

FRED UPTON
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July 21, 2017

Mr. Terry Gou
Founder and Chairman
Foxconn Technology Group
No.2, Zihyou St., Tucheng Dist.,
New Taipei City 236,
Taiwan

Dear Mr. Gou:

The purpose of this letter is to express my strong support for siting your new display-making factory in Southwest Michigan. Our region's reputation as a leader in research, development, and manufacturing dates back more than a century, making it especially conducive to the standard of quality expected by cutting-edge industries. Today, there are 20 "Fortune 1000" companies headquartered or physically present in Southwest Michigan – operating in diverse sectors such as: medical devices, pharmaceuticals, design-based manufacturing, packaging, and agriculture. Manufacturers have long been attracted to Southwest Michigan because of our skilled and dedicated workforce that draws on a distinct spirit of entrepreneurship. There is also no better place to raise a family or run a business than on the shores of Lake Michigan – affording both employers and employees an unparalleled quality of life.

As you know, on July 12, 2017, the Michigan State Legislature passed a package of tax incentive bills aimed at creating jobs, spurring economic growth, and promoting a unique business community where hard work and continued investment are rewarded. By incentivizing large job providers to expand or relocate to Michigan through abatements on personal income tax withholdings of certain new employees, the state is signaling its commitment to creating long-term, good-paying jobs for its residents. Fostering an environment where businesses can feel confident in their operations is essential to both their bottom-line and the region's economic health, and Michigan has positioned itself as a leader in workforce development to achieve this end.

The positive work of economic development organizations can make job facilitation easy and reliable, and Michigan has continuously invested in making them a necessary resource for its business community. Both the Cornerstone Alliance and Southwest Michigan First have expert teams to provide local businesses with the support and services necessary for success and longevity. In fact, I sit on the board at Southwest Michigan First. These economic development organizations will be able to guide your company through the early stages of growth, and ensure you have the resources and workforce required to adapt to changes in the marketplace.

Our Southwest Michigan community is uniquely qualified to become the home of your new display-making factory. This region has all of the key components for your investment to prosper: a solid manufacturing sector, a steadfast workforce, and robust economic development organizations. I offer my full support for your potential expansion and ask you to strongly consider Southwest Michigan as the next home for the Foxconn Technology Group.

I would be more than happy to speak with you about this in person or over the phone anytime that is convenient for you. Please reach out to my Washington, D.C. office anytime at (202) 225-3761 to facilitate this conversation.

Sincerely,

A handwritten signature in blue ink, appearing to read "Fred Upton", with a long horizontal flourish extending to the right.

FRED UPTON
Member of Congress