



More than 85 percent of Michigan's advanced energy storage activity is concentrated in Southeast Michigan, home of the Southeast Michigan Advanced Energy Storage Systems Initiative (AESSI). AESSI is a collaboration of regional partners coordinated by the Corporation for a Skilled Workforce and led by NextEnergy, the Macomb-St. Clair Workforce Development Board and the Michigan Minority Supplier Development Council. AESSI partners help industry grow the supply chain around advanced energy storage systems, with a focus on diversifying existing firms and helping grow new ones to meet the needs of the rapidly shifting automotive industry, as well as defense, alternative energy and electric utilities. Partners also train engineers and technicians who must be prepared to help drive innovation, development, and production in this critical field.

AESSI PARTNERS

- ⊕ Automation Alley
- ⊕ Center for Automotive Research
- ⊕ Corporation for a Skilled Workforce
- ⊕ Michigan Academy for Green Mobility Alliance
- ⊕ Macomb Community College
- ⊕ Macomb/St. Clair Workforce Development Board
- ⊕ Michigan Economic Development Corporation
- ⊕ Michigan Manufacturing Technology Center
- ⊕ Michigan Minority Supplier Development Council
- ⊕ Michigan Workforce Development Agency
- ⊕ NextEnergy
- ⊕ Michigan Small Business & Technology Development Center
- ⊕ Wayne State University

AESSI is funded through the U.S. Jobs and Innovation Accelerator Challenge grant, a collaborative effort led by the Economic Development Administration, the Employment and Training Administration, the Small Business Administration, and the Michigan Economic Development Corporation.



As home to over 370 vehicle-related R&D and technical centers, more than 87,000 engineers and world-class engineering schools, combined with its rich history as a leader in innovative manufacturing, Michigan offers a unique cluster positioned to be at the forefront of Advanced Energy Storage (AES) in North America.

Michigan's AES manufacturers have access to nine top automotive original equipment manufacturers developing hybrid electric vehicles, plugin hybrid electric vehicles and electric vehicles, as well as nearly 40 companies operating in key battery supply chain segments.

Whether you are currently part of the advanced energy storage supply chain or looking to diversify, MIAES can help you grow and succeed.

Michigan is a hub for design, engineering, systems integration, component and materials manufacture, and testing of the technologies that will power a sustainable future. See what we can offer you at

chargeupmi.org

WHAT HAPPENS WHEN
FRESH IDEA
 meets **fully-charged**



Michigan stands as the nation's battery capital. Home to nine of the top automotive manufacturers that are developing hybrid electric vehicles, plug-in hybrids and electric vehicles, as well as over 40 companies operating in key battery supply chain segments, Michigan stands at the forefront of this promising industry. That's why Michigan Economic Development Corporation and incubators like NextEnergy can convince innovative companies like Soulbrain, a producer of electrolytes for lithium ion batteries, to move to the battery state. Because current is the new currency in Pure Michigan.



MICHIGAN'S innovative spirit is your business advantage

Positioned to be the global design and manufacturing center for the electrified industries of today and tomorrow, Michigan has always been a leader in making things and making things work. It's this innovative spirit that sets us at the forefront of Advanced Energy Storage.

Michigan Advanced Energy Storage partners nurture growth in the domestic advanced energy storage systems sector through:

- **MATCHMAKING**
- **NETWORKING**
- **COMMERCIALIZATION**
- **TALENT AND TRAINING**
- **PREPARING FOR GROWTH**



MATCHMAKING

NextEnergy has developed an in-depth value chain analysis identifying gaps in the energy storage supply chain, including lithium ion batteries and next-generation advanced energy storage systems for automotive, defense, stationary, and other applications. These gaps represent supplier opportunities in Michigan for both domestic and global energy storage businesses. Through their industry transition program and venture and technology development program, they can offer companies industry and business development support, matchmaking, and connection to financing opportunities. **Contact:** Kelly Jezierski, Manager, Energy Storage, NextEnergy | kellyj@nextenergy.org | 313.268.1807

NETWORKING

Pure Michigan Business Connect (PMBC) connects Michigan companies with procurement resources to expand their supply chain, new business opportunities, and access to a new business-to-business network (B2B). The B2B links companies with collaborators and private sector procurement opportunities. The system will help coordinate procurement opportunities, collaboration needs, and unique offers available to Michigan business accounts. Companies in the system can be both buyers and sellers in a truly dynamic online B2B marketplace. Businesses also receive assistance like legal, accounting, and other services at little to no cost. **Contact:** Jacob Schroeder, Director, Pure Michigan Business Connect | Schroederj4@michigan.org | 517.241.2477

COMMERCIALIZATION

Resources are also available to help connect 7(j) firms to the Advanced Energy Storage Cluster. The Michigan Minority Supplier Development Council (MMSDC) works with the region's underserved populations, including minorities and those from low-income areas, to support supplier diversification efforts, and training opportunities. MMSDC partners with the Procurement Technical Assistance Center (PTAC) and Michigan Small Business Technical Development Center (MI-SBTDC) to identify firms for procurement and matchmaking opportunities. **Contact:** Louis Green, President and CEO, Michigan Minority Supplier Development Council | lgreen@minoritysupplier.org | 313.873.3200

TALENT AND TRAINING

Macomb Community College and Wayne State University are offering engineering and technician training at no cost to incumbent and unemployed workers in Southeast Michigan. Macomb Community College is offering a new Electric Vehicle Development Technology Certificate program, Production Operator Certificate training, as well as HEV fundamental classes in batteries, controls, propulsion systems and more. **Contact:** Debb Ross, Project Manager, Macomb Community College | brunell-rossd@macomb.edu | 586.498.4110

Wayne State University is offering non-credit courses in fundamentals of electrochemistry for battery, advanced battery systems for vehicle electrification and hybridization, advanced energy storage systems, battery management systems, battery manufacturing, and safety of high voltage battery. Introductory courses for non-engineering professionals are also available. **Contact:** Sarah Tennant, Macomb / St. Clair Workforce Development Board | stennant@macomb-stclairworks.org | 586.469.7747

PREPARING FOR GROWTH

Automotive manufacturing companies, educational institutions, and the workforce system work together through the Michigan Academy for Green Mobility Alliance (MAGMA) to ensure the automotive industry has the engineering and technical talent they need to support hybrid, electric, and other advanced vehicle technologies. Facilitated by the Workforce Intelligence Network this partnership makes it possible to rapidly address industry's skill needs, providing targeted, innovative, and flexible learning solutions. **Contact:** Lisa Katz, Executive Director, Workforce Intelligence Network | lisa.katz@win-semich.org | 313.744.2946