

# Ep.32 - Quentin Messer Jr\_mixdown

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## SUMMARY KEYWORDS

michigan, people, state, opportunity, economic development, world, life, place, louisiana, realize, build, folks, tremendous, incredibly, companies, bit, aspirations, led, semiconductor, create

## SPEAKERS

Announcer, Ed Clemente, Quentin Messer, Jr.

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- A** Announcer 00:01  
Welcome to The Michigan opportunity, an economic development podcast featuring candid conversations with business leaders across Michigan. You'll hear firsthand accounts from Michigan business leaders and innovators about how the state is driving job growth and business investment, supporting a thriving entrepreneurial ecosystem, building vibrant communities and helping to attract and retain one of the most diverse and significant workforces in the nation.
- E** Ed Clemente 00:27  
Hello, my name is Ed Clemente. I'll be your host today. And we're fortunate to get a early view of our new CEO Quentin Messer, why don't you just say hello to the folks for right now. I don't know if you've been around a lot already. But it's great to meet you.
- Q** Quentin Messer, Jr. 00:44  
Thanks Ed, appreciate a good morning, everyone. Good morning Michigan, good morning world.
- E** Ed Clemente 00:49  
And just as a you're, you're an unusual guest for us. Because you see, most of people are doing some regional segment or some industry. But you know, it's a little bit different. You've been on the job now for a little while here. And we think that I don't think I can go through a day without reading some quote from you now, so that's a good sign. And but let's get a little bit about maybe you know, your background a little bit, not too much. But I know that you came originally from down south. And I don't know if you were born down south, or if you're born up north, I don't know. You can be born anywhere. But I wasn't sure.
- Q** Quentin Messer, Jr. 01:32  
M... ..

yes. Some people say my mother sometimes say that I was just dropped out of the sky. But I'm a native of Jacksonville, Florida, born and raised in Jacksonville. So I grew up there and then went to college in the northeast. So spent my formative 20s and early 30s, in and around New York. I met my wife there, our oldest son was born in New York, that I had a mid 30s crisis back in the early 2000s. I thought I was gonna save the world by transforming K 12 education, public education. My parents, by the way, were educators, my father's deceased, and my mother is still with us. And she was retired as a high school guidance counselor. So education was always incredibly important. I have one sibling who's, next to my wife, my best friend. He's my older younger brother, he's eight and a half years younger. But he he's always been the older brother in the relationship. But anyway, I had that mid 30s crisis that led us to move to the 'state to the south' for eight years. And I kind of said, hey, I didn't, I loved education. But I wouldn't be seen as a business person who went and tried to tackle society's largest problems, education and being one of them. But what you quickly learn in education is that a lot of what you're dealing with an education is a function of parents who may not have the economic stability or security in order to focus and really be the engaged parents that many of us who have children really just our desires. So being so I worked for the Boston Consulting Group in Chicago for almost two years that led me into economic development. And that led me to Louisiana. And candidly, I thought I was gonna be in Louisiana for the rest of my career, until this incredible opportunity came before me.

E

Ed Clemente 03:35

Well, I also see, and this as a side question, but I see you went to Princeton. I'm more interested that you majored in International Affairs. So I didn't know you had like, I traveled a lot around the world. But do you have a favorite spot you like we're focusing on back then?

Q

Quentin Messer, Jr. 03:50

Well, you know, it's interesting. I, I was a Public Policy major. So it was a School of Public and International Affairs, but I really was a domestic policy person, I focused on urban development, and urban education, but my absolute favorite place in the world right now there's always recency bias, is St. Lucia. We went to St. Lucia was sort of our pandemic (relief) before I took this new job, my wife and children went, we had an incredible time. It was a great time.

E

Ed Clemente 04:23

There's actually an UNESCO site, the Pitons there, or whatever that big outcropping is.

Q

Quentin Messer, Jr. 04:27

Yes, exactly. Exactly. incredibly beautiful.

E

Ed Clemente 04:31

To me. its rivals Hawaii.

Q

Quentin Messer, Jr. 04:35

Yes, yes. Very, very, very well stated. But you know, I spent, I spent three months in Quito, Ecuador, back in gosh, the

mid 90s. I was pretending to learn to lose to speak Spanish and by the time I left, I was dreaming in Spanish but I really struggle with language fluency. So I've never mastered Spanish. That's always something I've wanted to do. And Ecuador is such a spectacular place.

E

Ed Clemente 05:06

Yeah, no, I spent some time there in the Galapagos and Quito, my friend's daughter, she was in Peace Corps down there. And then also, obviously, the Brazilian rain forest is right to the Amazons right on the edge of it. So exactly, it's got everything for such a small country.

Q

Quentin Messer, Jr. 05:23

It's a remarkable place. People are incredibly kind and compassionate. I had a wonderful time. And for years, I do so less now, but for years, I would try to keep up with what's happening politically and everything there. I'll tell you, the place that really almost almost - in quotes - changed my life, was I had the chance to go to Cuba back in April of 2019. And it's a remarkable place. That may be a whole other segment. But it's a remarkable place. And I would say this, that it shows the dangers of not understanding the redemptive quality and necessity of capitalism. You go there. And I don't know whether you've been there Ed, but it's very arresting how it looks almost as if society runs into a time warp and stops in some respects. But the people are incredibly giving and thoughtful. And I hope that, you know, at some point, we will be able to have something that's rational and makes sense for all stakeholders, because it's an incredibly wonderful place.

E

Ed Clemente 06:45

Well, you know, that sort of dovetails into a little bit about some of your challenges here in Michigan, I mean, what you might have seen down in Havana, I mean, you know, there's similar challenges in different pockets around the state. And I think Community Economic Development, I think is part of your foundation of one of the things I know you want to work on. And I know you probably have a long laundry list of things. But you might I know you did a lot down in Louisiana and that area, too, is you want to give them sort of a little bit of your mission for Economic Community Economic Development too a little bit.

Q

Quentin Messer, Jr. 07:19

Now that's a great question. Look at what I learned in Louisiana was incredibly true here in Michigan is that at the end of the day, economic development only matters to the extent that you have improve the lives and aspirations of people, real people. And the unit of analysis ultimately, for economic development has to be measured in the life of you know in this case, 10 million plus Michiganders. Do Michiganders feel as if they have the opportunity for upward economic mobility not only for themselves, but for their children and grandchildren in their great grandchildren. Because most people decide and make location decisions on how do I believe the future is going to be for those who come after me. Whether you have children of your own or not, most people in the world. think about somebody, whether it's a niece and nephew or a friend who is younger than them. And you want to make sure that the world is better for them. So we in Michigan, have to really take advantage of the fact that we are state that has tremendous places, whether it's our downtowns and so many of our great cities like Marshall or Owasso, or Alpena or, or Ironwood or Iron Mountain, or Escanaba. You know, they're there I mean, part of what makes life worth living is the place and the relationships. And, you know, as a Christian, one of the things that I've learned as I've kind of matured in my faith and I still have incredible work to do in that dimension, as God puts you in a place, then he'll put relationships that will lead to a provision. And you could use that same framework for economic development. And I

would argue that one of the things that that we have to do and one of Michigan's strategic advantages is we have those wonderful places. So we have to make sure that as we reward and create a policy environment for our largest companies, we also have to make sure that we create an environment that is conducive for risk-taking entrepreneurs and small to medium sized businesses. And then we have to develop those main places those downtown's. So that's why we have development ready communities and that's why I was it was great to be up in Houghton, with Governor Whitmer and we presented the development ready community to to Houghton and really focus on that. And that's a microcosm of Michigan. You've got [Michigan] Tech. So you've got really smart people in a picturesque place. And now the challenge for us is how do we let those young people know that there's an opportunity to realize their wildest economic aspirations right there. And I think when we do that, we will build a stronger Michigan, not only in the Upper Peninsula and the Lower Peninsula, and throughout the entire state.

E

Ed Clemente 10:26

Well, you know, and that sort of blended into what I was gonna ask anyway, but there is some great opportunities. And I think, getting back to one of your earlier statements, the key to life, I think sometimes is knowing when it's something's an opportunity and not an obstacle. And I think that comes more with maturity and experience, which you have a lot of, that you can see some ways, you know, moving here now from out of state, you actually can see the forest better than we can sometimes. And I think you're finding some great opportunities to leapfrog. And you want to talk a little bit about, like some of your mission for the state, like, how do you feel like you're progressing now you've had at least some time here?

Q

Quentin Messer, Jr. 11:07

Yeah, I mean, you're absolutely right. I mean, Michigan should be and will be the number one cold weather four season state, not only in the US, but it'll be better than every Canadian Province, and better than every Mexican state, period. That's what we should be. That is the destiny of Michigan. When you think about the scenic beauty. When you think about the rich diversity of people, the rich diversity of typography, you have rural, suburban and urban communities. You have a place that gave us modern manufacturing. It gave us the soundtrack of the 60s and 70s and 80s and Motown and when you start talking about people like Bob Seger, and Kid Rock and Eminem and you know, the Motor City Madman, regardless of where he is, politically, he was a remarkable musician.

E

Ed Clemente 12:06

You forget Aretha Franklin.

Q

Quentin Messer, Jr. 12:08

Well, the queen, obviously. But when you think about all those folks, what it speaks to is Michigan is creativity. So if there was one sentence, yes, there is Pure Michigan the iconic campaign. But if you sort of say what is the equation for Michigan, Michigan equals creativity plus grit, and that's Michigan,

A

Announcer 12:32

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E

Ed Clemente 12:49

I want to get to a little bit more areas because you know, one of your interesting careers here you were kind of a, I don't know what it was a venture accelerator. So I think you see opportunities here in Michigan for probably that helps you for this job as well, right?

Q

Quentin Messer, Jr. 13:06

You're absolutely right. So I finished law and business school at the tail end, finished in 1999. So if we go back in time, that was the beginning of the internet, we have the bubble of 2000 2001. But everybody that time either wanted to be a venture capitalist, and if you couldn't be a venture capitalist, you became part of the corporate venture group or you became part of a venture accelerator. And what you realize is that it does take an ecosystem to nurture and provide the infrastructure for entrepreneurs to realize their aspirations. And the great thing about Michigan is, is that what startup companies need more than anything else, they need capital, obviously, risk capital, and we have that in Michigan, but we also they need customers, they need proof of concept. And the great thing about the rich diversity of Michigan businesses, whether you're talking about the life sciences, whether you're talking about agribusiness, whether you're talking about defense sector, obviously our unprecedented on automotive, not only the passenger space, but also the commercial truck space, the power sports space, and those are very distinct verticals that you we are rich seabed for clients for startup companies. So one of the things I'm incredibly excited about we've got great universities, we've got three R1, Research One universities, we have in Western Michigan got the largest gift in the history of public education. It's like \$450 million went to Western and you have Eastern and Northern and Lake Superior State and Tech and Central and I can go on and on. There is no shortage of talent and what we realize is that when you have talent, and you have an aggregation of talent, that's where you're going to realize those creative explosions that lead to life changing solutions to problems that are the stuff of life, and that's what makes American capitalism the best in the world. Its why people still look at us and why I think eventually people will began to look at Michigan again, as a place that they want to come to in America, because Michigan has always been that place that said, Hey, if you're willing to work hard, be humble, the door's always open for everybody.

E

Ed Clemente 15:35

Yeah, whenever I sorta travel overseas, I always think it's either they're going to mention to me automotive or Motown. Those are the two biggest things that people know usually when I say where I'm from, so that you just reinstated to, I think the point of why I think you have an exceptional opportunity, as you know, the CEO here of the MEDC to see things as we haven't seen him in a while. And I think that that you're providing a real refreshing energy that I think is, you know, manifesting out in a lot of your public statements. And the governor obviously is excited. So and I know the executive committee is working with you on a lot of your projects, too. You want to also get in a little bit how you've got a lot of stakeholders you've already been working with?

Q

Quentin Messer, Jr. 16:28

Sure. Yeah, it's a great point Ed. Look at the end of the day, if you're going to be successful, you have to know who your client is. And the ultimate client, for MEDC, are the 10 million friends and neighbors across this great state. But what they have said to do is they're out living their lives, they're out trying to figure out how to create a better life for themselves, their family, their friends, their, their communities. And we owe them a policy environment, we owe them a business environment that's transparent, that's integrous, that's predictive, but also rewards risk taking comes alongside to make sure that that we build that we protect and guard and I don't want to use the Under Armour expression, but we have to protect this house. I mean look, we have what so many other states want so many other

states want the Michigan companies, they want companies that are headquartered here, or have been here for many, many years. They want our industrial base because they realize it is unprecedented in the world. And so we have to show love, thoughtful love to our Michigan companies who have been through us with us they have stuck with us. We also have to continue to rewrite and reeducate people about the wonderful things that organized labor are doing for retraining and training. I think too often, there's a flat unit dimensional narrative about that. We also have to get back to letting people know Michigan is a state built on creativity. It is that creativity that was back in the 60s 70s 80s is creativity. Now you think of a company like StockX, you think of Perego you think of the fact that the Pfizer vaccine manufactured in Portage, you think of Hemlock Semiconductor, I can call the roll, KLA in Ann Arbor region I can go on and on there. There is such creative thing about the snowboard. The snowboard was created here in Michigan. And I think we have a great opportunity in the Upper Peninsula to really not only do wonderful things with outdoor tourism, but outdoor recreational industry. I mean, you look at the thumb, you look at a company like Walbro you look at a company like like Dana Products. A tremendous story about the wedding of of culture and and authenticity, creating a great company. I could I could call the roll. I mean, it's been such, I'm having time of my life. I'm like a kid. I'm like a big kid who I tell people I have the coolest job and economic development bar none.

E

Ed Clemente 19:19

And I think, you know, because of you not being here that ties back in. I know that I'm trying to create a theme. But I think you provide a lot of advantages for not being from the state. You obviously had friends here because you worked, or are will still involved with the IEDC? So you probably knew quite a few people here before even coming right?

Q

Quentin Messer, Jr. 19:40

I did. I mean look, I I wanted reasons why I wanted to come here is that the best local and regional economic developers in the world are here in Michigan. I mean, I could call the roll. Before I got here I knew Kevin Johnson. I knew Maureen Krauss, my dear friend JoAnn Cray from from Saginaw Future, I can't say enough about her. In there's so many me Paul Kutko from Ann Arbor Spark. I knew all these so I knew Amy Kleckner, who formerly was a Lake Superior Community Partnership. They're all tremendous economic developers. They take it seriously. They understand how important it is. And they understand it's important because it's people, you have the opportunity to transform people's lives. And as I've gotten to know others, I mean, the Jennifer Owens is in the Paul Trezice and the James McBride and the Marty Fittanti, I mean, I could go on and Randy Thelen, I mean, it, it, it is an incredible group of colleagues that are throughout the state. And they're and they're incredible folks from the CDC, the Michigan Economic Development, MEDA Economic Development Association, I, I have been welcomed with open arms. People have been willing to embrace the challenge I want to build off of what my predecessor my immediate predecessor, Mark Burton, did a wonderful job leading this team to deploy 23 programs last year, which was not easy. So we have to build upon that, and and get people focused to change the narrative. It's got to be about, we can't just be humble. Yes, you have to be humble. But you also have to speak life into your situation, no matter what the challenge is, you have to be in and realize the opportunity. And that's why I've been so gratified as I travel this great state.

E

Ed Clemente 21:42

Well, I think even more so than humble, I think it's more empathetic, yeah. Versus sympathetic, because no one wants to be, you know, sympathized with, they'd like you to know you've been in their shoes, or you they know you grew up a different way than they did. I've always found that much better when I was in the legislature, if you can at least relate to people about things. And, and one thing just on your names, and other companies are calling, I'm going to give you a break here and say, This is why the Oscars, they have to keep everyone's speeches to two minutes, you're



lucky, we get to mention all these folks. And I'm sure we're going to have you on again, and you're gonna have another roll call of a bunch of new people you've met in new organizations. So I want to get a few more things here. I'm going to change directions a little bit on you. I find one thing to really refreshing and original about you is that I think I kind of I said this before in our pre call, but I imagined myself as a little bit of an amateur futurist. But a futurist really sounds like such a nerdy term. Sometimes people say don't like to say it. But I think it's about where you think the challenges and trends are going to be so and you know, you don't have to give like a year amount. But it's the one thing I think I said the last time the future is not about predicting what the future is going to be like, it's about creating a bunch of different options, so that you try to pick the best one. So what do you think we're going to be kind of leaning into as we go over these with, with pandemic, with China? You know, there's so many variables.

Q

Quentin Messer, Jr. 23:14

Yeah, absolutely a great point. Like I think there there there are so many things. But I think there are four big picture things that I'm keeping my eye on. One is, I believe Michigan has a chance to benefit from what we're seeing with climate change in the area of extreme weather. I think the mere fact that I'm coming from Louisiana with Hurricane Ida, my prayers continue to go out for people who are still suffering and people are still suffering from Laura, in southwestern Louisiana and throughout the world. But Michigan, relatively speaking, I know that we've had some unfortunate incidents, and I'm not mitigating the pain here. But relatively speaking, Michigan is one of those places that's that the weather risk is manageable. It's not catastrophically traditionally. And I think the fact that we are close to 20% of the world's freshwater doesn't hurt at all. So I think using it is going to be a beneficiary of that. As more and more people globally and perhaps even within the US began to become climate migrants. Some people are going to say the fatigue of what I went through in a hurricane or a wildfire. I just don't want to rebuild in those places. I want to go somewhere, where is scenically beautiful, I have access to boating. And people want to begin to say Michigan. So we've got to leverage the Pure Michigan campaign to continue to let the world know about Michigan. So that's one. Two, I think as we as we look through the acceleration on the transition from the internal combustion engine, to EV and fuel cells, Michigan will still have a leadership role in mobility You can bank on it. I'm going to stake my credibility on it, yes, it's going to be more challenging. Yes, we may not have a home court advantage as much as we might think. But Michigan will continue to be a leader in passenger vehicle, commercial truck and powersport mobility. We're going to lean into all those elements, whether it's research, whether it's the talent, whether it's the skilled machinists, and employee base, we're going to lean into that, and that's going to be critically important. Number three, I think we need to really lean into becoming a place where the life sciences can thrive, I think Medical Mile, I think we've had great companies come out of the Lansing region, in the medical device, Stryker in the Kalamazoo region, look, we have an opportunity to begin to knit all that together. And really be thinking very thoughtful, particularly as the world gets older. Why couldn't Michigan be a leader of geriatric and elder care? Why couldn't we? And really think about that from not only just a, a strictly diagnostic, with some of our tremendous hospitals, but also medical tourism? You know, why wouldn't a lot of people want to come to a place that is relatively tranquil when it comes to, to the climate? And I think there's opportunity in that. And fourth is I think we've got to have to make some strategic big bets, I think the semiconductor industry, particularly as we think about from national security perspective, and then we need to bring back some of this fabrication of semiconductor chips, we need to have them here, because it affects so much of our industries, not only just our our cell phones, but our cars. We cannot, we cannot, strategically from my perspective, I'm nobody's National Security Advisor. But the one great thing about Michigan is Michigan has great people on our congressional delegation on bipartisan basis, who've served in the military and thank them for their service, but who get I'm not going to call the role there. But there are great leaders on both sides of the aisle in our congressional delegation, who worked who staff, our two senators, and we have a chance to really become a leader in that and really thinking about how do we work in those next phases. So those are our four or four things that I'm going to work on with our local and regional partners, with folks in the state legislature on both sides of the aisle, because we, look, economic development is nonpartisan, aspirations for upward economic mobility are nonpartisan. Now you can have very serious and principle partisan conversations about how you get there. But the aspiration is nonpartisan. So we need our state legislators on both sides of the aisle, our speaker the house, our Senate Majority Leader, or Senate Minority Leader, the Minority Leader

in the house, we need them we need our Governor, our Lieutenant Governor, I'm grateful to be to be serving with both of them, we need Team Michigan, we don't have time to fight with each other, we just don't, because the rest of the world wants what we have. And we're going to protect this house we're going to build a moat around Michigan businesses, we're going to build and have a compelling case as to why Michigan businesses, if they're going to invest in North America, they should invest in Michigan that's gonna require a lot of listening on the part of MEDC and having proactive policies to really respond to their needs.

E

Ed Clemente 28:58

And as you said a little bit earlier, our best salespeople beyond the Governor and yourself and Lieutenant Governor, are the companies that are here now because most, I'm a longtime economic development person, but the best thing is a local company saying Yeah, that's a great place they treat you well. There's a good balance of talent and workforce for you there you know, and and that makes your job easier. So the better, like you said, we treat the existing folks too, the better there'll be salespeople for us. But anyway, one other thing I'll put a plug in for the podcast to a lot of the things you've just mentioned, we've had as guests, we've had guests on mobility, we've had guests about not hardcore climate change, but just the beauty of the state somewhat. And then also we did a lot with health care. And then as well, we've had we just had Saginaw Future on talking about him like semiconductor and you know, a lot of those topics. So last couple questions. I I know we could go on for longer, but I think people might not want to listen longer, so if you could do maybe a short bit of this, but maybe you can incorporate real quick, but what would be your mantra for somebody that's either going through high school right now what do you'd want them to go into? Or I think more important to the other point we talked about empathy is someone in a mid-career change that's getting disrupted because of technology is leapfrog and change it all of a sudden in your backgrounds, not as the same value or your skilled trade is.

Q

Quentin Messer, Jr. 30:33

No, it's a great question. So I'll do it quickly. I think there are three things that whether you are a young person, I've got a 17 year old son, 11 year old daughter, and a 32 year old daughter, so I tell each of them the same thing, I would say that mid career professional because I was that person who changed careers, and kind of stubbed my toe a couple of times. Maintain perspective. Maintain perspective. Every time you wake up, you have an opportunity to change the trajectory of your life. Never lose sight of that. That's one, maintain perspective. Two, my father used to always tell me you got to be your own best cheerleader. If you don't cheer for yourself, even when it looks like there's no reason to cheer, you're doing yourself a disservice. No one is going to love you or believe in you more than you have to believe in yourself. I think the final thing is, don't be afraid to ask for help. You know, I think so often we we all kind of want to play hero ball. And I think what happens is you realize how important it is to, at the end of the day, understand that we need help. We are relational people by the very nature. And so that we have to keep that in mind.

E

Ed Clemente 31:54

I'm not going to ask you the last question, because you've already answered I think 20 times but usually we always ask what you like best about Michigan, but I think you've already over emphasized that in all your travels already around the state and how much you fell in love with the state so quickly. And I'm just going to at that point, say the Chief Executive Officer also your head of MSF, too. I should have put a plug in for that. I know you're enjoying running those meetings too. Right?



**Q** Quentin Messer, Jr. 32:19

Definitely. Look, I am very fortunate. We have great board members for the Michigan Strategic Fund. We've got great board members for the Michigan Economic Development Foundation. And obviously I cannot thank the Michigan Economic Development Corporation Executive Committee, our Chairman, our Awenate Cobbina, our Vice Chair Jeff Noel, I cannot thank them enough for affording me this opportunity. I am literally having the best professional experience, and I've had wonderful professional experiences. So I'm very grateful to them and obviously to Governor Whitmer. Lieutenant Governor Gilchrist I have to give a special shout out to our state's Chief Operating Officer Trish Foster, who's been a tremendous partner, as well as I could go on and on. I mean Director Paul Ajobga, director Liesl Clark, Director Susan Corbin, the State Treasurer, Director Hawks at LARA. People have come out of the woodwork, Mark Todd at the Executive Council. People want to see Michigan succeed. And I'm grateful for you know, folks in the legislators. Leaders like Senator Ken Horn, our Speaker the House, Wentworth, you know, Representatives Matt Hall to Andrew Beeler and Speaker Pro Tem. You know, look, everybody may not agree all the time. But there's one thing that we agree on. Michigan's best days are ahead. And Michiganders deserve an economy that is always going to give them the best possible chance to have upward economic mobility for themselves, their children and grandchildren.

**E** Ed Clemente 33:59

I'm going to just quote you from something you've said in one of our previous staff meetings but how much you love I think I've only been here like I said a year and I am overly impressed just like you is how professional the staff is here too. And I know you said it much more eloquently than I did but it's been a pleasure for me to just to realize because I really think the MEDC is the one that kind of has to keep our head above the water sometimes and be able to see where we got to move to or swim to right and and I just didn't know if you wanted to echo anything on that point.

**Q** Quentin Messer, Jr. 34:33

Yeah, look, I am very blessed to have tremendous colleagues who've gone through a lot personally through their own thing experience lived experiences through the pandemic and now an endemic but they deliver they conduct themselves with great character integrity, and I can't I couldn't be more pleased to to work with them as colleagues and an increasing number of them as dear friends, so. But that's that's the Michigan way. That's who Michiganders are. So I'm not surprised, high character high integrity people who are gritty but people who like to have fun and who put family first and I think that that speaks to strong culture when you when you have your priorities lined up correctly, success is going to assured.

**E** Ed Clemente 35:21

Well, once again, MEDC CEO Quentin Messer, and and I thank you very much today Quentin for taking time to spend. I know you're very crazy with all your schedule, but we really appreciate you doing this today.

**Q** Quentin Messer, Jr. 35:35

Ed, and to your production team. I'm very grateful for this I want to shout out marketing communication, my dear friend Otie McKinley, who's been has been tremendous and working with me so I want to give him a special shout out because he works very much, very hard, and Kyle Gilmore, also who's a part of this team, so shout out to them for what they do behind the scenes we got a lot of unsung heroes and those are just only two of them.



Ed Clemente 36:02

Well anyway, we will get you back on so maybe you can get some more when you start getting around the horn a little bit more finding out who everybody it is do. Once again thank you again very much.



Quentin Messer, Jr. 36:13

I appreciate it. Stay safe everybody.



Announcer 36:16

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