



# BUSINESSCONNECT

*"Creating an Environment for Investment"*

## Business Resources

The City of Troy is pleased to be able to partner with the Michigan Small Business Development Center (SBDC) to provide counseling, training and research support for local entrepreneurs and businesses with up to 100 employees. Start-up business workshops are scheduled to take place at the Troy Public Library (510 W. Big Beaver Road) on the 4th Thursday of the month from 9:30am - 12pm starting March 24, 2016. For registration information, please go to the SBDC website at [www.sbdcmichigan.org](http://www.sbdcmichigan.org). You may also call the SBDC with any questions at 734.487.0355.

## Road Construction Update

For an update on road construction activity, please [click here](#).

Currently there are major construction projects on South Blvd, between Livernois and Rochester Roads; Big Beaver Road between Adams and Woodward; Dequindre Road from Utica Road to south of Troy Beaumont; and Wattles Road from Rochester to Dequindre.

## International Delegations Visit Troy



On June 6, 2016, Troy-based Business France North America hosted Ubimobility, a French delegation on connected and autonomous vehicles, at a reception at Troy's Automation Alley. Business France, the French Agency for international business development, worked with the French automotive, transportation and IT industries and clusters to identify up and coming French companies which had innovative technology related to autonomous and connected vehicles. The companies were evaluated and a panel of industry judges selected the 8 most promising companies. These companies are participating in a 15-day mission to the U.S., including Troy, to meet with automakers, suppliers, think-tanks, universities, potential partners and investors.

On May 20, 2016, the Troy-based Detroit Chinese Business Association hosted the Oakland County – Taizhou China Medical Business Forum, along with the medical delegation from China Medical City, Taizhou China led by Party Secretary Mr. Lan Shaomin, at the Detroit Marriott Troy. The Medical Business Forum marked the opening of a bright new chapter in Michigan - China economic diplomacy. Events concluded with a lively dinner as the over 100 CEO and company owners met with delegation officials and networked with each other. A series of events hosted by DCBA brought together key party officials from Taizhou Medical City together with a host of U.S. counterparts and local business leaders. The day began with an official signing of friendship between Taizhou City and Oakland County.



## Spotlight on Troy Businesses

Troy continues to be a top locational choice for international companies. The following companies have recently opened or will be opening facilities in Troy. For additional information on Troy's new and expanding businesses, please click [here](#) for the summer issue of Troy Today.

### Karma Automotive

Formerly known as Fisker Automotive, Wanxiang-owned Karma Automotive is establishing an engineering and sales office at 1875 Research Drive. The \$3.6 million investment will create approximately 150 new jobs. The Michigan

## Upcoming Events

**August 1: Sanctuary Lake Golf Course** is hosting the World's Largest Golf Outing, with over 150 other courses nationwide. Proceeds from these rounds go to support the Fisher House Project, providing housing for the families of injured soldiers near the VA hospitals their loved ones are being treated in. We are looking for corporate partnerships to raise even more money, as well as participants. Any interested parties can contact Aaron at Sanctuary Lake, at 248.619.7672 or [akonold@golftroy.com](mailto:akonold@golftroy.com).

**September 15: tech248 Southeast District Meet-Up**, at the Apple Store, Somerset Collection North, 8 - 10am.

The City of Troy is a full partner in Oakland County's tech248 initiative. tech248 targets the 2,000 technology companies that make their home in Oakland County. The program helps to accelerate growth in the tech industry by providing better access to talent, connectivity and branding. For more information on tech248 and to register for the event, check out [www.oakgov.com/tech248](http://www.oakgov.com/tech248).

### October 7: Manufacturing Day

Open your doors to our future workforce. Host a tour of your facility on Manufacturing Day. [Check out the flyer](#) for more information and to sign up your company.

## Looking to Start or Grow Your Business?

If you would like to discuss your plans to launch or grow your business in Troy, please contact Glenn Lapin, Economic Development Specialist at

Economic Development Corporation is providing a \$450,000 Business Development Program performance based incentive to the project. The City of Troy worked closely with the MEDC and Oakland County to bring the project to Troy.

### DSM Engineering Plastics

DSM Engineering Plastics, a subsidiary of Netherlands-based Royal DSM, will be expanding its headquarters facility at 203 W. Big Beaver Road (formerly Bally's) to add an engineering and applications development center. The project will generate a \$2.4 million capital investment and add 33 employees to the 48 that currently work at the location.

"The addition of a dedicated application development center within our headquarters will further facilitate our ability to support customers in their efforts to develop innovative, new products," Richard Pieters, president of DSM Engineering Plastics – Americas, said.

The City of Troy worked closely with the Michigan Economic Development Corporation and Oakland County to bring the facility to Troy instead of a competing location in Indiana. The project received a \$250,000 Michigan Business Development Program performance-based incentive.

### Roechling Automotive

German-based Roechling Automotive is a leading global provider of aerodynamics, acoustics and fluid management solutions. Roechling recently opened its new 22,500 square foot regional headquarters facility at 2370 Meijer Drive. The company employs approximately 50 people at the location.

### Sapa Technology

Sapa Technology, a developer of aluminum products, opened a 10,000 square foot research and development facility at 1200 Kirts Boulevard.

"The Troy facility brings us even closer to the automotive industry, which is focused on building lighter and safer cars," Tolga Egrilmezer, executive vice president at Norway-based Sapa Group, said. "We want to stimulate the use of aluminum in automotive applications and build on our role as the preferred development partner in automotive extrusion-based solutions."

Sapa has invested more than \$3 million in new equipment at the lab and plans to add new equipment at the Troy location over the next two years. Sapa's automotive customers include Ford Motor Co., General Motors Co., BMW, Jaguar, Land Rover, and Tesla. The company has 23,500 employees working in 40 countries.

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## Doing Business with the City of Troy

The mission of the Purchasing Department is to ensure value for the City of Troy Departments by procuring goods and services at the lowest competitive price from competent vendors. The Purchasing Department bases practices off of integrity and the utmost professionalism, allowing the delivery of vital services to our residents, and creating partnerships between the departments, and the vendor community.

248.524.3314 or  
[g.lapin@troymi.gov](mailto:g.lapin@troymi.gov)

The City of Troy buys products and services in the following ways: The informal solicitation where by purchases for products and services less than \$10,000 are solicited through informal price quotations and the formal competition where by purchases or contracts exceeding \$10,000 require a competition through sealed bids or request for proposals(RFP).

The City of Troy utilizes a website called MITN. The Michigan bid system provides a way for local government agencies in Michigan to more effectively notify vendors of RFP and bid opportunities, while using shared resources to increase efficiency and reduce costs. The procurement solution delivers suppliers centralized online location to view and receive Michigan RFPs and bid opportunities from over 100 Michigan local government agencies. Please refer to [www.mitn.info](http://www.mitn.info) for more information.

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## Property Maintenance in Troy

The City of Troy takes pride in its attractive, well-maintained commercial and residential areas. Please help us identify any property maintenance conditions that may be a blighting influence on the community including tall grass, broken fences, substandard buildings, dumping, abandoned vehicles and certain types of outdoor storage. Please contact Paul Evans in Code Enforcement at 248.524.3359 or [evanspm@troymi.gov](mailto:evanspm@troymi.gov) with any questions or concerns.

