



ECONOMIC DEVELOPMENT CORPORATION AGENDA

CITY OF NOVI

January 19, 2023 | 5:00 PM

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, and Michael Watza

APPROVAL OF AGENDA

[January](#) 19, 2023 Economic Development Corporation (EDC) Agenda

MINUTES

[Approve](#) Minutes of:

October 9, 2018

PURPOSE OF THE MEETING

[Introductions](#) and Founding Document

Election of Officers: Chairman, Secretary, Treasurer

[Review](#) EDC Financial Statement

[Discuss](#) and vote on expenditure: Sponsorship of Vehicle & Transportation Technology Innovation Meetings (VTM) Conference

2023 Goals and Objectives

Agreement on frequency of meetings and times

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, January 19, 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

OTHERS: Mike McCready, Economic Development Director

APPROVAL OF AGENDA

APPROVAL OF MINUTES

1. October 9, 2018 minutes

PURPOSE OF THE MEETING

1. Introductions
2. Election of Officers: Chairman, Secretary, Treasurer (Mr. McCready)
3. Review EDC Financial Statement (Mr. McCready)
4. Discuss and vote on expenditure: Sponsorship of Vehicle & Transportation Technology Innovation Meetings (VTM) Conference (Mr. McCready)
5. 2023 Goals and Objectives (Mr. McCready)
6. Agreement on frequency of meetings and times

ADJOURNMENT



ECONOMIC DEVELOPMENT CORPORATION AGENDA

CITY OF NOVI

Economic Development Corporation Meeting

Tuesday, October 9, 2018 | 8 A.M.

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

Mr. Pete Auger called the meeting to order at 8:30 a.m.

MEMBERS PRESENT: Pete Auger, Charles Boulard, Todd Kuzma, Rob Petty, Binyamin Qamruzzaman, Michael Watza (arrived 8:35 a.m.)

MEMBERS ABSENT: Fred Ciampa, Cynthia Grubbs Eleanor Rzepecki,

OTHERS PRESENT: Alan Weber, Economic Development Director
Melissa H. Place, Administrative Assistant - CM

APPROVAL OF AGENDA

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

APPROVAL OF MINUTES

Motion by Kuzma, seconded by Qamruzzaman; CARRIED UNANIMOUSLY: To approve the September 17, 2017 meeting minutes as presented.

PURPOSE OF THE MEETING

1. Novi Special Update and Discussion

In 2009, the Economic Development Corporation (EDC) entered into a lease agreement with the Novi Public Library for it to display the *Novi Special* race car for five years with an automatic five year renewal or at any time the ability to terminate the contract with a 90-day written notice by one of the parties. City Administration was approached this year by Library Administration who wishes to terminate the lease agreement. The Novi Public Library wants to repurpose the area where the car is displayed to increase materials and youth programming space. While the cost to remove the car falls upon the City via the lease agreement, the Library has agreed to use funds to assist towards this purpose. The estimated cost to remove the car is \$12,000, which does not include any costs incurred for relocation. Mr. Auger shared Mr. Rob Petty's suggestion to make a conference table using the car encased under glass. (Chair Michael Watza arrived.)

Mr. Auger believes the cost to remove and relocate the car would be around \$40,000. The City would also want to remove any stickers from the car to make it authentic to the time period. There are interesting ideas to explore and asked the EDC members to share their thoughts so all ideas can be vetted. Please share any concerns as well. Chair Watza commented the car used to be in the Civic Center atrium with the ability to be moved if the space was needed. Mr. Charles Boulard asked what steps are needed to get the process started or should a motion be made? Mr. Auger said for staff to continue to research and share ideas of creativity and bring them back to the EDC.

Motion by Boulard, seconded by Watza; CARRIED UNANIMOUSLY: To direct City staff to continue to research and investigate creative ideas and solutions to house the Novi Special race car.

Discussion

Mr. Todd Kuzma agrees with the option to encase the car into a conference room table. Otherwise, he is in favor of selling. Mr. Petty said an area that could work is where the conference table is currently located in the atrium. Chair Watza said it could also be tilted at an angle close to the windows. Mr. Bin Qamruzzaman suggested it be placed outside on the Civic Center grounds. Mr. Kuzma said that could work but it would have to be enclosed and cleaned of snow during the winter months to keep the weight off and keep the display intact.

2. Discuss new funding model for Economic Development Corporation (Mr. Auger)

Mr. Auger said there is a funding mechanism where cities may use .0002 millage from an existing fund to collect dollars for an EDC, which in Novi's case, amounts to \$50,000 a year, and can be rolled over. In addition, City staff would like to request City Council fund the next fiscal year so Council knows the EDC is alive and active. Chair Watza asked what is the current finance of this committee? Mr. Alan Weber said there is about \$9,000 in the budget. Mr. Auger said the \$50,000 is to be used for travel, recruitment and training. There can be some partnership with the schools. Currently, the trades are in desperate need of people. This fund can be used to secure a company to move their headquarters to Novi as well.

Mr. Weber commented the City has lost potential companies and developments because there is not any extra boost incentive. We have a clear understanding what is happening in the markets. It is important to companies looking to move into a community that available sites are ready for development. Today a company does not want to delay a project and spend significant dollars on cleaning a site or installing utilities, as examples. Delays can be anywhere from no infrastructure to an existing structure that needs to be demolished to develop the site. The bottom line is companies want to go through the planning process and begin construction quickly. Chair Watza asked how much does the City spend on these types of items? Mr. Weber answered about \$12,000. This includes domestic trips and an occasional international trip. This fund gives us some flexibility to send a staff member to sit at the table if we get a call from Oakland County or the Detroit Regional Chamber. What are the area cities spending on these items, asked Chair Watza? Mr. Weber said Oakland County budgets \$150,000.

Mr. Auger commented relationship building is so important along with site readiness to develop. Mr. Weber confirmed the City has lost projects because of the non-site readiness. Chair Watza asked if the EDC can ask City Council for funding? Mr. Auger said staff is already in preparation

for the next fiscal year. The suggestion is to request \$20,000 in the upcoming budget year so Council knows EDC is serious.

3. Mechanisms for approval of funds for Economic Development Staff activities

Mr. Weber asked if the EDC members want a budget presented? Chair Watza suggested staff bring a laundry list of items to the committee. Mr. Kuzma commented the EDC is to keep as oversight and give direction when needed. Mr. Qamruzzaman asked if the focus is to get out of box retail or focus on other industries. Mr. Weber said the City is always looking at big box stores to reuse the space. We don't know how long Sears will hang on at the moment, and they own their space at Twelve Oaks. Our main goal is to bring in high wage industries. Mr. Kuzma agrees that corporate is the way. Mr. Auger said the City always wants to keep growth diversified or repurpose spaces. Chair Watza asked if another retailer would go into the space or is this an opportunities for a mixed use such as an office. Mr. Auger said maybe even a living space.

4. Agreement on frequency of meetings and times

Mr. Auger suggested meeting on a monthly basis. Mr. Kuzma commented on a quarterly basis unless some direction or discussion needs to be made by the EDC. Chair Watza asked if the meetings can be via conference call or Skype? Mr. Auger said these meetings are posted and are a public meeting so he is not sure that can happen. However, the EDC can decide on their rules. Mr. Weber will contact the City Attorney to see about the rules of order regarding conference calls. Mr. Qamruzzaman asked how often does the EDC go to City Council? Mr. Auger said City Council meets several times a month but the EDC would not need to go before City Council often. He believes on a quarterly basis once the EDC is really up and running. Staff can provide emails and memos to keep City Council and the EDC informed as well. Mr. Kuzma said mornings work best for his schedule.

Mr. Auger informed the EDC Mr. Weber will be leaving this month. He is well respected and globally known. He has a great offer to work for CEO's in a regional group. The good news is Mr. Weber knows Novi and can tell our story. We wish him all the best.

In addition, as part of the overall marketing package we are in beginning stages to rebrand, I AM NOVI. We want and need to keep the trajectory going in an upward direction about the community. The EDC can be instrumental to make these steps.

Motion by Petty, seconded by Boulard; CARRIED UNANIMOUSLY: To adjourn the meeting at 9:05 a.m.

RESOLUTION

City of Novi
County of Oakland, Michigan

Minutes of a Special Meeting of the City Council
of the City of Novi, County of Oakland, Michigan, held in the
City Hall in said City on November 15,, 1982,
at 8:00 o'clock P.M. Prevailing Eastern Time.

PRESENT: Councilmembers Chambers, Hoyer, Karevich, Shaw,
Smith and Watson

ABSENT: Councilmembers Mayor Schmid

The following preamble and resolution were offered by
Councilmember Karevich and supported by Councilmember
Shaw:

WHEREAS, on the 15th day of November, 1979, the Novi
City Council approved by Resolution to incorporate THE ECONOMIC
DEVELOPMENT CORPORATION OF THE CITY OF NOVI; and

WHEREAS, the City of Novi finds that it is in the best
interest of the City that Article VII of the Articles of
Incorporation of the Corporation be amended so as to provide that
the permanent members of the Board of Directors of the
Corporation be residents of the City of Novi:

NOW, THEREFORE, pursuant to Section 30 of Act 338 of
the Public Acts of 1974:

BE IT RESOLVED that Article VII of the Articles of
Incorporation of THE ECONOMIC DEVELOPMENT CORPORATION OF THE CITY
OF NOVI be amended in entirety to read as follows:

ARTICLE VII

A. The Board of Directors of the Corporation
shall be appointed by the chief executive officer
of the Incorporating Unit with the advice and
consent of its legislative body. The Board of
Directors shall consist of nine persons not more
than three of whom shall be an officer or employee
of the Incorporating Unit. Those persons who are
not officers or employees of the Incorporating Unit
shall be residents of the Incorporating Unit.

The term of office for directors shall be in accordance with Section 4(3) of Act No. 338, provided, the Secretary of the Board of Directors of the Corporation shall notify in writing the chief executive officer of the Incorporating Unit of the Corporation's intention to commence preparation of a project plan and there shall be promptly appointed, in the same manner, to the Corporation's Board of Directors two additional directors representative of neighborhood residents or business interests likely to be affected by each such project proposed by the Corporation and whose term of office shall be consistent with the provisions of Section 4(2) of Act No. 338.

B. (1) The Board of Directors shall designate one of its members as Chairman, one of its members as Secretary, and a Treasurer who need not be a member of the Board of Directors, each to be designated for such term for a period of one (1) year. Such officers may succeed themselves in office.

(2) The Chairman shall preside at meetings of the Board of Directors and may sign and execute all authorized bonds, contracts, checks and other obligations and execute interest coupons with his facsimile signature in the name of the Corporation when so authorized by the Board of Directors. He shall do and perform such other duties as may be fixed by the bylaws and from time to time assigned to him by the Board of Directors.

(3) The Secretary shall keep the minutes of all meetings of the Board of Directors, and of all committees thereof, in books provided for that purpose. He shall attend to the giving, serving and receiving of all notices or process of or against the Corporation. He may sign with the Chairman in the name of the Corporation all bonds, contracts and other obligations and execute interest coupons with his facsimile signature in the name of the Corporation when so authorized by the Board of Directors, and when so ordered, he shall affix the seal of the Corporation thereto. He shall have charge of all books and records which shall at all reasonable times be open to inspection and examination of the Board of Directors or any member thereof, and legislative body of the Incorporating Unit, and, in general, perform all the duties incident to his office. The Secretary shall preside at meetings of the Board of Directors in the absence of the Chairman.

(4) The Treasurer shall have custody of all the funds and securities of the Corporation which may come into his hands or possession. When necessary or proper, he shall endorse on behalf of the Corporation for collection, checks, notes and other obligations, bank or depository. He shall sign all receipts and vouchers for payment made to the Corporation. He shall jointly with

such other officer as may be designated by the Board of Directors sign all checks, promissory notes and other obligations of the Corporation when so ordered by the Board of Directors. He shall render a statement of his cash accounts when required by the Board of Directors. He shall enter regularly in the books of the Corporation to be kept by him for the purpose full and accurate accounts of all moneys received and paid by him on account of the Corporation, and shall, at all reasonable times, exhibit his books and accounts to the Board of Directors or any member thereof when so required. He shall perform all acts incidental to the position of Treasurer fixed by the bylaws and as assigned to him from time to time by the Board of Directors. He shall be bonded for the faithful discharge of his duties as Treasurer, the bond to be of such character, form and in such amount as the Board of Directors may require.

BE IT FURTHER RESOLVED, that the City Clerk shall file this Resolution with the Secretary of State.

AYES: Councilmembers Chambers, Hoyer, Karevich, Shaw,
Smith and Watson

NAYES: Councilmembers None

RESOLUTION DECLARED ADOPTED:

GERALDINE STIPP - City Clerk

CERTIFICATION

I hereby certify that the foregoing is a true and complete copy of a Resolution adopted by the City Council of the City of Novi at a Special meeting held this 15th day of November, 1982.

GERALDINE STIPP - City Clerk

CITY OF NOVI
COUNTY OF OAKLAND

RESOLUTION AMENDING ARTICLES OF INCORPORATION
OF THE ECONOMIC DEVELOPMENT CORPORATION
OF THE CITY OF NOVI

WHEREAS, the City of Novi, by and through its City Council did approve the Articles of Incorporation of The Economic Development Corporation of the City of Novi (the "Corporation"); and

WHEREAS, economic development revenue bonds such as may be issued by the Corporation occasionally are required to be issued in small denominations for delivery to numerous bondholders whose interests are protected by a single corporate trustee; and

WHEREAS, in such circumstances the work of The Economic Development Corporation may be expedited greatly if such bonds are authorized to be executed by the Chairman and attested by the Secretary by facsimile signatures, so long as such bonds are authenticated by an original signature on behalf of the trustee; and

WHEREAS, this City Council has considered an amendment to the Articles of Incorporation to provide for the conduct of the affairs of the Corporation in an expedient fashion;

NOW, THEREFORE, BE IT RESOLVED, THAT:

1. Article VII, Section B(2) of the Articles of Incorporation of the Corporation shall be deleted in its entirety and the following inserted in its place and stead.

(2) The Chairman shall preside at meetings of the Board of Directors and may sign and execute all authorized bonds, contracts, checks and other obligations and execute bonds and/or interest coupons with his facsimile signature in the name of the Corporation (to be attested in the same manner by the Secretary) when so authorized by the Board of Directors; provided, however, that any bonds executed by facsimile shall be authenticated by an original signature of a duly appointed corporate trustee appointed to act on behalf of the bondholders. He shall do and perform such other duties as may be fixed by the bylaws and from time to time assigned to him by the Board of Directors.

2. Article VII, Section B(3) of the Articles of Incorporation of the Corporation shall be deleted in its entirety and the following inserted in its place and stead.

(3) The Secretary shall keep the minutes of all meetings of the Board of Directors, and of all committees thereof, in books provided for that purpose. He shall attend to the giving, serving and receiving of all notices or process of or against the Corporation. He may sign with the Chairman in the name of the Corporation all bonds, contracts and other obligations and execute interest coupons and/or attest bonds with his facsimile signature in the name of the Corporation (to be executed in the same manner by the Chairman) when so authorized by the Board of Directors; and when so ordered, he shall affix thereto or cause to be imprinted thereon the seal of the Corporation. He shall have charge of all books and records which shall at all reasonable times be open to inspection and examination by the Board of Directors or any member thereof, and by the legislative body of the Incorporating Unit, and in general, perform all the duties incident to his office. The Secretary shall preside at meetings of the Board of Directors in the absence of the Chairman.

3. The City Clerk be and is hereby directed to deliver a certified copy of this resolution to the Secretary of State in Lansing in accordance with Section 30 of Act 338, Public Acts of Michigan, 1974, as amended and to the Secretary of the Corporation.

4. All resolutions and parts of resolutions insofar as they conflict with the provisions of this resolution be and the same hereby are rescinded.

This resolution was offered by Member Watson and supported by Member Karevich.

PRESENT: Members Chambers, Hoyer, Karevich, Shaw, Smith, Watson,
Mayor Schmid

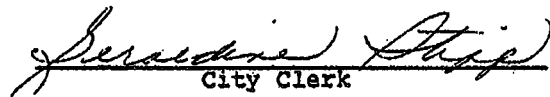
ABSENT: Members (None)

AYES: Members Chambers, Hoyer, Karevich, Shaw, Smith, Watson,
Mayor Schmid

NAYS: Members (None)

RESOLUTION DECLARED ADOPTED.

I hereby certify that the foregoing constitutes a true and complete copy of a resolution duly adopted by the City Council of the City of Novi at a ^{Rescheduled} Regular Meeting held on November 23, 1981, and that such meeting was conducted and public notice of such meeting was given pursuant to and in full compliance with the Open Meetings Act, being Act 267, Public Acts of Michigan 1976, and that the minutes of such meeting will be or have been made available as required by such Act.


City Clerk

01/18/2023

REVENUE AND EXPENDITURE REPORT FOR CITY OF NOVI

PERIOD ENDING 12/31/2022

% Fiscal Year Completed: 50.41

GL NUMBER	DESCRIPTION	END BALANCE 06/30/2022	2022-23 ORIGINAL BUDGET	2022-23 AMENDED BUDGET	YTD BALANCE 12/31/2022	UNENCUMBERED BALANCE	% BDGT USED
Fund 566 - ECONOMIC DEVELOPMENT FUND 566							
Revenues							
566-000.00-664.000	Interest on investments	0	-	-	-	-	0%
566-000.00-676.101	Transfer from General Fund	50,000	50,000	50,000	-	50,000	0%
TOTAL REVENUES		50,000	50,000	50,000	-	50,000	0%
Expenditures							
566-000.00-816.000	Professional services	-	50,000	40,000	-	40,000	0%
566-000.00-900.200	Advertising	-	-	10,000	10,000	-	100%
TOTAL EXPENDITURES		-	50,000	50,000	10,000	40,000	20%
Fund 566 - ECONOMIC DEVELOPMENT FUND 566:							
TOTAL REVENUES		50,000	50,000	50,000	-	50,000	0%
TOTAL EXPENDITURES		-	50,000	50,000	10,000	40,000	20%
NET OF REVENUES & EXPENDITURES		50,000	-	-	(10,000)	10,000	100%
BEG. FUND BALANCE		11,911	61,911	61,911	61,911		
END FUND BALANCE		61,911	61,911	61,911	51,911		



INTERNATIONAL B2B FORUM FOR INNOVATIONS IN AUTOMOTIVE & MOBILITY

PLENARY CONFERENCE - B2B MEETINGS - EXHIBITION

SUBURBAN COLLECTION SHOWPLACE

46100 Grand River Ave., Novi, MI 48374

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FROM THE ORGANIZERS OF



ORGANIZED BY



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ORGANIZED BY



What's VTM

VEHICLE & TRANSPORTATION
TECHNOLOGY INNOVATION MEETINGS

Oakland County, Michigan is the epicenter for mobility...

...in Michigan centrally located in Southeast Michigan between Detroit and Ann Arbor where innovation thrives with a robust R&D hub, engineering expertise, and regional collaboration.

Oakland County is the driving force in shifting the automotive industry into autonomous, connected vehicle systems.

With over **1000 foreign-owned companies** from **39 countries**, the county is a highly diverse and international community, capitalizing on having one of the highest concentrations of commercial designers and industrial engineers in the U.S. that call Oakland County home.

Top mobility employers include: Stellantis, General Motors, Magna, and Continental.

Oakland County Economic Development offers access to mobility experts, connections to suppliers, resources such as public testing facilities and pilot grant opportunities, state incentives, site selection, workforce needs and entry point to the U.S. Market.

All ways moving forward, learn more:
www.AdvantageOakland.com

VTM Michigan is a mobility technology event that brings together the vehicle and transportation community in one venue. The event is a spin-off of a successful forum in Turin, Italy, and will feature:

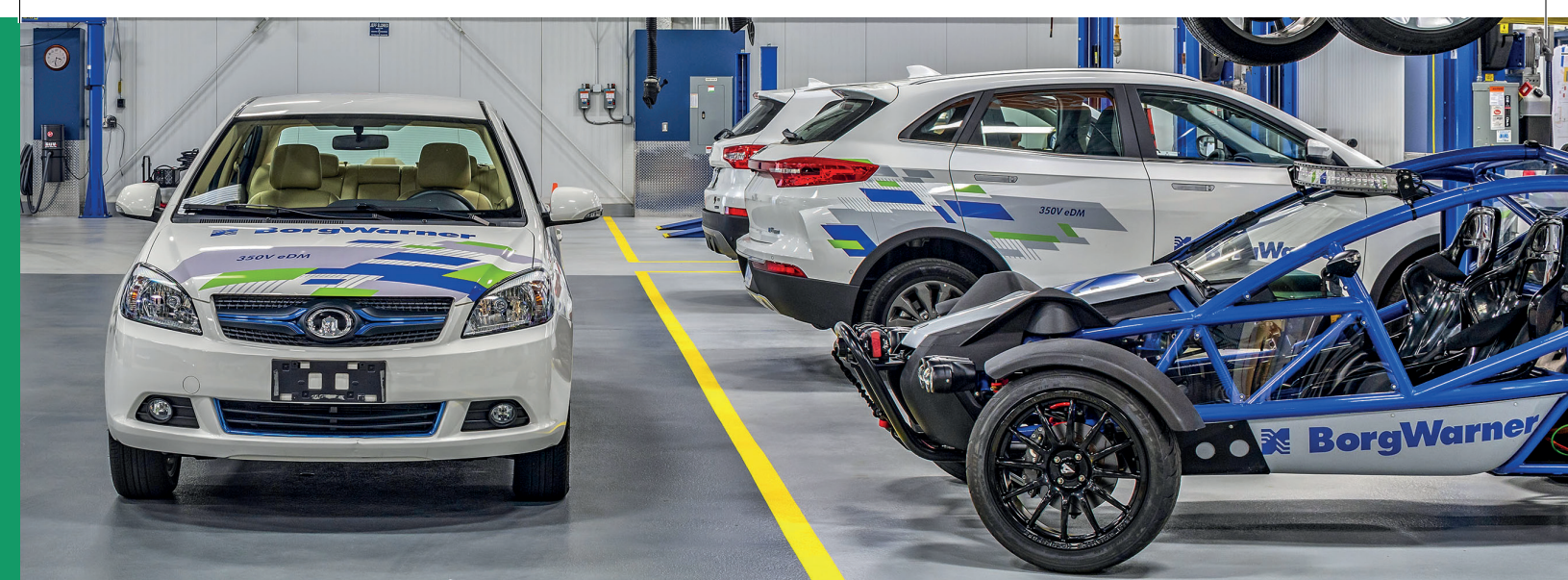
- A full program of technical and technology presentations
- A matchmaking program for attendees to secure pre-arranged meetings

VTM Michigan is an outstanding platform for vehicle makers and tier suppliers, disruptive technology entrepreneurs, and solution providers to explore the key challenges and opportunities of the future of mobility and new vehicle technologies.



Dave Coulter
County Executive

Oakland County has a long history of innovation and leadership in emerging research and development,” Oakland County Executive Dave Coulter shares. “As the county responsible for one-fifth of Michigan’s economic output, it is vital that Oakland County is actively engaged in mobility to ensure our state remains a leader in the next generation of transportation technology, which is why we are so excited to have VTM Michigan hosted here in Novi, Michigan.



INNOVATIVE B2B MEETINGS WHO CAN ATTEND?

YOU WANT TO MEET SUPPLIERS AND MANUFACTURING PARTNERS!

You're involved in: Supply chain | Procurement | Purchasing | Engineering | Fabrication | R&D, etc.

YOU WANT TO SELL YOUR CAPABILITIES, PRODUCTS OR SERVICES!

You're involved in: Sales | Marketing | Business development | Technical promotion, etc.

REPRESENTED COUNTRIES

Austria, Belgium, Belarus, Brazil, China, Czech Republic, France, Germany, Hungary, India, Israel, Italy, Morocco, Nigeria, Romania, Spain, Slovenia, South Korea, Sweden, Switzerland, The Netherlands, UK, USA.

Collateral events an innovative format for an innovative sector



Conference
sessions



B2B
meetings



Exhibition



Networking
opportunities

Conferences

- Electric and Hybrid vehicles, batteries and electric components
- Hydrogen, new sustainable propulsion systems
- Software-defined vehicles
- Sensing and control technologies for ADAS and autonomous driving
- Short-and long-range Connectivity, smart infrastructures, cloud services
- Micromobility and new mobility concepts
- Safety-Security validation and certification of vehicles and components
- Urban air mobility





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

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**



RATES AND BOOKING FORM RESERVED FOR MICHIGAN COMPANIES

Carefully review the below packages and book the most appropriate one for your company. All included features are clearly described. Please note: all the pictures below are for reference only and subject to modifications. We highly recommend you to prepare graphics (posters, roll-ups, pop-up booths, etc) for your hard walled stand. Any additional equipment such as showcases, chairs, power sockets, will be supplied by our stand builder. **One schedule of approved meetings** with contacts of your choice is included in every package.

Financial Assistance: G-MAP & STEP funding for partial reimbursement of VTM Michigan 2023 may be available to eligible firms. Eligible Michigan companies may qualify for up to 60% reimbursement of participation fees.

To learn more or apply, please contact David NEWHOUSE, MEDC – Business Development International Trade Development Manager, International Trade at Tel: (517) 331-6715 or newhoused@michigan.org

BASIC

A 43sqft (4sqm) booth equipped with:

- Hard walls
- Table
- Chairs
- Carpet and company sign
- Power not included

Admission for 1 delegate



- ♦ Access to the detailed event's catalogue
- ♦ A detailed company profile in the VTM MICHIGAN 2023 catalogue
- ♦ **A customized 2-day schedule of pre-planned B2B meetings based on your choices (July 12-13)**
- ♦ Access to all workshops and conferences on July 12-13

~~USD 3500~~
USD 2900

DELUXE

An 86sqft (8sqm) booth equipped with:

- Hard walls
- Table
- Chairs
- Carpet and company sign
- Power not included

Admission for up to 2 delegates



- ♦ Access to the detailed event's catalogue
- ♦ A detailed company profile in the online VTM MICHIGAN 2023 catalogue
- ♦ **A customized 2-day schedule of pre-planned B2B meetings based on your choices (July 12-13)**
- ♦ Access to all workshops and conferences on July 12-13

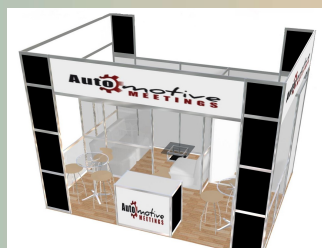
~~USD 4700~~
USD 3900

EXECUTIVE

A 129sqft (12sqm) booth equipped with:

- Hard walls
- Table
- Chairs
- Carpet and company sign
- Counter and stool
- Power included

Admission for up to 3 delegates



- ♦ Access to the detailed event's catalogue
- ♦ A detailed company profile in the online VTM MICHIGAN 2023 catalogue
- ♦ **A customized 2-day schedule of pre-planned B2B meetings based on your choices (July 12-13)**
- ♦ Access to all workshops and conferences on July 12-13

USD 6000

DIGITAL

Virtual Attendance

- Only if the event goes fully virtual
- All meetings will be held via WebEx
- A computer with appropriate plugins installed, a camera, and microphone is required.

Admission for 1 delegate



- ♦ Access to the detailed event's catalogue
- ♦ A detailed company profile in the online VTM MICHIGAN 2023 catalogue
- ♦ **A customized 2-day schedule of pre-planned B2B meetings based on your choices (July 12-13)**
- ♦ Approved meetings will be coordinated by us so you can virtually meet the contacts you selected.

USD 2300

OPTIONAL FEATURES

You must select Yes or No in the below section and enter the correct figures

Extra delegates*	Yes ☐	No ☐	U\$D 150 x (individuals)
Power supply on your booth	Yes ☐	No ☐	Rates upon request (please see participants guide to order online)
Business lunch (2 days)	Yes ☐	No ☐	U\$D 60 x (individuals)
Workshop**	Yes ☐	No ☐	U\$D 1500 per session

* Unrestricted access to all workshops and conferences on July 12-13.

** A "Technology Workshop" must focus on one of your specific capabilities that has applications in various sectors. You must submit a 5-10 line abstract. We reserve the right to reject your request should we deem it irrelevant. If your workshop is validated we'll commit to circulating the abstract through the online catalog and providing adequate facility at the event. We do not guarantee attendance.

ORDER CONFIRMATION

Please check the appropriate boxes, enter the correct figures on the right side and make sure this section matches your selection above.

☐ Basic - 1 Company / 1 Delegate	U\$D 2900
☐ Deluxe - 1 Company / 2 Delegates	U\$D 3900
☐ Executive - 1 Company / 3 Delegates	U\$D 6000
☐ Digital - 1 Company / 1 Delegate	U\$D 2300
☐ Extra Delegate(s)	U\$D 150 x (number)
☐ Business lunch (2 days)	U\$D 60 x (individuals)
☐ Workshop	U\$D 1500
Grand total -excl. VAT*	

PAYMENT TERMS:

*Additional Information on tax

- Your company is registered in France, French tax (VAT) is due
- Your company is registered in a European Union country, excluding France, French tax is not applicable (you must report it to your fiscal administration). Please indicate the tax registration number of the billed company.
- Your company is based in a non-European country, no taxes are applicable.**
- Your company is registered in Italy; Italian tax (VAT) is due. Our Rome office will bill you and include the VAT amount.

Full payment at booking is preferred. Your account must be balanced before the event.

Please note that our bank details have changed. If you have previously attended one of our events, please be sure to update our details accordingly.

Payment can be made by:

- credit card from an online facility (visa and master credit card only)
- wire transfer to our bank account (send us a copy of the receipt by email at compta@advbe.com)

Our bank account details:

- IBAN: FR76 3000 4008 0400 0100 7591 014
- BIC Code: BNPAFRPPXXX
- Bank: BNP PARIBAS PARIS-CENTRE AFFAIRES
- Bank address: 8- 10 avenue Ledru Rollin – 75012 Paris, France

IMPORTANT NOTE: sign on next page, scan and return this booking form (3 pages) by email. When you're done, you'll be requested to fill out the registration form and provide details of your capabilities. Those details will be used for you online profile in the catalog and are very important

ADVANCED BUSINESS EVENTS

TERMS & CONDITIONS

Event name: **VTM MICHIGAN 2023** (referred to as the "Event"):

Date: **July 12-13, 2023** (referred to as the "Event date")

Location: **Suburban Collection Showplace** (referred to as the "Place"):

City: **Novi, MI, USA**

1/ ORGANIZATION

The Event is organized by **abe - advanced business events**, a limited company with a stated capital of 50000 Euros, whose registered head office is located at 10 Rue de la Rochefoucauld, 92100 Boulogne-Billancourt - France, hereafter referred to as the Organizer.

2/ PURPOSE

This agreement stipulates the terms and conditions, under which the Organizer sets up and runs the Event. This agreement highlights the rights and obligations of both the Organizer and the signing company, hereafter referred to as the Participant. By signing this agreement, the Participant formally agrees to abide by these terms and conditions.

3/ PLACE AND DATE

The Event will be held at the Place and Date indicated here above. The Organizer may cancel the Event or change the Place and Date, should the Place be rendered unavailable, in case of force majeure or act of God. In such an event, no compensation or refund shall be due to the Participant. However, the Organizer shall inform the Participant about the new Date and Place in writing and guarantee the Participant's participation in the rescheduled Event at no additional cost.

4/ REGISTRATION, CANCELLATION, PAYMENT

- Any company or organization is allowed to attend the Event provided its delegates have relevant knowledge to enter business discussions with other attendees. The Organizer, nonetheless, reserves the right to approve or reject any registrations at its sole discretion.
- The participant may cancel their registration forty-five days (45) or more prior to the Event, and be eligible for a full refund. The Organizer shall, however, retain a 7.5% administrative fee when processing the refund.
- Should cancellation be submitted twenty-one (21) to forty-four days (44) prior to the Event, the Participant shall be liable for a penalty amounting thirty percent (30%) of the amount due or paid.
- Should cancellation be submitted twenty days (20) or less prior to the Event, the Participant shall be liable for the payment of the full amount due, and not be eligible for any refund.
- All invoices issued and sent to the Participant, must be remitted five days (5) prior to the Event at the latest. The Organizer reserves the right to deny the Participant access to the Event, shouldn't their accounts be settled.

5/ INCLUDED SERVICES AND OBLIGATION TO PRODUCE RESULTS

The Organizer firmly commits to diligently use their expertise, knowledge, contacts network and all available resources to deliver all the services described in the booking form attached to this agreement. The Participant understands the Organizer's work shall not necessarily produce direct and immediate business results.

6/ PREVENTIVE MEASURES

The Organizer commits to implementing preventive measures and supplying equipment, aimed at hampering the spread of some transmissible diseases. The Participant understands, that preventive measures and protective equipment do not offer a risk-free event, and that the Organizer cannot be held liable for any contamination occurring during the preparation and running of the Event.

7/ INSURANCE

The Organizer is solely responsible for setting up and running the Event. However the Organizer's shall not be legally liable for any harm caused to the Participant by a third party.

The Participant must hold an insurance policy that covers all damages caused by them, their staff or their belongings to a third party or a third party's equipment and installations during the preparation and running of the Event.

The Participant must hold an insurance policy that covers all damages caused by a third party to them, their staff and belongings during the preparation and running of the Event.

8/ APPLICABLE AMENDMENTS

The Organizer reserves the right to introduce addendums to this agreement in order to handle any matters not initially mentioned in this agreement. Such amendments shall be notified and diligently sent to the Participant and immediately come into force.

The Organizer reserves the right to terminate this agreement and therefore cancel the Participant's registration, should the latter not comply with the terms and conditions of this agreement. In such an event, the Organizer shall notify the Participant in writing, and no compensation or refund shall be due to the Participant.

9/ USE OF PARTICIPANT LOGO

The Organizer reserves the right to retrieve and use the Participant's company logo on marketing materials designed to promote the event by showing a list of registered companies, called participants. If the Participant disagrees and wishes their logo to be removed from such marketing materials, they must explicitly address their request in a written form.

10/ SETTLEMENT

In the event of disagreement, the Participant shall submit a written request to the Organizer and seek an amicable settlement. If no amicable settlement is reached, the tribunal of Nanterre, France, shall be the sole competent tribunal to handle the case.

11/ PRIVACY AND SECURITY POLICY

The Participant understands that the Organizer will collect detailed information about their business for the sole purpose of conducting the Event and delivering the services described in the attached booking form. More information is available on the Organizer's website: [privacy, confidentiality and management of personal information](#)

Company name:

Name of authorized officer or representative:

I agree with advanced business events general terms and conditions

Date and signature: