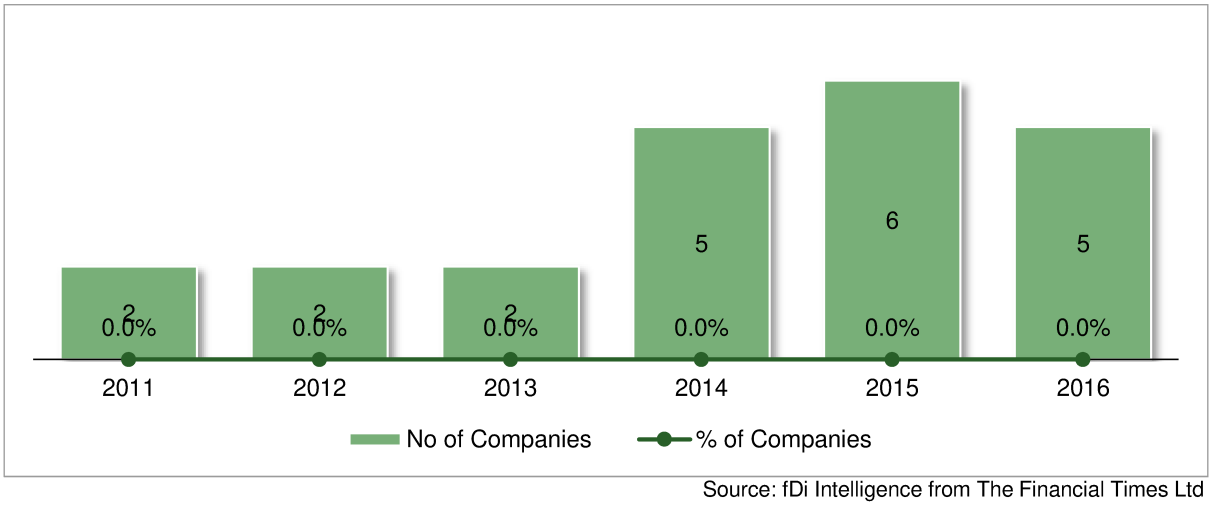


Source: fDi Intelligence from The Financial Times Ltd

Companies

A total of 19 companies from China invested in Michigan between January 2011 and August 2016, out of a total 44,738 companies investing in FDI globally.

Number of companies by year and percentage of all companies



Source: fDi Intelligence from The Financial Times Ltd

The top 10 companies accounted for a combined total of 14 projects (60.9% of projects). Within the past 12 months, none of the top 10 companies have announced projects

Top 10 companies: number of projects

Company name	Source country	No of projects	Global projects*	% of global projects**	Projects in last 12 mths
Nexteer Automotive	China	4	16	25	0
Yanfeng USA Automotive Trim Systems	China	2	4	50	0
Shanghai Automotive Industries Corporation USA	China	1	1	100	0
ZYNP Corporation	China	1	2	50	0
Fuyao North America	China	1	3	33.3	0
H.A. Automotive Systems	China	1	1	100	0
CiTiC Dicastal	China	1	1	100	0
Shanghai SIIC Transportation Electric	China	1	1	100	0
Kingfa Science & Technology	China	1	3	33.3	0
CW Bearing USA	China	1	1	100	0

*Total number of projects worldwide from the company regardless of report criteria.
** The share of global projects from the company which match report criteria.
Source: fDi Intelligence from The Financial Times Ltd

The top 10 companies account for 74.4% of job creation and 79% of capital investment. Collectively, they provide higher job creation at 188 jobs on average. These companies generally provide higher capital investment at an average of USD 36.64 million per project.

Top 10 Companies: Jobs Created and Capital Investment

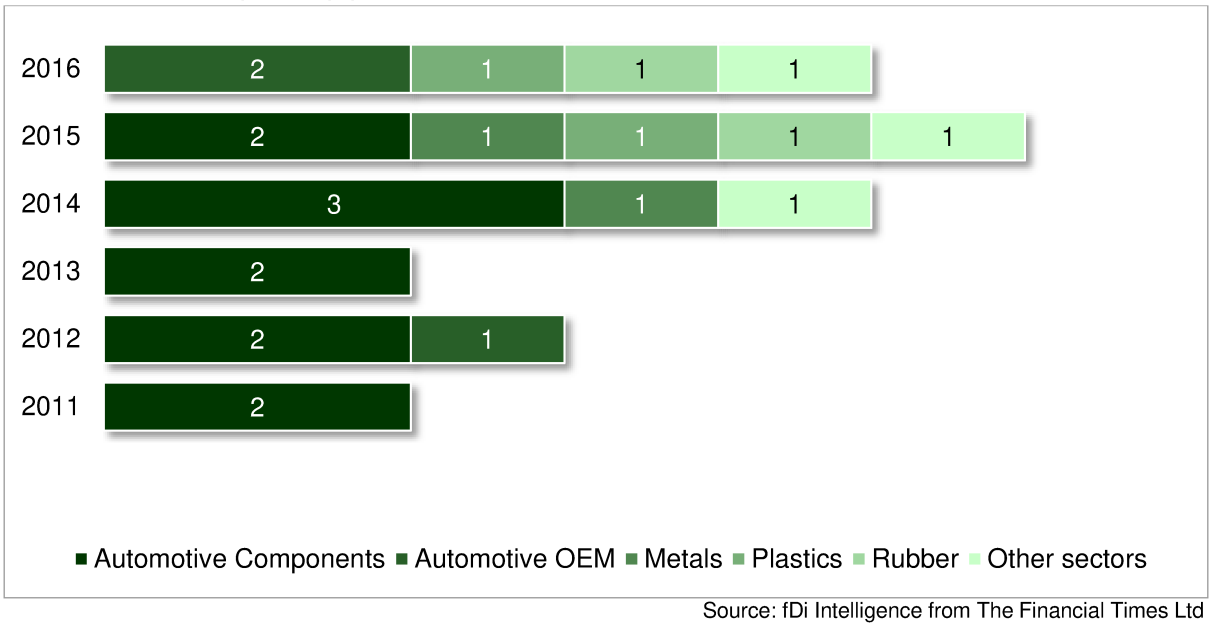
Company Name	Jobs created		Capital investment	
	Total	Average per project	Total (USD m)	Average (USD m)
Nexteer Automotive	632	158	121.70	30.40
Yanfeng USA Automotive Trim Systems	647	323	84.60	42.30
A123Systems	184	184	66.70	66.70
Beijing Automotive Industry Holding	94	94	24.30	24.30
Bluestar Mould Group	31	31	2.00	2.00
CiTiC Dicastal	300	300	140.00	140.00
CW Bearing USA	125	125	25.90	25.90
Fisker Automotive, Inc.	150	150	3.60	3.60
Fuyao North America	102	102	15.30	15.30
H.A. Automotive Systems	368	368	28.80	28.80

Source: fDi Intelligence from The Financial Times Ltd

Industry Analysis: Sectors

Out of a total of eight sectors, the top five account for the majority of projects. Automotive Components is the top sector accounting for almost half of projects tracked. Project volume in this sector peaked during 2014, with three projects tracked.

Number of FDI projects by year and sector



Source: fDi Intelligence from The Financial Times Ltd

Automotive Components has generated the highest number of total jobs and greatest investment with a total of 2,154 jobs and USD 288.60 million investment. Metals has the largest project size on average in terms of both investment and jobs creation.

FDI trends by sector

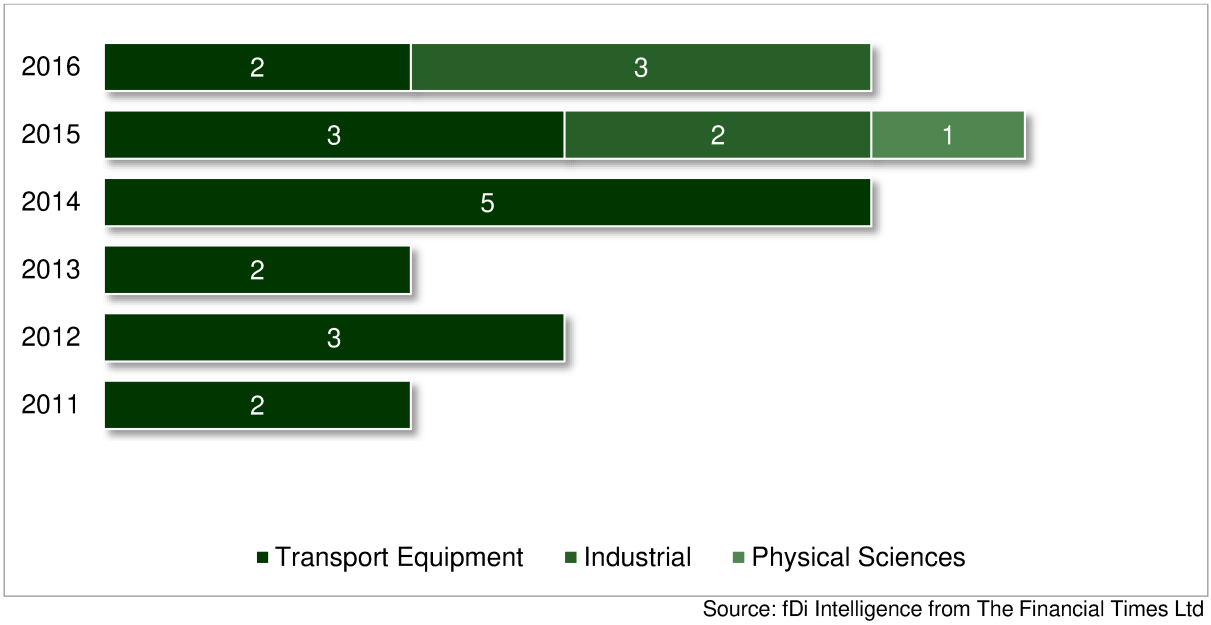
Sector	No of projects	Jobs Created		Capital investment	
		Total	Average	Total (USD m)	Average (USD m)
Automotive Components	11	2,154	195	288.60	26.20
Automotive OEM	3	346	115	53.70	17.90
Metals	2	425	212	165.90	83.00
Plastics	2	43	21	19.90	9.90
Rubber	2	137	68	7.10	3.50
Ceramics & Glass	1	102	102	15.30	15.30
Electronic Components	1	184	184	66.70	66.70
Industrial Machinery, Equipment & Tools	1	150	150	32.40	32.40
Total	**23**	**3,541**	**153**	**649.60**	**28.20**

Source: fDi Intelligence from The Financial Times Ltd

Industry Analysis: Clusters

Out of a total of three clusters, Transport Equipment accounts for the majority of projects. Project volume in this cluster peaked during 2014, with five projects tracked.

Number of FDI projects by year and cluster



Source: fDi Intelligence from The Financial Times Ltd

Transport Equipment has generated the highest number of total jobs and greatest investment with a total of 3,086 jobs and USD 564.30 million investment. This cluster also has the largest project size on average in terms of both investment and jobs creation.

FDI trends by cluster

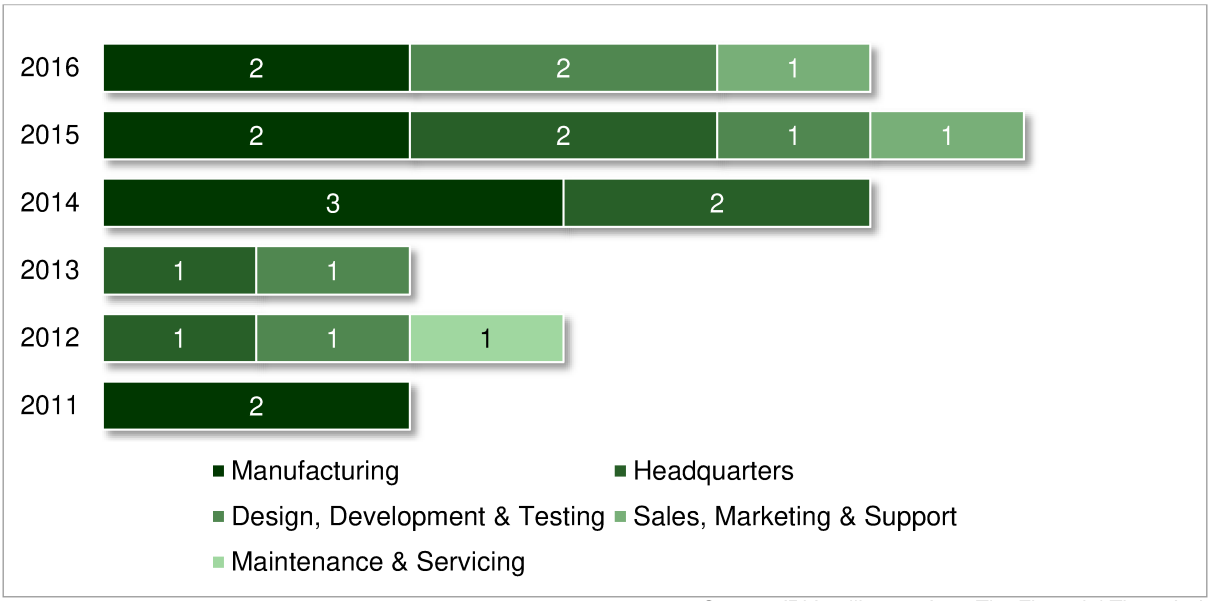
Cluster	No of projects	Jobs Created		Capital investment	
		Total	Average	Total (USD m)	Average (USD m)
Transport Equipment	17	3,086	181	564.30	33.20
Industrial	5	443	88	67.40	13.50
Physical Sciences	1	12	12	17.90	17.90
Total	**23**	**3,541**	**153**	**649.60**	**28.20**

Source: fDi Intelligence from The Financial Times Ltd

Industry Analysis: Business Activity

Out of a total of five business activities, Manufacturing is the top business activity, accounting for almost two-fifths of projects tracked. Project volume in this business activity peaked during 2014, with three projects tracked.

Number of FDI projects by year and business activity



Source: fDi Intelligence from The Financial Times Ltd

Manufacturing has generated the highest number of total jobs and greatest investment with a total of 1,796 jobs and USD 398.60 million investment. Manufacturing and Headquarters have the largest project size on average in terms of investment and jobs creation, respectively.

FDI trends by business activity

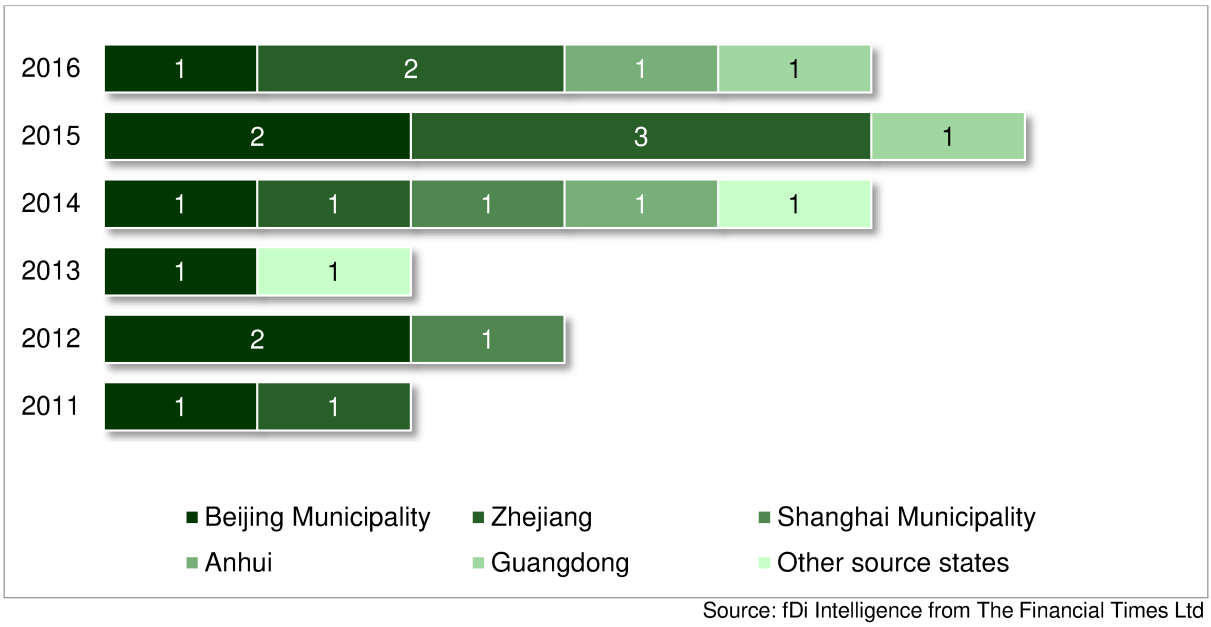
Business activity	No of projects	Jobs Created		Capital investment	
		Total	Average	Total (USD m)	Average (USD m)
Manufacturing	9	1,796	199	398.60	44.30
Headquarters	6	1,243	207	156.70	26.10
Design, Development & Testing	5	409	81	81.10	16.20
Sales, Marketing & Support	2	43	21	4.80	2.40
Maintenance & Servicing	1	50	50	8.40	8.40
Total	**23**	**3,541**	**153**	**649.60**	**28.20**

Source: fDi Intelligence from The Financial Times Ltd

Source States

Out of a total of seven source states, the top five account for the majority of projects. Beijing Municipality is the top source state accounting for more than one-third of projects tracked. Project volume in this source state peaked in both 2012 and 2015 with two projects tracked in each of these periods.

Number of FDI projects by year and source state



Source: fDi Intelligence from The Financial Times Ltd

Beijing Municipality has generated the highest number of total jobs and greatest investment with a total of 1,306 jobs and USD 314.90 million investment. Beijing Municipality and Anhui have the largest project size on average in terms of investment and jobs creation, respectively.

FDI trends by source state

Source state	No of projects	No of companies	Jobs Created		Capital investment	
			Total	Average	Total (USD m)	Average (USD m)
Beijing Municipality	8	5	1,306	163	314.90	39.40
Zhejiang	7	6	1,268	181	216.00	30.90
Anhui	2	2	493	246	33.10	16.60
Guangdong	2	2	43	21	19.90	9.90
Shanghai Municipality	2	2	278	139	40.90	20.40
Fujian	1	1	102	102	15.30	15.30
Henan	1	1	51	51	9.50	9.50
Total	**23**	**19**	**3,541**	**153**	**649.60**	**28.20**

Source: fDi Intelligence from The Financial Times Ltd

Source Cities

Out of a total of 12 source cities, the top five account for almost two-thirds of projects. Beijing is the top source city accounting for more than one-third of projects tracked. Project volume in this source city peaked in both 2012 and 2015 with two projects tracked in each of these periods.

Beijing has generated the highest number of total jobs and greatest investment with a total of 1,306 jobs and USD 314.90 million investment. Wenzhou and Huangshan have the largest project size on average in terms of investment and jobs creation, respectively.

FDI trends by source city

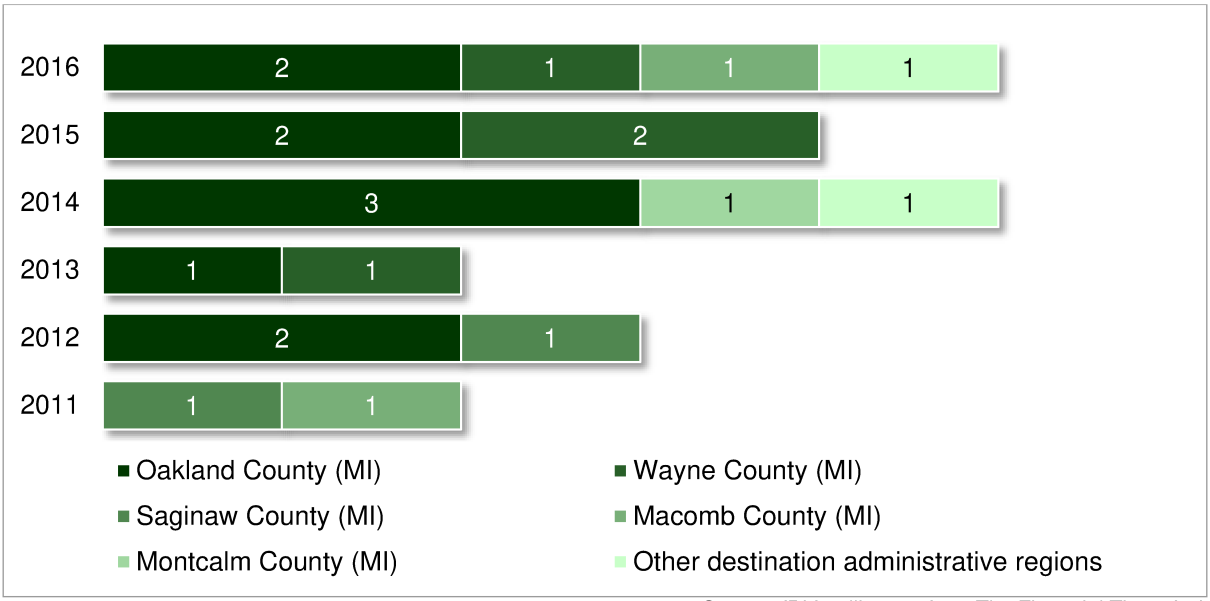
Source city	Projects		Companies		Jobs Created	Capital Investment (USD m)
	No	%	No	%		
Beijing	8	34.78	5	26.32	1,306	314.90
Hangzhou	2	8.70	2	10.53	334	70.30
Shanghai	2	8.70	2	10.53	278	40.90
Wenzhou	2	8.70	1	5.26	647	84.60
Cixi	1	4.35	1	5.26	125	25.90
Fuqing	1	4.35	1	5.26	102	15.30
Guangzhou	1	4.35	1	5.26	12	17.90
Huangshan	1	4.35	1	5.26	368	28.80
Mengzhou	1	4.35	1	5.26	51	9.50
Ningbo	1	4.35	1	5.26	12	2.80
Ningguo	1	4.35	1	5.26	125	4.30
Shenzhen	1	4.35	1	5.26	31	2.00
Not Specified	1	4.35	1	5.26	150	32.40
Total	**23**	**100.00**	**19**	**100.00**	**3,541**	**649.60**

Source: fDi Intelligence from The Financial Times Ltd

Destination Administrative Regions

Out of a total of seven destination administrative regions, the top five account for the majority of projects. Oakland County (MI) is the top destination administrative region accounting for more than two-fifths of projects tracked. Project volume in this destination administrative region peaked during 2014, with three projects tracked.

Number of FDI projects by year and destination administrative region



Source: fDi Intelligence from The Financial Times Ltd

Montcalm County (MI) has both the highest total and highest average investment at USD 140.00 million overall and USD 140.00 million per project. Oakland County (MI) has received the highest number of total jobs, while Clare County (MI) has the largest project size with 519 jobs per project on average.

FDI trends by destination administrative region

Destination administrative region	No of projects	No of companies	Jobs Created		Capital investment	
			Total	Average	Total (USD m)	Average (USD m)
Oakland County (MI)	10	9	1,240	124	118.70	11.90
Wayne County (MI)	4	4	430	107	86.60	21.60
Macomb County (MI)	2	2	278	139	60.80	30.40
Saginaw County (MI)	2	1	453	226	98.40	49.20
Clare County (MI)	1	1	519	519	56.20	56.20
Montcalm County (MI)	1	1	300	300	140.00	140.00
Wexford County (MI)	1	1	125	125	4.30	4.30
Not Specified	2	2	196	98	84.60	42.30
Total	**23**	**19**	**3,541**	**153**	**649.60**	**28.20**

Source: fDi Intelligence from The Financial Times Ltd

Destination Cities

Out of a total of 11 destination cities, the top five account for almost half of projects. Troy (MI) is the top destination city accounting for one-sixth of projects tracked. Project volume in this destination city peaked during 2016, with two projects tracked.

Greenville (MI) has both the highest total and highest average investment at USD 140.00 million overall and USD 140.00 million per project. Troy (MI) has received the highest number of total jobs, while Greenville (MI) has the largest project size with 300 jobs per project on average.

FDI trends by destination city

Destination city	Projects		Companies		Jobs Created	Capital Investment (USD m)
	No	%	No	%		
Troy (MI)	4	17.39	4	21.05	599	42.80
Detroit (MI)	3	13.04	3	15.79	305	60.70
Saginaw (MI)	2	8.70	1	5.26	453	98.40
Auburn Hills (MI)	1	4.35	1	5.26	129	14.90
Birmingham (MI)	1	4.35	1	5.26	102	25.80
Cadillac (MI)	1	4.35	1	5.26	125	4.30
Farmington Hills (MI)	1	4.35	1	5.26	12	2.80
Greenville (MI)	1	4.35	1	5.26	300	140.00
Madison Heights (MI)	1	4.35	1	5.26	176	15.10
Northville (MI)	1	4.35	1	5.26	125	25.90
Wixom (MI)	1	4.35	1	5.26	120	2.00
Not Specified	6	26.09	5	26.32	1,095	216.90
Total	**23**	**100.00**	**19**	**100.00**	**3,541**	**649.60**

Source: fDi Intelligence from The Financial Times Ltd

Project Profiles

August 2016 - Michigan Rubber Products, a subsidiary of Anhui Zhongding Sealing Parts into United States

Michigan Rubber Products, a subsidiary of Anhui Zhongding Sealing Parts (Ningguo, China) is investing in the city of Cadillac (MI), United States in the Rubber sector in a Manufacturing project.

Michigan Rubber Products, a manufacturer of rubber products that operates as a subsidiary of China-based Anhui Zhongding Sealing Parts, is to expand its manufacturing facility in Cadillac, Michigan, US. The company will invest $4.3m on a new building and new equipment to venture into the heavy trucks and agriculture industries. It will create 125 new jobs. The project will receive a $600,000 grant from the Michigan business development programme.

Jobs Created: 125 Investment: USD 4.30 million

FDI project type: Expansion

June 2016 - Fisker Automotive, Inc., a subsidiary of Wanxiang into United States

Fisker Automotive, Inc., a subsidiary of Wanxiang (Hangzhou, China) is investing in the city of Troy (MI), United States in the Automotive OEM sector in a Design, Development & Testing project.

Karma Automotive, an electric vehicle manufacturer which operates as part of China-based Wanxiang, is to build engineering and sales offices in Troy, Michigan, US. The company will invest $3.6m and create 150 jobs at the facility. The Michigan Business Development Program is supporting the project with $450,000.

Jobs Created: 150 Investment: USD 3.60 million

FDI project type: New

April 2016 - The Paslin Company, a subsidiary of Wanfeng Auto Holding Group into United States

The Paslin Company, a subsidiary of Wanfeng Auto Holding Group (China) is investing in United States in the Industrial Machinery, Equipment & Tools sector in a Manufacturing project.

The Paslin Company, which manufactures and markets industrial equipment and automation systems and operates as a subsidiary of China-based Wanfeng Auto Holding Group, plans to create 150 new jobs in Macomb County, Michigan, US. The firm was acquired by Zhejiang Wanfeng Technology Development in March 2016 and has four facilities in the region. The jobs are expected to be created during 2016.

Company contact: Tommy Wu (Chief Executive Officer, Wanfeng Technology Group)

Jobs Created: 150 Investment: USD 32.40 million (est)

FDI project type: Expansion

March 2016 - Bluestar Mould Group into United States

Bluestar Mould Group (Shenzhen, China) is investing in the city of Troy (MI), United States

in the Plastics sector in a Sales, Marketing & Support project.

China-based Bluestar Mould Group, which engages in mould manufacturing and plastic injection moulding activities, has opened a new office in Troy, Michigan, US. The new location will allow the firm to better serve its customers in North America and Mexico.

Jobs Created: 31 (est) Investment: USD 2.00 million (est)

FDI project type: New

January 2016 - Beijing Automotive Industry Holding into United States

Beijing Automotive Industry Holding (Beijing, China) is investing in the city of Detroit (MI), United States in the Automotive OEM sector in a Design, Development & Testing project.

China-based Beijing Automotive Industry Holding, an automotive company, has opened a new R&D facility in Detroit, Michigan, US. The centre will focus on the firm's electric vehicle business. It will help the company evaluate overseas market demand, obtain core EV technology, build on brand influence, and eventually provide support for its international layout.

Company contact: Zheng Gang (General Manager, BAIC EV)

Jobs Created: 94 (est) Investment: USD 24.30 million (est)

FDI project type: New

October 2015 - Ningbo Jiebao Group into United States

Ningbo Jiebao Group (Ningbo, China) is investing in the city of Farmington Hills (MI), United States in the Rubber sector in a Sales, Marketing & Support project.

China-based Ningbo Jiebao Group, a manufacturer of rubber products, has opened a new sales and technical office in Farmington Hills, Michigan, US. The office will help expand the company's reach in North America.

> *"The ease of international access via Detroit International Airport and the available office space that fit our needs at a reasonable price were also major factors in selecting the area," said Stan Grabinski, director, sales and marketing, JB North America Inc.*

Company contact: Stan Grabinski (Director, Sales and Marketing, JB North America Inc)

Jobs Created: 12 (est) Investment: USD 2.80 million (est)

FDI project type: New

August 2015 - CW Bearing USA, a subsidiary of Cixing Group into United States

CW Bearing USA, a subsidiary of Cixing Group (Cixi, China) is investing in the city of Northville (MI), United States in the Metals sector in a Headquarters project.

CW Bearing USA, which operates as part of China-based Cixing Group, plans to establish a new US headquarters and technical centre in Northville, Michigan, US. The firm will invest $25.9m and create 125 new jobs. The 4645 sq m location will be supported by a $550,000 performance-based grant from the state and property-tax abatement from Northville Township.

Jobs Created: 125 Investment: USD 25.90 million

FDI project type: New

August 2015 - Nexteer Automotive, a subsidiary of Aviation Industry Corporation of China into United States

Nexteer Automotive, a subsidiary of Aviation Industry Corporation of China (Beijing, China) is investing in the city of Auburn Hills (MI), United States in the Automotive Components sector in a Headquarters project.

Nexteer Automotive, a subsidiary of China-based Aviation Industry Corporation of China, is to move its global headquarters to Auburn Hills, Michigan, US by the second quarter of 2016. The facility will house approximately 150 employees who will be a combination of new and current Nexteer employees.

Company contact: Laurent Bresson (Chief Operating Officer, Nexteer Automotive)

Jobs Created: 129 (est) Investment: USD 14.90 million (est)

FDI project type: Expansion

July 2015 - YFS Automotive Systems (ABC Group Fuel Systems), a subsidiary of State Development and Investment into United States

YFS Automotive Systems (ABC Group Fuel Systems), a subsidiary of State Development and Investment (Beijing, China) is investing in the city of Detroit (MI), United States in the Automotive Components sector in a Manufacturing project.

YFS Automotive Systems, a manufacturer of automotive fuel tanks which operates as part of China-based State Development and Investment, plans to invest $26.9m and create 160 jobs by opening a new plant in Detroit, Michigan, US. The Michigan Strategic Fund has approved a $1.3m incentive grant. The firm will acquire 30 acres of land and build a 13,935 sq m facility.

Jobs Created: 160 Investment: USD 26.90 million

FDI project type: New

June 2015 - A123Systems, a subsidiary of Wanxiang into United States

A123Systems, a subsidiary of Wanxiang (Hangzhou, China) is investing in United States in the Electronic Components sector in a Manufacturing project.

A123 Systems, a provider of nanophosphate lithium iron phosphate batteries and a subsidiary of China-based Wanxiang Group, plans to expand the capacity at its manufacturing hub in Michigan, US. The firm will double its global manufacturing capacity to 1.5 gigawatts by 2018 across its manufacturing network in Michigan and Hangzhou and Changzhou, China. It will invest $200m in phases across its sites.

Company contact: Jason Forcie (Chief Executive Officer, A123 Systems)

Jobs Created: 184 (est) Investment: USD 66.67 million (est)

FDI project type: Expansion

February 2015 - Kingfa Science & Technology into United States

Kingfa Science & Technology (Guangzhou, China) is investing in United States in the Plastics sector in a Design, Development & Testing project.

China-based Kingfa Science & Technology, a plastics specialist, has established a new subsidiary in Michigan, US. Kingfa Science & Technology (USA) will engage in new product and technology development.

Jobs Created: 12 (est) Investment: USD 17.90 million (est)

FDI project type: New

November 2014 - Shanghai SIIC Transportation Electric, a subsidiary of Shanghai Automotive Industry Corporation (SAIC) into United States

Shanghai SIIC Transportation Electric, a subsidiary of Shanghai Automotive Industry Corporation (SAIC) (Shanghai, China) is investing in the city of Madison Heights (MI), United States in the Automotive Components sector in a Headquarters project.

Shanghai SIIC Transportation Electric, a subsidiary of China-based Shanghai Automotive Industry, plans to open a new headquarters and manufacturing operation in Madison Heights, Michigan, US. The $15.1m investment is expected to create 176 new jobs. The company will receive $700,000 in a Michigan Business Development Program performance-based grant from the Michigan Economic Development Corp. It will provide automotive window regulators for General Motors in North America.

Jobs Created: 176 Investment: USD 15.10 million

FDI project type: New

September 2014 - CiTiC Dicastal, a subsidiary of CITIC Group into United States

CiTiC Dicastal, a subsidiary of CITIC Group (Beijing, China) is investing in the city of Greenville (MI), United States in the Metals sector in a Manufacturing project.

CiTiC Dicastal, a manufacturer of aluminium alloys and a subsidiary of China-based CITIC Group, has established a new division in Greenville, Michigan, US. The division, Dicastal North America, will invest $140m and create 300 jobs at the 9290 sq m facility, which will manufacture 3 million wheels per year. It is expected to be operational in late 2015.

Jobs Created: 300 Investment: USD 140.00 million

FDI project type: New

July 2014 - H.A. Automotive Systems, a subsidiary of Changhui into United States

H.A. Automotive Systems, a subsidiary of Changhui (Huangshan, China) is investing in the city of Troy (MI), United States in the Automotive Components sector in a Headquarters project.

H.A. Automotive Systems, a manufacturer of automotive lighting components and a subsidiary of China-based Changhui, has announced it will open its North American headquarters in Troy, Michigan. It will invest $28.8m and create 368 new jobs at the headquarters, which will also house research and manufacturing facilities.

Jobs Created: 368 Investment: USD 28.80 million

FDI project type: New

July 2014 - Yanfeng USA Automotive Trim Systems, a subsidiary of YanFeng into United States

Yanfeng USA Automotive Trim Systems, a subsidiary of YanFeng (Wenzhou, China) is investing in United States in the Automotive Components sector in a Manufacturing project.

Yanfeng USA Automotive Trim Systems, a subsidiary of China-based YanFeng, has announced it will expand its manufacturing facility in Harrison Township, Michigan, US. The company will invest $56.2m and create 519 new jobs at the facility, which supplies plastic interior trim to automobile manufacturers in North America.

Jobs Created: 519 Investment: USD 56.20 million

FDI project type: Expansion

April 2014 - Fuyao North America, a subsidiary of Fuyao Glass Industry into United States

Fuyao North America, a subsidiary of Fuyao Glass Industry (Fuqing, China) is investing in United States in the Ceramics & Glass sector in a Manufacturing project.

Automobile glass manufacturer Fuyao North America, a subsidiary of China-based Fuyao Glass Industry, has announced it will expand its facility in Orion Township, Michigan, US. The company will invest $15.3m and create 102 new jobs.

Company contact: Chris Feng (President, Fuyao North America)

Jobs Created: 102 Investment: USD 15.30 million

FDI project type: Expansion

October 2013 - Kiekert AG, a subsidiary of China North Industries Group (NORINCO) into United States

Kiekert AG, a subsidiary of China North Industries Group (NORINCO) (Beijing, China) is investing in the city of Wixom (MI), United States in the Automotive Components sector in a Headquarters project.

Automotive components producer Kiekert AG, an ultimate subsidiary of China-based China North Industries, is to invest $2m expanding its US headquarters in Wixom, Michigan, creating 120 jobs. The facility produces door latches for Ford, and will increase capacity from 350,000 to 1.5 million units per year. A new showroom will also be included in the expansion, which is expected to be complete in 2015.

Company contact: Karl Krause (Chief Executive Officer, Kiekert)

Jobs Created: 120 Investment: USD 2.00 million

FDI project type: Expansion

July 2013 - ZYNP Corporation into United States

ZYNP Corporation (Mengzhou, China) is investing in the city of Detroit (MI), United States in the Automotive Components sector in a Design, Development & Testing project.

China-based ZYNP Corporation, a manufacturer of cylinder liners for internal combustion engines, plans to invest $9.5m to establish a new R&D centre at its operations in Romulus, a suburb of Detroit, Michigan. The investment would create 51 new jobs by 2016 and has been awarded a $350,000 incentive from the state of Michigan.

Jobs Created: 51 Investment: USD 9.50 million

FDI project type: New

December 2012 - Nexteer Automotive, a subsidiary of Aviation Industry Corporation of China into United States

Nexteer Automotive, a subsidiary of Aviation Industry Corporation of China (Beijing, China) is investing in the city of Saginaw (MI), United States in the Automotive Components sector in a Headquarters project.

Nexteer Automotive, a subsidiary of Aviation Industry Corporation of China, is to expand its global headquarters in Saginaw, Michigan. The company is investing $70m in the facility, which will lead to the creation of 325 jobs at the site. The expansion, the result of a new contract for the company's 12-volt rack electric power steering system, is due to be completed in 2014 and will comprise the expansion and upgrade of development, manufacturing and test capabilities.

Company contact: Laurent Bresson (Chief Operating Officer, Nexteer Automotive)

Jobs Created: 325 Investment: USD 70.00 million

FDI project type: Expansion

June 2012 - Shanghai Automotive Industries Corporation USA, a subsidiary of Shanghai Automotive Industry Corporation (SAIC) into United States

Shanghai Automotive Industries Corporation USA, a subsidiary of Shanghai Automotive Industry Corporation (SAIC) (Shanghai, China) is investing in the city of Birmingham (MI), United States in the Automotive OEM sector in a Design, Development & Testing project.

Shanghai Automotive Industries Corporation USA, a subsidiary of leading China-based automotive manufacturer SAIC, has expanded in Birmingham, Michigan by opening a new North American operations centre. The new 2785 sq m facility will eventually house nearly 100 people and will focus on three main business areas of purchasing, logistics, as well as technology and engineering. It will help the company to strengthen its presence in the US.

Company contact: Garry Neel (Director, Corporate Marketing, Shanghai Automotive Industries Corporation USA)

Jobs Created: 102 (est) Investment: USD 25.80 million (est)

FDI project type: Expansion

February 2012 - Nexteer Automotive, a subsidiary of Aviation Industry Corporation of China into United States

Nexteer Automotive, a subsidiary of Aviation Industry Corporation of China (Beijing, China) is investing in the city of Troy (MI), United States in the Automotive Components sector in a Maintenance & Servicing project.

Nexteer Automotive, a subsidiary of China-based Aviation Industry Corporation of China, will open a new 2790 sq m customer service centre in Troy, Michigan, US in April 2012. The new facility will create 50 new jobs and will support new electric power steering work with Detroit-based automakers.

Company contact: Dennis Hoeg (Vice President, Engineering, Nexteer Automotive)

Jobs Created: 50 Investment: USD 8.40 million (est)

FDI project type: New

October 2011 - Nexteer Automotive, a subsidiary of Aviation Industry Corporation of China into United States

Nexteer Automotive, a subsidiary of Aviation Industry Corporation of China (Beijing, China) is investing in the city of Saginaw (MI), United States in the Automotive Components sector in a Manufacturing project.

Nexteer Automotive, a subsidiary of China-based Aviation Industry Corporation of China, plans to invest $150m and at its Saginaw, Michigan, operations. The company will expandits manufacturing capabilities as well as upgrade its testing and innovation abilities. It is a result of increased customer demand for fuel-efficient electronic power steering technology.

Company contact: Robert J Remenar (Chief Executive Officer, Nexteer Automotive)

Jobs Created: 128 (est) Investment: USD 28.40 million (est)

FDI project type: Expansion

January 2011 - Yanfeng USA Automotive Trim Systems, a subsidiary of YanFeng into United States

Yanfeng USA Automotive Trim Systems, a subsidiary of YanFeng (Wenzhou, China) is investing in United States in the Automotive Components sector in a Manufacturing project.

Yanfeng Usa Automotive Trim Systems has opened a manufacturing plant in Harrison Township, Michigan. The company manufactures plastic automotive trims.

Company contact: David Wang (General Manger (United States))

Jobs Created: 128 (est) Investment: USD 28.40 million (est)

FDI project type: New

About this Report

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Search: MI FDI Jan2010-Dec2014

Data for companies from China investing in Michigan between January 2011 and August 2016.

#	Project Date	Investing Company	Parent Company	Source Country	Source State	Source City	Destination Country	Destination State	Admin Region	Destination City	Industry Sector	Sub-Sector	Cluster	Industry Activity	Capital Investment	Estimated	Jobs Created	Estimated	Project Type	Motive Description
1	Aug 2016	Michigan Rubber Products	Anhui Zhongding Sealing Parts	China	Anhui	Ningguo	United States	Michigan	Wexford County (MI)	Cadillac (MI)	Rubber	Other rubber products	Industrial	Manufacturing	4.3	No	125	No	Expansion	
2	Jun 2016	Fisker Automotive, Inc.	Wanxiang	China	Zhejiang	Hangzhou	United States	Michigan	Oakland County (MI)	Troy (MI)	Automotive OEM	Automobiles	Transport Equipment	Design, Development & Testing	3.6	No	150	No	New	
3	Apr 2016	The Paslin Company	Wanfeng Auto Holding Group	China	Zhejiang	Not Specified	United States	Michigan	Macomb County (MI)	Not Specified	Industrial Machinery, Equipment & Tools	Metalworking machinery	Industrial	Manufacturing	32.4	Yes	150	No	Expansion	
4	Mar 2016	Bluestar Mould Group	Bluestar Mould Group	China	Guangdong	Shenzhen	United States	Michigan	Oakland County (MI)	Troy (MI)	Plastics	Laminated plastics plates, sheets & shapes	Industrial	Sales, Marketing & Support	2	Yes	31	Yes	New	
5	Jan 2016	Beijing Automotive Industry Holding	Beijing Automotive Industry Holding	China	Beijing Municipality	Beijing	United States	Michigan	Wayne County (MI)	Detroit (MI)	Automotive OEM	Automobiles	Transport Equipment	Design, Development & Testing	24.3	Yes	94	Yes	New	
6	Oct 2015	Ningbo Jiebao Group	Ningbo Jiebao Group	China	Zhejiang	Ningbo	United States	Michigan	Oakland County (MI)	Farmington Hills (MI)	Rubber	Other rubber products	Industrial	Sales, Marketing & Support	2.8	Yes	12	Yes	New	"The ease of international access via Detroit International Airport and the available office space that fit our needs at a reasonable price were also major factors in selecting the area," said Stan Grabinski, director, sales and marketing, JB North America Inc.
7	Aug 2015	Nexteer Automotive	Aviation Industry Corporation of China	China	Beijing Municipality	Beijing	United States	Michigan	Oakland County (MI)	Auburn Hills (MI)	Automotive Components	Motor vehicle steering & suspension components	Transport Equipment	Headquarters	14.9	Yes	129	Yes	Expansion	Laurent Bresson, chief operating officer of Nexteer Automotive, states: "The location of our global headquarters in Auburn Hills provides us with a platform for long-term success and demonstrates our commitment to the state of Michigan and its talented auto industry workforce. This stand-alone location will position us closer to our business partners, industry experts and will continue enhancing the Nexteer brand."
8	Aug 2015	CW Bearing USA	Cixing Group	China	Zhejiang	Cixi	United States	Michigan	Wayne County (MI)	Northville (MI)	Metals	Machine shops, turned products, screws, nuts & bolts	Industrial	Headquarters	25.9	No	125	No	New	
9	Jul 2015	YFS Automotive Systems (ABC Group Fuel Systems)	State Development and Investment	China	Beijing Municipality	Beijing	United States	Michigan	Wayne County (MI)	Detroit (MI)	Automotive Components	Motor vehicle gasoline engines & engine parts	Transport Equipment	Manufacturing	26.9	No	160	No	New	
10	Jun 2015	A123Systems	Wanxiang	China	Zhejiang	Hangzhou	United States	Michigan	Not Specified	Not Specified	Electronic Components	Batteries	Transport Equipment	Manufacturing	66.67	Yes	184	Yes	Expansion	
11	Feb 2015	Kingfa Science & Technology	Kingfa Science & Technology	China	Guangdong	Guangzhou	United States	Michigan	Not Specified	Not Specified	Plastics	Other plastics products	Physical Sciences	Design, Development & Testing	17.9	Yes	12	Yes	New	
12	Nov 2014	Shanghai SIIC Transportation Electric	Shanghai Automotive Industry Corporation (SAIC)	China	Shanghai Municipality	Shanghai	United States	Michigan	Oakland County (MI)	Madison Heights (MI)	Automotive Components	Motor vehicle electrical & electronic equipment	Transport Equipment	Headquarters	15.1	No	176	No	New	
13	Sep 2014	CiTiC Dicastal	CITIC Group	China	Beijing Municipality	Beijing	United States	Michigan	Montcalm County (MI)	Greenville (MI)	Metals	Alumina & aluminium production and processing	Transport Equipment	Manufacturing	140	No	300	No	New	
14	Jul 2014	H.A. Automotive Systems	Changhui	China	Anhui	Huangshan	United States	Michigan	Oakland County (MI)	Troy (MI)	Automotive Components	Motor vehicle electrical & electronic equipment	Transport Equipment	Headquarters	28.8	No	368	No	New	
15	Jul 2014	Yanfeng USA Automotive Trim Systems	YanFeng	China	Zhejiang	Wenzhou	United States	Michigan	Clare County (MI)	Not Specified	Automotive Components	Motor vehicle seating & interior trim	Transport Equipment	Manufacturing	56.2	No	519	No	Expansion	
16	Apr 2014	Fuyao North America	Fuyao Glass Industry	China	Fujian	Fuqing	United States	Michigan	Oakland County (MI)	Not Specified	Ceramics & Glass	Glass & glass products	Transport Equipment	Manufacturing	15.3	No	102	No	Expansion	
17	Oct 2013	Kiekert AG	China North Industries Group (NORINCO)	China	Beijing Municipality	Beijing	United States	Michigan	Oakland County (MI)	Wixom (MI)	Automotive Components	Other motor vehicle parts	Transport Equipment	Headquarters	2	No	120	No	Expansion	
18	Jul 2013	ZYNP Corporation	ZYNP Corporation	China	Henan	Mengzhou	United States	Michigan	Wayne County (MI)	Detroit (MI)	Automotive Components	Motor vehicle gasoline engines & engine parts	Transport Equipment	Design, Development & Testing	9.5	No	51	No	New	The company has long-considered the state of Michigan-specifically the Metro Detroit area-as the best location for its North American presence because of Detroit's legacy of technology and manufacturing, robust infrastructure and network, as well as its skilled workforce. The area consists of a unique labour force with the automotive background, capabilities and protocol essential to conducting business in the automotive industry.
19	Dec 2012	Nexteer Automotive	Aviation Industry Corporation of China	China	Beijing Municipality	Beijing	United States	Michigan	Saginaw County (MI)	Saginaw (MI)	Automotive Components	Motor vehicle steering & suspension components	Transport Equipment	Headquarters	70	No	325	No	Expansion	
20	Jun 2012	Shanghai Automotive Industries Corporation USA	Shanghai Automotive Industry Corporation (SAIC)	China	Shanghai Municipality	Shanghai	United States	Michigan	Oakland County (MI)	Birmingham (MI)	Automotive OEM	Automobiles	Transport Equipment	Design, Development & Testing	25.8	Yes	102	Yes	Expansion	
21	Feb 2012	Nexteer Automotive	Aviation Industry Corporation of China	China	Beijing Municipality	Beijing	United States	Michigan	Oakland County (MI)	Troy (MI)	Automotive Components	Motor vehicle transmission & power train parts	Transport Equipment	Maintenance & Servicing	8.4	Yes	50	No	New	
22	Oct 2011	Nexteer Automotive	Aviation Industry Corporation of China	China	Beijing Municipality	Beijing	United States	Michigan	Saginaw County (MI)	Saginaw (MI)	Automotive Components	Motor vehicle steering & suspension components	Transport Equipment	Manufacturing	28.4	Yes	128	Yes	Expansion	
23	Jan 2011	Yanfeng USA Automotive Trim Systems	YanFeng	China	Zhejiang	Wenzhou	United States	Michigan	Macomb County (MI)	Not Specified	Automotive Components	Motor vehicle seating & interior trim	Transport Equipment	Manufacturing	28.4	Yes	128	Yes	New	

Notes:

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2) All Capex figures shown in the table are in USD - United States Dollar millions

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November 02, 2016

His Excellency Hong Lei
Consul General
Consulate-General of the People's Republic of China in Chicago
100 West Erie Street, Chicago, IL 60654, USA

Dear Consul General Hong,

Thank you again for your kind support for my upcoming trip to China from November 11 to November 19, 2016.

I am proud to say Michigan is among the most committed U.S. states to building and maintaining a strong relationship with China. This year, to continue this relationship, we propose that we, together with Detroit Mayor Mike Duggan, will launch a comprehensive and large-scale branding effort for Michigan and Detroit in the China market. The objective is to celebrate our shared efforts and success with our partnerships in China.

On November 18, during our China mission, I will hold a press conference in Beijing to launch Planet M, which is to position Michigan as the world's leader in smart mobility and connected vehicle.

I will also announce the final selection of a Michigan Chinese-name competition among some leading Chinese universities, including Peking University, Beijing Normal University and Renmin University. As you know, there are currently three Chinese translations for Michigan: including 密西根, 密歇根 and 密执安. We can even find from the attached introductory profile for Michigan on the Chicago Chinese Consulate General official webpage that all three translations are used in one document, which obviously leads to great confusion, especially among those unfamiliar with the intricacies of the Chinese language.

I hope that imparting an official name will address this concern of ours, and with your support, we plan to contact CCTV, Xinhua News Agency and Baidu after the official announcement of our Chinese name to inform them of our decision. At this point, I understand that the Remin University team which prefers the Chinese translated name of 密西根 has probably received most votes from judges we have assembled for this efforts who are alumni of Michigan universities who are located in China.

I am writing to ask for your kind review of this issue, and hopefully you will also agree with us to launch this efforts to have a proper Chinese name for Michigan. With best regards,

Sincerely,

Rick Snyder
Governor of Michigan

密歇根州概况

一、概况
（一）地理
密歇根州位于美国中西部的五大湖地区，是美国最北部的州之一，三面环水，被密歇根湖、休伦湖、苏必利尔湖以及伊利湖包围，由上下两个半岛组成。北与加拿大隔湖相望，南与印第安那州和俄亥俄州接壤，是美国的工业要地。面积为 15.1 万平方公里，是美国第 11 大州。

（二）人口和主要城市
密歇根州拥有约一千万人口，其中 80.2%是白人，14.2%是非洲裔美国人，3.3%是拉美裔人，1.8%是亚裔美国人，1.9%是混合种族，0.6%是印第安原住居民。底特律（Detroit）是密歇根州最大的城市。1701 年由法国毛皮商建立，是位于美国中东部，加拿大温莎以北、底特律河沿岸的一座重要的港口城市、世界传统汽车中心以及音乐之都。

（三）教育、文化、旅游
教育：密歇根州拥有 30 所以上大学院校，其中 15 所公立大学。密歇根还有众多的私立大学及社区学院。密歇根大学和密歇根州立大学被誉为公立常青藤，是美国的名校，密歇根州立大学是美国第一所因土地拨赠法案而成立的大学。

文化：底特律以“魔城”音乐而闻名，这是一种混合了摇滚乐以及黑人灵歌的音乐。除此之外，底特律的交响乐团也极富盛名。

旅游：密歇根州也有庞大的旅游业。

二、经济
（一）主要经济指标

1、2013 年 GDP 为 4325 亿美元，实际 GDP 增长率 2.0%，全美排名第 13 位，
2、2014 年人均收入为 40，556 美元，增长率,3.8%，全美排名第 36 位。
3、2015 年 3 月失业率为 5.6%。
4、2014 年，密歇根州财政支出 512 亿美元，人均支出 5170 美元；州财政（税收）收入为 251 亿美元，人均征税 2534 美元；州债务为 1427 亿美元，人均债务 14435 美元。州信用状况排名为 AA-。

（二）主要产业简介

密州经济以制造业和农业为主，是全美和世界上最主要的汽车产地，也是美国的重要农业州之一。由于三面环水，又与加拿大相临，密州旅游业比较发达，平均每年给密州带来 175 亿美元收入，其中税收 9 亿美元，并创造 20 万个就业机会。密歇根盛产泥煤、溴、钙氯化镁、石膏和镁复合物。狩猎、钓鱼和旅游等产业在密西根也具有重要的地位

密歇根州是无可争议的世界“汽车之都”，是美国汽车和卡车的主要制造地，汽车产量占全美的 22%，世界 150 家最大的汽车零部件供应商中的一半在该州。

密州三分之一的面积是农场，它的农业是世界上最多样化和最有生产力的地区之一，

密州旅游行业每年的收入达 172 亿美元，支撑着 193,000 个工作岗位。

三、对外贸易
（一）总体情况
密州对外贸易相当发达，与加拿大毗邻，水陆空交通又十分便利，为其开展对外贸易提供有利的条件。

（二）与中国贸易关系
中国是其第三大进出口市场。密州对华出口主要商品是运输设备、初级金属制品、化工品、机械和废料，密州自华进口商品是电子机械、汽车零部件、工业设备、鞋帽和家俱等。

四、双向投资
（一）密州企业对华投资情况
中国与密州在汽车领域的合作历史悠久，通用、福特、菲亚特克莱斯勒三大汽车公司在华投资合作工厂，且增长迅速，利润丰厚。

通用汽车公司于 1997 年 6 月与上海汽车工业（集团）总公司各出资 50%建立第一家合资企业，目前在中国已有 7 家合资企业和 2 家全资子公司，拥有员工超过 2 万人。

福特汽车公司于 1995 年 10 月进入中国。目前，在国内与长安汽车集团和江铃汽车股份有限公司合作，设有 3 家合资企业和 1 家全资子公司，主要产品有全顺牌商用汽车以及嘉年华、蒙迪欧和福克斯等品牌轿车。
陶氏化学公司于 1979 年正式进入中国，目前在上海设有大中华区总部，在北京、上海、广州设有 3 个办事处。

惠尔普于 1995 年进入中国，目前在上海、广州和北京有 3 个生产基地，主要生产洗衣机、微波炉和压缩机等产品，总投资近 4 亿美元。

（二）我企业在密州投资情况
中国在密州投资企业主要集中在汽车零部件领域，合作潜力大，近年不断涌现大的投资项目。截止目前，我国在密州有 100 家中资公司，总投资近 16 亿美元。

五、大公司概况
2014 年度全美财富 500 强大企业中有 21 家总部设在密州。
（一）通用汽车公司（General Motors）
通用汽车公司（GM）是全球最大的汽车公司，成为全球汽车业的领导者已有 77 年的历史。通用汽车公司成立于 1908 年，共拥有 266,000 名员工。全球总部位于美国底特律，迄今在全球 35 个国家和地区建立了汽车制造业务。

（二）福特汽车公司
1903 年由亨利•福特先生创立创办于美国底特律市，现在的总部设在美国密歇根州迪尔伯恩市。

（三）陶氏化学公司（Dow Chemical）
1897 年创建于美国的陶氏化学公司是一家以科技为主的跨国性公司，主要研制及生产系列化工产品、塑料及农化产品。

六、主要景点介绍
底特律市的汽车城博物馆和底特律城外的亨利福特博物馆代表这个汽车城的历史发展过程。
大急流城最受欢迎的景点是纪念本地人杰拉尔德 福特，第 38 届美国总统的博物馆，互动式展览将带您进入白宫和 1976 年的共和党全国代表大会。漫步弗雷德里克梅耶尔花园，全国最大的热带温室花园，就像一个神奇的仙境花园一般，由著名艺术家设计的 100 多个铜像，其中包括 24 英尺由达芬奇设计的青铜马。
安娜堡市是密西根大学的所在地。密歇根大学历史博物馆，它拥有来自密歇根州过去的伟大藏品，其中包括重建的铜矿，肯定会吸引历史爱好者。





MICHIGAN/CHINA
TRADE INITIATIVES







Michigan was one of the first U.S. states to begin a formal relationship with China, establishing sister state ties over 30 years ago.



Mackinac Bridge
The longest suspension bridge in the western hemisphere; connects the upper and lower peninsulas of Michigan.

China is a key trading partner for Michigan and Michigan has taken a number of steps to secure a strong partnership with China.

In 2015, Michigan's export shipments of merchandise to China totaled $3.2 billion, ranking 10th among U.S. states and representing a 359 percent increase since 2005. Top export products from Michigan include transportation equipment, machinery, chemicals and computer and electronic products. Michigan is also an important export destination for China—with Chinese exports to Michigan reaching $9.2 billion in 2015. Top commodities include transportation equipment, computer and electronic products, and machinery, making up nearly 65 percent of China's exports to Michigan.

To promote trade between Michigan and China, the Michigan Economic Development Corporation's (MEDC) International Trade Program works with Michigan companies to connect them with the resources and opportunities to support their business objectives in the China market. In 2012, MEDC, in cooperation with the Council of Great Lakes Governors, established the Michigan China Center in Shanghai. The center provides Michigan companies on-the-ground assistance in navigating the Chinese market and making connections with Chinese companies and potential partners.

Michigan is also a major target for Chinese investment, in part due to strong connections in the automotive industry. In 2016, Michigan established the Michigan-China Innovation Center (MCIC) in Detroit to build business ties and enhance cooperation between Michigan and China. The non-profit organization aims to increase Chinese investment to Michigan, enhance business and government relationships and collaborate on win-win initiatives.

Michigan was one of the first U.S. states to begin a formal relationship with China, when it established a sister-state province relationship with Sichuan Province in 1982. In 2015,

Source for exports: U.S. Department of Commerce, International Trade Administration, TradeStats Express
Source for imports: U.S. Census Bureau

Michigan furthered its connections in signing a Memorandum of Understanding to establish a joint working group to advance trade, investment and tourism with Guangdong Province, Zhejiang Province, Wuhan Province, Sichuan Province, and Chongqing City.

MICHIGAN PROFILE

Bold change has made Michigan more business friendly than ever. State business taxes are the lowest in decades. Hundreds of outdated and burdensome environmental, workplace and business rules have been eliminated. Michigan is the 24th right-to-work state, enabling Michigan businesses to partner with a world-class workforce that is free to decide whether union is right for them while preserving the roles of unions and collective bargaining.

These changes, combined with the state's manufacturing leadership, talent, geographic advantage, and Pure Michigan lifestyle, make Michigan a great destination—and a great partner—for Chinese companies.

A GLOBAL PLAYER

Michigan ranked as a top-10 pro-business state for 2015 according to Pollina Corporate/AEDI, an improvement of 14 spots from 2014.

Michigan has ranked among the top seven states for major new and expanded facilities for three consecutive years according to *Site Selection* magazine. In 2013, foreign-controlled companies employed 208,000 Michigan workers. Since 2010, global companies have invested $8.4 billion in capital projects across the state, creating over 35,000 new jobs.

MANUFACTURING AND R&D LEADER

Nearly 14,400 manufacturing establishments produce everything from cars and trucks to medical devices and military hardware. Michigan is home to the headquarters of 63 of the top 100 automotive suppliers and the state is home to the nation's largest concentration of industrial R&D.

WORLD-CLASS TALENT

Michigan is one of the nation's premier centers of brainpower. With nearly 100,000 engineers and 216,000 skilled tradespeople statewide, Michigan ranks in top 10 in five categories, including No. 1 in automotive employment, No. 2 in education tech skills, the No. 6 top manufacturing state, the No. 7 automotive manufacturing state, and the No. 8 export leader.

TAX COMPETITIVE

A simple, fair and flat 6 percent corporate income tax has reduced the state business tax for Michigan businesses by at least 80 percent. It is one of the most competitive among the midwest U.S. states and among the lowest in the entire U.S. According to the non-partisan, Washington, D.C.-based Tax Foundation, Michigan's corporate tax is 11th best in the U.S.

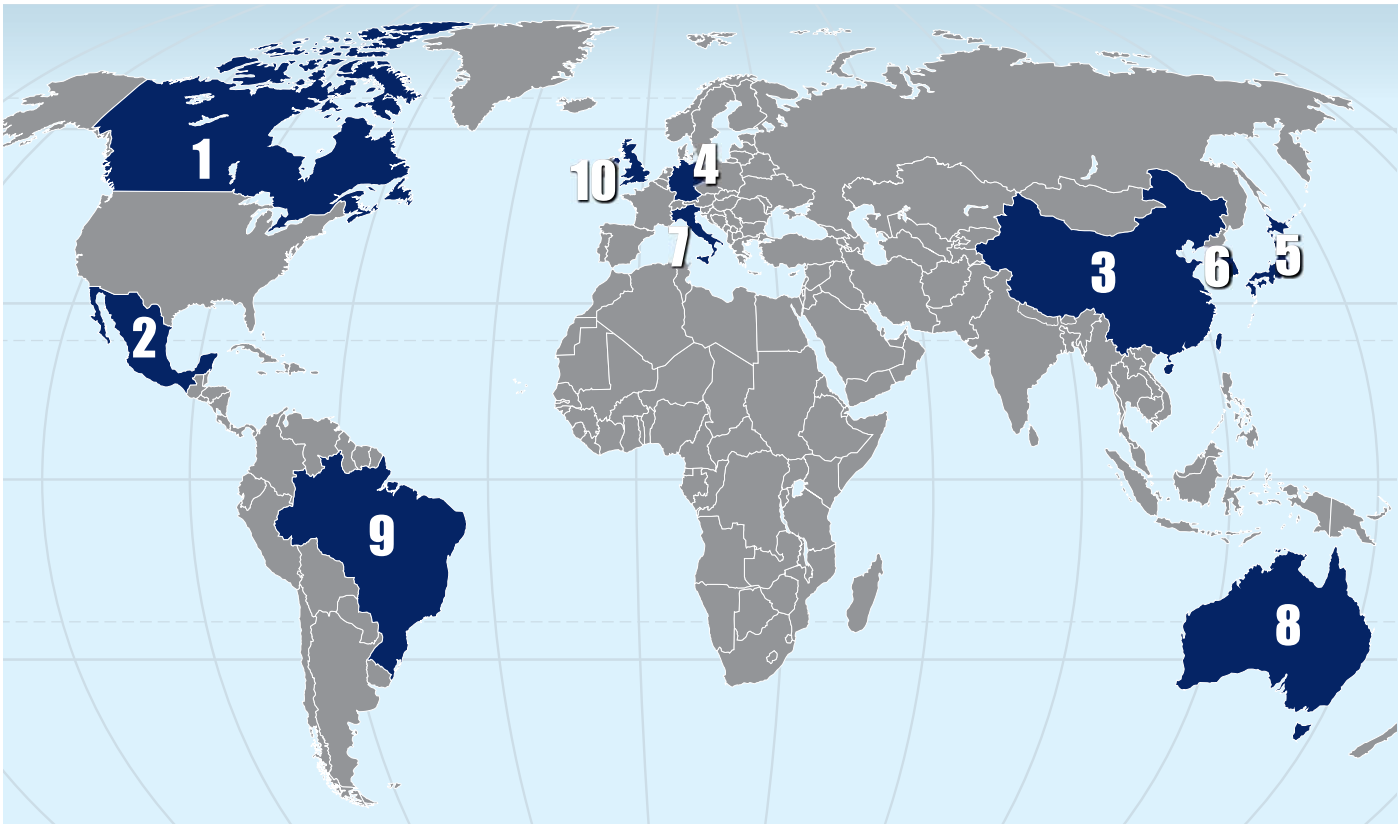
GATEWAY TO NORTH AMERICA

Located within 805 km of half of the U.S. and Canadian population and income, Michigan is a strategic entry point to the North American market. The state has nine international border crossings, nautical connections to the Atlantic via the St. Lawrence Seaway, a rail system with 5,794 km of track, 18 airports, and 1,997 km of toll-free interstate highway lines built for industrial use.

PURE MICHIGAN LIFESTYLE

Michigan is a great place to do business, and it is a great place to live and play. From urban excitement to the great outdoors, the state offers beaches, mountains, forests, parks, museums and hundreds of cultural and historical attractions to suit every taste. Home to four of the five Great Lakes, Michigan's 5,150 km of freshwater shoreline is the longest in the world. No matter where you stand, you are never more than 10 km from a body of water among our 11,000 inland lakes and 58,000 km of rivers and streams. For golfers, there are 800 public courses set among glorious natural surroundings. ABC News' "Good Morning America" named Sleeping Bear Dunes the "most beautiful place in America."

Total exports from Michigan to other countries were nearly $54 billion in 2015, with China representing the third largest partner.



MICHIGAN'S TOP 10 TRADE PARTNERS

1. Canada	$23.5 billion	6. South Korea	$1.1 billion
2. Mexico	$11.8 billion	7. Italy	$1.1 billion
3. China	$3.2 billion	8. Australia	$889 million
4. Germany	$1.9 billion	9. Brazil	$819 million
5. Japan	$1.2 billion	10. United Kingdom	$778 million

Source for exports: U.S. Department of Commerce, International Trade Administration, TradeStats Express

Companies in Michigan are finding opportunity in the production of everything, from medical devices to military hardware and alternative energy technologies.


Grand Rapids

COMMERCIAL IMPORTANCE OF TRADE TO MICHIGAN

In 2015, Michigan's GDP was $466.5 billion, making Michigan the 13th largest economy within the U.S. Goods produced in Michigan for export (2015) were valued at $53.2 billion, ranking seventh among U.S. states. Michigan 2015 imports were $124.2 billion (26.6 percent of Michigan's GDP), making Michigan the fourth largest importing state in the U.S. In other words, almost 40 percent ($177.4 billion) of Michigan's economy is dependent on foreign trade.

Michigan ports of entry play a significant role in facilitating Michigan's foreign trade as well as that of other states. In 2015, the Port of Detroit alone handled approximately $69.9 billion of imported goods and exported over $73.7 billion of goods. The Port of Detroit was ranked sixth amongst all U.S. ports for imports and was ranked fourth amongst all U.S. ports for exports.

MICHIGAN INDUSTRY CLUSTERS AND PRODUCTS

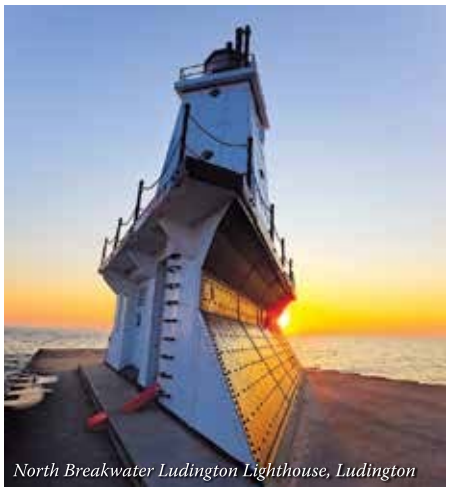
In Michigan, companies can leverage the state's position as the global capital of vehicle R&D and advanced manufacturing with tens of thousands of engineers and scientists working toward new solutions. The world's most innovative corporations, including every major vehicle-related manufacturer and supplier, have established 370 R&D tech centers in Michigan, including nine out of 10 of the world's largest suppliers. Companies are finding opportunity in the production of everything from medical devices to military hardware and increasingly alternative energy technologies.

With over 14,400 manufacturing establishments in the state, Michigan's high-quality engineering and skilled manufacturing continue to attract employers in emerging 21st century industries.

Michigan is targeting state and nationwide markets for alternative

Source for GDP: U.S. Department of Commerce, Bureau of Economic Analysis
Source for exports: U.S. Department of Commerce, International Trade Administration, TradeStats Express
Source for imports: U.S. Census Bureau


Old Mission Peninsula


North Breakwater Ludington Lighthouse, Ludington

energy sources such as bioenergy and fuels; wind generation (wind energy); advanced energy storage (advanced batteries); and solar cells (solar energy). The strong alignment of scientists, universities, policy makers, industry players, the natural resource management community and engineering talent is creating the next generation of power provision for businesses, consumers and vehicles through alternative energy.

With a 140-year legacy of biotechnology innovation and an eye toward the future, life science companies of every stage are experiencing great success in Michigan.

Starting in 1866 with the founding of Parke-Davis Pharmaceuticals in Detroit and followed two decades later by Upjohn Company in Kalamazoo has been home to a life sciences market. Emerging and well-established companies looking to develop and commercialize leading-edge products, everything from the latest diagnostic tool to creative advancements in pharmaceuticals, know that Michigan is the place to be.

Michigan has played an important role in defense and homeland security since World War II, when its engineering and manufacturing prowess helped equip and protect our nation's soldiers and defenders. This sector is important as ever. Michigan is home to an impressive number of military and defense-related facilities, including advanced research labs, testing grounds and bases, and is also a leader in the manufacture of military vehicles.

Michigan's agriculture industry is comprised of 51,500 farm operations. The top agricultural exports are soybeans and related products, feed grain products, dairy, vegetables and fruits, as well as forestry-based products. The "Cherry Capital of the World" is in Traverse City, Michigan, demonstrating the volume of quality fresh and processed consumer fruit products which can be found originating in Michigan. In total, over 200 commodities are produced commercially. With an estimated nine billion people worldwide to feed by 2050, Michigan is poised to take a lead in meeting those needs.

MICHIGAN COMPANIES IN CHINA

- Borgwarner
- Cooper-Standard Holdings
- Dow Chemical
- Dow Corning
- DPH Holdings
- Ford
- Federal Mogul
- General Motors
- Lear
- TRW Automotive
- Visteon
- Whirlpool

RECENT MICHIGAN INVESTMENTS IN CHINA

Lear (Southfield) plans to establish a new and expanded Asia-Pacific regional headquarters and technical center in Shanghai, China. The expansion project will expand the company's administrative infrastructure, new product and technology center, and Lear innovation studio for Asia. The company plans to invest $28.4 million and create 199 jobs. "Over the past three years, Lear's sales in China have grown at an average annual rate of

Source for FDI: fDiMarkets.com

"Michigan is building a strong partnership with China to create never-before-seen opportunities and advantages for our respective businesses and citizens. For the people of Michigan, this will mean new markets for our goods and services. For Chinese companies, we provide North America's most strategic location for global expansion. In both cases, it means new investments here and jobs for Michigan's world-class work force."

—Rick Snyder, Governor, State of Michigan

10 percent," said Matthew J Simoncini, chief executive officer.

Whirlpool (Benton Harbor)'s China subsidiary is investing in the city of Hefei, China and is constructing a new R&D facility there. The company will invest over $310 million and is estimated to create 3,000 jobs. This location will incorporate a global manufacturing, purchasing, industrial design and testing centers. This new location will serve global markets, including China.

Cooper-Standard Automotive (Novi) is making multiple investments in China in 2016 including investments in the city of Chongquing and Huaian. They have established a new joint venture with Inoac to manufacture fluid transfer systems. It will serve the China market as well as Asia. Both projects combined, will add 487 jobs with $62.2 million in investment.

CHINESE COMPANIES IN MICHIGAN

- A123Systems
- Beijing Automotive Industry Holding
- Bluestar Mould Group
- Changan Automobile Group
- China Automotive Systems (CAS)
- CiTiC Dicastal
- CW Bearing USA
- ELK Automotive Components
- Fuyao Auto Glass
- Nexteer Automotive
- Ningbo Jiebao
- Wanxiang
- Yanfeng Automotive Trim Systems
- YFS Automotive Systems
- ZYNP Corporation

RECENT CHINESE INVESTMENTS IN MICHIGAN

Nexteer Automotive has been a subsidiary of China's Aviation Industry Corporation (AVIC) since 2010. Since the purchase, AVIC has invested $300 million in Michigan operations, and grown local employment at Nexteer by 1,000. New investments have included expanding Nexteer's global headquarters in Saginaw, Michigan, with testing and innovation capabilities; expanding production to support the company's new contract for a 12-volt rack electric power steering system; and opening a new customer service center in Troy.

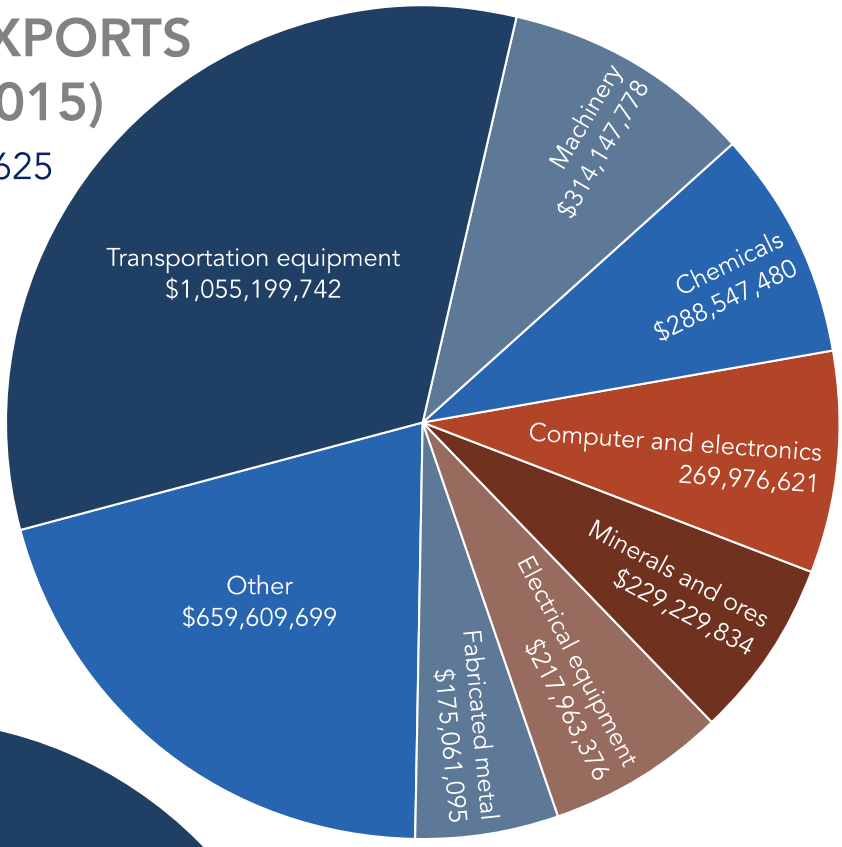
Fisker Automotive, a subsidiary of Wanxiang is investing in the city of Troy including a $3.6 million investment and 150 jobs created. Karma Automotive, an electric vehicle manufacturer which operates as part of China-based Wanxiang is planning to build engineering and sales offices in Troy.

CW Bearing, a subsidiary of Cixing Group is investing in the city of Northville. The company plans to establish a new U.S. headquarters and technical center, investing $25.9 million and creating 125 new jobs.

Source for FDI: fDiMarkets.com

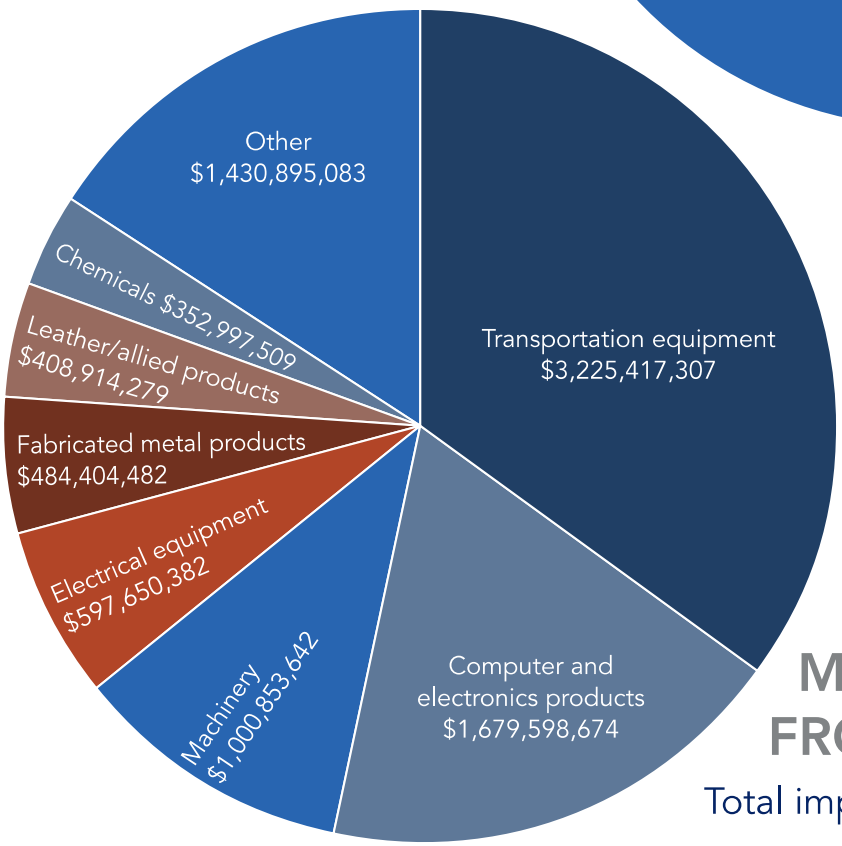
MICHIGAN EXPORTS TO CHINA (2015)

Total exports = $3,209,735,625



MICHIGAN IMPORTS FROM CHINA (2015)

Total imports = $9,180,731,358



Source for exports: U.S. Department of Commerce, International Trade Administration, TradeStats Express
Source for imports: U.S. Census Bureau


United States
Michigan
China