In June, our Emerging Sectors® business diversification strategy topped $4 billion investment since inception in 2004 and barely six months later, we’re knocking on the door of $5 billion.
MESSAGE FROM THE COUNTY EXECUTIVE

If you own or run a business or you’re an entrepreneur in Oakland County, Michigan, you may already know this.

2017 was a sizzling year for business investment in our county – the best we can remember.

Oakland County is committed to your success. We give you the tools and the opportunity to flourish: a skilled and educated workforce, proximity to both coasts and Canada, access to capital, an enviable quality of life and a business-friendly environment.

The following pages detail the successes for our Department of Economic Development & Community Affairs. Here’s a sample of report card for 2017:

- Known business expansion, attraction and retention investment of over $1.4 billion
- More than 19,000 created and retained jobs
- Foreign direct investment of $305 million from 14 countries
- Fifty expansion or attraction projects over $1 million each, including one for nearly $350 million
- Public and private investment in Main Street Oakland County communities of $45.4 million
- Nearly $4.5 million in interest-free loans to rehabilitate 190 homes of low income households

Congratulations to our Economic Development & Community Affairs team.

Oakland County remains a preferred destination for significant international investment. The international diversity of our business community – 1,100 foreign-owned firms from 39 countries – is one few states, let alone counties can match.

We are committed to retaining our young talent by fostering an economy that creates high paying jobs in health care and the life sciences, information technology and finance.

We are proud of the innovative programs and initiatives that serve our 1.2 million residents and 38,000 businesses. Moody’s Investor Services – one of the nation’s most respected bond rating agencies – called Oakland County the best managed county in the United States. Now who couldn’t use a little sizzle in their life?
“We have the ability to develop the next group of leaders for Pontiac. We empower children and build champions.”

DUSTIN MCCLELLAN, DIRECTOR
Power Company Kids Club • Pontiac
INNOVATION – TALENT – PROSPERITY

No need to be shy: 2017 was a fantastic year for economic development in Oakland County – Michigan’s most successful county. **Companies here generated $1.4 billion of new investment** – that’s $502 million more than the previous year – and we thought 2016 was a good year. In June, our Emerging Sectors® business diversification strategy topped $4 billion since inception in 2004 and barely six months later, we’re knocking on the door of $5 billion, which we expect to hit in 2018.

This 2017 annual report for the Oakland County Department of Economic Development & Community Affairs details how the department impacted our 1.2 million residents; 61 cities, villages and townships; and our 38,000 businesses. This snapshot shows **Oakland County, Michigan as the preferred place to live, work, play and PROSPER**.

On average each day in 2017, more than $3.8 million of new business investment was generated in Oakland County.

- Twenty-seven international companies from 14 countries expanded or opened new locations here, generating investment of more than $356 million; 23 of those companies invested between $1 million and $75 million on their projects.

- The county has 1,100 international firms from 39 countries.

- Eighty-six Oakland County businesses – with support from Oakland County Michigan Works! – shared $2.1 million in Skilled Trades Training Funds to hire and train 1,584 new employees, expand the skills of 1,538 existing workers and create 46 new registered apprenticeships.

- A self-taught painter whose portraits of his daughter in various nature settings caught the eye of the public – and ultimately the judges – was chosen as the 2017 winner of MI Great Artist online competition.

- The county had a civilian workforce of more than 652,000 and of that number, 632,448 people were employed – the highest number since 2001.

- Eleven Main Street Oakland County communities were honored with national accreditation from the National Main Street Center in Chicago.

- More than 5,000 residents participated in NoHaz events, responsibly disposing of nearly 735,000 pounds of household hazardous waste.

Unemployment fell to 3.0 percent in April – its lowest level since December 2000, housing values continue to rise and the county has maintained its AAA bond rating – which it has held since 1998. **Oakland County is on the move.**
Nearly 500 high school juniors and seniors enrolled in engineering and emerging technology programs in Oakland County schools participated in National Manufacturing Day, a day long event that encouraged them to consider a career in advanced manufacturing and skilled trades.
EMERGING SECTORS®

The Emerging Sectors business attraction and retention strategy continues as the key to business development in Oakland County with its best year ever. In 2017, 46 successes – companies that either expanded instead of moving to another state or opened a new location – resulted in investment of more than $1 billion, resulting in more than 15,500 new and retained jobs. Since inception in 2004, the strategy has 470 successes, generating investment of about $4.6 billion and resulting in more than 81,000 new and retained jobs. The most successful sectors in total investment are health care/life science (Medical Main Street) at $1.2 billion; alternative energy at $631 million; advanced electronics at $823 million and information technology/communications (Tech248) at $810 million.

Aerospace was the most robust of the sectors in 2017 in terms of total investment, with two successes generating investment of nearly $354 million; while Advanced Electronics created or retained almost 4,800 jobs.

TECH248®

Oakland County’s tech initiative, Tech248, connects the county’s 2,000 tech companies – more than twice the number of any other county in Michigan. Launched in 2014, Tech248 encourages collaboration and innovation in the county’s burgeoning tech community. In 2017, Tech248 sponsored 10 meetups, which attracted 1,600 attendees to such locations as P3 Detroit, Red Level, 123Net, Secure 24, Hop Cat and Fillmore 13. Speakers included Jen Shepherd Moore, principal, P3 Detroit in Southfield; Sean Donaldson, chief technology officer, Secure 24; Mike Hardy, vice president, Cloud and Managed Services; and Pat Dooley, Red Level’s lead hyper converged infrastructure consultant.

In August, Tech248 partnered with Oakland County Workforce Development on a special apprenticeship event to bring additional technical talent to the Tech248 network. Tech248 now has a dedicated tech team to help companies find and retain talent.

In 2017, Tech248 began its monthly M2 podcast series highlighting Tech248 companies. There are now 1,200 members in the Tech248 network.

19,188 JOBS
NEW AND RETAINED JOBS IN 2017
MEDICAL MAIN STREET®

Medical Main Street is branding the county as a global center of innovation in health care and the life sciences. In 2017, four companies expanded their businesses in five projects, generating investment of more than $100 million and creating or retaining more than 4,300 jobs. Since inception in 2004, Medical Main Street has helped 61 companies either expand or locate operations in the county, accounting for total investment of more than $1.2 billion and the creation or retention of more than 13,500 jobs. Nearly 4,700 life science and health care industry firms employ more than 100,000 people in Oakland County. The Medical Main Street Network has 1,433 network contacts, representing 864 companies.

This year saw significant investment from Beaumont Health. In a $50 million deal, Beaumont Health announced the move of up to 3,000 employees into the First Center Office Plaza in Southfield by the end of 2018 following a purchase of the 31-acre property. Employees currently occupy 16 leased or owned buildings in three metro Detroit counties.

In November Medical Main Street issued its second Michigan Medical Device Manufacturers Directory, doubling the size of its previous directory to help global manufacturers find suppliers in Oakland County and Michigan. The 50-page directory is free and was distributed at the Medical Main Street annual meeting. It is available in print and online at MedicalMainStreet.com. It includes an alphabetical listing of 136 companies, with websites for each company. Sixty of the companies have locations in Oakland County. It was compiled with research done by the Michigan Manufacturing Technology Center and is the only directory of its kind in the state, said Irene Spanos, the county’s director of economic development.

“We make things here: cars, products for the defense industry and a range of consumer products,” County Executive L. Brooks Patterson said. “The infrastructure to support that manufacturing and the supply chain is all here. If you’re in the medical device industry, you need to be here designing and making those products. We can help you do that.”
FINANCE

The Oakland County Business Finance Corporation (BFC) administers the SBA 504 Loan Program which provides long-term, low-rate fixed asset financing for healthy, expanding companies throughout Michigan. For fiscal year 2017, the BFC funded 19 loans worth $35.3 million in project investment and approved 23 new loans with investment of $36.7 million, creating 551 jobs. The increase in funded projects over FY 2016 was an impressive 58 percent.

The Oakland County Economic Development Corporation (EDC) issues tax-exempt bonds for fixed assets for qualified manufacturing businesses and nonprofit 501(c) (3) organizations. In fiscal year 2017, the EDC induced one projects totaling $14.5 million and refinanced $11 million for Orchard Lake Schools in Orchard Lake.

Since the BFC and EDC were formed 37 years ago to stimulate the growth and expansion of the region’s businesses, the two have generated investment of more than $1.4 billion while creating or retaining 30,000 jobs. Since inception the EDC has funded 112 projects totaling $736 million in investment while creating or retaining 15,030 jobs.

WORKFORCE

Oakland County Workforce Development/Oakland County Michigan Works! is a recognized leader in workforce development in the state. In 2017, the division exceeded all of the performance standards under the Workforce Innovation and Opportunity Act. Activities supporting Oakland County businesses and residents are largely carried out with the support of $15 million annually in federal and state funding.

Accomplishments in 2017 include:

- Served more than 46,000 job seekers and filled 7,138 jobs at eight Oakland County Michigan Works! locations
- Assisted more than 4,800 businesses with various services including follow up, outreach, recruitment, posting jobs and accessing training funds
- Published the sixth edition of “Apprenticeships in Oakland County and Southeastern Michigan,” which features 60 apprenticeships, including 19 new occupations. Since its release, nearly 6,000 copies have been distributed to students, parents, strategic partners and educators.
- Eighty-six Oakland County businesses – with support from Oakland County Michigan Works! – shared $2.1 million in Skilled Trades Training Funds to hire and train 1,584 new employees, expand the skill of 1,538 existing workers and create 46 new registered apprenticeships
- Staff met with more than 63,000 people during visits to high schools, libraries, businesses and organizations to spread awareness about career options and opportunities in Oakland County
1,100 INTERNATIONAL FIRMS
from 39 countries make their home in Oakland County, Michigan
INTERNATIONAL OAKLAND COUNTY

Oakland County is a global leader in the international diversity of its business community. Two foreign firms a month – on average – opened new locations or expanded existing facilities here in 2017. Foreign direct investment (from a company headquartered outside the U.S.) for the year totaled $305 million – nearly 22 percent of the county’s known private investment of more than $1.4 billion. There were 27 successes were from 14 countries. The county has foreign investment in the past four years of nearly $1.2 billion.

Coupled with 2014-16 totals for overall business expansion, attraction and retention investment, the county has had $3.7 billion of new development in four years. County staff estimates the actual economic impact is millions of dollars more annually because of other sizable investment in which the county did not play a role.

Significant international investment in 2017 came from Japan-based auto supplier Denso; Italian auto supplier Magneti Marelli Holding USA; Korean auto supplier LG Electronics; India-based auto supplier Mahindra North America and Swedish auto supplier Autoliv Electronics America. The total investment from those companies was $177 million, resulting in more than 2,400 new and retained jobs.

SAKURA GARDEN

Groundbreaking was held in November for the Sakura Garden, including a pavilion and 17 flowering cherry trees at Michigan State University’s Tollgate Farm and Education Center in Novi. The event was attended by Mitsuhiro Wada, Consul General of Japan in Detroit.

The project is a partnership between Michigan State University, the Japanese Consulate of Detroit, the Japanese Business Society of Detroit, Novi and the Oakland County economic development. Oakland County has more than 270 Japanese-owned firms with locations here. Japan is the largest source of foreign direct investment in the county.

OTHER HIGHLIGHTS

• Irene Spanos, director of economic development and community affairs, was appointed to the newly created U.S. Investment Advisory Council, to offer counsel to U.S. Secretary of Commerce Wilbur Ross on ways to make the country more attractive for foreign direct investment.

• Global tier one supplier Magna International Inc. was recognized with a Michigan Works! Association Impact Award for hiring Michigan talent for its $56 million assembly plant in Lyon Township. The award was given by the Michigan Works! Association. Magna, which is based in Canada, has its U.S. headquarters in Troy.

2017 INTERNATIONAL ATTRACTION SUCCESSES

- Brazil
- Canada
- China
- France
- Germany
- India
- Israel
- Italy
- Japan
- Korea
- Netherlands
- Switzerland
- Sweden
- Turkey
## Selected Business Successes in 2017*

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>LOCATION</th>
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<tbody>
<tr>
<td>123.net Fiber LLC</td>
<td>Southfield</td>
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<tr>
<td>A. Raymond Tinnerman Automotive Inc.</td>
<td>Rochester Hills</td>
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<tr>
<td>ABB Inc.</td>
<td>Auburn Hills</td>
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<tr>
<td>Altran North America</td>
<td>Wixom</td>
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<tr>
<td>AM General</td>
<td>Auburn Hills</td>
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<tr>
<td>Autoliv Electronics America</td>
<td>Southfield</td>
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<tr>
<td>Beaumont Health</td>
<td>Royal Oak</td>
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<tr>
<td>C.H. Robinson</td>
<td>Auburn Hills</td>
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<tr>
<td>Centria Healthcare</td>
<td>Commerce Township</td>
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<tr>
<td>City Aluminum Foundry Co.</td>
<td>Waterford</td>
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<tr>
<td>Comau Inc.</td>
<td>Southfield</td>
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<tr>
<td>Corporate Eagle Management Services Inc.</td>
<td>Waterford</td>
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<tr>
<td>Credit Acceptance Corp.</td>
<td>Southfield</td>
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<tr>
<td>DENSO International America Inc.</td>
<td>Southfield</td>
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<tr>
<td>Detroit Engineered Products Inc.</td>
<td>Troy</td>
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<tr>
<td>Durmazlar</td>
<td>Orion Township</td>
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<tr>
<td>Elektrobit Inc.</td>
<td>Farmington Hills</td>
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<tr>
<td>GEDIA Gebruder Dingerkus GmbH</td>
<td>Orion Township</td>
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<tr>
<td>George W. Auch Co.</td>
<td>Pontiac</td>
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<tr>
<td>Global Electronics Limited</td>
<td>Bloomfield Hills</td>
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<tr>
<td>Golden Way Group LLC</td>
<td>Troy</td>
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<tr>
<td>Hanon Systems</td>
<td>Novi</td>
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<tr>
<td>Hino Motors Sales U.S.A. Inc.</td>
<td>Novi</td>
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<tr>
<td>Incoe Corp.</td>
<td>Troy</td>
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<tr>
<td>Legacy (Louca) Mold &amp; Aerospace Machining Inc.</td>
<td>Auburn Hills</td>
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<th>COMPANY</th>
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<tr>
<td>Lg Electronics Inc.</td>
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<td>Lineage Logistics</td>
<td>Novi</td>
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<td>Lucerne International</td>
<td>Auburn Hills</td>
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<tr>
<td>Maddog Technologies/Lenderful</td>
<td>Pontiac</td>
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<tr>
<td>Magneti Marelli Holdings USA (Automotive Lighting)</td>
<td>Clarkston</td>
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<tr>
<td>Mahindra North American Technical Center Inc.</td>
<td>Troy</td>
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<tr>
<td>Marketing Displays Inc. (MDI Worldwide)</td>
<td>Farmington Hills</td>
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<tr>
<td>Minghua USA Inc.</td>
<td>Troy</td>
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<tr>
<td>Molex North America HQ</td>
<td>Rochester Hills</td>
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<tr>
<td>Motor City Direct Auto Sales</td>
<td>Waterford</td>
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<tr>
<td>PC Miracles</td>
<td>Pontiac</td>
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<tr>
<td>Pingwei Science and Technology</td>
<td>Troy</td>
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<tr>
<td>Redico LLC</td>
<td>Southfield</td>
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<tr>
<td>Roush Industries Inc.</td>
<td>Troy</td>
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<td>SLM Solutions</td>
<td>Wixom</td>
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<td>Stefanini Inc.</td>
<td>Southfield</td>
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<tr>
<td>SW North America</td>
<td>Lyon Township</td>
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<tr>
<td>Teledyne LeCroy</td>
<td>Farmington Hills</td>
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<tr>
<td>U.S. Farathane Holdings Corp.</td>
<td>Auburn Hills</td>
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<tr>
<td>Valeo Inc.</td>
<td>Troy</td>
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<tr>
<td>VDL Steelweld</td>
<td>Troy</td>
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<tr>
<td>Veritas Limited</td>
<td>Southfield</td>
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<tr>
<td>Williams International Corp.</td>
<td>Commerce Township</td>
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<tr>
<td>Yanfeng Global Automotive Interior Systems Co. Ltd.</td>
<td>Novi</td>
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*This is a selection of businesses with annual investments over $1 million in 2017.*
Business expansions and attractions generated

$3.7 billion total investment between 2014-2017 creating and retaining 19,188 jobs
PUBLIC AND PRIVATE INVESTMENT GENERATED BY MAIN STREET OAKLAND COUNTY COMMUNITIES IN 2017

$46.4 million
COMMUNITY

MAIN STREET OAKLAND COUNTY®
Main Street Oakland County (MSOC) public and private investment for 2017 was $46.4 million. The program, which focuses on a historic preservation philosophy with an emphasis on sense of place, reported the establishment of 83 new businesses, 258 jobs created and the construction of more than 98,300 square feet of floor space. MSOC communities also saw 83 buildings rehabilitated and 30 new housing units constructed.

Since 2001 MSOC communities have generated about $787 million of public and private investment, created 7,636 jobs, established 1,103 businesses, constructed 3.3 million square feet of floor space and benefited from more than 398,000 volunteer hours.

Main Street Oakland County participating communities:

- Auburn Hills
- Birmingham
- Clarkston
- Clawson*
- Farmington*
- Ferndale*
- Franklin*
- Groveland Township
- Hazel Park
- Highland*
- Holly*
- Holly Township
- Lake Orion*
- Lathrup Village
- Leonard
- Oak Park
- Ortonville*
- Oxford*
- Pontiac*
- Rochester*
- South Lyon
- Walled Lake
- Waterford Township
- Wixom

Main Street is a trademarked program of the National Main Street Center in Chicago. Oakland County is unique as it is the only countywide Main Street Coordinating Program in the United States which assists and supports civic leaders, businesses, local governments and citizens working to manage and develop their historic commercial districts, hamlets and traditional downtown centers.

*These communities were honored with national accreditation from the National Main Street Center, which scores them on community support, historic preservation ethic, mission and vision statement and having a paid professional manager.

“I feel like I have an army of experts who have my back with MSOC.”

Molly LaLone, Executive Director • Lake Orion DDA
COMMUNITY & HOME IMPROVEMENT DIVISION
The division works to address individual housing needs and revitalize neighborhoods in Oakland County through the investment of about $10 million annually in federal/state support. Community & Home Improvement has helped residents with their housing needs and supported community development projects for more than 42 years. Hundreds of citizens, agencies and local officials are involved in setting priorities for activities that benefit low income persons through the development of five-year consolidated plans.

Accomplishments in 2017 include:

- Met with nearly 410 households and responded to nearly 1,200 telephone inquiries about housing matters
- Provided **$4.5 million of interest-free loans to rehabilitate more than 190 homes** of low income households
- Invested almost **$5.7 million in public services and improvements to public facilities and community infrastructure** throughout Oakland County
- Demolished 290 blighted properties in Pontiac to date
- Implemented the 2016-2020 Consolidated Plan setting priorities for housing, community development and public service activities benefiting low-income persons, which involved the participation of hundreds of citizens, agencies and local officials
- Furthered fair housing through outreach to communities and the public at large
ONE STOP READY®

Being ready for economic and community development is not simply approving projects. It means understanding the effects of leadership, process and time, and implementing a culture of collaboration with community stakeholders, businesses, developers, residents and resources.

One Stop Ready celebrated its fifth year with an achievement award from the National Association of Counties. The program encourages communities to capitalize on their strengths and refine their economic development processes to implement their community vision; to think of themselves in the context of a developer, a business or a resident making a decision to locate or invest in their community. More than 100 elected and appointed officials and staff from participating communities attended One Stop Ready Academy training classes on economic context, viewing projects from the investor’s perspective and using best practices in the pre-application process.

Twenty-three of the county’s 61 cities, villages and townships currently participate. New to the program in 2017 were Farmington Hills, Orchard Lake and Madison Heights. The annual Community Showcase highlighted 32 development-ready opportunities in 18 OSR communities and was attended by 125 people including community representatives and private sector investors.

COMMUNITY HIGHLIGHTS

• **NoHaz**: The North Oakland Household Hazardous Waste program provides Oakland County residents in participating communities with a safe and environmentally responsible way to dispose of household hazardous waste. Five collection events were held in 2017, with *5,022 participants disposing of 734,923 pounds of household hazardous waste* such as latex and oil-based paints, motor oil, pesticides and outdated computer and electronic equipment. Since the program began in 2003, 5.6 million pounds of household hazardous waste has been collected and recycled or disposed of properly.

• **MI Green Schools Program**: 153 schools participated during the 2016-2017 school year, with 99 schools receiving the highest designation of Evergreen. Fourteen schools were honored for participating all 10 years of the program, and 12 schools were honored for participating five years; 24 of 28 public school districts were represented as well as 28 non-public schools and three of four Oakland Schools’ Technical campuses.

• **United States Environmental Protection Agency Grant**: Oakland County was awarded a $600,000 grant from the U.S. EPA, a portion of which is being used to help Farmington Hills, Ferndale, Hazel Park, Madison Heights, Pontiac and Southfield assess and clean up brownfield sites for future development. Since receiving the grant in 2016, the county has awarded $230,000 in grants to support 68 projects in 21 communities, which may result in proposed overall investment of $323 million and the creation of 1,135 full-time and 399 part-time jobs.
TRAILS & PATHWAYS
The Planning Division prepared grant applications for several local communities and trail organizations that supported the acquisition of former railroad right-of-way. They included:

The Commerce, Walled Lake and Wixom Trailway Management Council acquired 5.5 miles of the former Coe Railroad (Michigan Star Clipper Dinner Train). Funding came from the Michigan Natural Resources Trust Fund and the Michigan Department of Transportation ($2,610,000). The property links to the Huron Valley Trail, West Bloomfield Trail and the M-5/I-275 Metro Trails.

Pontiac purchased 4.5 miles of former railroad right-of-way for a linear walking and biking park. Once completed, a portion of the trail will close a critical gap to the Great Lake-to-Lake Trail-Route 1, which runs from South Haven to Port Huron.

OAKLAND COUNTY ONE STOP SHOP BUSINESS CENTER
The center is the first contact for entrepreneurs and others interested in starting or growing a business, accessing financing, business counseling services or attending no cost or low cost classes. Center counselors helped small businesses secure $8.5 million in capital for expansions. Center clients added 157 new employees and reporting companies showed an increase in sales of $24.9 million over 2016 figures.

Initiatives for 2017 included:

- The Oakland Entrepreneurial Alliance (OEA) launched 1 Million Cups, a Kauffman Foundation program that allows entrepreneurs to pitch their business concept to a panel and an audience of entrepreneurs. Fourteen entrepreneurs made presentations.

- Oakland County Small Business Saturday promoted spending at small businesses in the county Nov. 26, the Saturday after Thanksgiving and one of the largest shopping days of the year. Shoppers entered a contest to win up to $5,000. More than 1,000 shoppers participated, spending $67,000 in 62 communities.

- The Business of Leadership Program was developed in partnership with Oakland County’s human relations department. This program is for small business CEOs, supervisors or managers. There were 10 participants from five companies.

- In 2017 the center added commercialization support services for entrepreneurs looking to bring products from concept to the marketplace. It includes assistance for entrepreneurs in life science who need guidance through the regulatory process.

- WalkIn StartUp Thursdays helped 167 prospective entrepreneurs explore the idea of starting a business in 2017.
Our People

Oakland County Executive’s Elite 40 Under 40™

The Oakland County Executive’s Elite 40 Under 40 honors young professionals and thought leaders who live or work in Oakland County. The 40 honorees have achieved excellence in their fields and contributed to the quality of life in their communities. Judges reviewed about 400 applications and nominations and more than 2,900 votes were cast online for the three finalists in seven days.

Brooke Wilson Vitale, the owner of specialty bakeries in Royal Oak and Birmingham, was selected as the winner of the Elite 40 Under 40 Class of 2017. At 29, Vitale is the youngest winner in the six years of the contest. She is the owner of Love & Buttercream, a bakery she opened in 2012 after turning a hobby into her passion. The bakery’s cookies were named HOUR Detroit’s “Best Cookie” in 2014, 2015 and 2016. Love & Buttercream was also named Eater’s “Top 5 Bakeries in Metro Detroit.” The other finalists were: Richard J. Chalmers, D.O., 36, director of Family Medicine Residency, McLaren Macomb Hospital and a Rochester Hills resident, and Carrie Schochet, 37, CEO and founder of Purple Squirrel Advisors, a Troy-based boutique executive search firm that connects unique C-level and senior executives with leadership positions.

MI Great Artist™

Thomas Tunney, a self-taught painter from Commerce Township was chosen from a field of 232 artists as the winner of the 2017 MI Great Artist online competition. His paintings of his daughter in various nature settings captured the eyes of both the judges and the public. The yearly competition, which awards a prize package to the five finalists totaling more than $16,000, is open to residents of Oakland, Lapeer, Livingston, Macomb, St. Clair and Wayne counties. First prize was $1,500, picture framing and a suite of business services. The competition is sponsored by Oakland County, Park West Gallery in Southfield, AdvantageOakland.com and Oakland County Prosper®.
NATIONAL MANUFACTURING DAY

Nearly 500 high school juniors and seniors enrolled in engineering and emerging technology programs in Oakland County schools participated in National Manufacturing Day, a daylong event that encouraged them to consider a career in advanced manufacturing and skilled trades. Oakland County Economic Development & Community Affairs, Oakland Schools, Oakland Community College, the Oakland County Business Roundtable’s Oakland NEXT committee and Oakland County Michigan Works! sponsored the program. Students were divided into groups and spent the morning touring one of 33 manufacturing facilities in Oakland County and learning about the operations and job opportunities at each location. Event sponsors included Magna International, Lawrence Technological University, Kelly Services, FCA – Fiat Chrysler Automobiles, Automation Alley, Wenzel America and Oakland Community College. The participating companies included:

- AAM – Auburn Hills Manufacturing
- ABB Inc.
- Atlas Copco Tools and Assembly Systems
- Automation & Modular Components
- BEHCO-MRM
- Berkley Machine Products
- Brose North America
- Comau (3 locations)
- Cosma Body Assembly Michigan
- DASI Solutions
- DENSO
- Encore Automation
- FATA Automation Inc.
- Ferndale Laboratories Inc.
- Garden Fresh Gourmet
- General Motors Global Propulsion - Pontiac
- GKN
- Gonzalez Production Systems
- Hirata Corporation of America
- Hirotec America Inc.
- High-Tech Mold & Engineering
- Inductoheat Inc.
- Kawasaki Robotics (USA) Inc.
- Lear Corp.
- Mahindra Automotive North America
- Moeller Aerospace
- Moeller Precision Tool
- MPD Welding Inc.
- Roechling Automotive
- Total Door
- Wenzel America Ltd.

CONNECTED MOBILITY

Skills Needs Assessment Project

Oakland County Workforce Development commissioned a first-of-its-kind regional survey of employers, asking them what skills and abilities they require of potential employees wanting jobs in the rapidly evolving connected/autonomous vehicle industry.

Rochester-based EdEn, Inc. conducted the research and wrote the report, giving detailed descriptions of the nine jobs employers found most difficult to fill. Each description included the most important traditional and specialty knowledge, skills and abilities required for each job; the estimated number of job openings for that particular job and an estimate hourly wage. Job profiles included electrical engineer, computer systems engineer, software applications developer and software systems developer.

About 250 individuals representing businesses, professional organizations, K-12, post-secondary education, economic development and partner organizations attended the release of the report in March. About 2,000 copies of the report have been distributed.
The Oakland County Business Roundtable, founded in 1993 by County Executive L. Brooks Patterson, celebrated its 25th year. This collection of 150 business, education and community leaders makes recommendations to the county executive on how county government can more effectively meet the needs of the business community in economic development, quality of life, transportation and workforce and education. A fifth committee, Oakland NEXT, is comprised of entrepreneurs, business and community leaders – many of whom are members of the Oakland County Executive’s Elite 40 Under 40 program – and is cultivating the next generation of talent to fill 21st century jobs in Oakland County. More than 80 percent of the recommendations from the Business Roundtable have been implemented. The leaders of the five committees presented a joint statement recommending the county develop and implement a comprehensive, countywide communications and public relations campaign to supplement existing efforts. Six members of the Roundtable received special recognition during the annual meeting in December for their affiliation for 25 years: Terence Adderley, Herb Hipple, Linda Jolicoeur, Alan Kiriluk, Fred Seeley and Jean Chamberlain. They were each honored with a proclamation from the county executive.

**OAKLAND NEXT**

On March 15, Oakland NEXT hosted a career event for students and their parents at Lake Orion High School. The program – Oakland NEXT: A Future You Didn’t Know Existed – was a pilot to be replicated in other high schools in Oakland County. It featured a series of presentations from successful entrepreneurs and business leaders from Oakland County who gave a primer about careers students hadn’t considered or didn’t know existed in the county. The program posed the question to each of the students: Are you Oakland’s next … oncologist, engineer, mechanic, programmer or business owner? It offered students a chance to hear real-life experiences and help them make informed decisions about careers that are actually in-demand and available in the marketplace. The event attracted 400 people and was sponsored by HOUR Detroit and Quality Metalcraft.
PROGRAMS

THE BROOKSIE WAY®
Held on the last Sunday in September each year, the Brooksie family of races includes the McLaren Brooksie Way Half Marathon, 10k, 5k and a fun run. More than 5,700 runners and walkers participated in 2017. Race proceeds support The Brooksie Way Minigrant program, which has distributed more than $200,000 to not-for-profit recipients to support health and fitness activities in Oakland County.

CONNECTED CAR/CONNECTED MOBILITY TASK FORCE
This panel is making recommendations and seeking companies to deploy the world’s first county-wide connected mobility system. A connected car will be able to transmit data about the vehicle and its location to other cars and to road infrastructure.

ROCHESTER FIRE & ICE FESTIVAL
This family-friendly three-day event, hosted by Oakland County, Oakland County Parks and Downtown Rochester, is held the third weekend of January in Rochester and draws an estimated 55,000 people for a host of winter activities including dog sled rides, ice skating, a tubing hill, ice sculptures, a collegiate ice carving competition, cross-country skiing, snow shoeing and fireworks, all provided at no charge.

MI TRADE SCHOOL.ORG
A comprehensive website that helps students, parents, educators, counselors and job seekers explore careers in skilled trades. Learn about the careers, earnings, training programs and why skilled trades jobs make great careers.

NO HAZ™
The North Oakland Household Hazardous Waste Consortium (NoHaz) provides residents with a safe, reliable and environmentally responsible way to dispose of household hazardous waste. The program has taken in more than 5.6 million pounds of household hazardous waste since the program began in 2003.

OAKLAND BUSINESS CONNECT™
Oakland County’s “Buy Local” online registry designed for any of the county’s 38,000 businesses to build their business locally while securing opportunities with some of Michigan’s largest companies. The county partnered with the Michigan Economic Development Corp. and the Pure Michigan Business Connect directory. Use this directory to find local suppliers and businesses.
OAKLAND COUNTY EXECUTIVE’S ELITE 40 UNDER 40
An online competition that seeks the top young professionals and thought leaders who live or work in Oakland County. The 40 honorees have achieved excellence in their field and contributed to the quality of life in their communities. The program, in its sixth year, has 240 members and growing each year.

PROSPER®
PROSPER is the official county magazine spotlighting Oakland County as a business and quality of life destination. This glossy 100-page color publication is distributed in communities throughout the county, at Detroit Metropolitan Airport and Flint Bishop Airport, in Michigan Department of Transportation Welcome Centers and at Cobo Center in Detroit. OaklandCountyPROSPER.com, the award-winning electronic companion to the print magazine, is published twice a month and gives a snapshot of the county through stories, profiles, images and videos. OaklandCountyPROSPER.com

TECH248®
An initiative launched in 2014 by the county executive to promote the county’s 2,000+ tech/IT firms, Tech248 is branding and marketing the county as a global technology hub while attracting high-tech jobs. Tech248.com

OAKLAND ENTREPRENEURIAL ALLIANCE
The OEA connects the center, Automation Alley, Walsh College, OU Inc, the Small Business Development Center Tech Team and new member Lawrence Technical University. The goal is to get entrepreneurs the correct resources.

CONSULS GENERAL
Oakland County provides office space in the Executive Office Building for the Consular Corps of Michigan as a way to increase trade and develop relationships with the county’s international partners. The Consular Corps represents dozens of countries including Canada, Finland, France, Germany, Iraq, Japan, Mexico, Norway, Spain and Turkey. The county hosted a reception for the Consular Corps in 2017 at the M1 Concourse in Pontiac attended by 100 guests. The consuls general serve as representatives who speak on behalf of his or her country.

CEED® LENDING SMALL BUSINESS LOAN PROGRAM
The CEED® Small Business Loan Program was created through a partnership between Oakland County, Center for Empowerment & Economic Development (CEED®) and the U.S. Small Business Administration. CEED® Loans are available for start-up and business expansion equipment, inventory, supplies and some working capital.
INNOVATION & TALENT

Collectively, the department staff of more than 80 employees 1,400 years of experience serving Oakland County residents. As such, their skills are often in demand serving on community and state advisory boards and making presentations to community and business organizations. Their involvement in 2017 includes:

COMMUNITY PARTICIPATION/INVOLVEMENT

- Association of Brownfield Redevelopment Authorities board of directors
- Automation Alley board of directors
- Eight Mile Boulevard Association board of directors
- Huron River Watershed - Green Infrastructure Technical Advisory Committee
- Oakland Livingston Human Services Agency emeritus member
- Oakland Literacy Council
- Woodward Avenue Action Association, board of directors

REGIONAL, STATE AND NATIONAL BOARDS AND APPOINTMENTS

- American Institute of Architects/Michigan
- British-American Business Council of Michigan
- Michigan Association of Planning
- Michigan Commission on Services to the Aging board member
- Michigan Community Development Association chairperson
- Michigan Downtown Association board chair
- Michigan Historic Preservation Network board of directors
- Michigan Irish American Chamber of Commerce
- Michigan Works! Association
- National Main Street Program Coordinators Network
- SEMCOG Transportation Coordinating Council
- SEMCOG Core Services Task Force
- Swedish American Chambers of Commerce Detroit board of directors
SELECTED PRESENTATIONS

- Michigan Historic Preservation Network Annual Conference
- Washington D.C. Advocacy for Economic Development Program
- Connected Vehicle Trade Association - Barcelona
- Leadership Oakland
- Leadership Rochester
- Auburn Hills Chamber of Commerce
- Lakes Area Chamber of Commerce
- Women’s Council of Realtors
- Society of Marketing Professional Services (SMPS): Automotive Panel
- MedHealth Conference

2017 NOTABLES

- Kathy Williams, supervisor of housing counseling and homeless services for the Community & Home Improvement Division, received her national certification after passing the HUD Housing Counseling Certification Test. There are nearly 4500 counselors in the nation but Williams is among 100 passed the test. She oversees Oakland County’s Housing Counseling and Emergency Solutions Grant as well as performs individual housing counseling. The unit is both a Federal Department of Housing & Urban Development Housing Counseling Agency and a Michigan State Housing Development Authority Housing Counseling Agency.

- Ryan Cram was hired as manager of the business development team. He was employed by PepsiCo in Nashville, Tenn. and received his undergraduate degree from Michigan State University and a Master of Business Administration from Western Michigan University.

- Jennifer Llewellyn, Workforce Development manager, appointed to Women’s Advisory Committee for 14th Congressional District by U.S. Congresswoman Brenda Lawrence

- Economic Development & Community Affairs, Achievement Award in the Community and Economic Development category for the One Stop Ready program – National Association of Counties

- Kristie Everett Zamora, Marketing & Communications coordinator, appointed to the Michigan Commission on Services to the Aging by Gov. Snyder; appointed as chairwoman of the State Advisory Council on Aging

- Economic Development & Community Affairs and Oakland County Michigan Works!, Impact Award, Michigan Works! Association

- Planning & Economic Development, Clinton River Trail Amenity Improvements Project received the American Public works Association (APWA) Michigan Chapter 2017 Project of the Year Award
PARTNERS & ALLIES

Aging and Adult Services Agency
American Job Center Network
American’s SBDC Michigan
Area Agency on Aging 1-B
Automation Alley
Beaumont Healthcare
Bishop International Airport
Carlisle/Wortman Associates
Center for Empowerment & Economic Development (CEED®)
Chase
Clark Hill
Clarkston Community Schools
Community Housing Network
DMC Huron Valley-Sinai Hospital
Doeren Mayhew
DTE Energy
Eight Mile Boulevard Association
Emagine Entertainment
Fakhoury Global Immigration
Fifth Third Bank
Flagstar Bank
Friends of Highland Recreation Area
Gibbs Planning Group
Giffels Webster
Goldner Walsh
Goodwill Industries of Greater Detroit
Habitat for Humanity of Oakland County
HealthRise Solutions
Henry Ford Health System
Huron-Clinton Metro Authority
ITC
Japanese Consulate of Detroit
Kelly Services
Lawrence Technological University
Leadership Oakland
LSL Planning
McKenna Associates
Michigan Department of Natural Resources
Michigan Department of Transportation
Michigan Downtown Association
Michigan Economic Development Corporation
Michigan Film & Digital Media Office
Michigan Glass Coatings
Michigan Historic Preservation Network
Michigan Main Street Center
Michigan State Housing Development Authority
Michigan State Office of Community Planning and Development
Michigan State University
Tollgate Education Center and Farm
Michigan Talent Investment Agency
Oakland Community College
Oakland County Board of Commissioners
Oakland County Historical Commission
Oakland County Parks and Recreation
Oakland Literacy Council
Oakland Schools
Oakland University
OHM
OU Inc
Park West Gallery
Priority Health
Providence Park Hospital
Service Corp of Retired Executives (S.C.O.R.E.)
SMART
SOAR Learning, Inc.
Southeast Michigan Council of Governments
Southfield Public Schools
St. John Providence Health System
St. Joseph Mercy Oakland
The Dobrusin Law Firm
Troy School District
U.S. Department of Commerce
U.S. Small Business Administration
U.S. Environmental Protection Agency
U.S. Department of Labor
Vectorform
Venture, Inc.
Walsh College
Waste Management
Waterford School District
Wenzel
Woodward Avenue Action Association
Workforce Development Agency, State of Michigan
Workforce Intelligence Network (WIN)
WHY CHOOSE OAKLAND COUNTY?

FISCAL EXCELLENCE
Oakland County is one of the wealthiest counties in America. Our fiscal excellence is no accident. The county’s AAA bond rating, which it has enjoyed since 1998, is higher than that of the U.S. government. The county budget is balanced through 2022. A Standard & Poor’s bond analyst said it best: “In my 20 years as a bond analyst, you are the strongest AAA-rated county I have ever seen. You are doing things states don’t even do. In fact, you are doing things some countries don’t even do.”

KNOWLEDGE-BASED ECONOMY
We are Michigan’s business address, with more than 70 percent of the top global OEM parts suppliers having an office or factory here. Meritor, BorgWarner, Kelly Services, Lear Corporation and Penske Automotive Group all have their world headquarters here. Fiat Chrysler has its North American headquarters here. Automation Alley, created by Oakland County Executive L. Brooks Patterson, is Michigan’s largest technology business consortium, with 1,000 members. We employ more than 100,000 people in our health care and life science industries. Tech248 is connecting the county’s 2,000 tech firms.

QUALITY OF LIFE
Oakland County is more than just business. People love to live here. We take pride in our educated workforce, with more than half of our residents having college degrees. Our residents have access to 17 degree-granting colleges and universities. Mandarin language and culture is offered in all 28 public school districts. There are 485 institutions of art, culture and the humanities in the county. The McLaren Brookesie Way Half Marathon attracted 5,600 runners and walkers; the Fire & Ice Fest brought in more than 55,000 visitors to Rochester for a weekend of winter fun. Our residents and visitors enjoy nearly 90,000 acres of parkland, 65 miles of trails, 76 public and private golf courses and 1,450 lakes, rivers and streams and the headwaters of five river systems. We have 32 unique downtowns and 2,119 restaurants. Some of our communities have been named by Money Magazine as among the best places to live in the country. Oakland County is where people and technology prosper.

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