

Michigan: THE MOST DIVERSE MANUFACTURING CENTER IN THE WORLD

The Michigan Manufacturers Association (MMA) represents the most diverse manufacturing center in perhaps the entire world. And, just as we have since the industrial revolution, we will continue to be the cradle of innovation and invention for generations to come.

Manufacturers in Michigan employ more than
14%
of the workforce.

There are more than
12,000
manufacturing companies in Michigan.

Manufacturers employ nearly
630,000
people.

Employees earn an average annual compensation of
\$82,020

Join Your Peers to Advance Michigan's Manufacturing Industry

In the 21st century, our champions of manufacturing and our next generation of innovators are collaborating to drive Michigan into a future that will continue to shape our collective fortunes, our state's economy, the communities we serve, our individual businesses and our families' livelihoods.

The Michigan Manufacturers Association (MMA) serves an industry that is in constant evolution and growth. We are the only organization in our state with the sole purpose of advocating for manufacturers by supporting, training and growing the industry.

There's...
strength
safety
power
community
influence
collaboration
savings
advocacy
value
in numbers

Learn more at mimfg.org

BENEFITS AT A GLANCE

The biggest barrier to growth is often not knowing what you don't know. Rely on MMA to remove the blind spots, illuminate the best path forward and serve as your growth catalyst.

►► **Membership options start as low as \$460 annually.**

Industry Membership

- Dedicated Government Affairs team working to protect industry interests
- Time-sensitive updates on critical issues and more
- Subscription to MMA e-publications and the industry-focused, award-winning *MiMfg Magazine*

Basic Associate Membership

- Access to and listing in member-exclusive online Member Directory
- Discounted sponsorship and advertising to promote your company
- Discounted registration to educational and networking events, regional/statewide

Premium Associate Membership

All Basic Associate Member Benefits Plus:

- Listing in printed Premium Associate Member Directory, mailed annually to all members
- Exclusive video content opportunities
- Annual \$500 Event Credit

Explore the benefits and advantages of MMA membership



READY TO JOIN?

Join online at mimfg.org or contact our membership team for more information:

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Become a
CHAMPION
OF MANUFACTURING

MM
A Michigan Manufacturers Association

*Source: <https://www.nam.org/state-manufacturing-data/2019-michigan-manufacturing-facts/>



CHART A COURSE FOR GROWTH AND SUCCESS

We are proud to serve as a constant, vigilant beacon for one of the world's most innovative, inventive and industrious business sectors on the planet – regardless of size, longevity, specialization or future ambition.

MMA has a proven track record and an unwavering commitment to serve Michigan manufacturers through legislative advocacy, workforce development, education, training, networking, cost savings and more.

RECORD OF SUCCESS

- \$4 billion**
In savings from the elimination of Industrial Personal Property Tax
- \$6 million**
Dedicated to 16 new PRIME Schools
- \$1 billion**
In economic development incentives to attract transformational investments
- \$227 million**
Appropriated to Talent Programs, including Michigan Reconnect and Talent Fund

MEMBER-DRIVEN ADVOCACY

To Be Your Voice, We Must Hear Your Voice

MMA works hard for our members and the 628,700 Michiganders they employ – as well as manufacturers across our entire state – on issues that impact lives, drive change and create the best economic climate for manufacturers in which to thrive.

We chose to join MMA because we wanted to connect with more people in our industry. We believe that Michigan excels in industrial development. Businesses supporting businesses allows for cultivating industry knowledge and relationships which is paramount to our company.

–**Michael Groh**
Vice President of Mission Critical Miller Industries



We've been able to take advantage of significant savings on insurance programs, workers' compensation, energy tax recovery and even parts cleaning! The value of these member discounts alone pays for our annual dues.

–**Tammy Bernier**
Owner and CEO Duperon Corporation

WORKFORCE SOLUTIONS

Navigating the Gaps Between Workforce Supply and Demand

Facing a limited talent pipeline and stubbornly persistent misconceptions about manufacturing career opportunities, Michigan manufacturers need ambitious, creative and prepared employees ready to engage in a bright future in advanced manufacturing. MMA is working with partners at all levels to help our members develop the strongest and most competitive manufacturing workforce in the world through:

- Discounted training services and opportunities for members
- Development of local talent pipelines through PRIME®
- Continued funding of the Going PRO Talent Fund
- And more

Explore workforce solutions and talent development initiatives



SERVICES & SAVINGS

Your One-Stop Shop to Gain a Competitive Advantage

Whether you're looking to expand your customer base, find and retain top talent or implement new technology or employment policies, MMA stands ready to serve as your concierge for success.

- ▶▶ **Save on your workers' compensation** – Exclusive discount from the Manufacturing Technology Mutual Insurance Company (MTMIC) saves an average of \$1,100 per account.
- ▶▶ **Save on your energy costs** – Members can save up to \$7,899 in tax recovery through Enstar Energy Services.
- ▶▶ **Save on your shipping costs** – MMA members save an average of \$1,711 on shipments from UPS retail prices.

Available Benefits & Discounts

- Insurance Services**
Dental, Disability & Life Coverage
Group-buying power saves you on MetLife dental, vision, life, disability and voluntary worksite products.
- Business Services**
Cyber Threat Protection
Prepare and protect your company from cyber threats with a customizable detection and response system from Convergence Systems.
- Employee Discounts**
Office Supplies
Members save 10% off web prices for office, home, school or car through the Office Depot Partner Program.
- Workers' Compensation**
Save 3% on workers' comp with MTMIC, serving Michigan manufacturers for 45+ years.
- Business Succession Services**
Plan for your future and build value in your company with discounted business succession services from Prometis Partners.
- Car Rental**
Members get special rental rates on a full range of products and benefits from Avis and Budget.
- Health Insurance**
MMA and Blue Cross Blue Shield of Michigan provide plan options that best fit your company's bottom line.
- Industrial Services**
Energy Savings
Control energy costs with a free utility bill and facility-wide energy assessment from EnStar Energy Services.
- Commercial Business Insurance**
Exclusive group liability insurance programs and a Group Dividend Plan available to eligible MMA members from FCCI.
- Facility Services**
Save 10% on janitorial, technical services, food plant sanitation, facility support and disaster recovery from GDI Integrated Facility Services.
- Vision Insurance**
MetLife and Superior Vision provide competitive vision plans.
- 401(k) Planning**
Get trusted retirement planning at lower costs and in less time from CAPTRUST Financial Advisors.
- Parts Cleaning & Industrial Waste Services**
Save 25% on parts cleaning and industrial waste services from Heritage-Crystal Clean.
- Free HR Advice**
Get expert help on general HR issues free-of-charge from Clark-Hill.
- Shipping Discounts**
Members ship and save on air, international, ground and LTL freight services with UPS® and YRC®.

Learn more about MMA's benefits and discounts



SUPPORTING MEMBERS

We're All in This Together

Your MMA membership connects you to manufacturers and manufacturing supporters at all levels. Through networking and education, your membership grants you access to insider info straight from Lansing and from the industry. Here are just some of the ways you can stay connected:

- *MiMfg Magazine* provides resources and insights that make manufacturers stronger
- Events and Networking
- Exposure with Sponsorship and Advertising
- Member Access and Exclusive Directories
- Policy Committees
- Workforce Solutions and Talent Development



ABOUT MMA'S MEMBERSHIP

- Nearly **150** members have been with us 50 years or more!
- 62%** of members have 50 or fewer employees.
- MMA retains **92%** of our members annually!

Learn why our members stay with MMA

