



ECONOMIC DEVELOPMENT CORPORATION AGENDA

CITY OF NOVI

April 20, 2023 | 5:00 PM

Mayor's Conference Room
Novi Civic Center | 45175 Ten Mile Road
(248) 347-0580

CALL TO ORDER

ROLL CALL - Charles Boulard, Victor Cardenas, Cynthia Grubbs, Rob Petty, Chester Roaden, Michael Watz, Julie Maday, John Samulak

APPROVAL OF AGENDA

[April](#) 20, 2023 Agenda

MINUTES

[January](#) 19, 2023 Minutes

PURPOSE OF THE MEETING

Review 2022 Economic Development Annual Report

["Novi"](#) at a Glance" Fact Sheet

InvestNovi.org Website

[Review](#) Current PA198 and PA210 Agreements

[Update](#) on Vehicle & Transportation Technology Innovation Meetings (VTM) Conference

Discuss Current Market Conditions and New Developments

PUBLIC COMMENT

ADJOURNMENT

NOTICE: *People with disabilities needing accommodations for effective participation in this meeting should contact the City Clerk (248) 347-0456 at least two working days in advance of the meeting. An attempt will be made to make reasonable accommodations.*



ECONOMIC DEVELOPMENT CORPORATION AGENDA

CITY OF NOVI

Economic Development Corporation Meeting

Thursday, April 20, 2023 | 5 P.M.

Mayor's Conference Room | Novi Civic Center | 45175 Ten Mile Road
(248) 347-0445

CALL TO ORDER

ROLL CALL: Charles Boulard, Victor Cardenas, Cynthia Grubbs, Rob Petty, Chester Roaden, Michael Watza, Julie Maday, John Samulak

APPROVAL OF AGENDA

MINUTES - January 19, 2023

PURPOSE OF THE MEETING

Current Economic Development Activities & Publications

2022 Economic Development Annual Report

"Novi at a Glance" fact sheet

InvestNovi.org website

Current PA198 and PA210 agreements.

Vehicle & Transportation Technology Innovation Meetings (VTM) Conference

Discuss current market conditions and new developments.

PUBLIC COMMENT

ADJOURNMENT



ECONOMIC DEVELOPMENT CORPORATION MINUTES

CITY OF NOVI

Economic Development Corporation Meeting

Thursday, January 19, 2023 | 5 P.M.

Mayor's Conference Room | Novi Civic Center | 45175 Ten Mile Road
(248) 347-0445

Mr. Mike McCready called the meeting to order at 5:00 p.m.

MEMBERS PRESENT: Charles Boulard, Victor Cardenas, Cynthia Grubbs, Rob Petty, Chester Roaden, Michael Watza

OTHERS PRESENT: Mike McCready, Economic Development Director

APPROVAL OF AGENDA

Motion by Petty, seconded by Cardenas; CARRIED UNANIMOUSLY: To approve the agenda as presented.

APPROVAL OF MINUTES

Motion by Petty, seconded by Roaden; CARRIED UNANIMOUSLY: To approve the October 9, 2018 minutes as presented.

PURPOSE OF THE MEETING

1. **Introductions**
2. **Election of Officers: Chairman, Secretary, Treasurer**

Open positions of Chairman, Secretary and Treasurer were discussed.

Motion by Cardenas, seconded by Petty; CARRIED UNANIMOUSLY: To elect Mr. Watza as Chairman.

Motion by Petty; seconded by Boulard; CARRIED UNANIMOUSLY: To table the selection of Secretary and Treasurer to a later meeting.

3. **Review EDC Financial Statement**

Mr. McCready presented the EDC financial statement. Mr. Cardenas explained the use of EDC dollars. Other uses of funds were presented, such as the use of EDC funds to pay for permit applications for smaller investment projects that do not qualify for tax abatements.

4. **Discuss and vote on expenditure: Sponsorship of Vehicle & Transportation Technology Innovation Meetings (VTM) Conference**

Sponsorship by the EDC of the upcoming VTM Conference was proposed. VTM Michigan is a mobility technology event that brings together the vehicle and transportation community. The program, which will take place at The Suburban Collection on July 12-13, 2023, includes a half-day conference, B2B meetings, and workshops addressing current topics in electrification, mobility concepts, autonomous driving and more.

Motion by Watza; seconded by Roaden; CARRIED UNANIMOUSLY: To approve expenditure of \$10,000 to sponsor the VTM Conference.

5. 2023 Goals and Objectives

6. Agreement on frequency of meetings and times

Members discussed the appropriate frequency of meetings. Quarterly meetings will be scheduled with the possibility of ad hoc meetings if needed.

Motion by Boulard; seconded by Roaden; CARRIED UNANIMOUSLY: To adjourn the meeting at 5:25 p.m.



NOVI, MI

At a Glance



42.4806° N, 83.4755° W
31.28 square miles

NOVI OVERVIEW



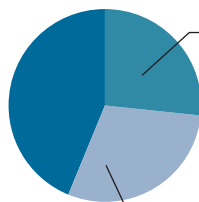
66,243
total population

19% increase
in population growth
from 2010-2020



median
age **39.2**

62% 18-64
years old



27.5% Graduate or
Professional degree



59%
Hold a Bachelor's
degree or higher

31.5% Bachelor's degree

Novi school district
ranked among the
TOP FIVE
of all Michigan districts*

more than
1,400
acres
of park land

**THE
LOWEST**
tax rate in all of
Oakland County

\$93,943 USD
average household income

24,130
households



63%
owner occupied
units

\$325,500 USD
median housing value

\$1,325 USD
median rent

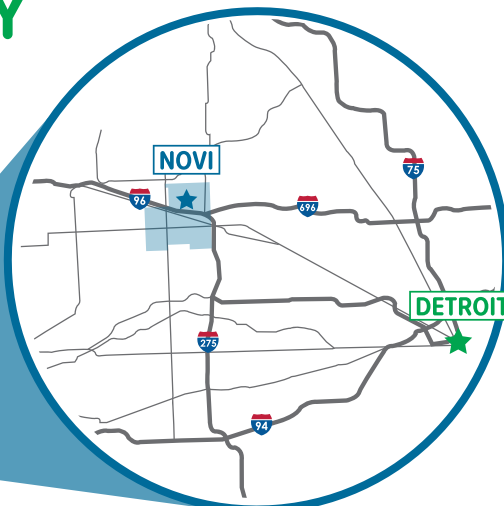


NOVI RANKED IN THE
**TOP 10 BEST
PLACES**

TO LIVE IN MICHIGAN*



ACCESSIBILITY



Michigan is home to

81

global auto suppliers' N.A.
headquarters or tech centers

Access to

**M-5, I-696,
I-96 & I-275**
routes

Less than 30 minutes from

DTW

with nonstop flights to Asia & Europe

Commute Time (in minutes)

2016-2020

26.9



*Data presented by Niche.com



NOVI, MI

At a Glance



42.4806° N, 83.4755° W
31.28 square miles



NOTABLE NOVI COMPANIES



“Success for a company like us is defined by the caliber and character of our people, and we have found these building blocks for success here in the City of Novi. It’s an outstanding business environment for advanced technology companies like Delphinus.”

Mark J. Forchette
President and CEO



“This city has a lot to offer with its highly educated population and reputable school system, its international-friendly community environment and its central location with convenient access to the entire Detroit metro area, airports and our partners.”

Yoshinori Naguchi
President and CEO



TOP INDUSTRIES

PERCENTAGE OF POPULATION EMPLOYED



Manufacturing **23.7%**



Health care and social assistance **13.8%**



Professional, Technical & Scientific Services **13.5%**



Retail trade **9.1%**



Educational Services **6.26%**

HOW WE CAN ASSIST YOU



Incentive Coordination



Site Location



International Personal
and Business Services



Small Business
Resources

Mike McCready
Economic Development Director
248.347.0580
mmccready@cityofnovi.org

Lisa Higgins
Economic Development Support Specialist
248.347.0573
lhiggins@cityofnovi.org



HINO MOTOR SALES U.S.A., INC

50-IN-17-100-121

50-IP-17-100-121

IFT (Industrial Facilities Tax)

EMPP?	No
Start Date:	12/31/17
End Date:	12/30/23
Was the SET waived?	No
Fiscal Yr End:	2023-2024
Novi SD	63100

HARMAN BECKER AUTOMOTIVE

50-IN-14-100-400

50-IP-14-100-400

IFT (Industrial Facilities Tax)

EMPP?	Yes on 99-00-016-227
Start Date:	12/31/14
End Date:	12/30/23
Was the SET waived?	No
Fiscal Yr End:	2023-2024
Walled Lake SD	63290

RP - Total Tax Savings		
\$	49,127	2018
\$	124,853	2019
\$	126,959	2020
\$	127,095	2021
\$	133,759	2022
\$	561,794	

RP - Total Tax Savings		
\$	241,037	2016
\$	214,059	2017
\$	213,034	2018
\$	214,790	2019
\$	218,018	2020
\$	219,898	2021
\$	230,587	2022
\$	1,551,424	

PP - Total Tax Savings		
\$	-	2018
\$	10,342	2019
\$	9,284	2020
\$	8,649	2021
\$	8,972	2022
\$	37,247	

YANFENG

50-IN-17-100-064

50-IP-17-100-065

IFT (Industrial Facilities Tax)

EMPP?	No
Start Date:	12/31/17
End Date:	12/30/25
Was the SET waived?	No
Fiscal Yr End:	2025-2026
Walled Lake SD	63290

DAIFUKU NORTH AMERICA HOLDING CO

50-IN-16-100-145

50-IP-16-100-146

IFT (Industrial Facilities Tax)

EMPP?	No
Start Date:	12/31/16
End Date:	12/30/28
Was the SET waived?	Yes
Fiscal Yr End:	2028-2029
Walled Lake SD	63290

RP - Total Tax Savings		
\$	37,376	2018
\$	34,961	2019
\$	35,486	2020
\$	35,792	2021
\$	37,532	2022
\$	181,148	

RP - Total Tax Savings		
\$	122,077	2018
\$	123,505	2019
\$	125,470	2020
\$	126,702	2021
\$	132,418	2022
\$	630,172	

PP - Total Tax Savings		
\$	14,517	2018
\$	12,022	2019
\$	11,564	2020
\$	9,978	2021
\$	8,170	2022
\$	56,252	

PP - Total Tax Savings		
\$	5,740.55	2021
\$	5,975.98	2022
\$	11,716.52	

30020 CABOT ASSOCIATES LP (MAGNA SEATING)

50-IN-15-100-195

IFT (Industrial Facilities Tax)

EMPP? Yes on 99-00-017-424 (Magna Seating)

Start Date:	12/31/15
End Date:	12/30/29
Fiscal Yr End:	2029-2030
Was the SET waived?	No
Walled Lake SD	63290

RP - Total Tax Savings		
\$	148,918	2017
\$	149,271	2018
\$	150,502	2019
\$	152,763	2020
\$	154,080	2021
\$	190,268	2022
\$	945,801	

BOCO ENTERPRISES

50-IN-16-100-096

IFT (Industrial Facilities Tax)

EMPP?	No
Start Date:	12/31/16
End Date:	12/30/29
Fiscal Yr End:	2029-2030
Was the SET waived?	No
Novi SD	63100

RP - Total Tax Savings		
\$	109,701	2019
\$	111,551	2020
\$	111,671	2021
\$	117,526	2022
\$	450,448	

A123 SYSTEMS, LLC

50-IN-17-100-065

IFT (Industrial Facilities Tax)

EMPP?	Yes on 99-00-020-007
Start Date:	12/31/17
End Date:	12/30/29
Fiscal Yr End:	2029-2030
Was the SET waived?	No
Novi SD	63100

RP - Total Tax Savings		
\$	28,649	2019
\$	112,067	2020
\$	111,618	2021
\$	117,470	2022
\$	369,804	

HANON SYSTEMS USA, LLC

50-IN-18-100-013

50-IP-18-100-013

IFT (Industrial Facilities Tax)**EMPP?** Yes on 99-00-018-207

Start Date:	12/31/18
End Date:	12/30/30
Fiscal Yr End:	2030-2031
Was the SET waived?	No
Walled Lake SD	63290

RP - Total Tax Savings		
\$	63,487	2019
\$	64,441	2020
\$	64,996	2021
\$	68,155	2022
\$	261,079	

PRODUCTION TOOL SUPPLY CO, LLC**(a.k.a. BERKSHIRE eSUPPLY)**

50-IN-18-100-011

50-IP-18-100-011

IFT (Industrial Facilities Tax)**EMPP?** No

Start Date:	12/31/18
End Date:	12/30/30
Fiscal Yr End:	2030-2031
Was the SET waived?	Yes
Walled Lake	63290

RP - Total Tax Savings		
\$	15,705	2020
\$	174,437	2021
\$	182,307	2022
\$	372,448	

PP - Total Tax Savings		
\$	8,373	2021
\$	94,831	2022
\$	103,204	

SAKURA NOVI LLC

50-CF-21-200-017

50-CR-21-200-017

CRA/CFT-FZN PA 210

Start Date: 12/31/2021

End Date: 12/30/2029

Fiscal Yr. End: 2029-2030

Little to no tax savings yet since
Sakura has not yet built.

ECCO TOOL CO, INC

50-CF-21-100-017

50-CR-21-200-017

CRA/CFT-FZN PA 210

Start Date: 12/31/2021

End Date: 12/30/2029

Fiscal Yr. End: 2029-2030

Minor tax savings since Ecco is not building



VEHICLE & TRANSPORTATION
TECHNOLOGY INNOVATION MEETINGS

MICHIGAN

INTERNATIONAL BUSINESS
CONVENTION FOR AUTOMOTIVE
& VEHICLE INNOVATION

PLENARY CONFERENCE - B2B MEETINGS - EXHIBITION

JULY
12/13
2023

Suburban Collection Showplace

46100 Grand River Avenue
Novi, MI 48374

YOU ARE INVITED!

Plan to join us at VTM Michigan for a chance to meet with global automotive and mobility leaders. Local economic development and community partners will be hosting Michigan's first international B2B forum on innovations in mobility to showcase our region as the *Global Epicenter of Mobility*. This event is patterned after the successful VTM Turin, which attracted over 300 companies and organizations.

ABOUT VTM MICHIGAN

VTM Michigan is a mobility technology event that brings together the vehicle and transportation community, including: manufacturers, tier one suppliers, key decision makers, disruptive technology specialists, entrepreneurs and solution providers for air/land/water.

THE PROGRAM WILL INCLUDE

Conference: A half-day conference focused on the challenges and opportunities for future mobility and new vehicle technologies

B2B Meetings: Pre-arranged B2B meetings

Workshops: Participants will have the opportunity to host or participate in workshops addressing current topics, including:



Electric & hybrid vehicles, batteries & components



Hydrogen, new sustainable propulsion systems



Software-defined vehicles



Urban air mobility



Connectivity, smart infrastructure, cloud services



Sensing and control technologies for ADAS & autonomous driving



Safety-security validation & certification



Micro-mobility & new mobility concepts



DAVID COULTER
OAKLAND COUNTY EXECUTIVE

BECOME A SPONSOR

As an event sponsor, Michigan is offering local companies discounted registration and exhibit space adjacent to the Michigan Pavilion.

COMPANY OPTIONS

Basic* (\$2,900) – 43 sq. ft. booth equipped with hard walls, table, chairs, carpet and company sign; and admission for one delegate.

Deluxe* (\$3,900) – 83 sq. ft. booth equipped with hard walls, table, chairs, carpet and company sign; and admission for two delegates.

Executive (\$6,000) – 129 sq. ft. booth equipped with hard walls, table chairs, carpet, company sign, counter, stool and power; and admission for three delegates.

Host a Workshop (\$1,500) – Must submit abstract for approval.

Extra delegates (\$150 per person)

**Power not included*

VISIBILITY & NETWORKING

- Key mobility companies and organizations, including Michigan-based OEMS and Tier One Suppliers, will be available for one-to-one meetings with participants
- We are expecting the participation of international delegations from Italy, France, the U.K., Sweden, Netherlands, Canada, Korea, Japan and more

PARTICIPANT BENEFITS

- Detailed event catalogue
- Detailed company profile in the online VTM Michigan 2023 catalogue
- Customized two-day schedule of pre-arranged B2B meetings based on your choices
- Workshops and conferences
- Show-sponsored networking events

MICHIGAN PAVILION

- A Michigan Pavilion will anchor the Michigan area
- EDO sponsors will have space in the pavilion
- We are targeting 50-100 Michigan company participants
- Michigan exporters may be eligible for a 75% reimbursement of registration fees and travel expenses through Michigan's State Trade Expansion Program (MI-STEP)

REGISTRATION & INFORMATION

Event registration is through the booking form provided by event organizer – [abe-advanced business event](#)

For assistance or more information, contact:

Chris Olzem, *Senior Business Development Representative, Oakland County*
olzemc@oakgov.com | (248) 202-9138

For information about STEP eligibility, contact:

David Newhouse, *International Trade Development Manager, MEDC*
newhoused@michigan.org | (517) 331-6715

NEXT STEPS

More information and to register, visit:

michiganvehiclemeetings.com

PROUD PARTNERS & SPONSORS



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION



Detroit
Regional
Partnership

