

OAKLAND COUNTY MICHIGAN

ADVANTAGE OAKLAND

2018 ANNUAL REPORT



**OAKLAND
COUNTY**
MICHIGAN

ECONOMIC
DEVELOPMENT
& COMMUNITY AFFAIRS



“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.”

MESSAGE FROM THE COUNTY EXECUTIVE

If you're an entrepreneur, a business owner or you run a business, Oakland County, Michigan, 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 report card for 2018:

- Over \$612 million of known business expansion, attraction and retention investment
- About 10,000 created and retained jobs
- Foreign direct investment from 32 projects generated \$336 million from 16 countries
- Forty-six expansion or attraction projects over \$1 million each
- Public and private investment in Main Street Oakland County® communities of more than \$50 million
- Provided \$4.6 million in interest-free loans to rehabilitate 217 homes of low income households
- In June, our Emerging Sectors® business diversification strategy topped \$5 billion since inception in 2004, barely a year after we surpassed the \$4 billion milestone

Congratulations go to Deputy County Executive Dr. Timothy R. Meyer, Economic Development & Community Affairs Deputy Director Dan Hunter, and their excellent staff for a stellar year.

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 Investors Service – one of the nation's most respected bond rating agencies – called Oakland County the best managed county in the United States. I agree.



L. Brooks Patterson | Oakland County Executive



“I love art. It’s healthy, it’s therapeutic, it keeps your blood pressure down, and it keeps your dreams going.”

KIM FRANK FUJIWARA
2018 MI Great Artist Winner • Rochester Hills

INNOVATION – TALENT – PROSPERITY

It's time to celebrate. In 2017, we told you our Emerging Sectors® business diversification strategy had generated \$4 billion of total investment since it began in 2004, and by mid-2017 \$5 billion was in our sights. We weren't kidding. We're thrilled to say we topped the \$5 billion milestone in 2018. Congratulations to the more than 500 companies who either expanded their presence here or decided Oakland County was the perfect place to land a business.

This 2018 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 clearly illustrates that Oakland County, Michigan, is the preferred place to live, work, play and PROSPER:

- **On average each day in 2018, about \$1.7 million of new business investment was generated in Oakland County**
- 31 international companies from 16 countries expanded or opened new locations here, generating investment of more than \$336 million; 23 of those companies invested between \$1 million and \$68 million on their projects
- The county has about 1,100 international firms from 39 countries
- Kim Frank Fujiwara, a Rochester Hills resident and former commercial artist whose larger-than-life images of Alice, the Mad Hatter and the March Hare in his oil painting, *It's Tea Time*, caught the eyes of the public – and ultimately the judges – was chosen as winner of the 2018 MI Great Artist online competition
- In 2018, foreign and domestic companies generated \$612 million of new investment
- On Nov. 28, more than 8,000 high school students from across the region participated in MiCareerQuest Southeast, the largest career exploration event of its kind in the region
- Twelve Main Street Oakland County communities demonstrated the strength of their local programs by receiving national accreditation from the National Main Street Center in Chicago
- The county labor force was 670,739 and of that number, 648,277 people were employed – the highest figure since 2000
- More than 4,400 residents participated in NoHaz events, responsibly disposing of more than 660,000 pounds of household hazardous waste

Unemployment dropped to 2.7 percent in May, and for the year fell to 3.3 percent – down from 3.4 percent for 2017 – the lowest level since December 2000. Housing values increased, and the county was one of the few in the United States with a AAA bond rating – which it has held for more than 20 years. **Oakland County is on the move.**



\$612 million
ECONOMIC INVESTMENT IN 2018



Children's Hospital of Michigan

David K. Page Building

Children's Hospital of Michigan • Troy

BUSINESS

Economic development in Oakland County generated overall business expansion, attraction and retention investment over \$612 million, with a combined five-year investment from 2014-18 totaling more than \$4.4 billion and 61,723 jobs. **More than 4,800 jobs were created and another 5,177 were retained in 2018.**

County economic development officials estimate the actual economic impact is millions of dollars more annually because of other sizable business investment in which the county did not play a role. The county's business development team works closely with Emerging Sectors companies, providing assistance in such areas as site selection, workforce development, financing strategies, and coordinating state and local incentives. According to the University of Michigan, the job creation in Oakland County totaled 9,300 in 2018.

EMERGING SECTORS®

The Emerging Sectors business attraction and retention strategy remains a key to business development in Oakland County.

In 2018, **44 successes** – companies that either expanded instead of moving to another state or opened a new location here – resulted in investment of more than **\$486.5 million**, resulting in more than 8,300 new and retained jobs.

Since inception in 2004, the strategy has **512 successes**, generating investment of **\$5.08 billion** and resulting in 89,000 new and retained jobs. The most successful sectors in total investment are health care/life science (Medical Main Street®) at \$1.26 billion; alternative energy at \$634 million; advanced electronics at \$1 billion and information technology/communications (Tech248®) at \$836 million.

Advanced Electronics was the most robust sector in 2018 in terms of total investment, with 16 successes generating investment of more than \$208 million; 1,600 new and retained jobs; while Advanced Materials, Chemicals and Nanotechnology generated investment of \$92 million.



9,977 JOBS

NEW AND RETAINED JOBS IN 2018

TECH248®

Tech248 is Oakland County's tech initiative, **connecting 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 2018, Tech248 sponsored 10 meetups, attracting nearly 100 people to each location, with hosts such as DanLaw in Novi; FANUC robotics in Rochester Hills; MRA Mobile Experimental in Madison Heights; Hoffman Farms in Highland Township; Jacapps in Bingham Farms; Incubizo in Ferndale; 24G in Troy; Oakland University Engineering Center in Auburn Hills; and Nexcess in Southfield.

In February, Tech248 partnered with The Michigan Film and Digital Media Office and Google for "Google CS First," a special career exploration event for middle school students held at the Southfield Pavilion. More than 300 students explored interactive stations provided by Google, LLC in Ann Arbor; Alchemie in Troy; DASI Solutions in Pontiac; DigiBit, LLC in Shelby Township; GHI Electronics Amtech in Madison Heights; The Mars Agency in Southfield; Lawrence Technological University's Marburger STEM Center in Southfield; Aero Design Services in New Hudson; Stefanini in Southfield; and Accelerate4Kids Foundation in Madison Heights.

Tech248 launched updates to its web page providing opportunities for Tech248 members to highlight their companies and more easily find Tech248 network resources. In 2018, Tech248 continued its monthly M2 podcast series highlighting Tech248 companies. There are over 1,500 members in the network.



Detroit Skating Club • Bloomfield Hills



Bronx Deli • Pontiac

MEDICAL MAIN STREET®

Medical Main Street continues to brand the county as a **global center of innovation in health care and life sciences**. In 2018, five companies expanded their businesses, generating investment of more than \$52 million. Since inception in 2004, Medical Main Street has helped 66 companies either expand or locate operations in the county, accounting for total investment of more than \$1.26 billion and the creation or retention of more than 13,600 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.

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 2018, the BFC funded 18 loans worth \$27.1 million in project investment and approved 16 new loans with investment of \$36.7 million, creating and retaining 612 jobs. Pictured below are three of the projects funded in 2018.

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 2018, the EDC issued bonds totaling \$4.1 million and refinanced \$14.7 million for Rochester College.

Since the BFC and EDC were formed 38 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.



Puritan Magnetics • Oxford



1,100 INTERNATIONAL FIRMS

from 39 countries make their home in Oakland County, Michigan

Mahindra North America Headquarters and Manufacturing Plant • Auburn Hills

INTERNATIONAL OAKLAND COUNTY

Oakland County continues to be a global leader in the international business diversity of its business community. More than two foreign firms a month – on average – opened new business locations or expanded existing facilities in Oakland County in 2018. Foreign direct investment in the county (investment from a company headquartered outside the U.S.) for the year totaled \$336 million, generating 3,850 new and retained jobs. There were 32 successes from 16 countries: Germany (7 successes); China (4); Japan (4); United Kingdom (3); India (2); Korea (2); Australia (1); Austria (1); Belgium (1); Canada (1), Denmark (1); France (1); Italy (1); Spain (1); Sweden (1); and Switzerland (1). The county has realized **foreign investment in the past five years of more than \$1.5 billion.**

Significant international investment in 2018 came from three auto suppliers: Germany-based Kostal Kontakt Systeme Inc.; Korean Samsung SDI America Inc.; and German ZEISS Inc. The total investment from those companies was \$170 million, resulting in more than 1,000 new and retained jobs.

OTHER HIGHLIGHTS

- U.S.–Japan Council President Irene Hirano Inouye was the keynote speaker for the U.S.–Japan Women’s Leadership Conference in September. The conference included panel discussions that highlighted women in leadership positions in Oakland County government and the paths Japanese American women have taken to become leaders. Inouye is the widow of U.S. Senator Daniel K. Inouye, a Congressional Medal of Honor recipient and World War II hero, who represented Hawaii in Congress for more than 50 years.
- **India-based Mahindra invested over \$22 million to build the first new auto manufacturing plant in Southeast Michigan in more than a quarter century** right here in Oakland County. The Auburn Hills facility, which will also serve as Mahindra’s North American automotive headquarters and engineering center, will build off-road vehicles creating about 105 jobs. Production and sales of the vehicle called the Roxor began in the first quarter of 2018.
- The Sakura Garden, which includes a pavilion and 17 flowering cherry trees, opened in September at MSU Tollgate Farm and Education Center in Novi. Michigan Governor Rick Snyder and Oakland County Executive L. Brooks Patterson were joined by the governor of Shiga Prefecture, Japan and the Consul General of Japan in Detroit. The project was a partnership between Oakland County, Michigan State University, the Japanese Consulate of Detroit, the Japanese Business Society of Detroit and the city of Novi.

2018 INTERNATIONAL ATTRACTION SUCCESSES

- Australia
- Austria
- Belgium
- Canada
- China
- Denmark
- France
- Germany
- India
- Italy
- Japan
- Korea
- Spain
- Switzerland
- Sweden
- United Kingdom

SELECTED BUSINESS SUCCESSES IN 2018*

COMPANY	LOCATION	COMPANY	LOCATION
Alps Electric (North America) Inc.	Auburn Hills	KOSTAL Kontakt Systeme Inc.	Rochester Hills
ApexonHealth - a division of Technosoft Corp.	Southfield	KPIT Infosystems Inc.	Novi
Aptiv (formerly Delphi Automotive)	Troy	Lumen North America	Rochester Hills
Arrk Engineering Inc.	Farmington Hills	McLaren Health Care Corporation	Pontiac
ASK Industries S.p.A.	Orion Township	Encore Capital Group	Troy
Battery Solutions Inc.	Milford Township	Midwest Glass Fabricators Inc.	Highland Township
Bontaz Centre USA	Troy	Motherson Innovations	Farmington Hills
Bordrin Automotive	Oak Park	Nachi Robotic Systems Inc.	Novi
Career Now Brands	Royal Oak	New Seoul Garden	Southfield
Ciot Detroit	Troy	Open Dealer Exchange	Farmington Hills
Configit A/S	Southfield	Orotex Corporation	Novi
Coventry Industries	Holly	Plymouth Technology Inc.	Pontiac
Drive System Design Inc.	Farmington Hills	Providence Place Holdings	Southfield
Esys Automation	Auburn Hills	Samsung SDI America Inc.	Auburn Hills
Exotic Automation & Supply	Lyon Township	Superb Fabricating	New Hudson
FANUC America Corporation	Auburn Hills	Topgolf	Auburn Hills
Fischer Automotive Systems	Auburn Hills	United Shore Financial Services	Pontiac
Fisher Unitech	Troy	WABCO Holdings	Auburn Hills
GAC Motor Company	Farmington Hills	ZEISS Inc.	Lyon Township
General RV Center Inc.	Springfield Township	Zenuity	Farmington Hills
Gissing Automotive Systems	Wixom	Zhongli North America Inc.	Troy
Henry Ford West Bloomfield	Bloomfield Township		
Hwaseung R&A Co. Ltd.	Troy		
Jonathan Brateman Properties Inc.	Southfield		

* This is a selection of businesses with annual investments over \$1 million in 2018.

Business expansions and
attractions generated

\$4.4 billion

total investment between 2014-2018
creating and retaining 61,723 jobs





\$50.2 million

PUBLIC AND PRIVATE INVESTMENT GENERATED BY
MAIN STREET OAKLAND COUNTY COMMUNITIES IN 2018

Downtown Berkley • Cruise Fest 2018

COMMUNITY

MAIN STREET OAKLAND COUNTY®

Main Street Oakland County (MSOC) public and private investment for 2018 was \$50.2 million. The program, which focuses on a historic preservation philosophy with an emphasis on sense of place, reported the establishment of **60 new businesses**, **creation of 450 jobs** and the **construction of more than 138,000 square feet of floor space**. MSOC communities also saw 107 buildings rehabilitated and eight new housing units constructed.



Since inception, MSOC communities have generated more than \$837 million of public and private investment, created 8,086 jobs, established 1,163 businesses, constructed 3.5 million square feet of floor space and benefited from more than **426,800 volunteer hours**.

Main Street Oakland County participating communities:

- Auburn Hills
- Berkley*
- 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*
- Royal Oak*
- South Lyon
- Wixom

Main Street is a trademarked program of the National Main Street Center in Chicago. Oakland County is unique as 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.*

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 of federal/state support. Community & Home Improvement has helped residents with their housing needs and supported community development projects for more than 43 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 2018 include:

- Met with nearly 360 households and responded to nearly 1,100 telephone inquiries about housing matters
- Provided **\$4.6 million in interest-free loans to rehabilitate more than 217 homes of low income households**
- Invested almost **\$5.4 million in public services and improvements to public facilities and community infrastructure** throughout Oakland County
- Demolished 358 blighted properties in Pontiac
- 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
- Celebrated the 50th anniversary of the Fair Housing Act as the foundation to build better communities with equal housing opportunities for all residents
- Released a fair housing “tool kit” to increase community awareness of fair housing laws and what can be done locally to address impediments to fair housing choice

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 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 deciding to locate or invest in their community. Program participation is open to all of Oakland County’s 61 cities, villages and townships. More than 250 elected and appointed officials and staff from participating communities attended Academy training classes on local zoning administration, developing a capital improvement program, viewing projects from the investor’s perspective, and tools available through the Oakland County Brownfield Redevelopment Authority, Michigan Department of Environmental Quality and the Michigan Economic Development Corporation.

The annual Community Showcase highlighted 22 Oakland County communities and was attended by more than 175 people including community representatives and private sector investors.

COMMUNITY HIGHLIGHTS

- North Oakland Household Hazardous Waste Consortium (NO HAZ) 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 2018, with 4,426 participants disposing of 660,098 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, 6.3 million pounds of household hazardous waste has been collected and recycled or disposed of properly.
- MI Green Schools Program: 139 schools participated during the 2017-2018 school year, with 87 schools receiving the highest designation of Evergreen. Fourteen schools were honored for participating for all 11 years of the program, 28 schools were recognized for participating for 10 years and 14 schools were honored for participating for five years; 22 of 28 public school districts were represented as well as 26 non-public schools and two 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 \$460,000 in grants to support 108 projects in 21 communities, which may result in proposed overall investment of \$630 million and the projected creation of 1,640 full-time and 500 part-time jobs.

OAKLAND COUNTY ONE STOP SHOP BUSINESS CENTER

The One Stop Shop Business Center is the first point of contact for entrepreneurs and others interested in starting or growing a business, accessing financing, business counseling services or attending any of the dozens of no cost or low-cost classes. In 2018, nearly **500 entrepreneurs attended workshops** hosted by the business center; our counselors **assisted over 400 small businesses** and **helped small businesses secure \$15.5 million in capital for expansions**. Counselors also helped 12 new business starts in 2018.

The business center developed and implemented a new workshop focused on understanding cash flow. Recent research has shown “lack of understanding of cash flow” as the No. 1 cause of small business failure.

Initiatives for 2018 included:

- Oakland County Small Business Saturday promoted spending at small brick and mortar businesses in the county Nov. 26, the Saturday after Thanksgiving, and one of the largest shopping days of the year. Shoppers used their smart phones to snap a photo of their receipts and enter a contest to win up to \$5,000 in cash. Nearly 2,000 shoppers participated, spending \$144,800. About 375 small businesses registered for a chance to win a

\$1,000 American Express gift card. The event was patterned after American Express' "Shop Small" campaign. The Oakland County Small Business Saturday contest was sponsored by North American Bancard, Bank of Ann Arbor, Flint Bishop International Airport and the Oakland County Credit Union (now Vibe Credit Union).

- The Oakland Entrepreneurial Alliance connected the center to OU INC, the Small Business Development Center Tech Team, Lawrence Technological University and William Beaumont Commercialization Center. The goal is to connect entrepreneurs with the correct resources and partner at the right time.
- Twenty entrepreneurs made presentations at **1 Million Cups, a Kauffman Foundation** program that allows entrepreneurs to pitch their business concept to a panel and an audience of entrepreneurs. 1 Million Cups creates a supportive environment for entrepreneurs to build a community.
- The business center continued its collaboration with Oakland University (OU) on its Ideas 2 Business (I2B) program. I2B matches small business owners with a team of two undergrad students, one grad student from OU and a mentor from the One Stop Shop Business Center or OU. Over six weeks, the team works on solving a specific business issue for the entrepreneur. The business center brought six businesses into I2B in 2018.
- The Business of Leadership Program, in partnership with Oakland County's Department of Human Resources, continued in 2018. This 10-week cohort session is aimed at small business CEOs and top line supervisors or managers. Twenty participants from eight companies attended.
- WalkIn StartUp Thursdays, which offers "no appointment necessary" counseling every Thursday with center staff in Waterford, and once a month in Novi, helped 134 prospective entrepreneurs explore the idea of starting a business in 2018.
- The center provided consulting assistance and prepared entrepreneurs to compete in the third annual Pitch-N-Pontiac, which awarded \$20,000 in cash for entrepreneurs who pitched their businesses to a panel of industry experts.

TRAILS & PATHWAYS

The Planning Division continues to provide technical assistance to communities and trail organizations that improve active transportation corridors for walking and biking. Recent projects included:

- Assisting the Commerce, Walled Lake and Wixom Trailway Management Council with the preparation of successful grant applications to the Transportation Alternatives Program (\$2.2 million) and the Ralph C. Wilson, Jr. Foundation (\$1.3 million) to **improve 5.3 miles of the former Coe Railroad** (Michigan Star Clipper Dinner Train). The trail stretches from Wixom Road to Haggerty Road and will provide a direct link to the Huron Valley Trail, West Bloomfield Trail and the M-5/I-275 Metro Trails. Construction is expected to begin in early 2019.
- **Implementing the first mile of bike lane on Saginaw Street in the city of Pontiac.** The project was identified in the Complete Streets Pontiac Master Plan, which was finalized in 2017. The plan outlines recommendations to improve walking and biking facilities in the city to reduce accidents and fatalities between pedestrians/cyclists and vehicles.
- Designing and installing **new mile and half-mile markers in each of five cities along the Clinton River Trail** (Sylvan Lake, Pontiac, Auburn Hills, Rochester Hills and Rochester). The posts include mile number, cardinal direction of travel, and confidence markers to help trail users identify their location on the trail in case of emergency.
- Hosting the Great Lake-to-Lake Trail Summit in Pontiac with a bike tour of portions of the Clinton River Trail and West Bloomfield Trail. Approximately 40 people from across the state attended.



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 220 applications and nominations.

Lucetry B. Dalton, a clinical psychologist with McLaren Health System, was selected as the winner of the Elite 40 Under 40 Class of 2018. At age 28, she is the youngest Elite 40 winner. Dalton is a Pontiac resident who received her undergraduate degree from the University of North Carolina at Chapel Hill and her master's and doctorate from the Chicago School of Professional Psychology. A graduate of Pontiac Northern High School, Dalton mentors, counsels and tutors minority youths from low income areas. **"I am a proud product of Pontiac, born, raised and educated there, and I remain active in several hometown organizations," Dalton said.** "I want everyone to know that, despite its shortcomings, great opportunities and even greater people come from this city when given the chance."

MI GREAT ARTIST™

Kim Frank Fujiwara, a Rochester Hills resident and former commercial artist whose larger-than-life images of Alice, the Mad Hatter and the March Hare caught the eyes of the public – and ultimately the judges – was chosen as winner of the 2018 MI Great Artist online competition. Fujiwara is a three-time finalist for the award. The yearly competition awards a prize package to the five finalists totaling more than \$16,000. The contest is open to residents of Oakland, Genesee, Lapeer, Livingston, Macomb, St. Clair, Shiawasee, and Wayne counties. More than 200 artists entered the competition, which is sponsored by Oakland County, Park West Gallery in Southfield, AdvantageOakland.com and Oakland County Prosper®.

WORKFORCE

Oakland County Workforce Development/Oakland County Michigan Works! is a recognized leader in workforce development in the state. In 2018, the division **met and exceeded all 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 2018 include:

- Served more than 39,000 job seekers and filled 6,820 jobs at seven Oakland County Michigan Works! locations
- Assisted more than 4,000 businesses with various services including follow-up, outreach, recruitment, posting jobs and accessing training funds
- 68 Oakland County businesses – with support from Oakland County Michigan Works! – shared \$1.8 million in GoingPRO Talent Funds to hire and train 324 new employees, expand the skill of 1,100 existing workers and create 45 new registered apprenticeships
- Staff met with 101,241 people during visits to high schools, libraries, businesses and organizations to spread awareness about career options and opportunities in Oakland County

NATIONAL MANUFACTURING DAY

Nearly 1,000 high school juniors and seniors – double the previous year – from 17 high schools who are 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, and Oakland County Michigan Works! sponsored the program. Students were divided into groups and spent the morning touring one of 42 manufacturing facilities in Oakland County and learning about the operations and job opportunities at each location. Event sponsors included Magna International, Automation Alley, Hi-Tech Mold & Engineering, Kelly Services, Lawrence Technological University, NLB Corp., MPD Welding, Wenzel America and Oakland Community College.

The participating companies included:

- AAM – Auburn Hills Manufacturing
- ABB Inc.
- Ascent Aerospace
Odyssey Industries
- Atlas Copco Tools &
Assembly Systems LLC
- Automation & Modular Components
- BEHCO-MRM
- Berkley Screw Machine Products
- Brose North America Inc.
- Comau
- DASI Solutions
- DENSO
- Deshler Group I UniBond
- Eaton Steel Bar Co.
- Encore Automation
- Esys Automation
- FATA Automation Inc.
- Ferndale Laboratories Inc.
- FRIMO Inc.
- Garden Fresh Gourmet
- General Motors Global
Propulsion Systems
Pontiac Engineering Center
- General Motors Company
Orion Assembly Plant
- GKN Driveline
- Gonzalez Production Systems
- Hirata Corporation of America
- HIROTEC America Inc.
- High-Tech Mold & Engineering
- INDUCTOHEAT Inc.
- Kawasaki Robotics (USA) Inc.
- Lear Corp.
- Magna International
- Magna: Cosma Body
Assembly Michigan
- Mahindra Automotive
North America
- Moeller Precision Tool
- MPD Welding Inc.
- NLB Corp.
- Precision Coatings Inc.
- Tectonics
- Visioneering Inc.
- Wenzel America Ltd.
- Witzenmann USA



Students at Makino • Auburn Hills



8,000 students

High school students were given the opportunity to experience over 100 hands-on, interactive career exhibits in advanced manufacturing, construction, health sciences, and information technology.

MiCAREERQUEST SOUTHEAST

On November 28, **more than 8,000 high school students from across the region participated in MiCareerQuest Southeast.** Led by the Oakland County Michigan Works! agency and the economic development department, in conjunction with five regional Michigan Works! agencies, the event provided students with the opportunity to experience over 100 hands-on, interactive career exhibits in advanced manufacturing, construction, health sciences, and information technology. The 2019 event is set for November 8 at the Suburban Collection Showplace in Novi. Learn more at OakGov.com/MiCareerQuestSE.

MEDICAL ASSISTANT APPRENTICESHIP PROGRAM

Oakland County Michigan Works!, in partnership with Henry Ford Health System, Henry Ford College and Oakland Community College, launched the **region's first Medical Assistant Apprenticeship Program.** Recognized with a Michigan Works! Impact Award, this initiative assisted 14 individuals with becoming employed as medical assistants in the first year.

CONNECTED MOBILITY PILOT PROGRAM

Toronto-based P3 Mobility was selected by Oakland County and the road commission for the county to test a Dedicated Short-Range Communication (DSRC) connected vehicle infrastructure system. The system would enhance traffic safety by sending instant electronic messages to vehicles, warning motorists of potentially dangerous driving situations such as a vehicle running a red light or stop sign or dangerous road conditions ahead. This pilot will include the placement of DSRC technology in 13 intersections within the county. This equipment will test multiple revenue generating opportunities to create a business model. If successful, this will guide in generating revenue to offset the costs of the deployment to the county's 1,600 signalized intersections and create a safer road system.

The pilot is in the first of four planning phases and is estimated to be completed in summer 2019. It includes concept development, draft use cases, key stakeholder interviews, establishing installation plan and risk assessment. The remaining phases are installation/launch preparation, testing and rollout. The cost of the DSRC Roadside Unit and Onboard Unit equipment for vehicles is the responsibility of P3 Mobility.

PROGRAMS

THE BROOKSIE WAY®

Held on Sunday in September each year (Sept. 22, 2019), the Brooksie family of races includes the McLaren Brooksie Way Half Marathon, 10k, 5k and a fun run. More than 5,600 runners and walkers participated in 2018. Race proceeds support The Brooksie Way Minigrant program, which has **distributed more than \$250,000 to not-for-profit recipients to support fitness activities in Oakland County.**

OAKLAND COUNTY BUSINESS ROUNDTABLE

A collection of business, education and community leaders who make 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.

CONNECTED CAR/CONNECTED MOBILITY TASK FORCE

This panel made recommendations about vendors 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, enhancing traffic safety.

BUSINESS FINANCE CORP. / OAKLAND COUNTY ECONOMIC DEVELOPMENT CORP.

Oakland County administers loan programs tailored to the needs of expanding companies, organizations and entrepreneurs. The Oakland County Business Finance Corp. administers loans tailored for the needs of expanding companies, organizations and entrepreneurs. The Oakland County Economic Development Corp. offers low interest financing for fixed assets.

ROCHESTER FIRE & ICE FEST

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 tens of thousands of 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. The Brooksie Way sponsors the "Chill at the Mills" 5k race, which attracts more than 700 participants during the festival.

MI GREAT ARTIST®

An annual online art competition designed for artists from Oakland, Genesee, Lapeer, Livingston, Macomb, St. Clair, Shiawassee or Wayne counties. Cash prizes and free business classes are awarded to the finalists.

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 (NO HAZ) provides residents with a safe, reliable and environmentally responsible way to dispose of household hazardous waste. The program has **taken in more than 6.3 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 the directory to find local suppliers and businesses. Learn more at OaklandBusinessConnect.com

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 seventh year, has 280 members and growing each year.

ONE STOP SHOP BUSINESS CENTER

The One Stop Shop Business Center is the first point of contact for entrepreneurs and others interested in starting or growing a business. It offers a variety of business counseling services including feasibility studies, help creating or refining marketing plans, finding financing, process improvements and developing strategy.

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. It is also a key promotional piece used domestically and internationally by the business development team. 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.

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.



ROCHESTER FIRE & ICE FEST

INNOVATION & TALENT

Collectively, the department staff of more than 80 full-time employees has nearly 1,500 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 2018 includes:

COMMUNITY PARTICIPATION/INVOLVEMENT

- Association of Brownfield Redevelopment Authorities board of directors
- Huron River Watershed - Green Infrastructure Technical Advisory Committee
- Oakland County Bicentennial Executive Committee
- Oakland Livingston Human Services Agency emeritus member
- Oakland Literacy Council
- Rochester Hills Local Development Finance Authority
- Troy Local Development Finance Authority
- Woodward Avenue Action Association, board of directors
- Oakland University / Pontiac Initiative

SELECTED PRESENTATIONS

- Michigan Historic Preservation Network Annual Conference
- Leadership Oakland
- Leadership Rochester
- Auburn Hills Chamber of Commerce
- Lakes Area Chamber of Commerce
- Oakland Counselors Association
- Oakland University ACHIEVE Program
- Orion Chamber of Commerce
- Pontiac Rotary Club

REGIONAL, STATE AND NATIONAL BOARDS AND APPOINTMENTS

- American Institute of Architects, Michigan past president
- British-American Business Council of Michigan
- Michigan Association of Planning
- Michigan Advisory Council on Aging chairwoman
- Michigan Barrier Free Design Board
- Michigan Commission on Services to the Aging commissioner
- Michigan Construction Code Commission

- Michigan Downtown Association board chair
- Michigan Economic Developers Association
- Michigan Historic Preservation Network board of directors
- Michigan Irish American Chamber of Commerce
- Michigan Works! Association
- National Main Street Program Executive Leadership Council
- SEMCOG Transportation Coordinating Council
- SEMCOG Core Services Task Force
- SEMCOG Future Skills Task Force
- Swedish American Chambers of Commerce Detroit board of directors
- Automation Alley Fund Board
- Workforce Intelligence Network Board
- U.S. Rep. Brenda Lawrence (D-Southfield), “Women’s Advisory Committee”

2018 NOTABLES

- Economic Development & Community Affairs, Achievement Award in the Community and Economic Development category for the One Stop Ready program – National Association of Counties
- Oakland County Workforce Development/Oakland County Michigan Works! Impact Award, Michigan Works! Association
- Oakland County Workforce Development/Oakland County Michigan Works! Money Smart Week 2018 Strategic Partner “Benny” Award
- Workforce Development Manager Jennifer Llewellyn participated on Gov.-elect Gretchen Whitmer’s Workforce Advisory Team
- Principal Planner Ron Campbell is an adjunct instructor at Lansing Community College and instructs in the Architectural Technical program at Baker College
- Associate Planner Tim Colbeck is a guest lecturer in a graduate economic development program at Oakland University

PARTNERS & ALLIES

- 123 Net
- 24G
- A.F. Jonna Development & Management
- AccelerateKID®
- Aging and Adult Services Agency
- Alliance Mobile Health
- Alpena Community College
- American Axle
- American Job Center Network
- American Society of Safety Professionals
- American's SBDC Michigan
- Ann Arbor SPARK
- Applied Process Inc.
- Applied Technology Systems
- Area Agency on Aging 1-B
- Ascension
- Auch Construction
- Automation Alley
- Baker College
- Bank of Ann Arbor
- Barton Malow
- Beaumont Healthcare
- Beaumont Hospital Tech Transfer
- Belfor
- Beta Steel
- Biodex
- Bishop International Airport
- Braun Machinery
- Bricklayers & Allied Craftworkers Local 2
- Butzel Long
- Carlisle/Wortman Associates
- Center for Empowerment & Economic Development – CEED®
- Chase
- CIG Capital Advisors
- Citizens Commercial Banking
- City of Farmington Hills Public Works
- Clark Hill
- Clarkston Community Schools
- Clayton & McKervey
- Community Housing Network
- Complete Automation
- Construction Association of Michigan
- Consumers Energy
- CREST
- Daifuku North America Holding Company
- Danlaw Inc.
- Davenport University
- Deloitte & Touche
- DELTA Airlines
- Detroit Electrical Industry Training Center
- Detroit Employment Solutions Corporation
- Detroit School for Digital Technology
- DMC Huron Valley-Sinai Hospital
- Doeren Mayhew
- Dorsey Schools
- DTE Energy
- Eastern Michigan University
- Eight Mile Boulevard Association
- Elijah J. McCoy Midwest Regional USPTO
- Emagine Entertainment
- Erebus Escape Room
- Exotic Automation & Supply
- Fakhoury Global Immigration
- FANUC America Corporation
- FCA
- Federal-Mogul Motorparts
- Ferndale Laboratories Inc.
- Fifth Third Bank
- Fishbeck, Thompson, Carr & Huber Inc.
- Flagstar Bank
- Friends of Highland Recreation Area
- Gardner White
- General Electric Co.
- General Motors Design
- Genisys Credit Union
- Gibbs Planning Group
- Giffels Webster
- Going PRO in Michigan
- Goldner Walsh
- Goodwill Industries of Greater Detroit
- Gravity Works
- Habitat for Humanity of Oakland County
- Hacking Health
- HealthRise Solutions
- Henry Ford College
- Henry Ford Health System
- Hitachi Automotive Systems America
- HNC Virtual Solutions
- Hoffman Farms Winery
- Hubbell, Roth & Clark Inc.
- Hurco Company
- Huron Valley State Bank
- Huron-Clinton Metro Authority
- IBEW Local 17
- IBEW-NECA LMCC
- Incubizo
- Integrated Systems Technologies
- Integrity Home Health Care
- International Trucking School
- Iron Workers Local 25 Training Center
- ITC Holdings Inc.
- J & B Medical Supply Telemedicine
- Jacapps
- Japanese American Citizens League
- Japanese Business Society Detroit
- Japanese Consulate of Detroit
- JEMS Technology
- JP Morgan Chase Bank
- Kellam and Associates P.C.
- Kelly Services
- KIP America
- K-Tec Systems
- Laerdal Medical
- Lawrence Technological University
- Leadership Oakland
- Lexus Velodrome
- Livingston County EMS
- LSL Planning
- LTU Centropolis Accelerator
- M1 Concourse
- Macomb Community College

- MADCAT
- Main Street America
- Makino
- Mcity
- McKenna Associates
- McLaren Oakland
- MIAT College of Technology
- Michigan Air National Guard
- Michigan Building and Construction Trades Council
- Michigan CAT
- Michigan Center for Truck Safety
- Michigan Department of Environmental Quality
- 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 Laborers Training and Apprenticeship Institute
- Michigan Main Street Center
- Michigan Regional Council of Carpenters
- Michigan State Housing Development Authority
- Michigan State Community Planning and Development
- Michigan State University Extension
- Michigan State University Tollgate Education Center & Farm
- Michigan Statewide Carpenters and Millwrights
- Michigan Talent Investment Agency
- Michigan Works! Macomb/St. Clair
- Michigan Works! Southeast
- Mopar Cap Local (FCA)
- Motion Picture Institute
- MRA Mobile Experiential
- MUST Construction Careers
- NCC National Coding Center
- NewFoundry
- Nexcess
- NGK Spark Plugs
- NHK International
- Nissan Technical Center North America
- North American Bancard
- Oakland Community College
- Oakland County Board of Commissioners
- Oakland County Credit Union
- Oakland County Historical Commission
- Oakland County Parks and Recreation
- Oakland Literacy Council
- Oakland Schools
- Oakland University
- OHM
- Operating Engineers 324
- OPS Solutions
- Oscar W. Larson Company
- OU INC
- Oxford Biomedical Research Inc.
- Oxus
- Paragon Properties
- Park West Gallery
- Parks Recreation & Seniors Independence Township
- Partners for Sacred Places
- Pipefitting Industry Training Center
- Plumbing Industry Training Center
- Priority Health
- Providence Park Hospital
- PTC Inc.
- Roofers Local #149 Joint Apprenticeship Fund
- Saint Joseph Mercy Health System
- Search Optics
- SEMCA
- Service Corp. of Retired Executives – SCORE
- Shaw Electrics
- Sheet Metal Workers Local 80 Training Center
- Siemens
- SimpleC
- Small Business Development Center
- SMART
- SME Education Foundation
- Society of Women Engineers
- Southeast Michigan Council of Governments
- Southfield Public Schools
- Specs Howard School of Media Arts
- Spectrum Health
- SRI Biosciences
- SRI International
- St. John Providence Health System
- St. Joseph Mercy Oakland
- Suzuki, Myers & Associates Ltd.
- TechTown
- The Dobrusin Law Firm
- The NEXT Education
- Toyoda Americas Corporation
- Toyoda Gosei North America Corporation
- Toyota Boshoku America
- Toyota Industries Electric Systems North America
- Toyota Tsusho America Inc.
- Troy School District
- U.S. Department of Commerce
- U.S. Department of Labor
- U.S. Environmental Protection Agency
- U.S. Small Business Administration
- U.S. Truck Driver Training School
- U.S. Women's Figure Skating
- U.S.- Japan Council
- UAW
- United Shore
- University Pediatricians Autism Center
- Vectorform
- Venture Inc.
- Voyager Express
- Walgreens
- Walsh College
- Washtenaw Community College
- Waste Management
- Waterford School District
- Wayne State University
- Weldon Enterprise Global IT
- Women's Healthcare Associates of Oakland at McLaren Oakland
- 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 2023.** 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 66 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. We employ more than 100,000 people in our health care and life science industries. Our Tech248 initiative 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 Brookside Way Half Marathon attracted 5,600 runners and walkers; the Fire & Ice Fest brought in 35,000 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 4,200 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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Oakland County Executive's Elite 40 Under 40 Class of 2018



OAKLAND
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WHERE PEOPLE &
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