

Testimony Before
The Michigan House of Representatives
Standing Committee Meeting on New Economy and Quality of Life,
Representative Ed Clemente, Chairman
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It is a great honor to be here today with such a wonderful group of professional peers, representing nearly 100 years experience in economic development. Throughout our careers we have represented the smallest of rural communities to entire states. It is my privilege to not just be here today to speak to you but to also join this group of incredible colleagues.

I have had the privilege on two previous occasions to speak before this committee regarding the importance of continuing our life science strategies. Today, I have the privilege of discussing what it takes for Michigan to not only compete but to thrive in a globally competitive marketplace.

- Deal Closing Fund
 - The next Governor must be able to close deals at the speed of business
 - Incentives – First Century Rhodes vs. Delos

- Talent
 - People are our number one asset – we must develop them.
 - University and colleges must be funded to create talent
 - Tech transfer is important but it is not the basis of building and economy. Building talent is.
 - We do not have geographic or natural resource advantages but have a legacy of people but we must invest in that legacy from Pre K through graduate school.
 - Education is a building block of economic development but not practioners

- Strong / Single Voice
 - We must speak with a single voice on a statewide basis.
 - We cannot divide our own house
 - Job growth must be focused with one group that represents all Michigan to create jobs not augment their budgets.

- Why Do Politicians Keep Repeating Themselves – Because It Works
 - We must keep telling the Michigan Story
 - We have a lot to be proud of!

Thank your allowing me to be here today and for your commitment to Michigan